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Rough Terrain Cranes
Moving Towards Higher Capacities

The infrastructure sector is witnessing many complex and huge projects that require heavy lifting jobs. In view of this, rough terrain crane manufacturers are coming up with products that have higher lifting capacities and more robust features to work in various jobsite conditions. P.P. Basistha reports

Demand of rough terrain cranes in India has been generally institutional. However, a fair volume of demand has also been coming from roads, bridges and more recently from metro rail projects. According to industry estimates, demand is likely to firm up during the second quarter, led by the mining sector and expansions in private mines and brownfield industries. Quite expectedly, contractors are looking for cranes that deliver more productivity and, most importantly, ensure greater safety. Customers, including rental agencies and contractors, are also planning to replace their older cranes, and induct new cranes into their fleet, which will give them higher profit margins.

Says Anil Bhatia, Vice President Sales and Marketing - TIL Limited, “We are enhancing our RT cranes business with cranes of higher capacities. Our new RT 880, 80-ton RT crane has a full five-section telescopic boom of 12.1 to 43.8 meters. It is compact and fully maneuverable and is extremely stable with a 4x4 wheel drive. There are options for 10.1m fixed lattice and 17.1m tele lattice resulting in a total extended boom length of almost 61m and a maximum tip height of 63.5 m- enabling the crane to lift loads at a greater height.” He further adds – “The new RT880 comes equipped with a reliable and proven Load Moment Indicator based control system for the crane operations, sophisticated CAN based operator information and interactive system as well as an advanced telematics system.”

He informs that TIL is planning to come up with two new rough terrain cranes of 50 and 60-ton capacities and with a longer boom. Both the cranes are in the prototype stage and will be launched during the next few months. TIL will provide the necessary support to the buyers with maintenance and operator training.
Liebherr, a new entrant in the RT crane business, is positioning its LRT 1090-2.1, 90-ton and LRT 1100-2.1, 100-ton to meet the current demand for higher capacity cranes. Says Subhajit Chandra, Divisional Head, Liebherr Cranes India, “These new generation cranes are built as per the advanced EN 13000, European standard and come with very high safety features. They have hydraulic driven telescopic booms for the extension and contraction of the booms and are very sturdy, as compared to the hydro mechanical booms as their rope pulley mechanism makes them loose and fragile during erection and loading operations.”

He informs that a key feature in the crane is the Variobase mechanism which enables the crane to calculate the load configuration (despite the outriggers placed arbitrarily), allowing launch bridge girder or precast sections on constricted sites, while its Ecomode feature disengages the engine with a press of the clutch when any site preparation has to be done during the course of operations.
Demand for crane rental services in India is expected to grow at a CAGR of 5% over 2019-2023. Increasing demand for infrastructure development is leading to a proliferation of cranes in the market, along with many other kinds of construction equipment. In such a scenario, Allcargo’s crane rental service is setting a new precedent in the industry.

The company is well equipped to cater to the need of a variety of industries such as wind energy, cement, fertilisers, thermal power, oil refineries, construction of steel metros, etc. Currently, Allcargo owns cranes in all the three segments: crawler mounted with lattice boom, tyre mounted telescopic, and tyre mounted with lattice boom.

The fleet comprises cranes of leading German and American manufacturers such as the Liebherr LR 1750, Liebherr LR 1600-2, Demag CC 2800-1, Demag CC 2400-1, etc. The capacity of the cranes varies right from 35 metric ton to 750 metric ton, thus enabling Allcargo to successfully carry out varied types of projects. A Vehicle Tracking System (VTS) integrated with Google maps allows Allcargo to optimise operations and manage its fleet efficiently. This evolution is motivated to accommodate the changing consumer demands and help in the manifestation of modern architectural marvels. “With an intention of becoming more technologically sophisticated and assessing the technology, we have set up a dedicated team to monitor the feedback from these devices,” explains Captain Sandeep R Anand, CEO (Projects & Engineering) Allcargo Logistics.

Allcargo: Driving Crane Rental Business

With a fleet of 1000 equipment for all kinds of jobs and over 125 cranes, Allcargo Logistics is at the forefront of the crane rental service in the Indian subcontinent; it is not only providing the machines, but also has the expertise to transport and operate them.
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Redefining quality of service

The arsenal of sophisticated equipment is backed by the company’s strong presence across the entire supply chain, making Allcargo an integrated logistics service provider equipped to handle myriad challenges. Allcargo helps clients in the movement of cranes and other construction equipment - a value-added service which most players in the market do not provide. Besides streamlining the transportation of the machinery, Allcargo surveys the site to inspect any shortcomings that can be a potential risk to the safety of the project and the people working on it.

Says Deepak Sangle, Deputy General Manager at Allcargo Logistics, “Safety is the most important activity for Allcargo. Once we inspect the site and are sure about the technical aspects, only then do we submit our proposal.” The company’s Project and Equipments Division has been certified by OHSAS, ISO, and the Lifting Equipment Engineers Association (LEEA) - a testament to the importance of safety at Allcargo.

In fact, Allcargo is focused on achieving a zero incident environment at sites as it aims to incorporate safety in every aspect of its operations. It has formed a dedicated team that also trains and educates the employees of the company on the different aspects of safety to be followed. Consequently, the average training at Allcargo accounts to 1.74 man-days per year, the highest in the sector. Besides this, Allcargo provides expert crane operators who have gone through rigorous training and are more than capable of operating heavy machinery. Post the deployment of crane operators at the site, an expert team of site supervisors monitors and guides the crew each day to prevent any mishap.

Driving India’s infra development

Several industries have chosen to partner with Allcargo in the recent past banking on its extensive expertise in the crane rental and equipment sector. Last year, Vestas Wind Systems installed a 250 MW windmill in Bhuj, Gujarat, with the help of a Terex Demag CC 2800-1 crane. By efficiently handling the project from ‘factory to foundation’, Allcargo helped Vestas set up 65 windmills in the region, reinforcing itself as an industry expert in green energy.

