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## AND SPECIALIZED TRANSPORT

Volume 27 ■ Number 11  
AUGUST 2019

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<b>GR-1200XL</b>	120 US tons	39.4 ft - 183.7 ft	33.2 ft / 58.1 ft	184.0 ft / 241.4 ft	150.0 ft / 159.0 ft	Approx. 47'4"-7/8"	Approx. 28'4"-3/4"	Approx. 10'10"-1/2"	Approx. 12'5"-3/8"
<b>GR-1100EX</b>	110 metric tons	12.0 m - 56.0 m	10.1 m / 17.7 m	56.1 m / 73.6 m	44.0 m / 48.3 m	Approx. 14,450 mm	Approx. 8,655 mm	Approx. 3,315 mm	Approx. 3,795 mm

# INTERNATIONAL CRANES AND SPECIALIZED TRANSPORT

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# EDITOR'S VIEW



As with many other aspects of this industry, technological advances in the automotive and commercial vehicle sectors are of direct benefit to specialized transport equipment users, or they soon make the transition, for example, to cranes.

In this month's magazine, our annual special issue on oversize and-or overweight transport, we include a focus on motive power,

its transmission, and other components for trucks, trailers and cranes (page 31). Now that mobile electronic components, systems and even simple sensors, are all much more reliable than even ten years ago, it makes for a smoother path to acceptance for many new or more recently popular technologies.

Power systems are on the cusp of a major transition. In response we see the manufacturers of conventional industrial internal combustion engines in a scramble to acquire specialists in, among others, electric motors, speed controls, battery and battery management systems. Electric power for pretty much all of our on- and off-highway vehicles and mobile plant is inevitably on its way.

Lead acid batteries for electric traction have served us well for more than 100 years. They will continue to do so for some applications but they are heavy in terms of their energy density in kW-h/kg. Lightweight lithium-ion batteries are the current favourite. Others will come, including types involving sodium, calcium, magnesium, aluminium, salt and much clever chemistry.

There is more mileage (ha) here and huge scope for development. The pace is already beginning to snowball in a captivating fashion. How long will it be before the energy density of storage methods equals that of liquid fuel – diesel – and will graphene be the answer, as some have suggested? It will surely be chemical (batteries and fuel cells) rather than mechanical (flywheels)

In the automotive sector the big German car manufacturers have been late to the table with electric power model options. Will the same follow with construction equipment, trucks and cranes or, perhaps, will they leapfrog the motor industry and go straight to whatever is the next big thing after the currently emerging one?

I look forward to learning about developments as they unfold and we will be sure to report them for you.

## ALEX DAHM

Editor



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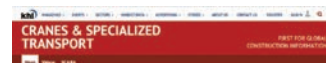


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# IN THIS ISSUE

## ON THE COVER



Which company will top this year's Transport 50 poll of the largest specialized transport equipment fleets around the globe? Turn to page 15 to find out.

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## FEATURES



**TRANSPORT 50** 15  
The results of this year's Transport 50 listing, which ranks the largest specialized transport equipment fleets around the globe.

**SPECIALIZED TRANSPORT** 21  
A diverse spread of news from the specialized transport sector. *Christian Shelton* reports.



**INTERVIEW: FAYMONVILLE** 25  
CEO at trailer manufacturer Faymonville, Alain Faymonville, talks to *Alex Dahm* about the future for his company.

**INTERNATIONAL TOWER CRANES CONFERENCE REVIEW** 28  
A wide range of topics were covered at this year's sell-out International Tower Cranes (ITC) conference in Vienna, Austria, held in late June. *ICST* was there.



## REGULARS

**NEWS** 6

**BUSINESS** 13

**EQUIPMENT AND ACCESSORIES** 49

**BACK PAGE** 51

**MARKETPLACE**

■ PRODUCTS, PARTS & ACCESSORIES 52

■ CRANES AND EQUIPMENT FOR SALE OR RENT 53

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**ENGINES AND COMPONENTS** 31  
The engine market is evolving with manufacturers exploring different technologies. *Christian Shelton* reports.



**HEAVY HAUL TRUCKS** 35  
Trucks powered by gas and electricity are hauling larger, heavier loads yet the top end of the sector still relies on diesel engines. *Christian Shelton* reports.

**LOADER CRANE UPDATE** 41  
The loader crane sector remains vibrant, as demonstrated by this round-up of developments. *Christian Shelton* reports.

**SC&RA**

**SC&RA COMMENT** 45  
Comment from *Joel Dandrea*, SC&RA executive vice president.

**SC&RA NEWS** 46  
In Ontario, Canada, police escorts for superloads are being phased out in favour of private escorts. *Mike Chalmers* reports.

HIGHLIGHTS

■ The Manitowoc Potain tower crane factory in Charlieu, France, has celebrated building the 1,000 unit of the Igo T 85. The 6 tonne capacity self erecting tower crane was sent to a Benelux customer. It offers a 45 metre lifting radius and 38 metre hook height. Launched in 2008, it is a model popular in Germany, France, Asia and the USA, Manitowoc said. Residential construction is one of several primary target applications for this model.

■ French manufacturer of industrial remote controls Jay Electronique has been acquired by Conductix-Wampfler. The electrical power and data transmission specialist is based in Germany and part of the Delachaux Group from France. Jay Electronique has 60 employees and is headquartered at Saint-Ismier near Grenoble. It will gain access to Conductix-Wampfler's sales network.

# Tadano completes Demag acquisition

Japanese crane maker Tadano has completed the purchase of Terex Corporation's Demag mobile cranes business.

The \$215 million transaction takes Tadano a big step forward in its stated aim of becoming the global leader in the lifting industry. "The Demag mobile cranes acquisition is one vital step toward achieving that goal," said Koichi Tadano, president and CEO of Tadano. "It expands our penetration into many markets throughout the world, adds lattice boom crawler cranes to our overall product line, and enhances the capacity range of our all terrain cranes."

As a subsidiary of Tadano, the Demag mobile cranes legal business name will be changed to Tadano Demag GmbH and it will be headed-up by Jens Ennen, who has been named as CEO. Ennen joined Tadano in April 2019, having previously

worked at Manitowoc where he was responsible for international development; worldwide product line management for all terrain and truck cranes and was senior vice president for mobile cranes in Europe and Africa.

The Demag acquisition adds eight lattice boom crawler crane models, with lift capacities from 400 to 3,200 tonnes, to Tadano's product range. In addition, Tadano said Demag's 15 all terrain crane models increase its maximum AT lift capacity to 1,200 tonnes. Tadano said its total lifting equipment line now comprises more than 80 models, including rough terrain cranes, all terrains, lattice and telescopic boom crawlers and truck cranes.

Tadano plans to build synergy with the Demag line with the aim of increasing efficiency, highlighting the complementary offerings between the Demag and Tadano Faun all terrain product lines.

"Demag's dedicated stakeholders, including customers, distributors and suppliers, among others, infuse the company with great value," concluded Koichi Tadano. "We are committed to a seamless transition that allows these stakeholders to continue with their important business

The new Demag cranes branding



smoothly and successfully."

Commenting on the sale's completion, John Garrison, Terex chairman, president and CEO, said, "The sale of our Demag mobile cranes business is another major milestone on our journey to become a more focused, high performance enterprise. We are committed to delivering improved profitability and return on invested capital across Terex. The net cash proceeds received will further reduce our leverage."

## RECORD PROFIT AT HIAB

Cargotec was boosted by Hiab and Kalmar in the first half of 2019 while the MacGregor division posted weak results.

Sales were up 11 percent for the group, to Euro 1,767 million (US\$1,961 million), from €1,589 million (\$1,764 million) in the first half of 2018. Hydraulic truck crane maker Hiab sales were up 18 % from €571 to €674 million (\$634 to \$748 million). At port crane manufacturer Kalmar they were up 9 % from €760 to €828 million (\$844 to \$919 million). In the offshore crane division MacGregor sales were up 2 % to €266 million (\$295 million) from €259 million (\$288 million).

Looking at the most recent quarter (Q2 2019 versus Q2 2018), Hiab sales were up an even more impressive 22 %, to €358 million from €295 million. At Kalmar it was a 10 % rise while Mac Gregor posted a 5 % fall, from €133 million to €127 million.

For operating profit in the second quarter, Hiab and Kalmar were up 20 % and 40 %, respectively, to €47.3 million for Hiab and €34.6 million for Kalmar. For Hiab it was the best ever. MacGregor, however, posted a loss of €12.9 million as against a profit of €2.8 million.

Commenting on the results Mika Vehviläinen, Cargotec CEO, said, "The second quarter of 2019 was two-fold at Cargotec. Result at our biggest business area Kalmar developed strongly and its operating profit grew by 41 percent."



## ALTÉAD TO MEDIACO AND CAPELLE

French crane rental company Mediaco has further boosted its business with the acquisition of the lifting division of Altéad while transport specialist Capelle gets the transport side.

On 26 July Paris Commercial Court announced Mediaco as the successful bidder to acquire the Altéad levage division of French logistics group Altéad which went into receivership on 30 May. Mediaco acquired the Altéad crane division consisting of 190 cranes, 530 employees and 15 depots in France. The Capelle group acquired the transport division, following Mediaco and Capelle making a joint offer for the takeover of all assets of the Altéad group. Capelle Group is a leading oversize transport specialist based in France. It has 850 trailers and 500 tractors.

Altéad Group employed 2,300 people, had a fleet of around 2,000 pieces of equipment and more than 60 branches in France, Europe and Africa. Capelle said 96 per cent of Altéad employees will be retained.

Mediaco said the acquisition will increase its equipment, its national presence and demonstrate the determination of the family group on its wishes for growth and development.

Madrid, Spain-headquartered crane rental and specialized transport company Transportes y Grúas Aguado has taken delivery of four new Grove GMK4100L-1 all terrain cranes from crane manufacturer Manitowoc's factory in Germany.

The 100 tonne capacity GMK4100L-1 on a four axle carrier is part of Grove's long-boom series of all terrain cranes. It was launched in 2016 and replaced the GMK4100L. The main boom is 60 metres long.

"We chose the Grove GMK4100L-1 because it can be used for a multitude of jobs and different applications," said Juan Aguado, president of Transportes y Grúas Aguado. "We particularly liked the agility and mobility, thanks to the Megatrak suspension system and all-wheel drive. We are often required to provide high load capacities in small, hard-to-access jobsites; for those jobs, the GMK4100L-1 is perfect. The four new machines now complete our fleet."

# Mammoet to acquire ALE

Mammoet signed an agreement to acquire fellow international heavy lifting and transport specialist ALE on 25 July 2019.

The transaction is subject to gaining approval from the relevant competition authorities and was for an undisclosed sum.

Commenting on the deal, Paul van Gelder, Mammoet CEO, said, "We are very happy with this agreement. Mammoet and ALE complement each other in geographical presence on all continents. Together, we have a well-balanced portfolio of activities worldwide. This enables us to improve our service proposition and create synergies, as we are able to mobilise equipment and personnel swiftly anywhere. Last but not least, Mammoet and ALE both have a strong legacy in innovations which, once combined, will enable us to grow as a

technologically leading player."

Commenting from ALE, Mark Harries, group managing director, said, "Mammoet and ALE share a strong ambition to be leading in the engineered heavy lifting and transport sector. Both companies have a strong track record and are renowned for their craftsmanship, innovations and fleet of equipment. We both have shaped the profession of heavy lifting and transport through numerous innovations in the past decades. The prospect of the two companies joining forces is very exciting."

Until the deal closes the two companies will continue to operate independently of each other. International bank ING was financial advisor to Mammoet.

Mammoet is owned by SHV, a privately held Dutch group of seven companies. Net sales for SHV in 2018 was Euro 20.1 billion

(US\$22.5 billion). Mammoet accounts for more than €1 billion of that total and employs 4,600 people worldwide.

ALE was formed in 1983 in the UK. In 2016 the new 5,000 tonne capacity AL.SK350 went to work on its first project where it made a record 3,000 tonne lift, claimed as the heaviest ever made by a land-based crane. ALE UK Holdings posted a turnover of UK£193 million (\$ 216 million) in the 12 months to the end of March and employed just over 1,350 people.

Italian manufacturer Jekko has launched what it claims as the largest mini crane in its segment able to fit through a standard single doorway.

The new SPX532 is a tracked model measuring 3,255 x 770 x 1,960 mm. With a maximum lifting height of 17.3 metres and a reach of 14.8 metres, its hydraulic jib can lift up to 3.2 tonnes and slew 360 degrees.

Alberto Franceschini, Jekko export manager, said, "The SPX532 signals a very important change in direction in the design and creation of new products, which will inevitably impact on the development of future products. Machines that are not only innovative and sophisticated as they were in the past, but also easy to use and available to an increasingly wide customer base."

The model comes with a diesel engine combined with either a single- or three-phase electric motor. Alternatively, an "environmentally friendly" electric version with lithium battery is available.

## Palfinger continues on record growth path

Austria's Palfinger Group continued on its strong growth path in the first half of 2019.

The loader crane, aerial work platform and materials handling equipment manufacturer posted double-digit increases in revenue and earnings. Revenue was €893.4 million (US\$996 million), up 11.4 per cent from €801.9 million (\$894 million) in the first

half of 2018 to break yet another record. Earnings before interest and taxes (EBITDA) was up 17.0 %, to €120.1 million (\$134 million) from rising from €102.7 million (\$114 million). The EBITDA margin was 13.4 % against 12.8 % in the first half of 2018.

The new Global Palfinger Organization (GPO) structure was implemented in January. Andreas Klauser, Palfinger CEO, said, "In the Land units, incoming orders were at a good level and our production facilities worked at full capacity utilisation. Our new GPO structure is becoming well established. It helps us to act quickly and efficiently. This is already noticeable in our results."

Looking ahead, 2019 as a whole remains positive and the company said it expects another record year: the management reckons with an increase in revenue to €1.7 billion and an EBIT margin of 9 %.





**BISHOP LIFTING ACQUIRES AWRS**

Texas, USA-headquartered Bishop Lifting Products has completed its acquisition of American Wire Rope & Sling (AWRS).

