

Looking **UP**

MANITOWOC CRANE GROUP MAGAZINE



Showguide

News Report
400th GMK3055

Technical Update
National's
Easy Reach

Eastern promise





Grove's Newest Crane - The RT540E

The RT540E is the latest addition to Grove's rough-terrain product line. Advantages include a maximum lift capacity of 35 t (40 USt), a four-section boom reaching 31 m (102 ft) in length, and a 13.7 m (45 ft) 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.

See the RT540E, along with other Manitowoc Crane Group products at Bauma at Stand 1105!

GROVE

www.mcgads.com/1104

Manitowoc
Crane Group



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A Manitowoc Model 16000 erects a wind turbine in the mountains of South Korea. The crane is one of three owned by Daewon Crane, the country's leading wind power specialist.



Many people talk about whether they can afford to attend a trade show. But when it comes to bauma 2007, the question is, can you afford not to? Everyone, with any involvement in the construction business will find something of interest to them in Munich.

For those in the crane business, the first stop must be the Manitowoc Crane Group booth. MCG takes bauma 2007 seriously and commits significant resources to the trade show.

Understandable as it will welcome literally thousands of customers, dealers, end users and colleagues over the course of the event.

This year will be its strongest showing yet. The most visible proof of that will be the products. The new GTK will tower over the stand. In fact, it will tower over almost the whole show. But there are many other new products on show and the opportunity to walk among them all in the same place happens rarely. So it is a strong incentive to attend.

Another good reason for booking a flight to Germany is the knowledge on hand in one spot. Stand 1105, home of Manitowoc Crane Group, will feature staff from all divisions and all parts of the world in one place. The expertise on tap could prove invaluable if you are making serious plans for your lifting operations this year.

Similarly, the dealer and customer mix on the MCG stand make it probably the best networking spot for the crane business at the show. It provides the ideal environment to buy or sell your MCG crane, to swap experiences, to exchange business cards and to find out what your peers and colleagues are up to. In short, it could be the most worthwhile week you spend out of the office this year.

If you can't make it to the show, then MCG will bring the show to you! You can attend via the web, through the MCG website, www.manitowoccrane.com. Here the company is uploading daily video casts, highlighting the new cranes on show, talking to MCG staff and capturing the exciting atmosphere that regularly accompanies the Munich show.

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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-ER™ and RINGER®.

GROVE



**NATIONAL
CRANE**

POTAIN



CraneCREDIT

Manitowoc apprentice program recognized



Pictured left to right are: Bob Riberich, Wisconsin Apprenticeship Advisory Council; Terry Hayden, Wisconsin Apprenticeship Advisory Council; Karen Morgan, DWD Bureau of Apprenticeship Standards; Joe Konop, MCG.

Manitowoc Cranes received the Wisconsin Apprenticeship Program Sponsor Award at the Apprenticeship Conference and Expo held in Madison, Wisconsin. The award recognizes Manitowoc's efforts in providing apprenticeships to adults. Manitowoc Cranes runs six apprentice programs in association with Lakeshore Technical College.

The apprentice programs are available in: fabrication, machining, electrical systems, assembly, testing and maintenance. Joe Konop, superintendent of fabrication at Manitowoc

Cranes, said a committed team was the key to the company's program.

"Our company, as a group, has run an apprenticeship program since 1915," he said. "We are proud of our history in training, developing and advancing our employees. It is a job that requires committed staff and I'd like to pay tribute to two individuals – Karen Elm who retired recently but helped organize this program for 15 years, and Dave Meyer, the chairman of our fabrication apprenticeships, which represents our single biggest group."



Potain's Olympic record

Aspire Tower in Doha, Qatar completed late last year and served as the focal point for the 15th Asian Games hosted in December. The tower housed the Olympic flame and sets the record for the tallest ever positioning of the flame.

Helping with building work was a Potain MR 225 luffing

jib crane supplied to contractor Midmac Besix by regional rental company and dealer NFT. The company initially erected the crane to 61.7 m and then climbed it throughout the project to a final height of 310 m. The 14 t crane was fitted with a 50 m jib for the job. It was braced in 11 positions on the tower.

Strong history

German crane rental company Scholpp has proudly restored its first Grove mobile crane, which it bought in 1965. The company uses the crane as a "museum crane" to highlight its longevity and commitment to running quality machinery.

Grove records show the TM225T crane was sold on July 22, 1965 through dealer Engineering Equipment to H A Scholpp (as the company was known at the time).

The crane made an appearance at the launch of the GMK4100 in Wilhelmshaven, Germany last year. More recently, Scholpp has updated its fleet with three new GMK3055 all-terrain cranes.



Cross country delivery

New French training facility



A Grove GMK7450 traveled across three countries and 2800 km (1740 miles) in Southern Africa to reach the remote Lumwana mine in Northern Zambia. Grove dealer Crane Load Tech managed the delivery, receiving the crane at the Port of Durban and stopping briefly at its facility in

Johannesburg before embarking on the lengthy trek through South Africa, Zimbabwe and then on to Zambia.

Henry Wells, managing director of CLT, said the delivery was a challenge, but a worthwhile one.

“Africa is a beautiful but uncompromising place and

the road conditions on the journey were often very poor,” he said. “But the GMK7450 always felt comfortable especially with the MEGATRAK suspension.”

The GMK7450 belongs to mine owner Equinox Minerals which is using it to assemble large mining equipment and for other maintenance duties.

A new Manitowoc Crane CARE training facility is open, close to the French city of Marseille, in nearby Vitrolles. The facility offers operator courses for Potain. Crane operation makes up 75% of training, and students are also entered for the CACES examination, a French crane operation test, which operators must pass every five years.

Thibaut Les Besnerais, EMEA vice president of Manitowoc Crane CARE, explained the importance of the center.

“Demand for training is at an all-time high,” he said. “By opening more facilities, such as the one at Vitrolles, we can offer quality training on a more regular basis.”

Crane CARE training graduates

US-based Eric Scott and Chris Kornelly have graduated from different levels of the Manitowoc Crane CARE technical training program. Eric Scott is a service technician with MCG dealer Cleveland Crane and Shovel. Chris Kornelly is a Manitowoc Crane CARE employee.

Eric Scott received the prestigious Level Three Master rating. There are only six other technicians in the world with that distinction. To earn a Level Three Master rating, candidates must locate and repair a series of 30 simulated faults. The faults cover Manitowoc’s electronic system and cover the full range of crawler crane



Chris Kornelly.

components and systems. But first, students have to build the test simulators that they will be working on. This includes hooking up the hydraulic and electronic



Eric Scott.

systems and interfacing the two. Then Keith Opperman, Manitowoc Crane CARE’s manager of lattice technical training, introduces the faults. “Since we started these

training classes in 1999, we’ve taught around 400 technicians each year and Eric Scott is only the seventh person to attain this rating,” Opperman said. “He is now among the ranks of the best crawler crane technicians in the world.”

Chris Kornelly, who works in the Manitowoc Crane CARE call center, also received a Level Three rating. To earn this status, he was required to find and repair 20 faults. Kornelly has worked for Manitowoc for nine years and two of those have been as a Manitowoc Crane CARE customer service representative. His area of expertise is EPIC Can-Bus systems on crawler cranes.

Grove helps museum

A Grove TMS500E helped re-erect a historic barn at the Allison-Antrim Museum in Greencastle, Pennsylvania, US. Manitowoc Crane Group donated the crane for the project, as well as a truck crane expert and operator.

The museum board hired Craftwright Timberframe Co to help with the barn structure. Glen James, owner of Craftwright, specializes in the historic craft of timber frame construction. James and his crew carefully deconstructed the barn and then restored the timbers over a two-month period. Reconstruction on the museum site began in November 2006.



"We assembled the bents, which are structural cross sections of the barn, on the ground," he said. "Long ago, 50 or 60 people from the community would come together to raise

these barn sections, but today we use cranes."

Once in place, workers secured one timber to the next using a peg, staying true to historic construction techniques.

Bristol Facelift

Ten Potain tower cranes are helping with redevelopment work in Bristol city center in the UK. The project, under the direction of main contractor Sir Robert McAlpine, is a new retail, leisure and residential complex known as Bristol City Center Expansion.