Allcargo once again showcased its prowess in the market when Central Railways, Mumbai, handed the responsibility of dismantling a 104-year old bridge in Kalyan, Maharashtra. Through meticulous planning and swift execution, Allcargo dismantled the bridge in record 5 hours without drastically disrupting the schedule of trains.

Leading cement giant UltraTech Cement also relied on Allcargo’s extensive experience in the industry when setting up a 3.5 million ton per annum (MTPA) plant in Dhar, Madhya Pradesh. Despite the challenges that came along the way, Allcargo successfully erected heavy equipment for setting up the plant within the stipulated time.

Through the quality and safety of its services, Allcargo has established itself as a leader in the crane rental industry in India and has played a pivotal role in transforming the sector. Gradually, through further expansions in the Indian subcontinent, Allcargo plans to position itself as a global player in crane rental markets.
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Manitou: Total Solutions Provider

From widening and upgrading its products to comprehensive aftermarket sales and support, Manitou South Asia is geared up to achieve sustained growth over the new year, says Hafeez Khan, Managing Director, Manitou South Asia.

How is Manitou gearing up to meet global demand for equipment that is more fuel-efficient, environment-friendly, compact, lighter, and hybrid in nature?

The Construction Industry is becoming more and more efficient day by day with new technology and solutions in the equipment. Along with efficiency, users are demanding compactness, environment-friendliness, etc in the machines. As a 60-year old brand, we understand our customers’ demand very well, and we know what suits their nature of work. That’s why we keep innovating and adapting new technology to keep our machines up-to-date to meet the requirements.

Total Cost of Operation for the end-customer is our focus; which has helped us understand customer needs more closely and enabled us to roll out machines that are much more productive and reliable. We have a vast range of Telehandlers to meet the diverse demands of an expanding market. For compact works, our Skid Steer loader is a fine example of versatility. Our Aerial Work Platform comes in both Diesel and Electric versions. Our Backhoe Loaders are equipped with UCH features which makes them one of the most fuel efficient in the industry.
What’s more, last year, Manitou and Deutz joined forces and introduced two prototype telehandlers: one as a hybrid, and another a full electric system machine, to meet the increasing demand for such vehicles. This is the first time that Deutz incorporated prototype electric drives into Manitou equipment, and as a result, the Manitou MT 1135 was launched as a prototype.

More recently, Manitou launched its 100% electric range. The Oxygen line includes a new aerial platform and a pair of telehandler models. We have launched our first electric all terrain aerial platform with working height of up to 20m which works at par with current diesel-powered platforms. Equipped with 48V battery, it can achieve up to one working day on full charge in adverse weather conditions.

The ATJ 200e Oxygen is the group’s first electric all terrain aerial platform. With a working height of up to 20m for a maximum capacity of 230-kg, the model provides the same performance as a diesel-powered version. The MRT 2550 h Oxygen Lab telehandler is a hybrid prototype version of the diesel MRT 2550 model, capable of operating in 100% electric mode. Retaining the same characteristics as the diesel-powered version, it has 25m lifting height for a capacity of 5 tons. We are ready to launch our hybrid products as soon as the Indian market is open for such hybrids.

Please elaborate on the features and improvisations carried out in your products to enhance their owning and operating cost and minimize downtime.

Owning and operating cost is the most important aspect which almost all buyers look for. Choosing the right machine for the right application is the key behind O&O cost. Productivity requires an analysis of soil types, site conditions and support machines. Another key O&O variable that owners have control over is the quality of their asset maintenance. Using spurious consumables may save money in the short term but can result in more repairs and shorter component lifespan over the long term. Operator training and skill also plays a part in component life. We, as an OEM, always recommend our customers to use only genuine spares and lubricants, which in turn give a better and justified operating cost.

Manitou Group believes strongly in innovation and improvement to make operations efficient and safe. In fact, our R&D is a never-ending process. We have developed a wide range of products such as the Skid steer loaders, Backhoe loaders, Telehandlers, Aerial work platforms, etc. We also invest heavily in enhancement of technology and in safety features.

In this Digital world, it would be a losing situation if we are not making use of technology such as internet-of-things (IoT) and artificial intelligence (AI). Most companies are making investments in digital platforms, which help improve efficiencies and render more profitable the extant capacity such as adding sensors to products to provide steady data and critical analytics and predict breakdowns, service updates and improve efficiencies.

The challenge today is to educate the machine operator about the latest technology on our machines. The good part is that the youth today are open to learning and are adapting the updated features in our machines and other construction equipment.

How are you preparing to meet the new emission norms which are set to be implemented in October 2020?

In March 2018, MORTH released final rule for BS-4 CEV Emission norms which are in general alignment with Euro-4 and Euro-5 norms. As per the International Council of Clean Technology, India is the first region
outside European nations to adopt Euro-V ahead of U.S, Japan and China. This shows the commitment and concern of our nation towards the environment and its conservation.

The upcoming norms from Oct 2020 are clear-cut benchmarks for an OEM to provide the most productive machines with good fuel efficiency. Manitou group is committed to provide the best support in compliance with the environmental emissions; our plant in Greater Noida is working hard to provide machines with the lowest emissions and better productivity per litre of fuel consumed. These machines undergo rigorous field-testing procedures to ensure that the customer receives the best in class product with Manitou’s high-quality standards. We expect to release these machines very soon with engines that comply with BS-4 norms.

As per various surveys/testing done, 35% of the cost of owning a machine pertains to fuel burnt. Hence, regulating this cost will be of major importance for customers. The impending BS-4 emission norms for Construction Equipment is going to have a huge impact on market performance and sales of wheeled equipment. Especially, with hike in prices from engine manufacturers, the price impact on overall machine purchase is going to cascade down to the end-customer. Hence, the importance of productivity and reliability of machines. In short, we can say, getting more value out of every drop of fuel burnt would be the selling mantra, which all manufacturers would be focussing on.

What are your plans to widen your product range and offer total solutions including aftermarket sales and services and operator training, with contractors looking to buy equipment from a single source in order to get the best services and the desired productivity with high fuel efficiency?