Commenting on the deal, Harold King, Bishop Lifting Products president, said, "We are excited about the acquisition of American Wire Rope and Sling. AWRS expands our geographic footprint into the upper Midwest area of the country. Moreover, the addition of AWRS enhances our existing capabilities by expanding our overhead crane manufacturing and service capabilities."

Owned by ECP American Steel, AWRS has three depots in Indiana and there are 34 employees. Indiana-based AWRS was founded in 1933, supplying rigging, lifting and overhead crane wire rope in America's Midwest.

Kyle Howard, ECP American Steel CEO, said, "Being part of the Bishop Lifting family provides AWRS and our customers access to a broader line of lifting and rigging products and solutions."

It opened up opportunities to expand into rigging rental and custom-designed and fabricated lifting products. We are eager to introduce these new products, services and solutions to our customers."

# New 60 tonne capacity boom truck from Manitex

Manitex International has introduced the TC600 boom truck with a base rating of 60 tonnes. Maximum tip height is 141 feet and the optional jib extends this to 194 feet.

The TC600 has a four-section boom and offsettable lattice style jib. Its removable counterweight system and trapezoidal subframe give added stability and precision control, Manitex said.

"We are excited to add the TC600 boom truck to our line of products, supporting the industry's growing need for high-capacity machines," said Steve Kiefer, Manitex president and chief operating officer. "Manitex has consistently been an innovator in meeting end-users' needs for equipment delivering high-value, operator comfort, and overall performance. The TC600 is available for immediate sale through the Manitex dealer network, and we are looking forward to displaying the TC600



The TC600 is Manitex's newly released boom truck mounted crane with a maximum main boom height of 141 feet (43 metres)

at the International Construction & Utility Equipment Exposition (ICUEE) in Louisville, Kentucky, in early-October and beginning deliveries in the fourth quarter.

**GIS SHOW GEARS UP IN ITALY**

The 7th edition of the Italy-based lift, handling and heavy transport show GIS will take place from 3 to 5 October. Piacenza Exhibition Centre is the venue for the biennial show expected to attract 11,000 visitors. At the last event in October 2017 there were more than 9,000 qualified visitors and 308 exhibitors spread over 33,000 square metres.

This year, 310 exhibitors had booked by the time of writing in late July. Visitors will benefit from a greater range of products this year, the organiser said. Along with the usual array of mobile cranes, aerial platforms, telescopic handlers, trailers, vehicles for industrial and port handling, and heavy transport, other segments like tower cranes and forklifts, plus relevant components have increased their presence too.

A conference programme and workshops will also feature. Look out for more details at:

<https://gisexpo.it/en/>

# Demag city crane for Viktor Baumann

Bornheim, Germany-based heavy lift and transportation firm Viktor Baumann has added a Demag AC 45 City crane to its fleet. It joins two other AC 45 City cranes the company already owns.

"With a total length of 8.69 metres and a height of 3.16 m, the AC 45 City is the most compact crane in its class and therefore ideally suited to working indoors," said Sabine Baumann-Duvenbeck, managing director of Viktor Baumann. "Especially in combination with the IC-1 Plus control system, which enables infinitely adjustable and asymmetrical outrigger set up, our view is that it is unrivalled in cramped construction site conditions."

The company will mainly use the AC 45 City to support its two existing City cranes for machine assembly in halls and for company relocations.



The new Demag AC 45 City in Viktor Baumann livery. Left to right: Detlef Manns, crane operator, Viktor Baumann; Helge Prüfer, sales manager, Terex Cranes; and Georg Rinke, crane operator, Viktor Baumann



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- Crane Control System (CCS) with boom configurator mode allows for easy, fast and intuitive set-up

## NEW GMK3060L

- Capacity: 60 t
- Main boom: 48 m
- Maximum jib: 15 m
- Maximum tip height: 65 m
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Euromot 5/ Tier 4 final

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[www.manitowoc.com](http://www.manitowoc.com)

**STEVE FILIPOV LEAVES TEREX**

Steve Filipov, Terex Cranes president, left the company on 1 August. Filipov worked at Terex for nearly 25 years. He positively influenced virtually every part of the business, Terex said. Filipov started with PPM Cranes in France, was twice president at Terex Cranes, led developing markets and strategic accounts, and was president at the Material Handling and Port Solutions (MHPS) segment. Filipov said, "I am grateful to Terex for giving me the opportunity to continually do new and exciting things. I am looking forward to the road ahead – for myself, for my colleagues who will become part of the Tadano organisation, and for everyone at Terex. I believe Terex is well positioned for a bright future."

PHOTO: EDF ENERGY



**AMCS Technologies in place at Hinkley Point**

French zoning and collision-avoidance equipment specialist AMCS Technologies said that it has installed its systems on 20 of the expected 55 cranes on the Hinkley Point C nuclear power plant construction site in the UK.

This includes installing its DCS 61-S anti-collision system on the Favelle Favco M2480D, the world's largest capacity luffing jib tower crane. The 330 tonne capacity crane was supplied to the UK-based international infrastructure group Balfour

Beatty by Marr Contracting from Australia.

The purpose of the DCS 61-S anti-collision and zoning system is to ensure the management of prohibited overfly zones by jibs and-or hoist ropes and hooks, as well as collision avoidance between jibs and hoist ropes on multiple cranes. AMCS said a key challenge was to incorporate the management of the two hoist winches on the same crane with two jibs. Its solution, it claims, is a world first.

The Hinkley Point C jobsite where AMCS Technologies installed anti-collision systems on 20 cranes

Wales, United Kingdom-based crane rental company Davies Crane Hire has bought a Liebherr LTM 1060-3.1 wheeled mobile crane. It joins four other units already in the fleet. The official handover of the new LTM 1060-3.1. Malcolm Davies, managing director at Davies Crane Hire, said, "We are delighted to have taken delivery of our fifth LTM 1060-3.1. They are an essential part of our fleet." Pictured are Malcolm Davies, left, and Steve Elliott of Liebherr-Great Britain.







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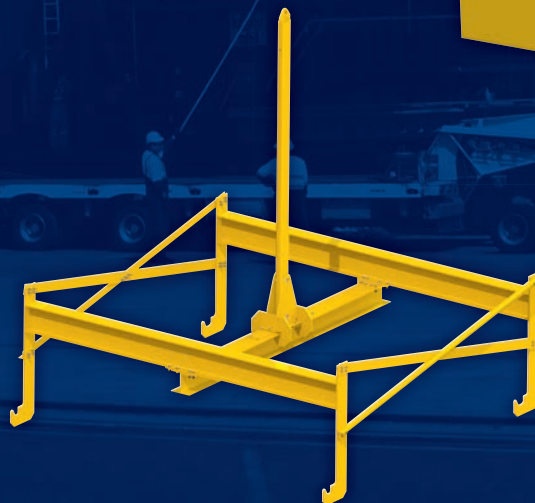


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A less positive picture this month with more than half the companies in our index showing share price declines. Chinese manufacturers were the exception. ICST reports

# Fly in the ointment

The fortunes of the companies in this month's Business News are not as sunny as those shown last month, with seven of the twelve companies now displaying negative percentage change compared to the previous period.

The largest percentage change decline on the previous period is shown by Konecranes, with a drop of over 16 percent.

In the company's most recent investor outlook statement, reporting on its Q2 results, it indicates demand from industrial customer segments in Europe, particularly Germany, as showing signs of weakening.

At the other end of the spectrum, the largest rise is

shown by Sany Heavy Industry, which is up 12% on the last period. The company was named in a poll of the top 500 listed companies in China, conducted by financial data organisation Choice, as being the only listed company with a market value of more than RMB 100 billion in the field of construction machinery. Investor confidence in the company may have been boosted by large orders, including the delivery of more than 100 cranes to Uzbekistan since the start of 2019. In the first quarter of this year, Sany reports its sales revenue was RMB 21.29 billion, a year-on-year growth of 75.1%; net profit was RMB 3.22 billion, up 114.7%; operating profit was

RMB 3.87 billion RMB, up 47.5%.

Another high-flyer was XCMG, whose share price is up by more than 12% on the previous period and up more than 19% on where it was a year ago. At the start of the year the company announced plans to launch 84 cranes in 2019. This was followed in June by the announcement that a strategic co-operation agreement had been signed with Rolls-Royce Power Systems to further develop business in the Chinese domestic and export mining equipment markets. These developments will surely have served to reinforce confidence among investors.

Zoomlion shows a more modest positive progress, up just 5.83% on last month's figures and 52.52% on its price 12 months ago. As mentioned last month, this long-term upward trend could be due to the expansion of the truck crane sector. Zoomlion has also focused efforts on developing its access portfolio. The chairman and CEO of Zoomlion, Chunxin Zhan, said access "is one of my major plans for our strategy. We have similar technology and we are optimistic that we will do well in this industry. We are not strangers to the technology."

Meanwhile, Zhan said Zoomlion continued to recover in its home market, which represented 88% of its sales in 2018. Total revenues last year were around US\$4 billion, sales in the first quarter of this year had more than doubled (130 - 170% up) year-on-year. ■

## AUGUST IC SHARE INDEX

STOCK	CURRENCY	PRICE AT START	PRICE AT END	PRICE CHANGE	% CHANGE	PRICE 12 MTHS AGO	12 MTH % CHANGE
<b>IC Share Index*</b>		<b>68.51</b>	<b>71.13</b>	<b>2.62</b>	<b>3.82</b>	<b>59.34</b>	<b>19.87</b>
Legacy IC Share Index**		272.56	253.18	-19.38	-7.11	364.57	-30.55
Dow Jones Industrial Average		26,557	27,192	636	2.39	25,527	6.52
FTSE 100		7,412	7,549	137	1.85	7,680	-1.71
Nikkei 225		21,276	21,658	382	1.80	22,713	-4.64
Hitachi Construction Machinery	YEN	2,802	2,569	-233	-8.32	3,815	-32.66
Konecranes	€	33.18	27.74	-5.44	-16.40	33.31	-16.72
Kobe Steel	YEN	705	701	-4	-0.57	1,084	-35.33
Liugong	CNY	6.66	6.89	0.23	3.45	11.37	-39.40
Manitowoc	US\$	17.92	17.78	-0.15	-0.81	25.96	-31.53
Palfinger	€	26.85	24.55	-2.30	-8.57	35.40	-30.65
Sany Heavy Industry	CNY	13.08	14.65	1.57	12.00	8.96	63.50
Tadano	YEN	1,123	1,016	-107	-9.53	1,469	-30.84
Terex	US\$	31.30	32.88	1.58	5.04	43.70	-24.77
XCMG	CNY	4.46	5.01	0.55	12.33	4.19	19.57
Yongmao Holding	SGD	0.72	0.70	-0.02	-2.78	0.50	40.00
Zoomlion	CNY	6.01	6.36	0.35	5.82	4.17	52.52

\*IC Share Index, 1 Jan 2011 = 100

\*\*Legacy IC Share Index, end April 2002 (week 17) = 100

## EXCHANGE RATES - VALUE OF US\$

CURRENCY	VALUE AT START	VALUE AT END	VALUE CHANGE	% CHANGE	VALUE 12 MTHS AGO	12 MTH % CHANGE
CNY	6.869	6.874	0.0052	0.08	6.83	0.68
€	0.8786	0.8972	0.0186	2.12	0.8598	4.35
Yen	107.75	108.67	0.93	0.86	111.18	-2.25
UK£	0.7868	0.8030	0.0162	2.05	0.7637	5.14

Period: Week 26 to 30



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# ICT50 TRANSPORT

# Up all areas

**Lots of change that's largely positive. ICST reports the 15th Transport 50 listing of the companies with the largest specialized transport equipment fleets**

## THE TRANSPORT 50

The Transport 50 Index is calculated using the total carrying capacity in metric tonnes of all specialized transport equipment in a company's fleet. The two main sections are specialized trailers and modular trailers and SPMT.

It is very much a work in progress and will always be evolving and changing. We largely rely on the submission of entry forms completed by the companies listed. We are always interested to hear from companies that have not yet entered the Transport 50. If yours is one of them, please let us know and look out for the 2020 Transport 50 entry forms and calls for entries on the KHL website during the second quarter of the year. You are welcome to inquire at any time about the next T50.

**A**fter the upset of a couple of years ago where we had change at the top of the table, this year Mammoet retains the top spot it regained last year. As the latest industry news (page 6) will tell you, the Dutch giant's acquisition of second place company ALE will put paid to another challenge from there. If Mammoet combines the two fleets, rather than continuing to run two separate businesses, on this year's figures, it will give a T50 Index fleet total of 450,713.

That will be a comfortable three times bigger than the current nearest rival, Sarens, this year in third place. For several years Sarens and ALE have both been steadily catching up with Mammoet in terms of equipment fleet capability. With ALE it is to the point where last year's 4.89 % gap from Mammoet is reduced to 3.62 % this year. A drop this year for Sarens, however, sees the gap widen from 42 % to 61 %. Other than Sarens and ATS, all the

companies in the top 10 have increased their capacity since last year.

Looking at the rest of the top ten, the first six companies are in the same order as last year. A change for Daseke in 7th place sees it enter the top ten from 12th place, increasing its fleet by 43 %. That has displaced ATS, down one place to 8th while Bennett, with 24 % more capacity than last year, maintains 9th. Barnhart, despite adding more than 10 % to its fleet, presumably at least partly as a result of its recent acquisition of Burkhalter Rigging, is down two places but just stays in the top 10. It occupies last year's Bigge position, (now down to 12th in spite of a 5 % increase in capability) where Daseke was.

## Total growth

Turning to the top 50 as a whole, the fleet Index total this year of 1,912,391 tonnes is up a healthy 7 % on the 1,785,805 total of 2018. That comfortably beats last year's 4 % increase on the 2017 figure. Unlike last year, at least in percentage terms, this year specialized trailers showed a 13 % increase as against just 3.63 % in modular trailer fleets. It fits with the view that the market is still fairly well awash with SPMT (self propelled



modular transporter). The 13 % rise this year reverses the 12 % decline last year.