The cranes on site include six saddle jib cranes – four MD 485B cranes, two MD 285B cranes and a MD 345. There are also four luffing jib cranes on site – three MR 225 cranes and one MR 220. The cranes are working at heights of up to 70 m.

The jobsite is currently the largest collection of Potain tower cranes on any single site in the UK. Work for the cranes is scheduled to continue through early 2008.



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

bauma 2007

Munich, Germany
April 23 – 29, 2007
www.bauma.de

CTT Moscow 2007

Moscow, Russia
June 12 – 16, 2007
www.ctt-moscow.com

SC&RA Crane & Rigging Workshop

Kansas City, Missouri, US
September 20 – 22, 2007
www.scranet.org

ICUEE 2007

Louisville, Kentucky, US
October 16 – 18, 2007
www.icuee.com

SAIE 2007

Bologna, Italy
October 24 – 28, 2007
www.saie.bolognafiere.it

BATIMAT 2007

Paris, France
November 5 – 10, 2007
www.batimat.com

CONEXPO Asia 2007

Guangzhou, China
December 4 – 7, 2007
www.conexpoasia.com

Mammoet's big order



(Pictured from left to right) Wilco van de Wetering, MCG; Frans Vanwinkel, MCG; Jan van Seumeren Jr, Mammoet; Klaus Kroeppel, MCG; Hans van Hooft, MCG.

Dutch crane rental giant, Mammoet, purchased 15 Grove all-terrain cranes, including the 400th GMK3055. Dave Barton reports.

Champagne corks popped at Manitowoc Crane Group's Netherlands office, in celebration of Mammoet's latest purchase – Grove's 400th GMK3055 all-terrain. Frans Vanwinkel, MCG's EMEA vice president of sales and marketing, officially handed over the crane to Jan van Seumeren Jr, chief technical officer for Mammoet.

The new crane is one of 15 all-terrain cranes Mammoet ordered. The

order includes ten GMK3055 models, four GMK3050-1's and a GMK5130-1. The 55 t GMK3055 launched globally in 2004 and is especially popular in central Europe.

Purchase decision

Jan van Seumeren gives more details about Mammoet's reasoning behind the purchase.

"We chose the GMK3055 because of its excellent lifting ability on the jib and also its fast boom telescoping time,"

he said. "The fact that MCG has an office near to our global headquarters, here in the Netherlands, was also a significant factor in our purchase decision."

Notable first

Frans Vanwinkel said the deal was a notable one for the Breda office.

"This is the first delivery we've made to Mammoet from our Breda office and its size is a great show of confidence from one of our biggest customers," he said. "Like Mammoet, MCG has a strong global presence, but local representation is also very important."

Four of the cranes will go

GMK3055

US designation:
GMK3055

Maximum capacity:
55 t (60 US t)

Maximum boom length:
43 m (141 ft)

Maximum tip height:
60 m (190 ft)

Boom extension:
15 m (49 ft)

to Mammoet's UK office, for use on an oil refinery renovation. The rest will work across continental Europe. Mammoet's headquarters is in Schiedam, the Netherlands, but it has over 62 offices worldwide. Among its global fleet, Mammoet owns over 60 Grove all-terrain cranes, 37 rough-terrains and 17 Manitowoc crawlers. ♦

Feedback forum

Delegates at Manitowoc Crane Group's 'Dealer Days' conference in France enjoyed two lively days that included a look at Potain's new Igo T 70 crane. Eliza Arnould reports.



commitment to customer service, it's important we get customer feedback. MCG incorporates all feedback into our product development. Many improvements made to our current crane range are a direct result of this type of customer interaction."

MCG's strong distribution network is also a key asset in

MCG's strategy for 2007.

The event also provided an excellent opportunity for customers to give feedback and for MCG to present new product information.

Key note speeches

Global top-slewing tower crane product manager, François Czerwinski, and David Havard, MCG's global product manager for self-erecting cranes, gave keynote presentations. François Czerwinski spoke in detail about Potain's topless cranes, highlighting the new MDT 218 and MCT range. David Havard gave a presentation on the new Igo T range of self-erecting cranes.

Factory tour

On the second day of the conference, delegates traveled to MCG's Charlieu facility. There they saw the first of the new Igo T 70 cranes. Many were so impressed, they placed orders shortly after seeing the crane in action.

Senior MCG staff in attendance included, Philippe Cohet, executive vice president for EMEA and Volker Krautwig, sales director for Central Europe. ♦

Manitowoc Crane Group held its latest 'Dealer Days' conference between January 30 and 31 at the Hilton Hotel in Lyon. The two day event was specifically for German-speaking Potain dealers. A total of 47 attendees from dealers across Germany, Austria and Switzerland, traveled to France. Nine members of MCG staff from the Langenfeld, Germany office, were also present.

Frans Vanwinkel, vice president for sales and marketing in EMEA, said the conference and others like it



Top and above: delegates at the MCG plant in Charlieu take a look at Potain's new Igo T 70.

were an essential part of MCG's development process.

"MCG's two key competitive advantages are innovation and customer care," he said. "As part of our ongoing

its customer care strategy.

The main purpose of the event was to allow MCG and its core Central European dealers to discuss the current Potain product line and to learn more about

Your name here

Submitting story ideas to Looking Up is an effective marketing tool... and it's easy to do.

Having your company covered on the pages of *Looking Up* can be a tremendous marketing tool. Many people do not realize that *Looking Up* publishes in seven different languages and reaches over 20,000 people around the world involved with the lifting industry.

Important tool

According to Tom Cioni, director of worldwide marketing communications for the Manitowoc Crane Group, publicity coverage can be an important tool to establish your authority and knowledge of the industry in the eyes of your customers and prospects.

"That excitement you feel when you see your name in print," he says. "Your customers feel that too. And they feel proud and excited to do business with a company worthy of coverage in an industry magazine."

You also may not realize that having your company covered in *Looking Up* can be as easy as making a phone call or sending an email. Interested? Read on.

"That excitement you feel when you see your name in print. Your customers feel that too. And they feel proud and excited to do business with a company worthy of coverage in an industry magazine."

**TOM CIONI, DIRECTOR OF WORLDWIDE MARKETING COMMUNICATIONS,
MANITOWOC CRANE GROUP**

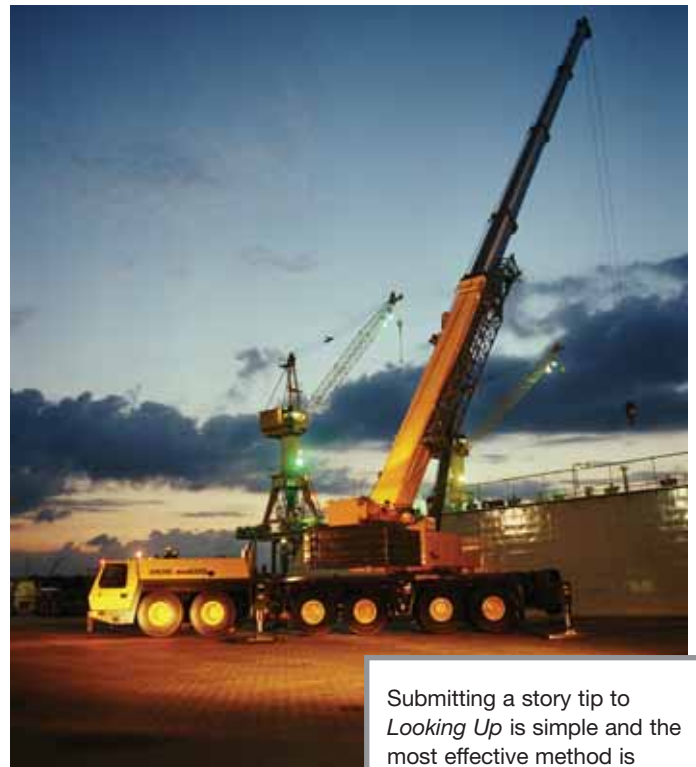
A part of each issue of *Looking Up* magazine is dedicated to jobs, events, customers and dealers. If you've read a Customer Profile or a Jobsite Report, then you know that this magazine doesn't just cover Manitowoc products, but focuses on how those products are used in the field.