Spare parts availability is always a key challenge and determining factor in reducing machine downtime. It is our endeavour to work along with our dealers to have the right inventory profile and increase the availability levels of parts. Aftermarket support has always been our most important domain where we have always focussed heavily in challenging the status quo and in setting industry benchmarks by delivering a professional and proactive response. Since long, Manitou South Asia has invested in providing direct Sales, Aftermarket & Technical/Training support through its direct outlets (Manitou SSP) which are well equipped with Spare Parts, Training, Service Facilities and a skilled team. We are also in the process of expanding the reach of our parent warehouses to meet the ever-rising requirement for parts.

Our core KPIs are ‘responsiveness, low machine downtime and reduced Total Cost of Ownership for our customers’. We have a dedicated hotline number for any query from our customers.

What steps are you taking to help customers get finance with options for flexible payment for buying or leasing equipment and what are you offering by way of re-engineering or buyback options so that customers get a good ROI?

Major financial institutions and NBFCs already have a business pact/tie-up with us to help end customers obtain the best finance options and at better rates. Our Sales & Financing team is working to provide the best support to customers in terms of ease of machine owning. Also, the buy-back option is one of the best tools to win customer loyalty. With our superior products, best practices and reliable customer service and support, we are looking forward to a fruitful year ahead by overcoming challenges and achieving industrial growth.
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As the wind generator components are becoming bigger, the challenges for the transport contractor are also becoming bigger. Where the blades used to measure 18 – 24 mtr and could be transported on extendible trailers, they can now measure over 100 mtr and require some serious engineering and logistics. However, not all blades are this long and some are even suitable to be transported in pairs (Figure 1).

When the blades become too long to be transported from origin to destination, or the surrounding infrastructure simply does not allow for such a long load, there is an alternative transport method available in the market. Various hydraulic platform manufacturers have developed a so-called “wind blade adapter”. Rather than placing the blade flat on a trailer, the blade is now “stabbed” into an adapter similar to the way it is “stabbed” on the hub during erection.

During transportation, the blade can be kept horizontal as if it were transported on an extendible trailer. When corners are getting tight or obstructions are in the way, the blade can be tilted up by around 25 degrees. This allows the tip of the blade, or the tail swing of the transport combination, to move over street furniture, or trees, or buildings. Figure 2 shows a medium length blade raised so that the tip of the blade rises and swings over a 3-storey office building.
As this adapter is placed at the end of the transporter, it is possible that a counterweight is required to warrant transporter stability. This, however, depends on the weight and CoG of the individual blade.

The challenge with transporting a tower section is two-fold. They are long (although generally not as long as the blades), and for the tall towers the diameter (read height) can become an issue during transport. Diameters of 4.5 – 6.5 mtr are not uncommon and with the height of the trailer or transporter the overall transport height reaches close to 7.5 – 8.0 mtr. This can become problematic when transporting on the public road.

Here also the manufacturers have recognized the opportunity and need for specialized equipment to aid in the ease of transporting the tower section. Tower sections vary in diameter depending on the height of the entire tower. In addition, each section tapers, meaning that the diameter on each end is different. The tower adapter can cope with all these variables, and more.

Transporting a tower section with a tower adapter is similar to transporting with turntables or bolsters. The front and rear transporter can pivot under the adapter support point. The tower adapter allows the tower to be kept close to the ground as it hangs in between the front and rear transporter, thereby reducing the overall transport height to the largest tower diameter plus the bolted rim of the adapter. When needed, the tower section can be raised, and the tower adapter allows pivoting of the adapter arms by means of a hydraulic cylinder. (Figures 3a and 3b).

The tower adapters come with two more advantages: first, no crane is required for the loading of the tower section, this is obviously a huge cost savings. When they are properly laid out, the truck with adapter can simply back up against the tower section and the securing by means of bolt connection and/or hydraulic clamping can be done. Secondly, once the tower section is delivered to site, the front and read adapter can be connected and can be returned to the loading facility as one transport combination. There is no need for a second truck to return the rear transporter. (Figure 4).
Nacelles, specially the bigger ones, have three drawbacks: they are oversized, heavy and awkwardly shaped. The oversize aspect can create a situation where, when the nacelle is positioned on a trailer, the overall height becomes too much for the route. The solution here is similar to the tower sections - to hang the nacelle between a front and a rear transporter and keep it as close to the ground as possible. The awkward shape of the nacelle, which is different for each manufacturer and often for each model, makes a nacelle adapter a tricky design.

This is worked out between the manufacturer of the nacelle and of the transporters by a template design that fits, on the one side, to the tower adapter. On the other side, this template fits the nacelle. The adapters are designed for a certain maximum weight and as the tower sections are generally lighter in weight than the nacelle, not all nacelles can be transported in this manner. (Figure 5). Furthermore, loading of the nacelle does not require a crane and both transporters can be pulled back to the loading facility by one truck.

The transport starting point is often similar to other heavy and oversized cargo, a port facility of a factory. At some point, the transport leaves the public road and continues on temporary (often makeshift) roads that are solely constructed for the purpose of mobilizing the wind generator components and the crane to lift these components. A well compacted dirt road may be just fine for the job. However, it is important to understand what forces are imposed onto these roads.

The transport equipment manufacturers have designed some clever adapters and features as described above to help ease the project execution. The crane manufacturers have not stayed behind either. We all know that crawler cranes are a common appearance on windmill erection jobs due to the ease of moving them from one lift pad to the next while (near) fully assembled. One of the drawbacks of crawler cranes are the wide tracks; 12 – 15 mtr is common for the large capacity crawler that are used for windmill jobs. Hence, the approach road to the lift pad needs to be this wide as well. Knowing that the transport of the wind generator components often requires less than half of this width, it becomes apparent that a narrow-gauge track crane would be cost-effective for the civil works. (Figure 6).