**Positive increase**

Another positive increase was in the number of depots in the top 50 companies, up 6.6 % from 2,262 to 2,412, compared to a 27.8 % drop last year. The number of employees was also up strongly, by nearly 15 % to a total of 45,133 people. It is also a big switch since last year



2019 RANK	2018 RANK	COMPANY	COUNTRY OF HQ	DEPOTS	AREA OF OPERATION	EMPLOYEES
1	1	Mammoet	Netherlands	90	Worldwide	4,600
2	2	ALE	United Kingdom	40	Worldwide	2,119
3	3	Sarens	Belgium	90	Worldwide	4,543
4	4	Fagioli	Italy	10	Worldwide	625
5	5	Landstar	USA	1,400	Worldwide	1,150
6	6	All Erection & Crane Rental	USA	37	USA and Canada	1,500
7	12	Daseke	USA	109	International	5,950
8	7	ATS Specialized	USA	15	International	n/s
9	9	Bennett Motor Express	USA	130	International	320
10	8	Barnhart Crane & Rigging	USA	48	Continental	1,500
11	11	NTC Logistics India	India	20	Continental	3,508
12	10	Bigge Crane and Rigging	USA	17	International	1,010
13	n/a	JF Lomma	USA	1	National	163
14	26	Maxim Crane Works	USA	56	National	3,500
15	13	Al Jaber Heavy Lift & Transport	Abu Dhabi, UAE	8	Worldwide	850
16	17	Emmert International	USA	4	International	125
17	19	NCSG Crane and Heavy Haul	Canada	26	International	1,000
18	14	Entrec	Canada	14	Canada and USA	600
19	23	Heavy Transport Inc (Bragg Companies)	USA	9	National	200
20	15	Deep South Crane & Rigging	USA	8	North and South America	650
21	18	Transport Bellemare International	Canada	7	International	675
22	22	Hareket Heavy Lifting and Project Transportation	Turkey	5	Turkey, CIS and Middle East	420
23	n/a	Totran Transportation Services	Canada	2	North America	200
24	20	Sterett Crane & Rigging	USA	9	National	70
25	25	Daily Express	USA	8	International	157
26	32	Berry Contracting / Bay Ltd	USA	8	International	2,500
27	29	SOP&G	Russia	5	Russia and CIS	700
28	27	Tradelossa	Mexico	7	Mexico, Southern USA, Central America	259
29	38	J Supor Trucking & Rigging	USA	5	National	188
30	28	Edwards Moving & Rigging	USA	6	International	103
31	24	Sankyu	Japan	10	Japan and Asia	200
32	30	Lampson International	USA	8	International	300
33	n/a	Transportes Montejo	Colombia	9	Central America	816
34	33	Miller Transfer & Rigging	USA	18	International	87
35	34	Allelys Heavy Haulage	United Kingdom	2	UK, Ireland and mainland Europe	155
36	57	Combined Transport	USA	1	USA and Canada	622
37	35	Vietranstimex	Vietnam	5	Vietnam, Laos and Cambodia	326
38	36	Havator	Finland	29	Northern Europe, Russia	600
39	40	Collett & Sons	United Kingdom	4	UK, mainland Europe, worldwide	152
40	37	Van der Vlist	Netherlands	11	Worldwide	600
41	39	Megatranz Transportes	Brazil	3	Brazil, Bolivia, Paraguay	114
42	41	Berard Transportation	USA	5	National	75
43	44	Lift and Shift India	India	4	India, Middle East, Sri Lanka, Bangladesh, South East Asia	250
44	n/a	ML Holdings	USA	15	National	567
45	n/a	DD&S Express	USA	60	Continental	19
46	n/a	Beyel Brothers	USA	8	Regional	375
47	46	W.O. Grubb Crane Rental	USA	14	National	400
48	55	Northwest Logistics heavy Haul	USA	6	International	190
49	45	Contractors Cargo Co	USA	2	Western USA	40
50	54	Erickson's	USA	4	Regional	60



Mammoet retains the top spot in the ranking

where the number was down 58 % from 2017.

Finally, the number of tractor units this year is also back on the increase, up a massive 31.89 % to 25,752 from 19,525 units in 2018.

As last year there were nine new or returning entries, six of them in the top 50. A total of 76 entries were included this year and 12 were deleted, due to acquisition, going out of business or data being too old. ■

SENIOR CONTACT	WEB ADDRESS	NUMBER OF TRACTOR UNITS	MODULAR TRAILERS/ DOLLIES	SPECIALIZED TRAILERS	T50 INDEX 2018	T50 INDEX 2019	2019 RANK
Jan Kleijn, COO	www.mammoet.com	485	229,360	n/a	228,760	229,360	1
Mark Harries, Global managing director	www.ale-heavylift.com	181	210,438	10,915	218,093	221,353	2
Wim Sarens, CEO	www.sarens.com	401	132,594	10,060	160,966	142,654	3
Fabio Belli, CEO	www.fagioli.com	128	98,140	11,100	107,640	109,240	4
Rusty Cody, VP heavy specialized services	www.landstar.com	10,594	210	101,275	101,087	101,485	5
Michael Liptak, president	www.allcrane.com	450	58,240	20,250	62,112	78,490	6
Don Daseke, president and CEO	www.daseke.com	4,090	6,398	55,403	43,284	61,801	7
Gary Stang, senior VP and GM	www.atsinc.com	945	0	59,518	61,425	59,518	8
David Lowry, CEO	www.bennettig.com	1,128	4,260	52,300	45,650	56,560	9
Alan Barnhart, CEO	www.barnhartcrane.com	371	29,574	26,306	50,566	55,880	10
K Chandramohan, chairman and MD	www.ntcgroup.in	812	13,822	36,783	38,532	50,605	11
Weston Settlemier, president and CEO	www.bigge.com	102	26,205	20,733	44,634	46,938	12
James Lomma, president	www.jflomma.com	47	0	44,350	n/a	44,350	13
Bryan Carlisle, CEO	www.maximcrane.com	1,821	6,822	35,244	15,733	42,066	14
George Koshy, business development director	www.ajhl.com	0	34,476	0	34,476	34,476	15
Terry Emmert, president	www.emmertintl.com	91	22,476	8,936	26,200	31,412	16
Darin Coutu, president and CEO	www.ncsg.com	157	12,015	18,010	23,918	30,025	17
John Stevens, president and CEO	www.entrec.com	252	17,616	10,292	27,908	27,908	18
Robert Weyers, general manager	www.braggcrane.com	110	11,400	15,900	20,956	27,300	19
Mitch Landry, president	www.deepsouthcrane.com	79	16,572	10,503	27,075	27,075	20
Jean-Luc Bellemare, president	www.transportbellemare.com	225	6,148	17,966	24,114	24,114	21
Engin Kuzucu, general manager	www.hareket.com	80	17,930	5,213	20,967	23,143	22
Scott Trousdale, VP	www.totran.ca	90	12,346	10,340	n/a	22,686	23
Jonathan Spong, president	www.sterettheavyhauling.com	73	12,923	9,233	22,153	22,156	24
Mark Eyer, VP operations	www.dailyexp.com	264	966	19,378	20,112	20,344	25
Larry Lewis, heavy haul & rigging manager	www.bayltd.com	160	13,289	2,495	13,879	15,784	26
Ildar Akhmetov, director	www.sopig.ru	115	9,616	6,120	14,816	15,736	27
Carlos Carcamo, sales manager	www.tradelossa.com	150	8,069	7,486	15,555	15,555	28
Doug Filos, director, heavy haul	www.jsupor.com	61	9,380	6,051	12,754	15,431	29
Mark Edwards, CEO	www.edwardsmoving.com	29	10,304	4,836	15,140	15,140	30
Terunobu Yoshitomi, general manager	www.sankyu.co.jp	n/s	14,829	n/s	20,455	14,829	31
William Lampson, president and CEO	www.lampsoncrane.com	30	12,706	1,843	14,481	14,549	32
Luis Fernando Montejo, general manager	www.transportesmontejo.com	154	9,666	4,560	n/s	14,226	33
Mitchell Unger, president	www.millertransfer.com	141	0	13,823	13,622	13,823	34
David Allely, director	www.allelys.co.uk	48	8,760	4,935	13,595	13,695	35
Michael Card, president	www.combinedtransport.com	525	200	13,440	5,910	13,640	36
Do Hoang Phuong, CEO	www.vietranstimex.com.vn	74	9,548	3,860	13,408	13,408	37
Erkki Hanhiova, board member	www.havator.com	16	9,246	4,000	13,246	13,246	38
David Collett, managing director	www.collett.co.uk	70	6,340	6,713	11,537	13,053	39
Dirk and Nico van der Vlist, directors	www.vandervlist.com	246	3,364	9,554	12,918	12,918	40
Renato Zuppardo, commercial director	www.megatranz.com	52	11,140	735	11,875	11,875	41
Brett Berard, VP operations	www.berardtrans.com	42	9,902	1,510	11,505	11,412	42
Sameer Parikh/Romil Parikh, directors	www.liftandshift.co.in	10	10,950	270	11,220	11,220	43
Scott Wilson, President	www.mlholdingscranegroup.com	230	1,500	9,330	n/a	10,830	44
Rick Seleski	www.ddsexpress.com	187	10,200	380	n/a	10,580	45
Joseph Beyel, president	www.beyel.com	65	5,203	5,280	n/a	10,483	46
William Grubb, president and owner	www.wogrubb.com	99	3,756	6,507	10,263	10,263	47
Andy Hodges, president	www.northwestheavyhaul.com	180	3,363	6,774	6,795	10,137	48
Gerald Wheeler, president and owner	www.contractorscargo.com	55	2,840	7,221	11,108	10,061	49
Steve Erickson, president	www.ericksonsgroup.com	37	4,832	4,726	7,715	9,558	50

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# Service specialists

The latest news, new products and line updates from the specialized transport sector.

CHRISTIAN SHELTON reports

Starting with specialized transportation services, Dutch heavy lift and transportation specialist Mammoet has boosted its marine services in the Gulf region by bringing back its 331 sea-going deck cargo barge. The barge was last used in the region for transporting the legs and spindle of the Ain Dubai observation wheel in Dubai in 2015. Since then it has been on assignment in the Far East.

The flat-top barge measures 100 m x 30 m x 6.1 m and has a deck strength of 25 tonnes per square metre. It was built for Mammoet to carry heavy and oversized cargo. Mammoet says it will complement its heavy lifting and transport fleet in the Middle East and further enhance its capabilities to provide turnkey solutions for projects in the region.

On the new equipment front, Ulm, Germany-headquartered vehicle manufacturer Kässbohrer has launched the K.SPS H 4 semi-trailer designed for heavy-duty transportation. It is a non-extendable four-axle semi-trailer for the transportation of heavy, flat and ballast goods. The flat, rigid chassis has a box-profile construction which Kässbohrer says provides good load distribution and resistance against deflection. The use of S700MC steel is designed to provide a high strength but a light weight, thus increasing payload and reducing fuel consumption.



Kässbohrer's K.SPS H 4 semi-trailer



Faymonville's MultiMAX

## A range of options

The semi-trailer has a total length of 13,600 mm and a gross vehicle weight of 54,000 kg. The trailer works with trucks with fifth wheel heights from 1,100 mm to 1,250 mm and there are storage options under the chassis. Chassis rings have a capacity of 13.4 tonnes.

Luxembourg-headquartered specialized transport equipment manufacturer Faymonville Group has added a 3+3 single-drop MultiMax trailer to its North American trailer range. It is suitable for a wide range of applications and has a double stretch feature, allowing flexible spacings between the axle tridem, and a total deck length up to 77 feet (23 m).

The trailer's neck can be hydraulically lifted and lowered to help navigate uneven ground or obstacles. The three-axle front bogie, with caster steered axles, follows the truck while the rear bogie can countersteer using kingpin steering, providing a tight turning radius.

When closed, the trailer is under 53 feet (16 m) long and 100 inches (2,540 mm) wide, which means it does not need an escort or permit to be mobilised. From its closed length, the trailer stretches to over 90 feet (27 m), including the gooseneck, with a double stretch beam between the gooseneck and front bogie and a single extension between the two tridems. For additional load support over the extended stretch beams, the trailer comes with several extra bunk sections.

The platform over the axle bogies is closed and covered with timber. The trailer can be widened up to 10 feet (3 m) in these areas, using galvanised pull-out outriggers. Removable ramps facilitate the loading of machinery. The MultiMax chassis is fully zinc-plated to protect against corrosion.

With regards to product updates, Indiana, USA-based trailer manufacturer Talbert says it has revised its travelling axle trailer design »

One of Hegmann's new Nootboom Manoevr semi low-loaders





**Trail-Eze's new production facility**

(TA Series) based on feedback from dealers and end users. The company has also added a remote-controlled in-deck winch to its 50 tonne capacity Bus Hauler (50CC-BH) that allows users to load equipment from front or rear of the trailer without assistance. It has also reduced the centre spread of its 55 tonne capacity Raised Center (55SA-RC) from 48 inches to 46 inches and reduced the loaded deck height by an inch. It says this makes the model more versatile for customers hauling smaller equipment. We

## SCHEUERLE AT 150

To celebrate 150 years of operation Scheuerle Fahrzeugfabrik, part of the Transporter Industry International Group (Tii Group), dug deep in its archive to bring us this great shot of one of its first generation of SPMT. Scheuerle estimates the photo to have been taken in around 1989 and the SPMT was for Mammoet to be used for the Red Dog Mine in in Alaska. For more information about the project see: [www.mammoet.com/cases/signaturecaseRedDog](http://www.mammoet.com/cases/signaturecaseRedDog)



**Mammoet's 331 sea-going deck cargo barge**

were also able to shave an inch off the loaded deck height.

For its USA-based customers, Talbert has made some updates to its 55-tonne Roller Paver (55CC-RP) which it says enhances load versatility and minimises permit costs. The trailer offers dual kingpin settings, which allow drivers to operate empty without a permit in states with 43-foot kingpin laws. It also comes with longer ramps and other optional features that can be adjusted for equipment with various widths and heights.