The editors of *Looking Up* put great emphasis on these application stories because we know that sometimes the best way to talk about a crane is to show you how others are using it.

Story tips

So where do we find all of these stories? That is where you come in.

All of our application stories are provided as "tips" to us from sales people in the field, or dealers or customers themselves. Sometimes it is a phone call to one of the editors to alert us to an interesting or unique job starting soon. Or it is an email with details about a dealer anniversary celebration. Or it starts from a conversation we have at a trade show about



If you want to see your crane lit up on the pages of Looking Up, then send us a story.

your unique business approach. And sometimes it is just really good picture that someone sends us. The way we get stories for *Looking Up* varies as much as the applications we cover. But one thing is constant — they are all provided by people in the field.

So, are you or your customer working on a unique project? Call us. Celebrating a significant milestone in your business? We want to hear from you. Starting work at in interesting locale? Drop us a line. About to complete the biggest lift in your career? By all means, let us know. Your crane could soon be gracing the pages of *Looking Up* magazine. ♦

Submitting a story tip to *Looking Up* is simple and the most effective method is sending an e-mail with a few details about your job or event and a contact name with phone number.

Things it is good to know are:

- ◆ The name of the project or event
- ◆ The model of the crane
- ◆ The nature of the lifts
- ◆ The crane owner and contractor are useful also

Looking Up encourages you to take digital photographs of your crane on site. They must be "high-res" photos over 300 dpi and in a J-PEG or TIFF format.

Some tips for your photos:

- ◆ Show as much of the crane as possible
- ◆ Show the crane lifting something.

Send submissions to:
lookingup@se10.com
Or to contact *Looking Up*,
call: +1 414 221 9407

LookingUP

MANITOWOC CRANE GROUP MAGAZINE



**Munich
prepares for:**



Welcome to the Show!



The crane industry's biggest show demands a big presence from the major players. Manitowoc Crane Group will not disappoint. Ben Shaw reports.

GROVE



**NATIONAL
CRANE**

POTAIN

Manitowoc
Crane CARE

CraneCREDIT



There's no doubt that bauma 2007 will prove one of the most memorable to date. Stand 1105, home to Manitowoc Crane Group, will immediately catch the eye with its centerpiece, the GTK 1100 from Grove. The crane will tower above the Manitowoc Crane Group stand and forms just a part of the company's varied display.

Towering above

The distinctive GTK is undoubtedly one of the most important new products at bauma 2007, not only for the lifting industry, but for the construction equipment industry as a whole. It will be the tallest product on the MCG stand. But this is only the tip of the iceberg.

The next seven pages are a complete guide to Manitowoc Crane Group's

bauma 2007 FACTS

When: April 23 – 29, 2007

Where: New Munich Trade Fair, Munich, Germany

Show hours:

- ◆ 9.30 am – 6.30 pm (Monday – Friday)
- ◆ 8.30 am – 6.30 pm (Saturday)
- ◆ 9.30 am – 4.30 pm (Sunday)



Did you know?

- ◆ bauma 2007 will welcome 3000 exhibitors from 48 countries
- ◆ Exhibition space of 540 000 m² – makes it the largest fair of its kind in the world
- ◆ Last time the event welcomed 416 220 visitors, including 116 542 from outside Germany.

presence at bauma 2007. First is an easy-to-read layout of the company's stand, detailing exactly what products are where. This is followed by a breakdown, brand-by-brand, of what visitors can expect to see at the show.

Focal point

Bauma's size can often be intimidating and the distances huge, but the crane visitor can find everything they need on the MCG stand. In addition to the products on show, there are staff and dealers from around the world to assist visitors from any country. There are displays with the industry's latest in customer service from Manitowoc Crane CARE and financing from CraneCREDIT. There are working camera systems on show, on-line training displays, equipment demonstrations, a company store and much more.

Manitowoc's reputation also means its stand will be one of the busiest in the outdoor area, making it the perfect place to network with industry peers from around the globe. Whatever your lifting needs, there's an answer on Stand 1105. ◆

There has been much publicity concerning the high levels of activity in the crane industry over the past 24 months. This activity has built anticipation ahead of this year's bauma 2007, which is itself one of the highest profile events in our industry. At Manitowoc Crane Group we are prepared for this industry event and look forward to welcoming many of you to our booth.

MCG's presence at bauma 2007 will highlight our commitment to customers and our industry. We have new cranes that embody our core philosophies including one – the GTK1100 – that truly demonstrates fresh thinking in our business.

For this reason, we would encourage you to look beyond the exterior of our cranes on the booth, to ask questions and look at the defining characteristics of the cranes. It is here you will understand our product development motives. And put simply, our motivators are you – our customers.

We want to demonstrate how our cranes can help you grow your business. We want to show you they are:

- ◆ Easier to transport and erect, to save you time and money
- ◆ Fitted with ergonomic cabs and easy-to-use control systems, to make operators more productive
- ◆ Capable of faster cycle times and greater reach, so more jobs happen more often
- ◆ Easier to maintain, with spare parts easier to obtain, so the cranes realize more uptime.

Simple in theory, but where it really matters is in practice. We believe that looking through our products you will see that theory put into practice.

Last year was our most successful yet as a Crane Group and much of that success is attributable to the confidence our customers have in our products and our company. It is pleasing and gives us the motivation to move on to bigger and better things.

It is great to be back in Munich for bauma 2007. Please be sure to visit the Manitowoc Crane Group stand where we look forward to welcoming you.