However, one can imagine that when a crane’s stability base is reduced from 12 mtr (40 ft) to 6 mtr (20 ft), the stability of the crane becomes questionable. For this reason, when transporting a crane in narrow gauge track configuration, outriggers are used to guarantee the crane’s stability. These outriggers, however, are off the ground and are only slightly touching the ground. They bear no load during the transport unless the crane starts leaning. Leaning can occur due to an unlevel road surface, slight settlement on one side of the road, weather conditions such as rain, wind etc.

This is an unwanted situation as leaning will have to be countered by “pushing” the crane back using the outrigger stroke. Secondly, when the crane starts leaning, the pressure underneath the track on the side of the lean reaches extreme values rapidly. It can easily take 70 to 80% of the total weight of the crane. The road needs to be able to withstand these pressures and should not cave in or sink. When this happens, the outrigger will not be of much help. It can push the crane back, but a void will appear under the track. Narrow gauge track cranes are cost-effective and useful, as long as they are used with caution.

About the Author:
Marco J. van Daal has been in the heavy lift & transport industry since 1993 starting with Mammoet Transport from the Netherlands and later with Fagioli PSC from Italy, both esteemed companies and leading authorities in the industry. His 20 year plus experience extends to 5 continents and over 55 countries and has resulted in a best selling book “The Art of Heavy Transport” which is available at www.the-works-int.com. Marco has a real passion for sharing knowledge and experience, the prime reason for his frequently held seminars all over the world. He currently resides in Aruba, Dutch Caribbean, with his wife and two daughters.
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**Everest Engineering: Moving to Heavy Machines**

Keen to help construct India’s high-speed railway projects, metro rails, flyovers, bridges, etc, Everest Engineering Equipment has decided to foray into the Heavy Machinery segment, informs PV Ramdev, Managing Director.

What new product will Everest come up with in 2020?

Everest is foraying into the heavy machinery segment which includes straddle carriers, gantry cranes, segment transporters and segment launchers from 100t to 1200t. These will be required for high speed railway projects, metro rails, flyovers and bridges. The government’s dream project – the 508 Km Mumbai – Ahmedabad bullet train project, will also require heavy machines during construction.

Will there be cost advantage once you start manufacturing in India?

The cost of logistics will come down. Then the 7.5 per cent custom duty can also be eliminated. The manufacturing cost in China is also a bit higher than India now. Though the price of land, electricity and water is subsidized in China, the price of skilled workers is almost double as compared to India. So, once we start manufacturing GJJ hoist in India, I can promise our customers that the price of our indigenously manufactured products will be less as compared to the existing price tag.

What are the main features of GJJ’s hoists promoted by Everest?

GJJ invented the men and material hoist, passenger hoist, and the rack and pinion construction platform after decades of R&D. Today, GJJ is a world leader in high speed, medium speed and low speed hoists, with a total population of about 64,000 units. GJJ eliminated the trailing power cables and innovated the special bi-directional Busbars. It utilizes the NORD Mechanism along with Siemens VFD. The speeds specified in GJJ catalogues are the true speeds achieved with full load. The company can offer 46m/min, 63m/min, 96m/min, and even 120m/min (2m/sec) hoists, according to the height of the building. These hoists can be used for 20 years without any major trouble/maintenance. The features and the reliability of GJJ hoists have made GJJ a preferred brand amongst contractors. Almost every construction today, including multi-storey buildings, cement, steel, power plants, refinery etc. are being built on a fast track basis and they need such machines to complete projects on time.

How important is automation in the construction sector?

Automation is necessary for the CE industry. It reduces the downtime of the machineries and increases productivity. It also saves electricity and fuel consumption. But at the same time, it is necessary to develop skilled manpower to maintain such advanced technologies, which we are doing continuously.

What was the financial performance of Everest in 2019?

We are closing this financial year with a hike of around 20-25 per cent turnover and we expect another 20 per cent increase in the next financial year. As the government is focused on the construction and infrastructure segment, we expect that the CE sector will witness growth ahead.
Customer Satisfaction is at the heart of Mahindra

Vinod Sahay, CEO, Mahindra Truck and Bus Division and Mahindra Construction Equipment Division, shares the company’s plans for FY2020 keeping in view the current macro-economic factors.

What growth prospects do you foresee in the Truck Industry business in India?

The overall market has moved to extreme levels of discounting to clear their piled-up inventory at dealers ahead of the BSVI transition. In view of the current downturn, F20 Industry decline at the end of year volumes versus F19 will be as follows:

- F20 - HCV Segment (25T and above) – 30-35% volume decline y-o-y
- F20 - LCV & ICV trucks (3.5T and below 25T) – 15% volume decline y-o-y
- F20 - Buses – 5-8% decline y-o-y
- F21 may see subdued demand, which can be quantified basis F20-Q4 pre-buy and various other growth drivers owing to macro-economic factors. The competitive scenario will be even more dynamic, as we will see a new engine and drivelines coming in BSVI era and changing the cost structures of the OEMs.

How do you see Mahindra Trucks presence in the Indian trucking Industry for its CV, LCV and ICV trucks?

At MTB, we could see early signs of a slowdown since Oct-Nov F19 and now the overall sentiments have been backed by the latest macro-economic indicators. If the momentum doesn’t pick up in F20, post-December, on account of BSVI pre-buy, we expect, there will be a continued sizeable drop in Q4 as well.

For the same reason, we have taken precautionary measures for the entire supply chain and distribution channels by controlled stock correction. F21 industry movement is very much dependent on how economy recovers in the next few quarters, hence, for the time being we won’t be able to comment.

What industry-leading technology is present in your trucks that sets the MTBL brand apart from its peers?

MTBL has taken outperformance to the next level by creating trucks powered by 7.2 litre mPOWER engine equipped with the patented FuelSmart Technology and are specifically designed for different applications and deliver outperformance whatever be the business needs.

With high performance vehicles, unprecedented disruptive customer value proposition such as ‘Get more mileage or give the truck back’, and several other performance-linked guarantees for service and spares, agile and ever-growing sales, service, and spares network, MTB, as a customer-centric challenger brand, has set a new benchmark in the Indian Commercial Vehicle industry.