Remaining in the USA, Trail-Eze – a South Dakota-based manufacturer of heavy equipment trailers - has opened a new 41,000 sq. ft production facility. Trail-Eze specialises in production of sliding axle, hydraulic tail, and detach trailers and this is its third site in central South Dakota. The building has been custom-designed for the final stages of trailer manufacture including blasting, painting, wood decking, and final inspection.

Nate Tapio, operations manager at Trail-Eze, said, "Opening the new facility marks the culmination of years of research and development into the latest painting and finishing technology. The site allows us to consolidate the final stages of our production under one roof."

## Orders placed

In specialized transport order news, German heavy-duty transport equipment manufacturer Goldhofer is enjoying a boost to business from two companies in Taiwan. First, logistics service provider Sea & Land Integrated Corporation has ordered 28 PST/SL-E axle lines for its fleet.

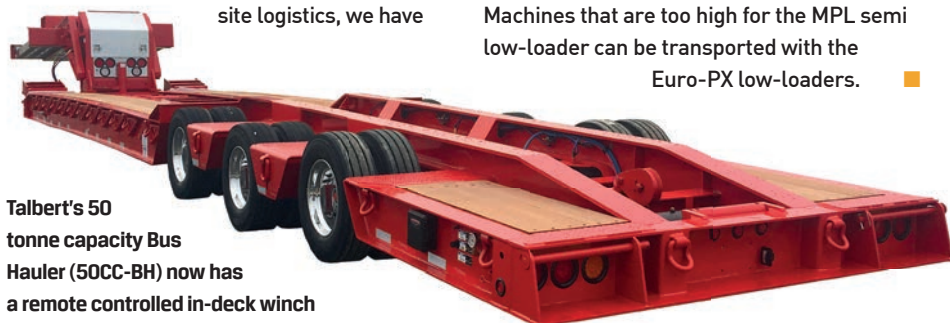
"In view of the continuing high level of demand for construction site logistics, we have

decided to order additional vehicles from Goldhofer for handling ultra-heavy loads," says Charlie Chien, vice president of Sea & Land Integrated Corp. "The new PST/SL-E axle lines will be used in Taiwan to transport heavy and outsized components for the energy industry and oil refineries."

Goldhofer has also sold one of its FTV 550 blade transport devices to Chi Deh Crane Engineering Co. which is headquartered in Hsinchu City (Taiwan) and has service bases in the People's Republic of China. According to Goldhofer, the wind power industry is growing in this region and demand for logistics services for wind parks and turbines has increased significantly. In addition to the FTV 550 blade transporter, Chi Deh Crane Engineering has bought 16 axle lines of the electronically steered PST/SL-E and three SPZ-GP flatbed semitrailers with pendular axles, enabling it transport additional wind turbine components.

And Wijchen, Netherlands-headquartered trailer manufacturer Nootboom Trailers has received a large order from German heavy lifting and transportation company Hegmann Transit for various vehicles for transporting heavy machinery. The order includes four-axle Euro-PX low-loaders (type Euro-95-24ICP) with two-axle interdollies and five-axle Manoovr extendible semi low-loaders (type MPL-85-05(V)) with excavator troughs and 80-tonne capacity ramps.

According to Nootboom this is the first time Hegmann has bought Manoovr semi low-loaders. Nootboom says that the semi-low loader's low load floor with excavator trough and 80-tonne ramps makes it possible for Hegmann to transport most of the heavy construction machinery required. Machines that are too high for the MPL semi low-loader can be transported with the Euro-PX low-loaders. ■



**Talbert's 50 tonne capacity Bus Hauler (50CC-BH) now has a remote controlled in-deck winch**

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With eyes firmly on the future, ALAIN FAYMONVILLE, CEO at trailer manufacturer Faymonville, talks to ALEX DAHM about his company, the industry and markets

Alain Faymonville



# Lined up for the future

**M**any capital equipment companies are assemblers rather than through the line, raw material in, finished product out, manufacturers. Depth of manufacture has reduced over time with a trend towards outsourcing parts, finished and tested components and sub-assemblies.

Bucking that trend is European trailer manufacturer Faymonville. Its roots are in the German-speaking region of Belgium where six generations ago, in the 19th century, the family ran a blacksmith's shop. By the 1960s forestry trailers were an important part of the business. Now the company has bases in Luxembourg, Belgium, Poland, Italy and Russia.

Expansion in 2006 saw the addition of a Faymonville factory in Poland followed by a service centre and production facility set up in

Russia in 2014. In 2017 Faymonville acquired Italian modular self propelled transport equipment manufacturer Cometto. The company now offers three lines to cover the load range from 15 to 15,000 tonnes or more.

Back in the days before just in time deliveries it was often more a case of needs must. An absence of a local supplier network for parts and components meant if you wanted something it might just be just as easy, or better, to make it yourself. A benefit is that you control everything about it to suit your needs exactly, from the design to the quality and on to the delivery.

Alain Faymonville has run the company with brother Yves since 1991. Faymonville still very much pursues the idea of making as much as possible in-house. Evidence of this was clear on a recent tour of the factories in Belgium and Luxembourg.

Faymonville began by explaining the company's position and product offer. "The most important thing we have first is the brand Faymonville where we cover the load capacity range from 15 to 500 tonnes. To one side of that we have the Max Trailer range and on the other side Cometto. This was a first step to say that we are a full-range supplier for payloads from 15 to 15,000 tonnes. We cover it using different philosophies, different products and different factories.

"We have always invested on green fields, growing organically. Cometto was an exception because we bought technology. We want to continue to grow and now we have

a full line so we don't have to buy anything. Organic growth is our future. What is now important is to find synergies from the smallest to the biggest – purchasing, logistics, development, of parts, created service, spare parts, and so on across the three brands.

"The product ranges are similar, but each has its own philosophy. Max Trailer is a standardised product with fixed options. With Faymonville we standardise components but create a lot of different combinations. Then with the offroad side we have Cometto where, with the same technology, we are also developing vehicles for steelwork and shipyard applications."

## Ready for growth

"We now have an infrastructure within which we can grow. It is a family company and we go step by step. We reinvest completely out of the cashflow and we don't have any bank debt. This is important.

"It's also very important to explain about Cometto where the focus is fewer bigger units for heavier lifting and transport. What we learned from building the higher-volume small trailers – about productivity, quality, service, surface treatment, and so on – is what we will bring, by the end of 2019, to Cometto production. The quality pressure on the small products is a lot higher. Where warranties and guarantees are concerned it pays us to have good productivity and high quality.

"Customers see what we do and how we do it - details of the manufacturing, details of the product's design - and they say they've never seen such investment in a trailer factory. You »



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Automatic welding on a trailer bed



Aerial view of both Faymonville factories in Luxembourg

can see it in all our trailer factories. At our Polish factory we have a hundred metres of production robots. We have some really big machinery there.

“The next step is to bring all that to Cometto. Today it has a small market share but with our knowledge from the smaller trailer business we can grow quickly. We have a large Faymonville dealer network with a strong worldwide presence. We want to use that to develop Cometto. These are the synergies between the three brands: our sales strength is greater and we have a better network for service and for spare parts.”

Commenting on markets where the company is strong and where it will focus its export efforts, Faymonville says, “The biggest part is Europe. We grow a lot in America and for this year we have a lot of new projects in Asia. In a lot of countries business has come back, where in oil and gas producing countries it was not easy. Mining in Australia has come back a little. There is a lot to do in Turkey but there is the political situation. Last year we could make a wonderful business in Iran but we are not taking a risk so we stopped.”

Distribution and after sales service are handled by 25 in-house direct sales people and then dealers with another 25 sales people around the world. For after sales support in the larger markets local people are trained at the company’s training centre. “Service is very important and with our global network of partners we can help customers everywhere,” Faymonville says.

### Wind energy

Faymonville still sees a lot more potential in the wind turbine component transport market, “but, like a circus moving every two weeks to another city, so too is the windmill industry. This country one year and another the next. That’s not stable. At the moment in one of the previously strongest windmill countries, Germany, nothing is happening.

“We are always following developments. Our industry is rarely well informed about the next turbine developments and the associated transport requirements. We might get six months’ notice before a new even longer blade needs to be transported. If you want to transport the long blades we have the technology with our FlexMax self-steering trailer. We started out with this type of trailer, building them for timber transport so we know what it is.”

There are also still opportunities in other sectors of the market, Faymonville says, even though the market has matured to the point where it’s about refinement and small incremental improvements. “Everywhere a market exists we see opportunities. There is a lot to do. Hot water is already invented and the wheel also, so we work only on details. It’s always the same. Everybody is looking for the red button, just push the button and the machine is working. It’s not like that. We have thousands of little buttons and they have to be pressed every day to make the product better, to get us better productivity in the factory, to reduce engineering hours per order, to give a better result to the customer, to give a better

service, 24 hour spare parts, and so on.

“What did we learn from Max Trailer? We have five axles and on every one we have the same bearings. We entered the SPMT world with the acquisition of Cometto and we wanted to reduce the number of suppliers, to bring that down. If you own a mixed fleet of Max Trailers and you have one electric pump in stock, you can repair every one of them.”

### Looking ahead

Changes look likely in the competitor landscape over the next two to five years. “We have a few global players. Then we have national players and regional players. The regional players will die or survive with very specific things. In our company, on the engineering side, it is too expensive. The national manufacturers – and there are a lot of them – occupy the most dangerous position. As the regional one you are small, you have ten workers, today you can work for a farmer and tomorrow for a transport company.

“The national player is really fixed on the market. He goes up with the market and he goes down with it. He can do the job of the small one but with higher fixed costs. There is no standardisation of components so there is a higher price level. The biggest market for special trailers is in Europe, not the United States and not Brazil. At Max Trailer we compete with a lot of manufacturers.”

Faymonville has a configurator with which customers can build and specify their trailer. Instead of an infinite number of permutations for things like trailer headboards there is a series of ‘standard options’ for the customer to choose from. Managing details in this way improves manufacturing efficiency, reduces costs, simplifies spare parts supply and so on, while still allowing sufficient choice. Success of this is such that Faymonville says the company hasn’t had to make a special headboard in the 18 months of using the configurator. Mass customisation sounds like a contradiction in terms but a mix of top-to-bottom high-quality manufacturing and standardisation, while still allowing customers to choose what they want, may be a fitting description and recipe for long-term success. ■



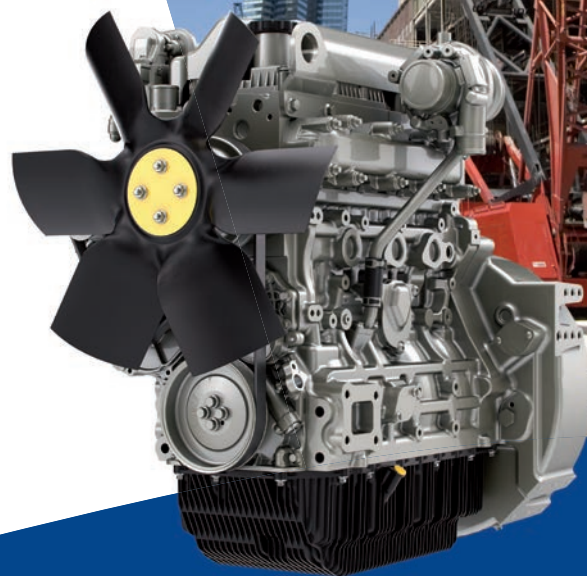
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Good attendance with a broad range of tower crane presentation topics were hallmarks of this year's International Tower Cranes (ITC) conference. *ICST* reports

More than 200 delegates attended the sixth ITC conference in Vienna



# Towers in Vienna

**M**ore than 200 delegates attended the 6th International Tower Cranes (ITC) conference in Vienna, Austria, on 26 and 27 June 2019, with speakers addressing a range of topics including fibre rope, BIM technology, remote crane operation, and the use of drones to inspect tower cranes.

Jörg Hegestweiler, CEO at BKL Baukran Logistik in Germany, used his keynote speech to urge tower crane manufacturers to focus more on creating rental-friendly cranes. He said the high number of different crane components – bases and tops – meant a significant proportion of components were often unused, reducing actual utilisation

**Jörg Hegestweiler, CEO at BKL Baukran Logistik, gave the keynote address at ITC 2019**

rates. "I estimate that approximately 10 per cent of the machine is sitting in the yard. Utilisation in terms of volume is going down."

He said it was not unusual for a rental company to have more than 25 different crane tops. "In my opinion, we have to reduce this quite quickly... we also have so many different undercarriages - just remember that we have five different brands. The main thing is to reduce the number of components, try to make one base for rental."

Hegestweiler added that crane manufacturers should also consider the logistics of storing and transporting tower crane sections in a rental business. BKL has developed its own frames for storage and transportation; "OEMs need to keep in mind how to store material, or how to transport it."

The event was well received by delegates. "I enjoyed the day very much", said Aviv Carmel, general manager at Skyline in Israel. "To be at the conference is a big value for us. We have met most of the leading people in the industry. It's the third time at ITC for me, and each one has improved. You meet people



from the same industry, with the same problems, and share solutions and ideas."

Benson Neo, Capital Cranes Global CEO, a Singapore-based tower crane rental business, said it had been very useful for the business; "We came to gain knowledge, and secondly to network. We have social media etc, but it's not as good as meeting in person; you get a better relationship and connection."

## Positive feedback

Beth O'Quinn, senior vice president at the Specialized Carriers and Rigging Association (SC&RA), ITC event partner, said, "What I've enjoyed most about today is the interaction with attendees, learning from colleagues



On-stage interview





Thought-provoking questions and comments from the audience



The next ITC in Europe will be in May or June 2021

across the world and yet learning that we are all addressing the same issues regardless of where we are.

“I think it’s very important for the industry to be able to meet face-to-face. The digital age means that you can get information very quickly; but being able to have relationships and face-to-face interaction and learn from your colleagues around the world, that can’t be replaced by e-mail.”