Best wishes,

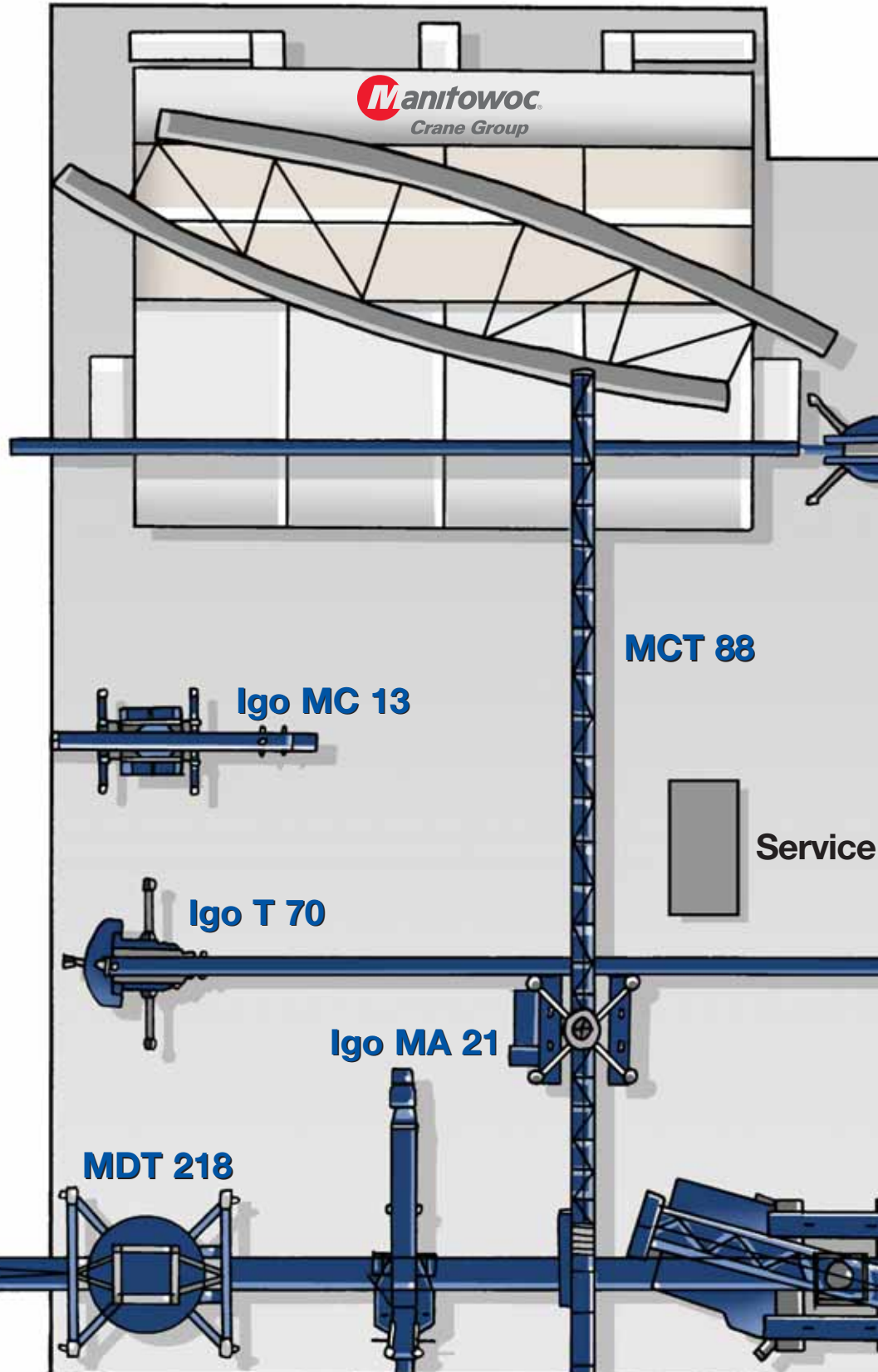


Glen Tellock
President and general manager
Manitowoc Crane Group

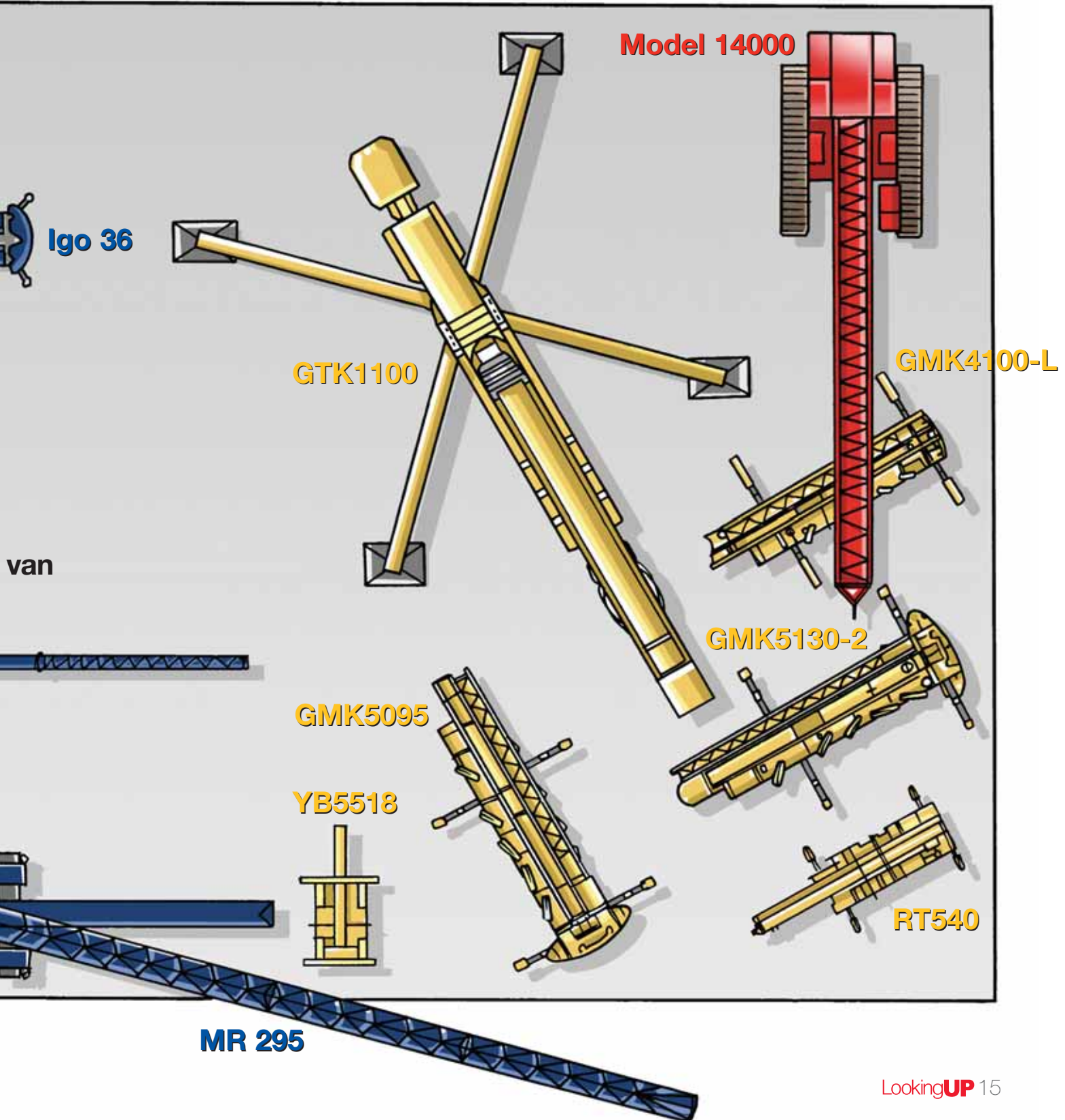


Manitowoc Crane

There are 14 cranes on display from Manitowoc Crane Group at bauma 2007. Grove, Manitowoc and Potain are all introducing new cranes. In addition Manitowoc Crane CARE and CraneCREDIT will present their latest incentives. Be sure to stop at Stand 1105.



Group: Stand 1105



Gearing up

Mobile cranes from across the Grove product line are on show at bauma 2007.

Chris Bratthauer reports.

Among the new Groves on show is the GMK4100-L all-terrain crane.

Grove will highlight its on-going commitment to lifting industry innovation at bauma 2007. The mobile crane brand will show all-terrain, rough-terrain and industrial cranes at the Munich event.

All encompassing

New at the trade fair is the 100 t GMK5095, the second Grove AT crane to feature the ergonomic carrier cab unveiled last year. As well as a 60 m seven-section MEGAFORM boom, this crane offers MEGATRAK suspension, all-wheel steer, and ECOS controls. As with many Groves, it can operate in either 'Taxi' mode for mobility or 'Maxi' mode for optimum capability.

Also featured is the GMK4100-L, the long-boom version of the GMK4100, which launched last year. Its impressive 60 m main boom telescopes to full height in less than nine minutes. With the addition of a jib, maximum tip height reaches 83 m. The GMK4100-L also incorporates Grove's new carrier cab.

Small yet strong

From the rough-terrain crane line is the RT540CE, the latest Grove from the MCG production facility in Niella Tanaro, Italy. This 35 t crane offers a 31 m four-section boom with an offsettable telescopic swing-away jib. Grove's YardBoss industrial cranes are represented with the YB5518. ♦

GMK5095

US designation:
GMK5115

Maximum capacity:
100 t (115 USt)

Maximum boom length:
60 m (197 ft)

Maximum tip height:
83 m (272 ft)

GMK4100-L

US designation:
GMK4115-L

Maximum capacity:
100 t (115 USt)

Maximum boom length:
60 m (197 ft)

Maximum tip height:
83 m (272 ft)

RT540CE

US designation:
RT540E

Maximum capacity:
35 t (40 USt)

Maximum boom length:
31 m (102 ft)

Maximum tip height:
47 m (154 ft)

YB5518

Maximum capacity:
16.3 t (18 USt)

Maximum boom length:
16.8 m (55 ft)

Maximum tip height:
22.9 m (75 ft)



Show stopper



GTK1100

Maximum capacity:

Over 70 t at over 120 m
(over 77 USt at over
394 ft)

Maximum lift height:

140 m (459 ft)

Height of vertical tower:

81 m (266 ft)

Manitowoc Crane Group's GTK1100 will be one of the highlights at this year's bauma 2007. Eliza Arnould reports.

There is no doubting the big attraction on the Manitowoc Crane Group stand at bauma 2007. The GTK1100 is one of the most eagerly-anticipated products for those in the crane industry, and in the wider construction industry as a whole. It will be the standout product in the show's outdoor area, towering over its surroundings like a skyscraper.

First of its kind

Bauma marks the first time the crane will appear in public, with deliveries to customers to begin later in

the year. The GTK's biggest strength is its ability to lift relatively large loads to great heights. It will lift loads of over 70 t to over 120 m and its maximum lift height will be more than 140 m.