Under our Smart Truck range, we have BLAZO X 28, BLAZO X 35 and OPTIMO Tipper Applications with innovative FuelSmart Technology. All these products come with
guaranteed experience – which is also our unique Customer Value Proposition. These unprecedented guarantees are derived from important needs of Indian CV customers – for example, to reduce turnaround time of our trucks, we offer various propositions such as ‘Our service will reach you in 2 hours or we will give you ₹500 every hour’; ‘Get a 36-hour guaranteed turnaround at our workshops or get ₹3000 per day’; ‘Get back on road in 48 hours or get ₹1000 a day’.

When it comes to repair needs, our selected critical parts contribute 80% to the overall repairs. As our proposition says: ‘Guaranteed availability 250 fast moving maintenance parts at Mahindra M-Parts Plaza and Dealership or else they are yours for free.’ And, most importantly, to address the biggest element of cost of operation in the transport business, we offer: ‘Get More Mileage or Give the Truck Back’.

Mahindra entered the ICV segment in 2019 with the launch of its FURIO Truck. What is the market response and the target for FY20-21?

With the launch of our FURIO range of ICV trucks, we have covered the entire CV range starting from 3.5T-55T GVW/GCW of goods range. Market response has been phenomenal; we are seeing over 15% conversion rates in the One Trip Ownership program of the Experiential Marketing approach that we have taken.

Overall, since the launch, we have already become #4 player in the participating segment of 12T and 14T. We have plans to reach 200 trucks/month, once all the products in the ICV (Intermediate Commercial Vehicle) range are launched in the BSVI era.

How are Telematics and IoT in trucking impacting the industry?

Advanced Telematics has opened avenues to real time vehicle monitoring and effective fleet management. With Mahindra iMAXX, we are providing tools to our customers and drivers to change the traditional way of trucking into a modern and profitable approach. For example, fuel thefts are a common phenomenon in the industry, but with iMAXX we can spot, monitor and act upon thefts with an accuracy of 98%.

The pain point of keeping track of your fleet and its service history through a manual logbook method is tiresome and ineffective. But with solutions like iMAXX Monitoring Vehicle Health, all the important data is available on an app, which is not only informative but also actionable. Telematics has made Health Monitoring not only a proactive solution but also predictive as it gives signs of early failure. In addition to this, Data Analysis of the driver’s behaviour (hard breaking, excessive idling etc) can be used to incentivize performance.

How are you preparing to meet the new emission norms which are set to be implemented in 2020?

For Trucks and Buses, the emission change of BSVI is due on 1 April 2020, while the Oct 2020 deadline is applicable for Construction Equipment to BSVI. We are on time with BSVI program delivery and are currently training our manpower and gearing up the entire value chain for a smooth transition to BSVI.

Importantly, in this transition of BSIV to BSVI, as regards the current slowdown, taking care of our extended channel partners’ financial health is very important. We are focussing on inventory reduction as well as managing the processes and systems for the transition to the new emission norms.

What aftermarket and on-site support do you provide customers?

We have a nationwide presence with over 430 touchpoints (3S + 2S + ASCs) and will be expanding to 520+ by F20-end. In order to rapidly build our reach, we have taken the lateral route of setting up Service Corridors to make sure that we are present at every 100 kms, which, on most routes, translates to a reach of maximum 2 to 4 hours! Our currently operational Service Corridors cover most of the goods movement from Mumbai-Delhi, Kolkata-Chennai and Kashmir-Kanyakumari.

We also offer onsite support for various Tipper applications for our key account customers.

What is your marketing strategy?

We offer guaranteed experience through modern technology products and services. In the earlier years, our strategy was to become a full range player in all CV segments. With FURIO, we have become a full range player in trucks. In buses, the portfolio will be completed by LPO and BSVI range of products. Going forward, our aim is to become the most reliable and fuel-efficient CV player. In HCV trucks, we are no. 3 in the haulage segment and are aiming to hold a top position in all the segments in the coming times.

Which markets are you exporting to?

We are currently present in Nepal, Bangladesh and Sri Lanka through our international team of dealers and channel partners where we are offering products as per their market needs. We have recently delivered LHD buses to Philippines and FURIO is seeing good demand in Nepal too.
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Facts and figures*

39,173 participants from 61 countries
668 exhibitors from 25 countries
195,000 m² of exhibition space

Products on display

- All around construction sites
- Mining, extraction and processing of raw materials
- Production of building materials
- Component and service suppliers

Who must visit?

- Contractors
- Developers / Builders
- Government / PSUs
- Financial Companies
- Manufacturers
- Rental Companies
- Channel Partners

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Tiger Logistics (India), a multimodal transport operator (MTO), is involved in transportation and custom clearance of project cargo across the country. Time and again, it has demonstrated its skills and achieved new heights in standards by providing quality services, an integrated supply chain, and logistics solutions to consistently meet customer requirements.

Tiger Logistics - a leading logistics and supply chain company of India is achieving milestones time and again with its expertise in project handling, performance and practices, and novel experiments to achieve the impossible. A recent example is the Nhavasheva port in which the company exported break-bulk cargo for the first time in the history of the port. Mumbai has only two ports: the Bombay Port and the Nhavasheva port. All break-bulk related cargo is exported or imported through the Bombay Port. However, Team Tiger, for the first time, exported break-bulk cargo from the Nhavasheva port. The achievement was yet another show of the company’s strength and determination.

The 20-year-old company is always ready to take up new challenges and never turns down any projects. Says Harpreet Singh Malhotra, Chairman & Managing Director, Tiger Logistics India Limited, “We are always ready to experience both easy and tough situations and are therefore always prepared for the best and the worst scenarios. No one climbed Everest for the very first time but surely they could at the second attempt!
Failures teach you how to go forward and learn new tactics for winning. Nhavasheva port is a witness of our determination and I congratulate our Project Division and hope that we will continue to achieve many more milestones.”