The conference had four gold sponsors: Jaso, Liebherr, Terex, and Wolffkran. The three silver sponsors were AMCS Technologies, Comansa, and Potain (by Manitowoc).

Supporting sponsors were Blokkam, Casar, ENG Cranes, ITI (Industrial Training International), RaycoWylie, Skyline Cranes & Technologies, and SMIE. SC&RA was the exclusive event partner.

The next KHL tower crane event – the second Tower Cranes North America (TCNA) conference – will be in Miami, USA, in June 2020. The next ITC will be in Europe in May or June 2021. Dates for both events

will be announced in due course. Videos of the presentations can be viewed here: [www.khl.com/magazines/international-cranes-and-specialized-transport/itc](http://www.khl.com/magazines/international-cranes-and-specialized-transport/itc) and more information about the event is on the conference website: [www.khl-itc.com](http://www.khl-itc.com)



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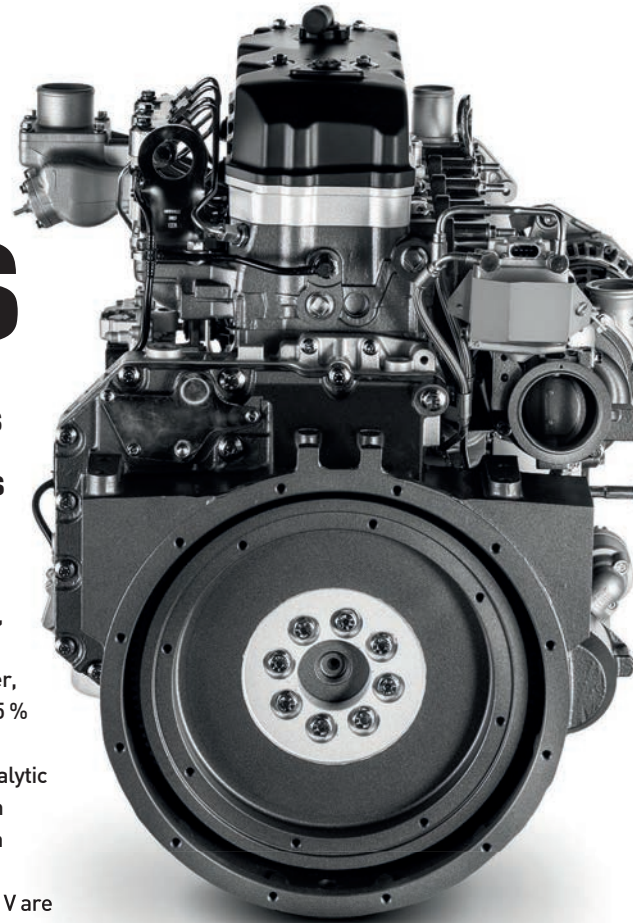
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# The road to progress



FPT Industrial's Stage V N45

## Big power, little engine

With regards to traditional diesel engines, there has been a trend towards maximising power while reducing weight using a range of techniques. For example, MAN Engines has focused on providing a high power-to-weight ratio from a light diesel engine with its 9-litre-displacement D1556. "With the D1556, our engineers have succeeded in developing an engine with a high power-to-weight ratio and compactness that is perfectly suited to the requirements of off-road applications," explains Hubert Gossner, head of off-road sales at MAN Engines.

The company has also launched a 16.2 litre engine, the D4276, which it says provides high torque at low speeds and a high power-to-weight ratio and has been developed for applications that demand high power with full power operation at up to 70 % of the duty cycle. It delivers its maximum torque of 3,280 Nm at a speed of 1,100 min<sup>-1</sup> and maintains a constant torque up to 1,500 min<sup>-1</sup>. The straight-six engine has a dry weight of 1,280 kg, which MAN says makes it one of the lightest engines in its displacement class. It delivers an output power between 450 and 515 kW (604 and 690 hp) depending on its power stage.

The engine's designers have maximised the power output of the engine with a number of measures. Fuel flow has been improved by »

Engine manufacturers are backing different technologies as the engine market evolves. CHRISTIAN SHELTON reports

Emissions controls in various part of the world have helped boost the use of electric and hybrid drives and increasing public and political support for such measures suggests that emissions legislation is going to become stricter and more widespread. Yet the challenge remains that, for large, heavy, power-hungry mobile crane and specialized transport applications there is currently not one clear winning alternative solution to using diesel. As a result, we see different engine manufacturers focusing on different aspects of engine technology, with some companies exploring competing technologies at the same time.

For example, powertrain manufacturer FPT Industrial is concurrently developing diesel emissions after-treatment solutions, natural gas engines, and electric solutions. FPT says there is not one solution available for all markets, which is why it is developing a range of technologies.

## REDUCING NOISE EMISSIONS

German engine builder Hatz has launched a modular New Silent Pack for its H-series of three- and four-cylinder engines. It is designed to reduce noise emissions and provide protection against contact, rain, dirt or vandalism.

According to Hatz, the plug and play New Silent Pack provides more than 60 percent sound insulation. Specifically, it is for the Hatz H-series engines 3H50TI, 3H50TIC, 3H50TICD, 4H50TI, 4H50TIC, 4H50TICD. Hatz says its design the New Silent Pack is compact in size and easy to integrate or retro fit with machinery. It weighs less than 100 kg and is easy to maintain.



The New Silent Pack from Hatz

In the traditional diesel engine sector its established N45 engine, part of the company's NEF family of engines, has been updated to meet Stage V emissions regulations. The four-cylinder, 4.5-litre engine delivers up to 204 hp, 15 % more than the previous version. It uses HI-eSCR2 (High Efficiency Selective Catalytic Reduction system), a second generation iteration of after-treatment system with integrated particulate filtration. The dimensions and layout of the N45 Stage V are the same as the Stage IV version. Advances in filters and the clogging sensor have led to a doubling of the service interval, FPT says.

FPT Industrial is also promoting its range of Natural Gas (NG) engines. FPT's Cursor 13 provides the power for the IVECO Stralis NP truck – a gas-powered vehicle designed for long-haul applications. According to FPT, the Cursor 13 is the most powerful 100 % natural gas engine on the market for industrial vehicles, delivering up to 460 hp, 2,000 Nm of torque and, compared to a diesel engine with the same power, emits 98 % less particulate matter and almost no carbon dioxide emissions, if fuelled with biomethane.

In the Stralis NP truck the 12.9-litre engine has a range of up to 1,600 km. A 'silent mode 71 dB(A)' function reduces noise emission to make it suitable for urban operation and night-time deliveries.

With regards to electric solutions, FPT is participating in VISION-xEV, a project which contributes to the advancement of all kinds of future electrified powertrain systems. With the support of 14 partners and a total budget of € 3.9 million, Vision-xEV is funded by the European Commission as part of the European Green Vehicles Initiative, under the Horizon 2020 programme.

FPT says it has seven research and development centres and the Vision-xEV project aligns with its work at its R&D centre in Arbon, Switzerland, where its Common Rail technology and the HI-eSCR were developed.



the use of a new high-pressure pump. MAN Engines says an additional increase in the flow rate through the injectors, coupled with injection pressures of up to 2,500 bar, means better combustion – resulting in lower fuel consumption over a wide map range, coupled with a reduction in particulate emissions.

A variable turbine geometry turbocharger helps maintain maximum power and torque over a wide engine speed range, MAN adds.

For exhaust gas aftertreatment, the D4276 uses an exhaust gas recirculation system with water cooling to meet EU Stage V and US Tier 4 emission standards.

## ZF CLUTCH FOR LIEBHERR CRANES

German car parts maker ZF Friedrichshafen (ZF) has developed a new multidisc clutch module, called DynamicPerform, which will be installed in crane manufacturer Liebherr's three- to five-axle mobile cranes, with volume production starting in 2020.

The wet starting clutch pairs with ZF's TraXon modular transmission and can handle engine torques of up to 3,000 Nm. ZF said the clutch provides durable starts and very little wear whilst manoeuvring.

The clutch discs are cooled by circulating oil, which ZF said protects the clutch from overheating. The cooling system uses dedicated temperature model software ZF developed specifically for heavy duty specialized vehicle applications.

The system comes with ZF's DynaDamp damping system that it said is configured for the vibration behaviour in newer engines in the Class V emissions class (offroad), Euro 6 (onroad) class and higher.

The TraXon DynamicPerform transmission system can be combined with ZF's intarder – a hydrodynamic hydraulic brake that the company said relieves demand on the service brakes by up to 90 percent, thus extending the life of the service brakes and reducing maintenance costs and brake dust emissions.

**From 2020 Liebherr's three- to five-axle mobile cranes will be fitted with ZF's DynamicPerform multidisc clutch module**



## Hybrid solutions

Wisconsin, USA-headquartered engine manufacturer Kohler states that it is “an alternative player, going against the flow with respect to traditional engines”. This approach is manifest in its K-HEM (Kohler Hybrid Energy Module) product – a hybrid electrical and mechanical combined power generation unit.

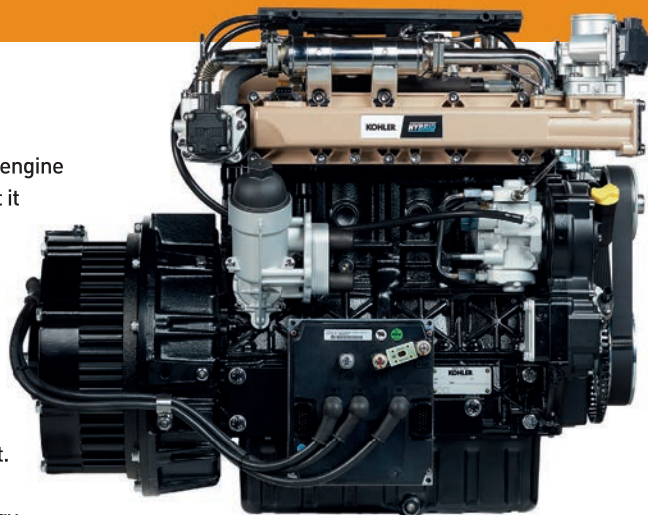
It is a parallel hybrid system which delivers mechanical energy from an engine as well as electrical energy from a battery pack. K-HEM units can be fitted to hydraulic systems and can help facilitate the switch towards full electrification, if required, says Kohler. The latest version of the system is the K-HEM 2504. It comprises a Kohler KDI 2504TCR 55.4 kW diesel engine that complies with Stage V legislation and a 48 volt electric motor that provides 19.5 kW peak power and 9 kW continued power. In practice, the diesel engine provides the power base while power peaks are accommodated by the electric system. Kohler says the K-HEM 2504 hybrid unit also offers efficient diesel particulate filter management and it is also possible to use heat generated by the engine to help recharge the battery pack.

Engine maker Cummins has also developed a suite of plug-in hybrid electric powertrain solutions spanning light, medium and heavy-duty applications, called PowerDrive. It is designed to replace conventional transmissions and provides both parallel and series capabilities. The system switches in real time between two hybrid and two pure electric modes, optimising the powertrain to be as fuel efficient as possible.

The flexible hybrid architecture shifts between pure electric for environmentally sensitive areas, with a 50-mile (80 km) range, and hybrid for jobs requiring more than 300 miles (480 km).

When in series configuration the engine is better suited to low road speeds such as urban driving (stop-start conditions), while parallel is ideal for higher road speeds on the highway, says Cummins. In a series hybrid, the electric motor is the only means of providing power to the wheels. The motor receives electric power from either the battery pack or from the engine-generator. In a parallel hybrid, the engine and electric motor combine to provide the power that drives the wheels. The third mode of electric plus comes online when higher energy is required when the system senses gradient climbing or acceleration for overtaking.

A US Class 6 truck powered by the PowerDrive with a 50-mile (80 km) electric



**The K-HEM 2504 from Kohler**

range, realises reduced emissions by up to 80 percent compared to conventional vehicles, claims Cummins, and fuel costs are reduced by between 40 to 80 percent depending on the drive cycle.

## Forward-looking

Engine-maker Volvo Penta announced that by 2021 it plans to offer electrified solutions for both its land and sea-based business segments. “Volvo Penta is embracing the electric transformation and will be at the forefront in delivering compelling business cases to customers using this new technology,” says company president Björn Ingemansson. The company has already teamed up with Rosenbauer E-Technology Development, a subsidiary of firefighting and disaster protection specialist Rosenbauer Group, to develop an electric fire engine.

“We will take a full systems supplier approach helping our customers in the transition to the new technology,” Ingemansson continues. “This will happen application-by-application, on the basis that the business case for switching to electric will differ across our many customer segments. This is the start of a long-term transition. Diesel and gasoline-powered primary drive systems will remain the most appropriate power source for many applications for years to come.”

Speculating on the future Steve Nendick, marketing communications director at engine manufacturer Cummins, says, “If we look ahead as far as 2119 it is not difficult to imagine a world where non-fossil fuel power is the norm, rather than the exception given the advances we have made already this century. However, right now and for the foreseeable future, the high-power density and machine capability required from heavy-duty construction equipment means ultra-clean diesel power is the most viable and proven power solution, particularly as Stage V regulations comply with even the strictest low emission zones.”



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# Gaining traction

**Alternative propulsion systems to using diesel are making their presence felt in the haulage industry but have yet to impact the heavy end of the sector.**

**CHRISTIAN SHELTON reports**

**"S**ustainability is no longer a choice for companies to opt in or out of. It is something we must deliver on to stay relevant," says Henrik Henriksson, president and CEO at Swedish commercial vehicle manufacturer Scania in the company's most recent annual and sustainability report.

Henriksson's statement illustrates the increasing importance specialized vehicle manufacturers are placing on sustainability issues and efforts by tractor manufacturers across the board are resulting in increasingly powerful alternatively-powered trucks hauling increasingly heavy loads. Some of the tractors mentioned in the first half of this article may be categorised more as long-distance haulage or heavy-duty distribution tractors but they demonstrate the advance of alternatively-powered vehicles towards the heavy haul end of the spectrum.