Amazing grace

Companies involved in wind turbine erection and maintenance will find the GTK offers excellent time and money savings compared to existing lifting technologies. The crane will also appeal to companies working in urban settings or industrial plants where space is limited.

The GTK1100 is one of the most eagerly-anticipated products at bauma 2007.

One of the most attractive features of the GTK is its ease of transport and erection. The whole crane travels to site on no more than five trailers and a single support crane is all that's needed. Not only does this save time and money, but it also reduces the environmental impact. Initial tests show that the GTK can be ready to lift just six hours after arriving on site. ♦

Manitowoc debuts the Model 14000

Manitowoc's hallmarks of quality, reliability and productivity appear in the latest addition to its crawler crane line. Tom Cioni reports.

Manitowoc's newest crawler, the Model 14000 is set to be a hit with visitors to the MCG stand at bauma 2007. This 200 t hydraulic crane is making its global debut at the world's biggest construction trade show. The Model 14000 has been built as an excellent general purpose crane. Manitowoc hopes the Model 14000 will become a flagship product for the brand, explains Al Kadow, product marketing manager for Manitowoc Cranes.

"Customers for the Model 14000 will be contractors working in almost all types of jobs – construction, bridge building, tunneling, fabrication

yards, and petrochemical plants," he says. "The Model 14000 is a good, solid crane."

Features

The Model 14000 has a maximum boom of 86 m and luffing jib up to 113.8 m. Line pull on the main drum is 140 kN. Also featured is MCG's patented Can-Bus and EPIC control system. This allows the control of six independent closed-loop hydraulic circuits for better performance. Also standard is the FACT connection system, which allows for easier set-up and the interchanging of parts among similar Manitowoc products. The operator cab gives better visibility and improves operator efficiency.

Ultimate upgrade

Raman Joshi, global product manager for Manitowoc crawler cranes, said the timing of the Model 14000 launch was perfect.

"Companies looking to replace reliable and popular older units like the Model

4100W have a perfect alternative in the Model 14000," he said. "The Model 14000 has great potential both globally and in Europe.

Low cost of ownership and high expected residual values make the crane a good prospect for both rental companies and end-users." ♦



Model 14000

Global designation:
Model 14000

Maximum capacity:
200 t (220 USt)

Maximum boom length:
86 m (282 ft)

Maximum luffing jib:
113.8 m (373 ft)

Potain presents . . .

There will be a number of Potain tower cranes on the Manitowoc Crane Group stand at bauma 2007.

Eliza Arnould
picks out some highlights.

Among the Potain products at bauma 2007 are two new topless models, a new luffing jib crane and two new self-erecting cranes.

The first of the new topless cranes on show is the MDT 218, the fourth and largest addition to the MDT range. There are 8 t and 10 t versions available. Maximum jib is 65 m and the crane also features the latest frequency converter-controlled mechanisms for slewing, hoisting, and trolleying.

Clever climbing

Next is the MCT 88, the first topless model MC range of city cranes. The crane offers a 5 t maximum capacity and a maximum jib of 52 m. It can lift 1.1 t at its jib tip. As with other topless city cranes, the MCT 88 features Potain's distinctive aerodynamic counter-jib design.

Also on display will be Potain's latest luffing jib crane, the MR 295. The



Potain's MCT 88 is the first topless crane from the MC range.

crane is available in three different capacity versions – H16 (16 t), H20 (20 t), and H25 (25 t) – and it has a maximum jib of 60 m.

Moving on up

From the self-erecting range, the Igo T 70 makes its debut. It incorporates a two-section telescopic mast that allows it to vary its

height between 20 m and 32 m using auxiliary sections. The 4 t crane can lift 1.3 t at a maximum radius of 40 m.

The other new self-erector is the 1.8 t Igo MC 13. The crane is equipped with a trailer axle, making it highly mobile and maneuverable. Also on show is the Igo MA21. ♦

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)

Load at jib nose:
1.3 t (1.4 USt)

Igo MC 13

Maximum capacity:
1.8 t (2 USt)

Maximum height under hook:
16 m (52.5 ft)

Maximum radius:
22 m (72.2 ft)

Load at jib nose:
0.6 t (0.7 USt)

MCT 88

Maximum capacity:
5 t (5.5 USt)

Maximum height under hook:
43.1 m (141 ft)

Maximum radius:
52 m (170.6 ft)

Load at jib nose:
1.1 t (1.2 USt)

MR 295 H16

Maximum capacity:
16 t (17.6 USt)

Maximum free standing height:
52.6 m (173 ft)

Maximum radius:
60 m (197 ft)

Load at jib nose:
3.8 t (4.2 USt)

MDT 218

Maximum capacity:
8 t or 10 t
(8.8 USt or 11 USt)

Maximum height under hook:
65 m (213 ft)

Maximum radius:
68.2 m (224 ft)

Load at jib nose:
1.45 t (1.6 USt)

Customer support



Cameras for both tower cranes (pictured) and mobile cranes will be on show.

Manitowoc Crane CARE, customer support brand of MCG, will have a strong presence at bauma 2007.

John Bittner reports.

Visitors to the MCG stand will see the many benefits of in-cab crane cameras. Camera display screens will feature inside the booth and in cranes on the stand. On display will be a tower crane trolley camera, which monitors the ground directly beneath the load. On the display screen in the cab, the operator can closely monitor the ground for increased

visibility on the jobsite. Also on stand will be reverse cameras fitted on mobile cranes for greater visibility and awareness.

Virtual assistance

There will also be demos of on-line applications, including the new E-training programs. Through several basic modules, Manitowoc Crane CARE's E-training program aims to prepare

crane technicians with the basic knowledge on systems such as hydraulics and mechanical drives.

GPX2 is another on-line program represented at bauma. This system allows dealers to enter quotes, place orders or check parts inventory. This takes place at regional Manitowoc Crane CARE facilities or dealer locations.

Product placement

Attendees will also be able to see live demos of the simple and efficient tower and mobile crane greasing systems. The first is a tower crane slew ring central greasing system and the latter is a new interference control gun greasing system for mobile cranes.

Manitowoc Crane CARE's rebuilt parts program, EnCORE, is also part of the bauma stand. EnCORE is a global program that matches customers with the best parts solution for their crane.

Information on many new service tools and aftermarket products will be available. A Manitowoc Crane CARE service van will demonstrate the investment in tools and technology that Manitowoc Crane CARE is making around the globe. ♦

Mobile Hydraulics



Our Mobile Hydraulic course delivers an interactive training experience designed to help understand the concepts you need to understand when working with the hydraulic systems of mobile equipment. Learn the various physics laws related to hydraulic power, as well as the hydraulic components and circuits associated with these systems. Study the basics of hydrostatic transmissions, valves, and maintenance systems common to almost all combustion engine vehicles. You will also study the symbols and language of schematics, helping you know your hydraulic systems inside and out.



- Fluid Power Physics**
- Pumps**
- Actuators**
- Hydrostatic Transmissions**

Build your foundation for the course by reviewing the basic physics principles that govern fluid power: Horsepower, Torque, Heat, Flow, Pressure Drop, Velocity, and Viscosity

See, in 3D, various types of hydraulic pumps and learn more about gear, vane, and piston pumps, their differences and similarities and proper application

Learn how hydraulic actuators convert hydraulic horsepower back into mechanical horsepower and other valuable information about how they work inside your system

Understand the differences between an open and closed circuit, the purpose of the components used in these circuits, and the basis of operation of basic hydrostatic circuits

Visitors to bauma can see working demonstrations of the E-training system.



Make it easy

The Easy Reach control system for National boom trucks improves productivity while making life easier for the operator.
Chris Bratthauar reports.

Few crane jobs require as much movement as that of boom truck operator. Boom truck operators drive to the site, rig the load on the truck-bed, lift, de-rig the load and then move on. This process can be repeated any number of times in a working shift.

It is this constant movement that inspired National Crane's engineering team to develop the Easy Reach control system. This

control system is for the company's range of 'stand up' cranes (where the operator stands while using the crane – as opposed to the company's range of cab-based controls). And best of all, the Easy Reach control system is simple. The operator just lifts a lever, the control system swings away and the operator moves quickly to the next task.