The company today has a staff strength of 375+ persons, a fleet of 159 vehicles with 14 offices in India – New Delhi, Mumbai, Nashik, Pune, Kolkata, Ahmedabad, Veraval, Mundra, Hazira, Vadodara, Ludhiana, Jaipur, Bengaluru, and Chennai and an office in Singapore.

**Business Potential in Indian Ports**

When transporting project cargo, there is a high level of risk due to the unique nature of the goods. Since every cargo doesn’t fit into a standard logistics solution, cargo with larger dimensions requires a different set of equipment and infrastructure, as well as experienced personnel. This segment has emerged as a lucrative business for logistics players and Indian ports are readily adapting to project cargo needs. Project cargo requires working backwards, with respect to stowage/voyage planning. With a coastline of 7,517 kms, 4.7 million kms of roadways and 64,600 kms of rail connectivity, India has the means and potential for the growth of this segment. However, the handling of indivisible goods needs careful attention and can be very risky due to the fragile nature, shape, and size of the cargo. Regardless of the type of bulk cargo, the transport route needs to be looked at beforehand. This is inclusive of time taken by a specific route, also keeping in mind the infrastructure. The documents/permissions required need to be obtained after selection of the route to save hassles later. Choosing and testing the equipment which would be used for the lifting of the cargo is essential and needs to be monitored carefully.

As a leading 3PL company in the Indian logistics market, Tiger Logistics (India) Limited has covered almost every state in India that has a port and has proven its mettle over several better-established and better funded competitors. It has the most advanced technologies like customer redressal system, mobile applications, GPS tracking and cloud computing to improve communications, logistics, and inventory tracking.

Another example of the company’s expertise was its handling of the shipment for Usha Martin – a leading producer of speciality steel and one of the largest wire rope manufacturers, globally. The company manufactures wires, wire ropes, steel with captive mineral linkages of iron ore and coal and cables. The vessel owner MSC Mumbai and Tiger Logistics handled its charter operations. Tiger Logistics started with four reels each of 64.2 metric ton weight and dimensions of L=3 x W=3 x H=3.2 in meters. The cargo was loaded and discharged with the help of gantry crane and with the manual support of only 8 specialized labourers. The U/deck shipment position at vessel side at POL was starboard side / portside alongside at MSC Benedetta 951R vessel and the final destination was Port of Antwerp. The cargo was discharged directly on the consignee’s vehicle.

“The intricacies of moving project cargo include a good understanding of the nature of the cargo, economic and strategic planning of execution, total survey of the route and correct selection of land-side handling equipment and vendors, time management planning, and ensuring that the job is executed as per the financial and operational planning, keeping delivery schedules as committed,” says Malhotra.

“It is also necessary to give attention to details for meticulous execution, identity experienced handlers and supply chain specialists for handling odd-sized project cargo, and their clearance at the customs. The movement of heavy and odd-dimension cargo through busy city streets and highways, and handling of the cargo at the loading and unloading sites requires specialised handling skills and equipment, including route surveys and equipment availability. Only an experienced project manager or a team with specific skillsets and core competencies can make project handling successful. From aggressive negotiation to closing post sales fixtures to using the right equipment for the right cargo, the key lies in the confidence of the team during execution. Dealing with a cargo of peculiar dimensions is always a challenge for the project forwarder. The loading and unloading of such cargo require expert supervision,” he adds.

**Solutions for All**

Tiger Logistics’ range of services include transporting Project Cargo, Heavy Lifts and Turnkey Projects, Packaging Solutions, Air Freight Forwarding, Customs Clearance and Trade Compliance, Perishable Items, Warehousing and Distribution, Ocean Freight Forwarding, and more. Its clients
Heavy Transportation

are from Automobiles, Textile Plants, Retail, Agriculture, Iron and Steel, Cement, Infrastructure, Telecommunication and also Transmission and Distribution sectors. Shipping is done with heavy machinery such as fork lifts, surveying equipment, barges, cranes and trailers, and by a team of trained professionals who are aware of shipping rules and laws - both domestic and international.

"Project cargo logistics is a term that covers a wide range of activities, from the movement of unusually large or heavy loads to the management of time-critical ones. In basic terms, it can be defined as the coordination, planning, and management of particularly challenging logistics projects. The demand for heavy and oversized cargo is fast expanding on account of the Indian government's special thrust on developing infrastructure. The heavy items could include turbine, power components, and defence-related equipment. It could also be fragile and dangerous goods that need specialised handling. However, there is no standard formula or set operational process; it varies from project to project. It requires minute and advance planning as well as a seamless execution over land, water, or any mode of transport. Time being a key factor for every project, all stakeholders must work together as a team instead of following an owner/contractor approach,“ informs Malhotra.

Multimodal logistics need to be implemented in the transportation of project cargo, since roadways as a sole source for the transportation can lead to clutter. For this purpose, rail connectivity as well as inland waterways need to be developed further and implemented. Pre-planning is the crucial step that leads to efficient operations. Maintaining efficiency in such complex cargo operations eliminates risk and reduces cost. Successful project transportation practices require a smart planning process from the preliminary stages. This can have direct effect on avoiding extra costs for transportation, duties, and taxes. It requires expertise to provide a detailed projection of cost. Timely conceptualisation of the entire process of the proposed movement of project cargo, proper and detailed financial negotiations with the various agencies involved in the critical operation, technical expertise and experience of the concerned agencies in handling that particular type of cargo, careful and proactive steps in examining all aspects of the physical handling and transportation of odd-dimension cargo (in terms of its size and weight), use of proper type and mode of transport, planning for proper and safe loading and unloading, etc., are basic requirements for planning economical and safe movement of project cargo.