The focus on sustainability appears to be paying off for Scania, with the company reporting record market share in Europe during the first quarter of 2019. It also won a Green Truck 2019 award, organised by trade publications VerkehrsRundschau and Trucker, for its R 450. The truck won with an average fuel consumption of 23.25 litres of diesel per 100 kilometres, greenhouse gas emissions (CO<sub>2e</sub>) of 738 grammes per kilometre, and an average speed of 80.42 km/h on a 353 km test.

## Alternative power

Scania has also been developing its range of gas-powered vehicles and reports growing interest in this sector. This has been boosted by a parliamentary decision in Germany to exempt gas-powered vehicles from road tolls, which has helped offset the higher cost of gas vehicles for haulage companies.

Scania delivered its first liquified gas truck in Germany in September 2018. It has now



Western Star's most popular truck model, the 4700, has new features

taken an order for 100 Scania gas trucks – its largest single order to date - from logistics and transport company KP Logistik, which has offices in Germany and Denmark.

"We want to pioneer more sustainable transport and set a good example for the transport industry," says David Brokholm, managing director, KP Logistik. "Carbon emissions from natural gas trucks are lower than from diesel and are further reduced by up to 90 percent if we use biogas."

The new trucks have a range of 1,100 km and will be used for the next four to five years for deliveries of dry, refrigerated and frozen foods. Scania says the liquified gas vehicle infrastructure in Germany is being expanded and will increase to approximately 20 filling stations by the end of 2019.

Gothenburg, Sweden-headquartered manufacturer Volvo Trucks is planning to debut its first all-electric models in California, USA, in 2019, with plans to start commercial sales in North America in 2020. The Volvo VNR Electric will be trialled in distribution, regional-haul and drayage operations.

Volvo also announced plans to invest nearly US\$400 million over six years to upgrade its New River Valley, Virginia plant. The factory produces all Volvo trucks sold in North America. "This investment is another sign of our confidence in that future and will help us prepare for even more exciting products, powered by both diesel and electric drivetrains, in the coming years," says

Peter Voorhoeve, president of Volvo Trucks North America.

Volvo has also announced a strategic alliance with battery manufacturer Samsung SDI aimed at accelerating the development and strengthening the long-term capabilities of electromobility. Specifically, the two companies will work on developing battery packs designed for Volvo's truck applications. "The alliance with Samsung SDI is an important next step on our journey towards offering the world's most truly sustainable transport system with fossil-free alternatives for our commercial vehicles," said Martin Lundstedt, president and CEO at Volvo Group.

## Diesel power

The focus on developing alternative, cleaner types of vehicle propulsion, however, has not been at the expense of diesel lines. New heavy haul diesel lines are still being developed, albeit with a focus on fuel efficiency. "For our customers fuel is one of the largest costs so it is important that we develop new efficient solutions," says Mats Franzén, powertrain strategy director, Volvo Trucks.

The company has launched a Payload Plus package for its VNR and VNL series which it says provides significant weight savings, with up to 335 pounds (152 kg) being removed from Volvo VNL long-haul models.

It is also promoting its popular long-haul FH model with I-Save as being a solution to bring down fuel consumption, claiming it

»

## FIVE-AXLE SCANIA TRACTOR

Dutch heavy haulage company Te Kloeze-Bruyl has taken delivery of one of the first new generation five-axle Scania V8 S 730 tractors.

The Scania S 730 has two steered front axles, two driven axles and one steered tag axle. Adapted for heavy haulage, the tractor has a rack behind the cab with fuel tanks, an AdBlue tank, and a trailer hydraulic system. These adaptations are factory-assembled. The vehicle can load 180 tonnes on a six percent slope and 140 tonnes on a 12 percent slope.

Te Kloeze-Bruyl specified options including leather upholstery, a premium driver seat and rotatable passenger seat, an infotainment system with navigation on a seven-inch screen, a refrigerator, a coffee maker, a microwave and a TV. To enhance safety, the company has equipped the truck with a side-view camera system with a quadruple split screen so that the driver at a glance can see four positions around the vehicle.

Te Kloeze-Bruyl's new Scania S 730



truck which was first launched in 1995 and is normally used for long-distance haulage, heavy duty distribution haulage, and construction

haulage. The latest version has Active Drive Assist which orientates itself according to the markings on the road by means of a camera and, under certain conditions, takes over the longitudinal and lateral guidance of the truck. Active Drive Assist can automatically steer, brake and accelerate the vehicle under certain circumstances. It also has Predictive Powertrain Control, which is designed to reduce fuel consumption.

In the USA, Western Star Trucks, a subsidiary of Daimler Trucks North America, has updated what it says is its most popular model, the 4700, claiming it is now lighter, safer, more productive, and faster to upfit.

The 4700 trucks and tractors can now be specified with the Cummins X12 engine. The engine delivers up to 1,700 pounds per foot of torque and 500 hp. Western Star Trucks says its low-friction design is well-suited for higher MPG's and it is compatible with a range of fully automatic, automated manual and manual transmissions. It weighs 2,050 pounds (930 kg) which, Western Star Trucks

can cut fuel costs by up to seven percent in long haul operations without compromising driveability. The truck has Volvo's D13TC engine which it says is its most fuel-efficient engine ever. Available in 460 and 500 hp ratings, it has pistons with a patented wave-shaped interior designed to improve combustion and increase efficiency. It also has an additional turbine positioned after the turbo in the exhaust flow that reuses excess heat and energy from the exhaust gases. The I-Save comprises various technologies

from Volvo Trucks's including its map-based I-See software which uses knowledge about the road ahead to utilise the truck's moving energy in the best possible way when driving in hilly terrain. According to Volvo, it takes care of gear selection, acceleration and engine braking.

### Driver assistance

The increasing automation of trucks is also seen in the latest version of the Actros from Mercedes-Benz. The Actros is a heavy-duty

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The TGX 33.640 6x4 BLS heavy-duty semitrailer tractor from MAN Truck and Bus

says, is up to 600 pounds (272 kg) lighter than other medium-bore engines in the 10 to 13 litre category. Front- and rear-engine PTO offerings are designed to enable more upfitting options.

Another new option is the Detroit DT12 automated manual transmission, which can now be spec'd for Detroit-powered 4700s. The transmission has creep and hill start modes and pneumatic shift and clutch control for a smoother ride, says Western Star Trucks.

The enhanced 4700 also has additional upfit-friendly improvements, including updates to the electrical system and improved interface connections on the back floor of the cab, as well as four new options for trailer connections, adds Western Star Trucks.

MAN Truck and Bus company has added the TGX 33.640 6x4 BLS to its heavy-duty semitrailer tractor range.

The three-axle tractor is designed for a gross combination weight of 160 tonnes and up to 180 tonnes with special approval. It has a D38 series six-cylinder engine with 15.3 litre displacement which delivers 640 hp (471 kW) at 1,800 m<sup>1</sup> in its most powerful version and delivers a maximum torque of 3,000 Nm at 900 to 1400 m<sup>1</sup>.

External planetary axles with a load capacity of 9 tonnes at the front and two with a load capacity of 13 tonnes at the rear are designed to harness the engine's full tractive force. The front axle is leaf-sprung and the two rear axles are air-suspended. The MAN

TipMatic 12 overdrive gearbox with retarder has MAN's HeavyDuty shifting software which continuously calculates the current gross combination weight and selects the shifting mode depending on it.

### Range expansion

Dutch truck manufacturer DAF has also recently expanded its product portfolio to include a number of new vehicle configurations with the aim of increasing its presence in the construction sector. The new configurations include an 8x4 tridem rigid with double-drive tandem and steered trailing rear axle. The Dutch truck manufacturer has also introduced a 10 tonne front axle and a completely new 7.5 tonne non-steered trailing axle.

Returning to the subject of sustainability, DAF also won a Green Truck 2019 award for its CF Electric 4x2 tractor unit for up to 37 tonne GCW applications. The CF Electric has a range of around 100 km, making it suitable for high-volume city distribution applications. Its battery that can be charged in 1.5 hours.

From this snapshot of the market, we can see that although alternatively-powered trucks are fast gaining ground, for now at least, diesel remains the driving force behind heavy haul applications. ■

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### KEYNOTE: DRAWING PARALLELS BETWEEN CRANES AND REACTION FERRIES

**Erich Sennebogen**, managing director, Sennebogen Maschinenfabrik GmbH

### TRENDS IN THE GLOBAL ENERGY SECTOR

**Diederick Nelissen**, partner, McKinsey & Company

### NEW CHALLENGES FOR HEAVY LIFT AND TRANSPORT IN THE GLOBAL ENERGY MARKET

**Gert Hendrickx**, sales director Projects, Sarens NV

### CASE STUDY IN MAKING SAFETY A TOP PRIORITY

Ainscough Crane Hire (speaker to be confirmed)

### GLOBAL CRANE MARKETS: AN OVERVIEW

**Chris Sleight**, managing director, Off Highway Research

### SPECIALIZED TRANSPORT IN EUROPE: PRIORITIES FOR ACTION

**Iffet Türken**, chief networking officer & board director, Kässbohrer Group, and vice president - Transport Section, ESTA

### CHALLENGES WITH EXISTING STEEL WIRE ROPES ON LARGE CRANES AND FEASIBLE SOLUTIONS

**Dr Oliver Fries**, vice president European engineering and technical services, WireCo WorldGroup

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**Blanca Claeysens**, general manager, ASA France

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**Klaus Meissner**, director competence center engineering systems, product safety, Terex Cranes

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Palfinger has developed an electric loader crane concept vehicle based around its 6,200 kg capacity PK 18502 SH

Electrification, niche applications, new releases and a company merger comprise the latest developments in the loader crane sector.

CHRISTIAN SHELTON reports

# Business is booming

The articulating loader crane sector continues to be in good health. The versatility of this crane type, combined with the high levels of cost efficiency it can provide, means demand from end users remains high. And, as may be expected from such a vibrant sector, new products are

continually coming onto the market.

Electrification is an area of focus for Bergheim, Austria-headquartered loader crane and access equipment manufacture Palfinger which has developed an electric loader crane concept vehicle. The concept is an electric version of Palfinger's

6,200 kg capacity PK 18502 SH. It can be operated with a plug-in electric drive as well as fully autonomously with a battery pack which, in turn, can be supplied either by the power grid or via a generator. If the generator charging option is used the battery can also be charged during travel or while the truck's engine is running. Palfinger says this guarantees all-day crane operation in any situation, as with its conventional crane setups.

## LOADER CRANE USED FOR FAST DELIVERY OF PONTOONS

UK-based temporary access solutions provider TPA has bought its first Fuso Canter truck, a Daimler Group brand, fitted with a crane from Spanish manufacturer Cayvol. TPA is using the loader crane to deliver modular floating pontoons. Although the company runs a large fleet of specialised articulated trucks, until it bought the Fuso Canter it relied on rented vehicles or third-party providers to deliver the pontoons.

TPA says it was looking for a vehicle compact and manoeuvrable enough to get in and out of sites with restricted access. The company wanted it fitted with a crane to facilitate safe, speedy loading and unloading and a platform body capable of carrying as many pontoon modules as possible. The Canter was fitted by Alfreton, Derbyshire-based Plant Equipment with a 6.2 metre platform body and a Cayvol crane capable of lifting 380 kg at a distance of 9.8 m.

The vehicle has a payload of more than 2.5 tonnes and is capable of towing a further 3.5 t. It can carry up to 80 square metres of the pontoon product. TPA has also commissioned a trailer which can accommodate a further 64 square metres of pontoon.

The Canter 7C18 is powered by a 3.0-litre common-rail turbo diesel which offers 430 Nm of torque over a broad engine speed range. Its 129 kW (175 hp) output is transmitted to the road via a Duonic dual-clutch automated gearbox. An engine brake is included as standard.

"We were using 3.5 t van-based vehicles for smaller deliveries, or calling in subcontractors for anything larger," explained TPA operations manager Neil Crosby. "However, to cope with growing demand for our pontoon equipment, and to ensure that we have more control over our deliveries, we decided it was time to invest in our own equipment."



## Niche applications

Focusing on niche loader crane applications, Swedish load handling equipment manufacturer Hiab has launched a specialised drywall crane, the Hiab K-505 HiPro, and a crane for the waste collection market, the Hiab S-HiPro 230W.

The Hiab K-505 HiPro drywall crane is for markets in the USA and Canada. Hiab says it is the longest and strongest drywall crane in its portfolio with a reach of nine floors and a lifting capacity of almost 300,000 foot-pound force. It is equipped with Hiab's HiPro remote control, which it says gives operators more flexibility in finding the best working space and field of vision. Additional functions include a load stability system for vertical movements, Variable Stability Logic Plus, and an automatic speed control – all designed to help improve operator safety and productivity.

"Hiab K-505 HiPro allows our customers to be more productive than ever as it can install drywalls rapidly in buildings up to nine stories high. The technological advanced features and remote control let even less experienced operators get a smooth and





**Hyva Southern Africa has merged with Lift and Shift (South Africa)**

precise response from their cranes. As it's connected, fleet owners have the option of receiving performance data to optimise their vehicle fleet and service alerts based on actual usage," says Marcel Boxem, director heavy range, Hiab.

The company's S-HiPro 230W is intended for use with underground refuse containers. It has been designed to operate in busy urban areas and is equipped with Hiab's remote control system and Semi-Automatic Motion system. Hiab says this simplifies crane



**Hiab's K-505 HiPro drywall crane for the US and Canadian markets**

operation which, in turn, increases the level of safety the crane offers.

### Line extension

Netherlands-headquartered hydraulic crane manufacturer Hyva has now launched the 11 tonne-metre and 19 to 21 tonne-metre class in its Edge Line of truck mounted cranes. Hyva first announced the Edge Line at the Bauma 2019 trade show in Germany and, once all released, it will comprise 40 models. There are 7 new models in the 11 tm category and 14 new models in the 19 to 21 tonne-metre class alone. In both classes the cranes have five different boom configurations (telescopic boom, basic articulated boom, double linkage articulated boom, double linkage short retractable secondary boom, and double linkage endless slewing boom

models). Depending on the crane model, up to eight extensions are available and a choice of jibs and winches. Operator assistance aids include Hyva's Dynamic Load Diagram, which gives advance verification of a crane's lifting capacity based on the truck's stability, and the Magic Touch automatic crane folding and unfolding function.