Even flow

John Lukow, vice president of sales and marketing at National Crane, says the Easy Reach system is all about making operation easier.

"Boom truck operators are constantly getting up and down," he says. "With

traditional stand up controls that would mean constantly stepping or climbing around the control system to access the truck bed. With Easy Reach, the controls are simply pivoted away. When combined with the improved steps and hand holds on our machines it makes for much more efficient operation."

According to Lukow, a second benefit of Easy Reach is that it brings hydraulic pilot controls to the stand up machines.

"Incorporating hydraulic pilot controls to our stand-up machines offers closer control through better 'feathering'," he says. "It also takes a lot of

The Easy Reach controls pivot out of the way, to sit just under the boom.

complexity out of the system as a whole. Water-proofing in pilot controls has improved drastically in the past few years. So it is no problem to include them in an exposed system on a stand up machine."

Positive reaction

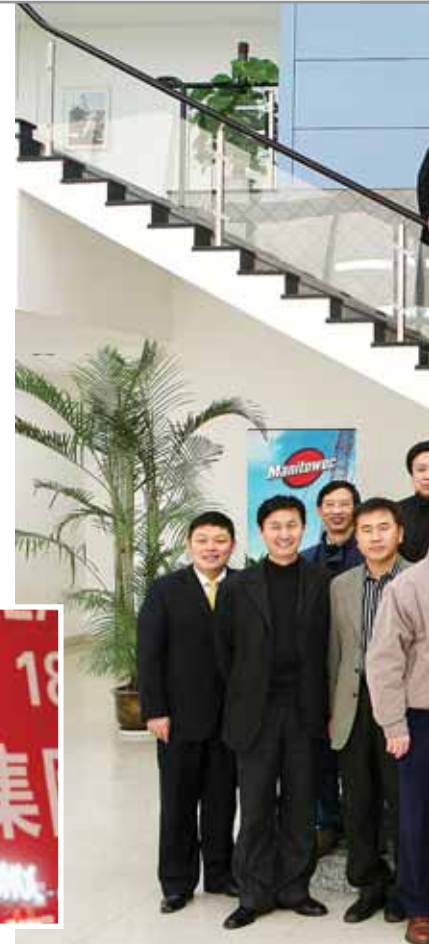
The first crane to feature Easy Reach is the 1300H which launched last year. The first units are in the field and so far feedback has been positive, according to Lukow.

"Easy Reach is a great concept and a real differentiator for National Crane," he says. "We pride ourselves as market leaders in the boom truck industry and we believe Easy Reach is the future of stand up controls. It is our plan to implement it on further models down the line." ♦

"Bringing hydraulic pilot controls from our cab-based machines to our stand-up machines offers closer control through better 'feathering'."

JOHN LUKOW, VICE PRESIDENT OF SALES AND MARKETING, NATIONAL CRANE

Global customer care



Dealers from around the Asia-Pacific region gathered at the Manitowoc Crane CARE dealer conference at the MCG plant in Zhangjiagang, China to share ideas. Leslie Shalabi reports.



Nearly 100 service managers from 25 dealers across the Asia-Pacific region attended a Manitowoc Crane CARE conference held in Zhangjiagang, China, between January 18 and 19.

Each year, Manitowoc Crane CARE in Asia-Pacific organizes this event to listen to dealer concerns, introduce new programs and strengthen its relationship with the dealer network.

The program, which included a factory tour of the

modern Potain plant, included a mix of presentations and breakout sessions. Throughout the event, attendees were encouraged to share their concerns and ideas about Manitowoc Crane CARE in the region.

Talking shop

Eric Etchart, executive vice president MCG in Asia-Pacific, updated attendees on the latest company news. Larry Weyers, executive vice president of Manitowoc Crane CARE, briefed the group on

Jack Lee, vice president of Manitowoc Crane CARE, Asia Pacific, addresses attendees the annual dealer conference.

the global scope of the Manitowoc Crane CARE team.

Jack Lee, vice president of Manitowoc Crane CARE in Asia-Pacific, stressed the importance of customer support as a differentiator and major advantage in the marketplace in his update on the region.

"We have over 1000 people at 250 locations around the world dedicated to customer support," Lee said.

"Customer support is our competitive advantage."

Attendees also learned about many new and developing programs within Manitowoc Crane CARE. One of the newest ideas is Fleet Management. This program has several tools that help dealers and customers manage the total cost of ownership of their cranes. These include remote equipment monitoring, total cost of ownership information and recommended parts lists.



Attendees were encouraged to share ideas on how to improve the Manitowoc Crane CARE organization at breakout sessions held during the conference.



Attendees toured the state-of-the-art Potain manufacturing facility in Zhangjiagang.



will open a contact center in Zhangjiagang by the end of 2007. Personnel at the center will answer questions about Potain tower crane parts, service and warranty support. Call centers supporting Manitowoc and Grove brands will open later. Inquiries can be made in both English and Mandarin.

“The opening of this contact center supports our goal of having technical assistance available for our customers 24/7, around the globe,” said Larry Weyers.

The Zhangjiagang contact center is one of six locations around the world. There are similar centers in Manitowoc, Wisconsin, US; Shady Grove, Pennsylvania, US; Wilhelmshaven, Germany; Decines, France; and Singapore.

These help technicians answer the basic questions of crane maintenance: What is the condition of the crane? What is the specific problem? Are parts available? How can we manage the costs?

Learning curve

Attendees were informed that Manitowoc Crane CARE now offers several E-Training modules. These programs educate service technicians on basic machine systems. There are courses on electrical systems, hydraulics, pneumatics, mechanical systems and drives and motors.

“Technicians take these courses on their own to learn basic maintenance knowledge,” Lee said. “This helps when they have in-person, crane-specific training – the instructor does not have to review the basics.”

Manitowoc Crane CARE

“We have over 1000 people at 250 locations around the world dedicated to customer support...

Customer support is our competitive advantage.”

JACK LEE, VICE PRESIDENT OF MANITOWOC CRANE CARE, ASIA PACIFIC

Technical talk

The heart of the conference was the breakout discussions between the dealers and Manitowoc Crane CARE. There were sessions dedicated to the contact center, the fleet management program and training.

“We hope these sessions create an atmosphere of open discussion for our dealers to discuss unfilled needs and new opportunities,” Lee said.

Information learned at these sessions will help Manitowoc Crane CARE decide on future initiatives and programs within the organization.

“We based the agenda of this year’s meeting on the concerns and questions brought up last year,” Weyers said. “We will base next year’s meeting on what we’ve heard here this week. This level of communication is necessary for our continuous improvement.” ♦



Nearly 100 people attended the second annual Manitowoc Crane CARE dealer conference held in Zhangjiagang, China.



LaPrairie's TMS900E performs a variety of on-site lifting duties.



Tar sands support

Oil production from the tar sands in northwestern Canada is booming and so are the lifting services that help support it. Chris Bratthauer reports.

By all estimates, the amount of recoverable crude oil reserves in the Alberta tar sands is second only to Saudi Arabia. But, it is a relatively new discovery. The first mine was established in 1967. With the energy crisis in the 1970s, there was much more

emphasis on developing alternative oil resources and another mine opened late in that decade. In 2003, as crude oil production from tar sands became more economically feasible, a third mine was established.

As this industry has grown, so have the industries

that support it. One significant requirement has been lifting services to help erect and dismantle the oil rigs and natural gas production plants.

LaPrairie Crane, part of the LaPrairie Group of companies based in Tumbler Ridge, British Columbia,

Canada, has made its name building and maintaining the tar sands and natural gas infrastructure. LaPrairie's "everyday cranes" travel around the area helping with oil and natural gas rig mobilization, and building and moving compressor stations in natural gas plants.

Big foot

The service area that LaPrairie covers is vast, says Scott LaPrairie, president and CEO.

"The footprint we cover has about 10 000 km (6200 miles) of highway," he says.

On these jobs, LaPrairie says, they are lifting five or 10 skids that have compressors and other natural gas processing equipment mounted on them. The skids weigh anywhere from 32 t to 68 t.

For each job, two cranes are on site from four to seven days. When finished, it is not



The TMS900E has an 82 t maximum capacity.