**Customising ERP**

In case of a customised ERP involving development with a System Integrator (SI), most of the generic Sis have limited domain knowledge of logistics business, thus the cost of project will not only shoot up but also cause further delays in system rollout. Also, such developers have a high sourcing cost. Therefore, one needs to invest in a vendor who has an established product and has the inherent capability to enhance the solution based on industry needs. This is crucial in reducing the Total Cost of Ownership (TCO) for the LSP. However, a common dilemma faced by key project evaluation teams at leading global logistics service providers (LSPs) today is whether to customise their existing ERP for logistics business or to choose a best-of-breed and proven logistics solution which is readily available in the market. Each approach has its own merits and the best way to go about before taking this crucial decision is to look at the critical success factors (CSFs) that impact business. In evaluating an enterprise IT solution, apart from CSFs like project cost, implementation timeframes and risks related to vendor’s capability, a project manager needs to also consider whether either of these IT options are aligned with the larger business goals.

**Reducing Cost Overruns**

Regulating, automating, and optimising manual processes can reduce staff requirements and create a more proactive approach to ensuring customer satisfaction. With an automated, cost-effective transportation and logistics system, a company can implement major strategic changes to provide visibility, reduce costs, and increase customer service levels with the emergence of cloud-based technologies that have made this more affordable. In large projects, it is more cost ‘management’ than cost ‘reduction’. Detailed planning, close coordination with all authorities, and complete transparency amongst stakeholders will minimise the exceptions.

Ship detention, idling of commissioning engineers, as well as late mobilisation or wrong mobilisation of heavy handling
equipment can cause major cost overruns and these can be minimised by detailed planning and execution. If the risks are understood, information can be obtained to ensure they are dealt with properly. Ensuring all SOPs are clearly documented and understood will help reduce risks. Due to the potential shipping risks like natural disasters, accidents, theft, etc., insurance is available to cover costs. Before choosing a transportation carrier, examine the insurance terms to ensure losses are covered. Choosing well-known and reputable carriers, especially in break-bulk trade, is also important and helps minimise risk like diversion of service, damaging cargo during load/unload, etc.

**Room for Improvement**

Moreover, there is always room for improvement in project cargo transportation. Tracking the results of finished project cargo moves and developing potential improvement areas can help future shipments to produce better outcomes. India is at present poised at the threshold of a major upsurge in industrial and manufacturing activity in the country. With the planning for major investments in infrastructure and manufacturing projects, the activity of project cargo movement is also increased. Since attention to availability of facilities for movement of project cargo had not been given in the past, the availability of specialised transport, equipment, and experienced personnel for planning and handling of the odd-dimension cargo is not anywhere near what may be required in the future. We must provide for both equipment and personnel availability in the project cargo handling to meet the impending challenges. The current capacity is sufficient to meet the demand. Large projects are often undertaken by the government in core industries as well as the infrastructure segment. This will be possible only if we have a stable government. It is expected that in the next five years, the core sector projects, and infrastructure projects will receive a boost. The private sector often accounts only for smaller projects, and both these sectors are likely to improve.

**Growth in the Logistics Sector**

By way of introducing Bharatmala and Sagarmala projects, our government is now focusing on providing us with a world-class road network, integrated rail corridors, modern cargo facilities in ports and at airports, and creation of logistics parks and inland waterways. The Ministry of Road Transport and Highways is also fast-tracking projects under Mission 300. The project logistics of tomorrow will be leaner, faster and most importantly, self-orchestrated. This unprecedented change of pace will be driven by a few radical technologies that will be cautiously adopted by industry participants over the next five to 10 years. These government policies will change the rules of the game to a great extent and there will be a level playing field for all the logistics players. Hence, a substantial growth in this segment is inevitable. There will be a 30 percent growth in project cargo logistics and Tiger Logistics is ready to be a part of this growth.

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**Escorts’s CT Smart 15 - India’s safest and compact Pick-n-Carry Crane**

Escorts Construction Equipment (ECE), the construction and material handling equipment manufacturing arm of Escorts Limited has developed India’s safest and compact Pick-n-Carry Crane - CT Smart 15 crane which has unique anti-toppling and anti-lifting features that provide enhanced safety on site. Developed with indigenous R&D in sync with Make in India, the crane has a turning radius of just 6 meters and provides auto de-rated load chart in articulation along with other standard features which makes it most versatile and suitable for metro projects, smart cities and other material handling job. The CT Smart 15 pick and carry crane is also high on ergonomics and easy repair-ability.

Escorts currently enjoys over 40% market share in the Pick-n-Carry Crane segment and is growing. With an increasing demand for safer and more productive solutions, the company is fully equipped with best in class machines for Indian conditions and is continuously upgrading its products as per the market requirements.

**For further details, please contact:**
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Prefabrication Construction is playing a vital role in building the infrastructure of India. Globally, this innovative concept has been significantly adopted by the Construction Industry, with Burj Khalifa and Sydney Opera being the finest examples of world-famous prefab structures. ACE, India’s No. 1 crane brand is riding the Prefab Construction wave in country by manufacturing intelligent and cost-effective Tower Cranes, which are an integral requirement for safe, speedy and smart execution of housing and urban infrastructure projects.

The ambitious and most talked-about real-estate projects - the Central Park-Flower Valley Project - is one of the finest examples of Prefab Construction. This fast-growing ultra-luxury realty brand has an established presence in the NCR region of India. Till date, it has delivered 5.5 million sq.ft. of luxury residential properties in many prominent locations in Gurugram (Haryana).

By integrating specially manufactured ACE Tower Cranes in its business model, it has recorded a dramatic rise in the speed of construction and scale of developments, while reducing the overall project cost significantly. A fine blend of technologies tailored to maximize customer’s convenience and optimized space utilization makes these homes, thesmartest way of living. Through its unique range of Precast Intelligent Homes, Central Park is ready to establish a new benchmark in luxury living.

“In the Prefab Construction method, the building components are prefabricated offsite on an assembly line using advanced tools and equipment. Thereafter, they are transported to the building site where they are erected using special Tower Cranes,” informed, Mayank Pundir, Country Head - Tower Cranes, ACE. “Following suit, many major real-estate players are now upgrading themselves by using Precast Construction methods, which enable fast completion of massive residential projects with minimum labor and zero material waste,” he added.