Hyva's Edge Line is being produced at a new crane assembly line in Poviglio, Italy.

### Company merger

In related news, Hyva Southern Africa has merged with Lift and Shift (South Africa). The new company will be known as Hyva Southern Africa and will offer tipping solutions, container handling, waste management and cranes in South Africa and other African countries south of the equator.

Commenting on the merger, Martin Kolkman, Hyva International and WE-MEA vice president, said, "In becoming a global company, much of Hyva's success has come from emerging markets. Southern Africa presents the opportunity to continue this successful growth and this is a demonstration of Hyva interest in investing in this important area. We will be working to increase the footprint of Hyva through new and existing sales and service dealerships which will have access to the full Hyva product portfolio."

Hyva, which celebrates its 40th anniversary in 2019, said the merger would help broaden its product offering in Africa. Products such as aerial platforms and side lifters for shipping containers, which are currently sold by Lift & Shift, will be added to its lines as a key part of catering to customer needs in Africa.

Located in Johannesburg, South Africa, Hyva Southern Africa will be headed up by former Lift & Shift managing director, John Henry Bowman.

## TERNA CHOOSES FASSI TRIPLE-BOOM CRANES

Italian transmission system operator Terna has bought 14 Iveco 4x4 trucks fitted with F32A.0.23 cranes from Italian manufacturer Fassi.

The Fassi F32A.0.23 triple-boom cranes are in the 2.75 tonne-metre / 27 kNm load capacity class and have a maximum hydraulic outreach of 6.9 metres. The cranes were supplied with remote controls and set-up to take the FAB 1S personnel basket. The Iveco vehicles were also each equipped with an Orsi/Assaloni PK2450 snowplough, a fixed truck bed, and an Orlandi A50-XS towing hook. They have a residual load capacity of 1,500 kg.

The fitting work was carried out by Italian company Briccolani which has been handling fitting operations on behalf of Fassi for more than 40 years.

**Fassi F32A.0.23 loader cranes were fitted to 14 trucks**





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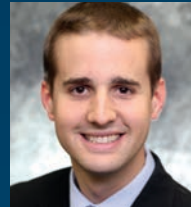
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# Building ROI on good data

**W**ith the SC&RA Crane & Rigging Workshop fast approaching (18 to 20 September), at the Renaissance Phoenix Glendale Hotel in Arizona, USA, Association members will get another chance to experience one of the highlights of every SC&RA event: the exhibit show floor.

With 94 exhibitors booked for this year's conference, attendees and exhibitors alike will enjoy the chance to meet and mingle with the crane and rigging industry's leading manufacturers, wire rope suppliers, publishers and service providers. The annual Workshop exhibit represents what many attendees feel is the number one place to meet customers face-to-face and directly experience the latest in services, software, technology and equipment within the crane and rigging industry.

Many of those 90-plus exhibitors, however, will be tasked with trying to analyse data to properly measure the return on investment (ROI) on their Workshop presence. In addition, how will that data be managed, and what plan will be put into place to use the data to make actionable decisions and drive desired results?



Truth be told, if you're an exhibitor in any capacity – at any show – if you can't tie the data back to a well-developed plan, or worse, if you don't have a plan in place, then you'll never really know what the data says, or how your business can benefit from it.

With the increasing use of powerful data-management tools and a focus on data quality, businesses can now generate numbers that demonstrate real value around trade show participation. They can also leverage those data management tools to profitably extend relationships with customers and prospects from the event far beyond the initial booth visit.

## Key tips

With the appropriate third-party data-quality tools in hand, a plan for collecting and maximising data and an accurate CRM (customer relationship management) database, businesses can position themselves to collect leads that are not just robust but actionable. The results can be an ROI that is provable and trade show follow-up that is successful.

Modern data refers to multiple aspects of an organisation, including production analysis, quality analysis, marketing, sales and more. Companies should have such information at their fingertips, along with sophisticated and impactful processes in place for analysing the data.

This is often easier said than done but it starts with sending a team or individual to the trade show that is well-versed in gathering data. They should also be well educated in how to apply that data to a workable post-show plan.

A key tip for at-show capture of data for proper post-show follow-up is to know the data that needs to be collected. For example, if your plan is to send follow-up campaigns targeted by industry, you'll need the people working the booth or collecting data at a presentation to be asking for industry information.

In addition, after capturing manual information and data – business cards, conversations, etc. – team members should use a real-time e-mail verification API (application programming interface) within your CRM software to ensure the accuracy of the e-mails being entered. This will help prevent typos and bad data from entering your database and streamline post-show communications.

Lastly, a third tip is to collect as much data, preferably verified, as possible. You can always apply high-quality data cleansing tools to fix the data later.

Ultimately, if you focused on data quality and strong management of data collection in your marketing and execution plan for the trade show, then you'll have minimal work to do when you get back. This means marketing and sales efforts can be focused on landing those leads instead of figuring out how to contact them. ■

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As the first to do it in North America, Ontario in Canada is settling in using private superload escorts rather than police escorts. MIKE CHALMERS reports

# Private escort cars

**O**n 1 January 2019, the Ministry of Transportation of Ontario (MTO), in Canada, put into effect amendments to sections 110 and 110.1 of the Highway Traffic Act to allow a certified person who is not a police officer to direct traffic when escorting an oversize and-or overweight (OS/OW) superload.

The move officially phased out the use of paid duty escorts (police) to assist in the movement of such a load with a contingency period offered where companies can access the Ontario Provincial Police (OPP) until there are enough newly certified escorts available through the MTO-approved Certified Superload Escort Program.

Motivation for the OPP was to free up the force so it could focus on policing, while also keeping the roads safe. The unprecedented move is a first of its kind in North America; the only other example resides in the USA, when Pennsylvania implemented a similar, albeit smaller-scale, programme in 2017.

Steven Todd, SC&RA transportation vice president, was “fairly concerned at first, but then very encouraged after assessing the training that the Ministry of Transportation of Ontario implemented into the programme.”

Todd also knew that SC&RA’s Ontario-based members, of which there are more than three dozen, would eventually see a significant cost saving as a result of the



phase-out. “Not only will they save money by not having to pay OPP versus private escorts but superload carriers will save substantial amounts of time once more and more certified escorts are trained up.”

Since January, a small number of Certified Superload Escorts (CSE) have completed the training but there is a need to have all potential superload escorts trained and certified by the end of the year. Relatedly, there are now training organisations approved to deliver the Certified Superload Escort Program.

One such company, Precision Specialized, Inc. (PSI), provides that training in addition to its regular heavy-haul services, and the company is already seeing the benefits of the MTO’s decision. President Ed Bernard considers the phase-out a good fit for his

business, and moving forward, the industry overall. “We have our own escorts, and we train – we were one of the first companies that were able to train our own escorts, as well as others – so, in many cases, our guys are better equipped to deal with what comes up simply because they’ve done it so many times,” he explained.

“With some officers, you run into problems occasionally because they’ve never done it before,” Bernard added. “They have the car, and everyone respects the red and



“ With some officers, you run into problems occasionally because they’ve never done it before ”

**ED BERNARD, president,**  
Precision Specialized



Out on the road in Canada

blue lights a little more than others, but the knowledge and experience that our guys have far exceeds what any police officer would be able to do.”

According to Bernard, PSI has trained approximately a hundred people “...who are not part of PSI.” While companies get sorted out and either take the OPP training or seek it out via other outlets like Bernard’s, PSI will continue to do it. “Even some of our competitors are asking us to train their guys; they haven’t gone through the work of setting up a programme. We actually have a school. Our course is two days, but there are other courses that deal more with construction-type traffic, and they’re maybe a little more condensed than ours but, essentially, we do that already.”

### Specific situations

All that is not to say particular loads still can’t request police escorts, which was one of SC&RA’s chief concerns. As Bernard pointed out, “In specific cases, yes, you can request them. We did several superloads recently and they gave us the option of using CSEs or four officers – because we were moving at night and I had the choice of either-or. I made the decision to take two of my own CSEs and then I hired two officers – night-time is the right time for red and blue lights.”

Bernard also said how, when companies apply for a permit, the MTO will tell them the car requirement. “Most of the time, they’re fine with you using CSEs but, if they decide that there is an occasion where you also need police escorts, then they make that decision. I don’t think police escorts will ever truly phase out because, as it stands, there always has to be the option, in particular cases.”

Training Certified Superload Escorts (CSE)



Regardless of Ontario’s new normal, Bernard understands why the MTO went to the decision to phase out police escorts. “It was lack of availability of officers throughout the province – they simply don’t have the manpower to provide police escorts for all the loads that are happening,” he said. “And it’s a big province. We used to have officers with us for a week, depending on the load, so escorting was a substantial undertaking for the OPP.”

### Up to speed

Whether or not Ontario is a test-run for other provinces remains to be seen, said Bernard, for specific reasons. “For example, Manitoba, Saskatchewan, Alberta – they don’t really have police escorts. British Columbia sort of has its own programme in place, but they rarely have police escorts. Quebec has police escorts, but I wouldn’t make any assumptions of that province. Overall, Ontario is made up of a lot of counties, so we’re still dealing with a lot of them getting on board.”

Since the MTO’s amendment went into effect in January, Bernard hasn’t heard too

much negative feedback from colleagues or competitors. “The people that are prepared for it seem to have no issues, and because we have our own CSEs, once we have our permit prepared, we don’t have to wait two days for a police officer,” he said. “I can move as soon as I have my CSEs, and I just have to provide my certificate number and the name of the CSE we’re going to use. With a police escort, you may have waited three or four days before they were available. For us, it’s easy, because we’re using people that we trained. That said, I’m sure there are some people struggling but, mostly, I haven’t heard of too many people having a hard time with it.”

From Bernard’s perspective, the biggest challenge is likely going to come from outside Ontario. “Maybe from a western region, or from the States, and they’re not aware of the situation. We’ve had those calls, too, and we’re ready to help in any way we can. But for sure, if you’re not aware of the new circumstances, it can definitely be a problem. All the more reason to stay up to speed – stay educated and aware of what’s happening within the locations you’re doing business.” ■





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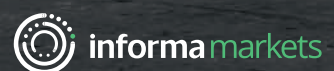
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Lifting the turbines from SPMT. The SBL1100 has a 12 metre lifting height

## Hareket's power to lift

Turkish heavy lifting and transportation company Hareket Heavy Lifting and Project Transportation Co. completed the installation of power generation equipment at the Takhiatash thermal power plant in Uzbekistan using an

### FIVE YEAR HINO TRUCK WARRANTY

Hino Trucks in the USA is offering a five year transmission warranty on its 2020 model year trucks with Allison gearboxes.

There is no mileage limit and no extra cost, Hino said. Class 6-8 trucks are covered, including models 238, 258, 268, 338 and the new XL series.

Commenting on the news, Glenn Ellis, Hino Trucks senior vice president of customer experience, said, "We continuously strive to deliver the lowest cost of ownership for our customers, period. With the durability and reliability of our proprietary engines and mated Allison Transmissions it has made it possible to extend to five years of coverage at no charge to our customers."

■ For more information see: [www.hino.com](http://www.hino.com)

Enerpac SBL1100 telescopic hydraulic gantry. The gantry was used to lift and place two sets of gas turbines and generators weighing 357 tonnes and 292 tonnes, respectively.

The turbines were lifted from SPMT and skidded 27 metres into the plant along a 40 m gantry track and lowered on to a concrete foundation, followed by lifting and skidding the

generators 16.5 m for positioning in front of the turbines.

The SBL1100 is Enerpac's highest capacity bare cylinder gantry. Equipped with three-stage lifting cylinders, the SBL1100 lifts up to 12 m at the top of the third stage and can handle up to 385 tonnes (3,780 kN) at the top of the first stage.

■ For more information see: [www.enerpac.com](http://www.enerpac.com)

## Lifting Gear Hire now LGH

Lifting Gear Hire has changed its name to LGH as part of a worldwide rebranding. The move will standardise the name across its 36 locations in six countries.

The company said the new name would overcome some local variations in meaning, especially between Europe and the USA, where the word hire usually refers to people rather than equipment.

It also part of the company's strategy to expand internationally. It aims to open a new location every year for the foreseeable future, continuing to grow its existing presence in North America and Europe, and moving into new territories further afield.

Ian Parkinson, LGH Group

chairman, said, "Backed by a new name and a unified identity, LGH is now in great shape to deliver even better service for more customers in more locations - as always, putting safety first."

■ For more information see: [www.lgh.co.uk](http://www.lgh.co.uk)



Ian Parkinson, LGH chairman, with the new group branding

### TYRE AGE LIMIT PROPOSAL

The Department for Transport (DfT) in the UK wants to introduce regulations banning the use of tyres aged ten years and older on commercial vehicles.

Improved road safety is the aim. If the proposal goes ahead it will make it an offence to use tyres 10 years or older on certain vehicles.

The proposed ban is at the consultation stage. It would apply to heavy goods vehicles as follows: category N2 (over 3.5 tonnes but not exceeding 12 tonnes) and N3 (over 12 tonnes); heavy trailers, including semi-trailers (category O3 between 3.5 and 10 tonnes) and O4 (over 10 tonnes); and buses, coaches and minibuses (categories M2 and M3).

In helping to precipitate the proposal, the DfT cites "two significant road traffic collisions in recent years that led to the tragic deaths of eight people. In both of these collisions, HM Coroner has determined that a contributory factor was a defective tyre fitted to the steered axle of the vehicle. In both cases the age of the tyre was directly linked to its failure."

The consultation period runs until 1 September 2019.