“Ten years ago a 50 t or 60 t crane was a suitable everyday crane. As our truck cranes got a little long in the tooth, we needed something that was closer in capacity to the 80 t or 90 t all-terrains, but still gave us good mobility.”

SCOTT LAPRAIRIE, PRESIDENT AND CEO, LAPRAIRIE CRANE

that efficiently pin boom sections automatically.

Working together

Front and rear air over walking beam suspension provides a smooth ride at 104 km/h (65 mph). Aluminum wheels, fenders and decking are also standard features.

LaPrairie bought two TMS900Es for its fleet. One is working as an everyday crane and the other is helping construct a tar sands processing plant near Fort McMurray, Alberta, Canada.

Scott LaPrairie’s brother, Reagan LaPrairie oversees this project.

“We have 15 cranes on this job building an oil upgrader for Opti-Nexen Energy,” he says. “We’ve been there for about a year

and a half and one of the new truck cranes is now helping on this job.”

In addition to the TMS900E, LaPrairie has a Manitowoc Model 888, Grove GMK4080 and GMK5210 all-terrain cranes, a RT760E rough-terrain and a YB7722XL YardBoss on the job. Later this year, a Model 16000 will be delivered to LaPrairie Crane as well.

“Historically, we’ve been an everyday crane business, but this is our main project right now,” he says. ♦

uncommon for the next job to be as far as 500 to 600 km (300 to 400 miles) away.

LaPrairie has a fleet of 35 cranes, including many all-terrain cranes. However, for these everyday crane jobs, LaPrairie needs cranes that can efficiently travel long distances. The company has typically called on truck cranes for the job.

Bulking up

Last year, LaPrairie needed to replace two older truck cranes in its everyday fleet.

“The industry has changed,” says Scott LaPrairie. “Ten years ago a 50 t or 60 t crane was a suitable everyday crane. As our truck cranes got a little long in the tooth, we needed something that was closer in capacity to the 80 t or 90 t all-terrains, but still gave us good mobility.”

The answer? An 82 t Grove TMS900E truck crane.

The superstructure of

the TMS900E features a full-power five-section MEGAFORM boom that can reach a maximum tip height of 43 m. The TWIN-LOCK boom pinning system provides pre-selection of boom extension modes

LaPrairie service area covers 10 000 km of highway across western Canada.



TMS900E	
Maximum capacity:	82 t (90 USt)
Main boom:	43 m (142 ft)
Maximum tip height:	72 m (237 ft)
Gross vehicle weight:	40 610 kg (89 531 lbs)

Seoul fan



*One of Daewon Crane's
Model 16000 crawler cranes
positioning a turbine blade.*



Daewon Crane in South Korea is the country's largest assembler of wind turbines. And the company believes the Manitowoc Model 16000 is the best tool for the job. Tom Cioni reports.

The wind power business in South Korea is relatively small, but growing quickly. And that growth is set to increase following government plans to increase renewable energy use from 2% to 9% by 2030.

One company already prepared for the boom in wind farm development is Daewon Crane, South Korea's largest crane rental company. The company has three of Manitowoc's Model 16000 crawler cranes in its fleet, widely recognized as the best

crane in its class for wind turbine erection.

In addition to being South Korea's largest crawler crane company, Daewon is also the nation's leading wind turbine specialist. From March through December 2006 the company installed 49 windmills of 2 MW capacity each. This year, Daewon will manage two major projects for the installation of around 50 windmills.

Brent Woo, president of Daewon Crane, has no doubt the Model 16000 is the best choice for this work. "We have other crawler

cranes in the 400 t class, but the Model 16000 is definitely the best for wind turbine erection," he says. "The upper boom point with a 95 t capacity is the real stand out feature on this crane. It makes the Model 16000 the perfect tool for us."

Turn key turbine

The majority of the wind farms are in the mountainous region of South Korea. Daewon handles full installation of the turbines for clients such as Unison and Hyosung. The loads lifted typically range up to 85 t, and lift heights range up to 90 m.

In addition to the three Model 16000 crawler cranes, Daewon also has three 750 t Model 18000 cranes which it uses on a variety of projects. The company has close ties with Korean project management giants Hyundai Heavy Industries and

Samsung. It hopes these business partnerships will help its business grow, as Brent Woo explains.

"Our company still has lots of ambition," he says. "Although we are the biggest in South Korea, we would like to be in the top five of our market in Asia. We hope our good working relationship with Samsung and Hyundai will lead to more projects in Asia. We certainly have the lifting technology available in our crane fleet." ♦

Model 16000

Maximum capacity:
400 t (440 USt)

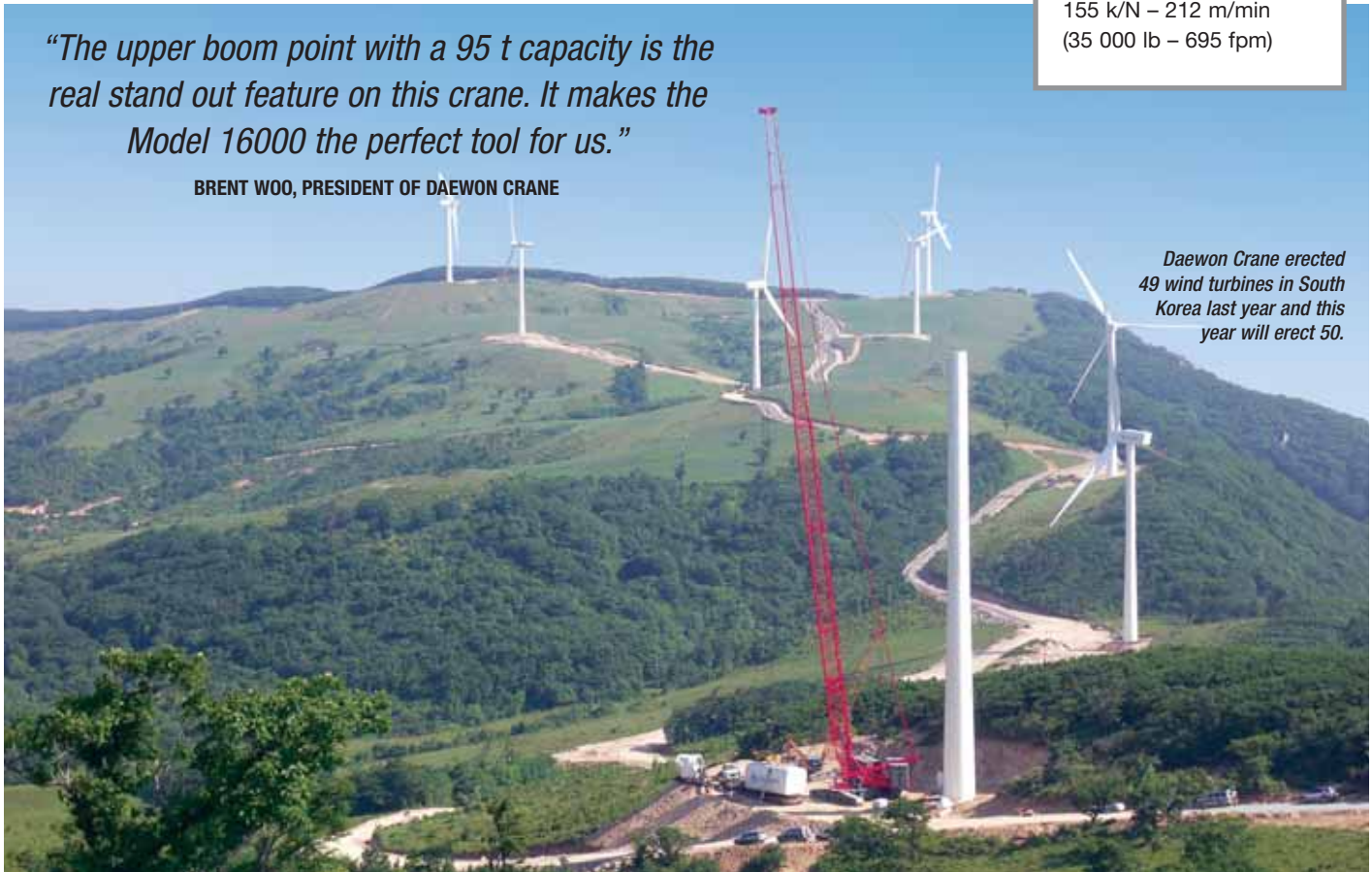
Maximum main boom:
90 m (295 ft)

Maximum luffing jib on main boom:
132 m (432 ft)

Line pull/speed:
155 k/N – 212 m/min
(35 000 lb – 695 fpm)

"The upper boom point with a 95 t capacity is the real stand out feature on this crane. It makes the Model 16000 the perfect tool for us."

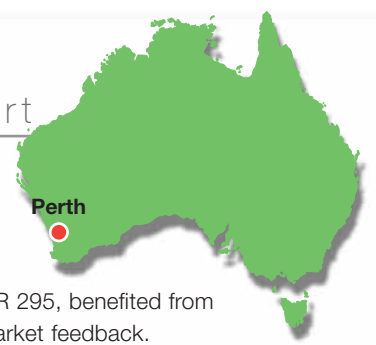
BRENT WOO, PRESIDENT OF DAEWON CRANE



Daewon Crane erected 49 wind turbines in South Korea last year and this year will erect 50.

Growing in numbers





Perth is the capital of Western Australia, the fastest growing state in Australia. Dave Barton reports on a series of Potain tower cranes contributing to that growth.

Perth is one of the world's most isolated cities, but that hasn't suppressed its growth. Significant spending on infrastructure make it one of the busiest construction markets in the region and a hotbed of tower crane activity.

Potain tower cranes, and specifically luffing jib cranes, appear across the cityscape because of the efforts of local dealer and rental company, D&G Hoist and Crane Hire.

The company has numerous cranes at work

developments in the Central Business District. All of our MC city cranes are popular with customers as are luffing jibs. That's why we've just received four new MR 295 cranes."

All the MR 295s have Potain's variable-frequency LVF hoist technology. The 20 t capacity cranes are divided among three sites in Perth's CBD.

On site

The first crane is working for Multiplex at the Bishops See project at Spring Street in Perth. It joins another new Potain luffing jib crane, a 14 t MCR 225. Both cranes operate at a 55 m height

MR 295, benefited from market feedback.

"Potain saw the need for a 300 t/m luffing jib crane in its product line and involved D&G – and other dealers around the world – in the development process," he said. "The result is a crane that competes with rival diesel tower cranes and offers further advantages. The versatility, speed and efficiency of the MR 295 make it a class leader."

Among the features that make the MR 295 a class leader are its very high winch speeds — up to 168 m/minute when rigged in two falls of rope. The variable frequency control means the driver has stepless speed control from zero to maximum. The crane can rig in two, three or four falls of rope. It takes less

than 90 seconds to luff from its minimum to maximum angle. As the crane's power is electric, with separate direct drive motors, its functions do not suffer when operated at the same time. This is not the case with some diesel-powered cranes.

The MR 295 comes in 16 t, 20 t or 25 t versions, with the model suffixes of H16, H20 and H25. The H20 version has a maximum jib length of 60 m and a maximum tip load of 2.7 t.

Founded in 1998, D&G now has 14 Potain luffing jib cranes in its rental fleet including models MR 150, MR 220B, MR/MRC225 and MR 295. The company is also Potain's dealer for Western Australia and the Northern Territory. ♦

Potain MR 295 (H20)

Maximum capacity: 20 t (22 USt)

Maximum radius: 60 m (197 ft)

Load at jib nose: 2.7 t (3.0 USt)

right across the city. One notable job includes a Potain MR 220, working for Hanssen Construction on an apartment building. Two MC 310s are doing the same, in another part of the city. In addition, an MCR 225 and an MR 225 are currently working downtown for contractor Diploma Probuild. Business is booming in Perth, and the need for first-class lifting equipment continues to grow, as Gino Decesare, managing director of D&G, explains.

"At the moment we have a combination of saddle-jib and luffing jib cranes on sites for a number of clients. Most are on construction

"The result is a crane that competes with rival diesel tower cranes and offers further advantages. The versatility, speed and efficiency of the MR 295 make it a class leader."

GINO DECESARE, MANAGING DIRECTOR, D&G

In the foreground is a Potain MR 220 working for Hanssen Construction on an apartment building. Next to it are two more Potain luffing jib cranes, an MCR 225 (center) and an MR 225 on a Diploma Probuild project.

under hook. Two more cranes are working for Multiplex, on the Century City Tower development at 100 St George's Tce. Both are at 114 m height under hook. The final crane is working for contactor BGC on construction work at 239 Adelaide Tce. This crane also has a 114 m height under hook and is operating together with a Potain MR 225.

Gino DeCesare, managing director at D&G, said the design of the



Energy exploration



A Grove truck crane from the Auriga fleet in action.

One Mexican crane rental company has experienced success by focusing on the needs of the oil and gas exploration market. Chris Bratthauar reports.



Outside the Auriga office in Queretaro, Mexico.

Mexico's economy has seen tremendous growth in manufacturing, oil and gas exploration and windpower development. Along with this trend are the services needed to sustain this growth. Many Mexican companies have capitalized on this by providing construction and support activities associated with these industries.

One of those firms is a crane rental and construction equipment dealer headed by a young mechanical engineer-turned-entrepreneur, Jose Cano. His firm, Auriga, based in Queretaro, Mexico has grown significantly since

its inception 15 years ago. It started as a small rental company with a couple of used cranes. Today it is a large organization with 120 employees and branches throughout Mexico.

Expert expansion

While building his business, Cano focused on diversification. He started with crane rental and then added trucking services, light equipment rental and construction equipment sales.

But, he says, the time has

come to focus on crane rental again, specifically in the rapidly growing energy sector. His strategy is to have very large cranes to serve the energy and exploration markets.

"We will never be a company that can have 100 or 200 rough-terrain cranes. So, we will focus on having a smaller fleet of very large cranes," he says.

In December 2006, Auriga took delivery of a 450 t GMK7550.

Auriga has a crane rental

office in Villahermosa, Tabasco, says Cano. "This branch has been a big benefit for our business," he said. "It is close to the large oil and gas companies like Halliburton and Pemex."

Throughout the years, Cano has focused on providing superior service. He starts by insisting on new, certified cranes in his fleet. And he provides operators with all of his cranes.

"Our service consists of rental of the crane with an operator, and includes maintenance and fuel," Cano said. "We don't do any bare rental. Our skilled operators are part of the value we provide our customers." ♦

"We don't do any bare rental. Our skilled operators are part of the value we provide our customers."

JOSE CANO, AURIGA



At your service



David Simkins, a Maniowoc Crane CARE service manager for Maniowoc crawler cranes in the Middle East, talks about his job. Looking Up reports.

LU: How long have you worked for Maniowoc Crane CARE?

DS: Just over a year now, but I've been working with Maniowoc crawlers for over eight years.

LU: What did you do before that?

DS: I worked in construction machinery for a major UK contractor for 20 years. I then spent a short time working on a power station in the Philippines, before joining a local Maniowoc dealer in the Middle East in 1998. I moved to Maniowoc Crane CARE in 2006.

LU: Where did you do your training?

DS: My apprenticeship was with the same UK

contractor, after which I worked in the firm's crane and excavator rebuild workshop. After that I carried out troubleshooting, repairs and disassembly projects across the UK.

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

DS: I headed a repair team to completely overhaul two Maniowoc 4100 S/1 machines – in a remote mountainous region. We lived on-site for up to six weeks at a time, working seven days a week for nine months. This job required excessive patience, planning and organization.

LU: What advice would you give to a new Maniowoc

Crane CARE employee?

DS: Being a team player is vital. Be prepared to work with people from different cultures and backgrounds. In the Middle East it's important to be respectful to the local culture and religion.

LU: What countries have you worked in for Maniowoc Crane CARE?

DS: Bahrain, UAE, Saudi Arabia, Oman, Qatar – across the Persian Gulf, as well as Nigeria, Kuwait and Egypt.

LU: What are your hobbies?

DS: I am a massive soccer fan – I support Liverpool FC in the UK. I also enjoy reading sport autobiographies, playing soccer and squash. ♦

World travelers always know what to pack.



When you've been bringing innovation to the global crane market as long as Manitowoc 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.

Manitowoc
Crane Group

www.manitowoccranegroup.com