■ For more information see: [www.gov.uk/dft#consultations](http://www.gov.uk/dft#consultations)



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## EVENTS DIARY

2019

## ALH-CA CONFERENCE &amp; AWARDS (ACCESS, LIFT AND HANDLERS)

12 September 2019

California, USA  
www.alh-ca.com

## SC&amp;RA CRANE AND RIGGING WORKSHOP

18 to 20 September 2019

Arizona, USA  
www.scranet.org

## DIESEL PROGRESS SUMMIT

30 September 2019

Louisville, KY, USA  
www.dieselprogresssummit.com

## GIS (ITALIAN CRANES AND ACCESS AND HEAVY TRANSPORT SHOW)

3 to 5 October 2019

Piacenza, Italy  
www.gisexpo.it

## ICUEE - INTERNATIONAL CONSTRUCTION &amp; UTILITY EQUIPMENT EXPOSITION

1 to 3 October 2019

Kentucky, USA  
www.icuee.com

## CONEXPO LATIN AMERICA

2 to 5 October 2019

Santiago, Chile  
www.conexpolatinamerica.com

## BREAKBULK USA

8 to 10 October 2019

Texas, USA  
www.breakbulk.com

## INTERNATIONAL RENTAL CONFERENCE (IRC)

22 October 2019

Shanghai, China  
www.khl-irc.com

## WORLD DEMOLITION SUMMIT

23 and 24 October 2019

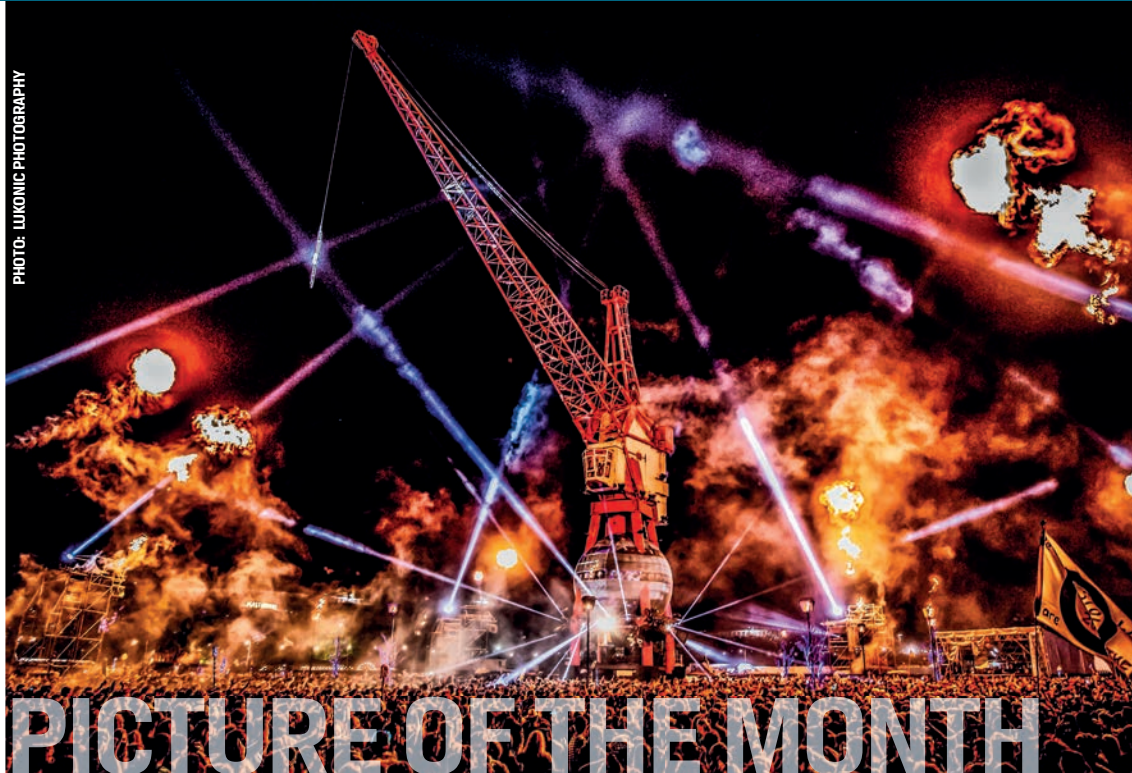
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## WORLD CRANE AND TRANSPORT SUMMIT

13 and 14 November 2019

Amsterdam, Netherlands  
www.khl-wcts.com

PHOTO: LUKONIC PHOTOGRAPHY



This photo shows 60,000 festival-goers in a field in Sommerst, UK, going crazy to a fire-breathing port crane powered by chip fat! The crane is called Pangea and it is the creation of event art installation specialist Arcadia Spectacular. It debuted at the Glastonbury Festival in June and DJs played to the crowd from the operator's cabin. The 1975 crane was used in Avonmouth Docks, Bristol, until new equipment rendered it obsolete. To transport the crane from the docks to Glastonbury it was chopped in half and transported with a police escort before being bolted and welded back together again. Look out for Pangea at a rave near you soon!

## OBITUARY: JAMES F LOMMA 1945-2019

KHL regrets to report the death of **JAMES F LOMMA**, owner at crane company JF Lomma, Inc in New York, USA.

Lomma was born in November 1945, right after the end of the Second World War, to Lillian and Anthony Lomma. A lifelong resident of Staten Island, he graduated from Tottenville High School.

His long entrepreneurial career in the crane industry included ownership of JF Lomma, TES and New York Crane. His companies provided cranes, trailers and equipment that were involved with landmark buildings throughout the United States, and especially in the New York City region.

Lomma was president and chairman of the Specialized Carriers and Rigging Association, and served on the

SC&RA board. He is also a recipient of the SC&RA's prestigious Golden Achievement Award.

"The entire Lomma family and Jimmy's broad but tight network of friends and colleagues have lost a great man, brother, father, grandfather, mentor, leader and very loyal friend," said Joel Dandrea, SC&RA CEO. "If a true measure of a person is how we deal with adversity, Jimmy is atop the ladder. In all his successes and defeats, he always remained humble and optimistic."

Lomma was known for his humanitarian efforts but was never one to seek public recognition for them. Immediately following the 9-11 attacks in New York, Lomma



spent the first six days on site, working on the rescue effort. He worked around the clock with firemen, policemen, ironworkers and

others to rescue survivors. Lomma was in charge of all crane operations for several months.

He is survived by daughters Jennifer Gabel and Lauren Lomma, son James B Lomma, son-in law Steven Gabel, two grandchildren, brother Patrick Lomma and sister-in-law Gail Lomma, and niece and nephew, Jessie and Patrick Lomma.

James F Lomma died at his home on Sunday 14 July, 2019. Donations in his memory can be made to Saint Benedict Abby, PO Box 67, Still River, Mass. 01467, USA.

■ Please send picture of the month entries and all other back page-related information to *International Cranes and Specialized Transport*, KHL Group, Southfields, Southview Road, Wadhurst, East Sussex TN5 6TP, United Kingdom, or by e-mail to alex.dahm@khl.com. Entries for Picture of the month should include: the month and year taken, the place, type of crane, owner and project, plus any other relevant information.

# MARKETPLACE

The Marketplace is divided into easy to read colour coded sections to help you quickly find what you need.



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52

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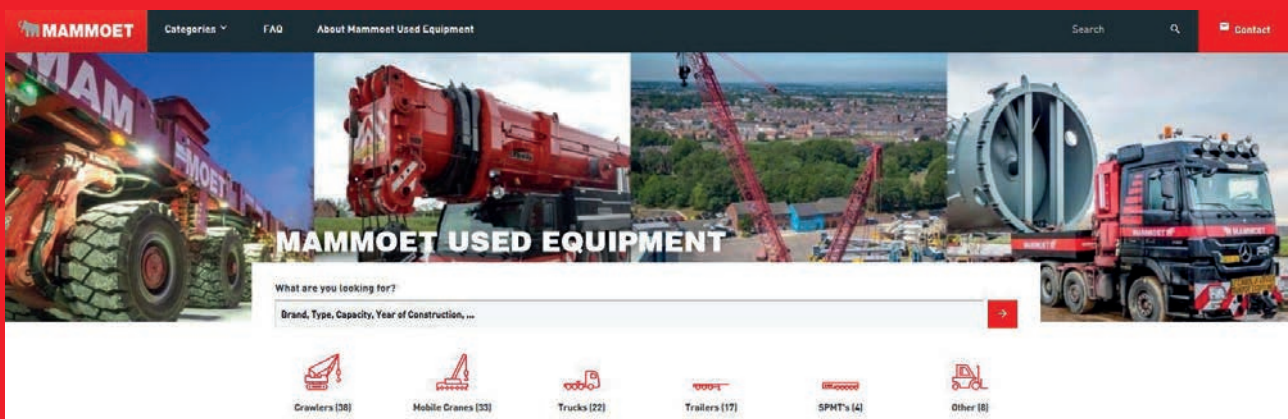


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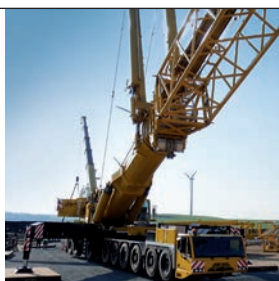
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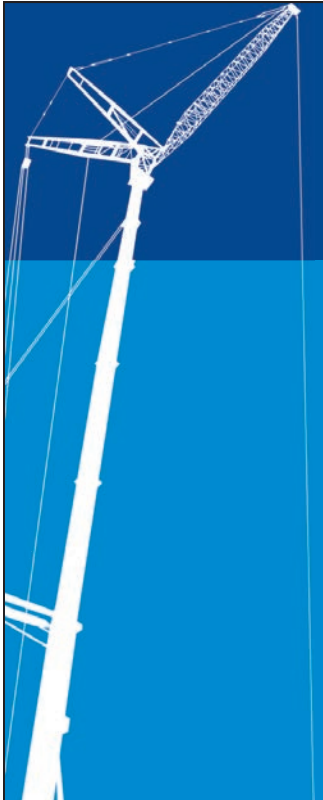
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1x	400 t	Demag CC 2400 SL	2009
1x	650 t	Demag CC 3800 SL + boom booster	NEW!
1x	650 t	Demag CC 3800 SL	2015
1x	750 t	Liebherr LR 1750	2010

## ROUGH TERRAIN CRANES

1x	40 t	Grove RT 540E CE	2011
1x	55 t	Tadano GR 550XL-2	2013
1x	75 t	Tadano GR 750XL-3	2015
1x	80 t	Terex RT780	2016
1x	80 t	Grove RT 880E	2008
2x	100 t	Tadano GR 1000XL-3	2015/2017
1x	120 t	Tadano GR 1200XL-3	2018
1x	160 t	Tadano GR 1600XL-3	2017

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## ALL TERRAIN-CRANES

Make / Type	y. o. m.	Drive	Boom / Fly Jib
35 t Grove GMK 2035	2000	4x4x4	29,00m
40 t Terex-Demag AC 40 City	2008	6x6x6	31,20m + 1,20m
40 t Terex-Demag AC 40 City	2008	6x4x6	31,20m + 13,00m
45 t Faun ATF 45-3	2006	6x6x6	34,00m + 15,00m
50 t Grove GMK 3050	2003	6x6x6	38,10m + 15,00m
50 t Terex-Demag AC 50-1	2004	6x6x6	40,00m + 17,60m
50 t Terex-Demag AC 50-1	2003	6x6x6	40,00m
55 t Terex-Demag AC 55 City	2004	6x6x6	40,00m + 20,20m
55 t Terex-Demag AC 55 City	2006	6x6x6	40,00m + 13,80m
55 t Liebherr LTM 1055/1	2004	6x6x6	40,00m + 16,00m
55 t Liebherr LTM 1055/1	2004	6x6x6	40,00m + 16,00m
55 t Liebherr LTM 1055-3.1	2005	6x6x6	40,00m + 2,00m
55 t Grove GMK 3055	2004	6x4x6	43,00m
60 t Faun RTF 60-4	1991	8x6x8	39,00m + 9,80m
60 t Faun ATF 60-4	2005	8x6x8	40,00m + 16,00m
60 t Liebherr LTM 1060/2	2004	8x6x8	42,00m + 17,00m
60 t Liebherr LTM 1060/2	2005	8x6x8	42,00m + 17,00m
80 t Terex-Demag AC 80-2	2006	8x8x8	50,00m + 17,60m
80 t Terex-Demag AC 80-2	2007	8x8x8	50,00m + 17,60m
100 t Liebherr LTM 1100-4.1	2004	8x8x8	52,00m + 19,00m
100 t Terex-Demag AC 100	2005	10x8x8	50,00m + 17,00m
130 t Grove GMK 5130-1	2007	10x8x10	60,00m + 18,00m
160 t Liebherr LTM 1160-5.1	2008	10x8x10	62,00m + 7,00m + 36,00m
160 t Tadano Faun ATF 160G-5	2006	10x8x8	60,00m + 13,20m
200 t Liebherr LTM 1200-5.1	2013	10x6x10	72,00m + 22,00m

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## Liebherr LTM 1200-5.1

Serial no.: 093402 Max. capacity: 200 t  
Delivery: direct 1st registration: 2013  
Remarks: Good working condition, 72 t counterweight, interarder, 2x heater, upper air-cond.

<b>Carrier</b>	<b>Upper</b>
Make: Liebherr	Main boom: 72 m
Engine: Liebherr D 846 A7 EuroMot	Aux. boom: 22 m hydraulic jib
Hours: 1.313	Engine: Liebherr D 934S A6
Kilometers: 19.010 km	Hours: 2.780 h
Axles: 5	Winches: 1
Drive/steer.: 10 x 6 x 10	Safeload indicator: Liccon
Tires: 14.00 x 25	Hookblocks: ball (12,5 t), 1 sheave (31,2 t) 3 sheaves (71 t)

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Mondays to Thursdays, 09:00 – 15:00.  
To be booked 2-3 days in advance:  
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• Medupi: Marcel Marx - +27 (0)74 898 0097  
**Contact Person:** clayton.forster@liquidityservices.com  
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Bernhard Kraus

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