As per a research report by IBEF, the Real Estate sector of India is expected to reach a market size of US$ 1 trillion by 2030 from US$ 120 billion in 2017 and contribute 13% of the country’s GDP by 2025. Hospitality, retail and commercial real estate are growing significantly, and providing the
much-needed boost to India’s growing infrastructure needs. The government’s ambitious project of building 20 million affordable houses and 98 smart cities by 2022 will see a further confluence of the construction and manufacturing industries to create an ecosystem for increased innovation and technology adoption. “In such a scenario, I am convinced that the coming decade belongs to prefabrication construction techniques. Prefabrication will not just be a key enabler in the "Digital India" mission but will also act as the key catalyst in overall infrastructural development,” said Pundir.

**Flower Valley Project & ACE Association**

To assemble its prefabricated concrete structures, Central Park joined hands with ACE, the market leader of Tower Cranes in India. Mahesh Pathak (PNM-DGM) at Flower Valley Project, informed, “Tower Cranes do 90% of the construction work, hence it’s important to have the Tower Cranes from a brand like ACE which you can trust in terms of quality and aftersales service. In fact, ACE was an inevitable choice for us.”

The specialized 16T TC 7054 travelling type tower crane with 62.5 mts jib length, and a lifting capacity of 3T up to 70mts was developed by ACE at its manufacturing facility in Faridabad. It was especially designed to provide the necessary lifting speed and strength. The most notable feature is their high capacity, which stands out in a country where lower capacity units constitute majority of the cranes’ population. The higher capacity cranes with higher safety standards are mandatorily required to handle heavy structures and provide a high degree of precision in prefabricated buildings. To accommodate them, longer jibs are needed, although Central Park plans to use it with a 50m boom, a configuration which delivers 6.7T tip load. Before delivery, ACE tested this special crane at 110% capacity to ensure that it would perform flawlessly at 100% capacity.

Commented Pathak, “The rugged and reliable ACE Tower Cranes was a boon for us. Through their consistent support and excellent customer service, they ensured that our inaugural project would kick off successfully. With a dedicated 24x7 technical support from ACE, the project was completed in just nine months, ahead of deadline.”

For further details, please contact:
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E-mail: marketing@ace-cranes.com

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**Kiswire to broaden market presence in CRANE business**

South Korean specialty high carbon steel wire products manufacturer ‘Kiswire’ is expanding its business in India, to meet the specialized wire rope requirements used in the new cranes. Not only are they OEM suppliers to many international crane companies like Tadano and Kobelco, they are also pushing for the Indian Replacement Market. Said Dr. Azeem Kathwala (AG Saif) Director, “Kiswire wire ropes are manufactured using the best steel raw material from Posco and Nippon steel. The high tensile wire ropes have also plastic impregnation that offers long life, and protects the wire rope core. KISWIRE can make ropes that have a blend of high tensile and high flexibility, which makes them suitable for varied lifting requirements across the crane verticals. With our strong R&D capabilities, we can make ropes for cranes in various diameters.”

Kiswire’s specialized steel wire products are made for use in automotive, machinery, construction and bridges, energy etc. The Busan (South Korea) headquartered company has an annual production capacity of 1.2 Million Metric Tons of wire products and is exporting to 80 countries.
Alpha currently has a market share of over 50% with sales volume of 80-100 units a year.

Alpha introduced Mobile Tower Cranes in the Indian market in 1988 with its model SP-453 and now enjoys a pioneer’s status in the industry. Later, it developed a range of Flat Top Cranes in technical collaboration with SOIMA of Portugal. Today, the company has a market share of over 50% with sales volume of 80-100 units a year.

Alpha Flat Top Tower cranes are safer and easier to erect due to their modular designs, and have distinct features that cannot be replicated.

In a market where most manufacturers offer pendent line Tower cranes (Hammerhead cranes), Alpha has a distinct positioning with the Flat Top Tower cranes, that have more advantages as compared to Hammerhead cranes, and are safer and easier to erect with their modular designs. Also, at sites where many tower cranes need to be deployed, the flat top tower cranes do not need to be erected as high as the tower cranes with tower caps because the interference between the jibs is less. Due to its features and proven performance, customers enjoy trouble-free site operations and high productivity.

Alpha Flat Top Tower cranes are safer and easier to erect due to their modular designs, and have distinct features that cannot be replicated.

Alpha has been developing new solutions and evolving its product portfolio for the last 35 years. Our current range includes EOT Cranes, Goliath Cranes, Transfer Trolleys, Mobile Tower Cranes, Flat Top Tower Cranes and Mobile Communication Towers. Our manufacturing facilities and products are CE and ISO 9001-2008 certified.

Further, to enhance their quality and performance, we have incorporated world-class European mechatronics. There are VVVF drives for all three operations, as standard, to ensure smooth and jerk free movement. We also use sealed slew-gear with automated greasing system to avoid periodical greasing. The cranes are fitted with air-conditioned operator cabins as standard, and the power consumption is the least in their class. They are supplied with the option of fixed/base frame/travelling.

Our strength lies in our competitive designs and manufacturing capabilities, including fabrication, welding, painting and testing, in our two facilities Bhiwadi and Rajasthan. We have a pan-India dealer network for sales, service and spares.
Hoiststeel
STEEL BAR LIFTING MACHINE

SAFE MECHANISED WAY

UNSAFE TRADITIONAL WAY

CAPACITY
600 kg. / 1000 kg.

SPEED
30 MTR / MIN.

SAFETY
SAFER OPERATION

HEIGHT
GO UPTO 100 MTR.

MULTI ATTACHMENT
CONEXPO-CON/AGG 2020

Held every three years, CONEXPO-CON/AGG and IFPE is North America’s largest construction trade show, representing asphalt, aggregates, concrete, earthmoving, lifting, mining, fluid power, power transmission and motion control industries, and more. It is both a platform for product presentations and a place for communication, cooperation, and connecting attendees from every major construction sector.

From March 10 to 14, 2020, CONEXPO-CON/AGG at Las Vegas it will see over 2,800 exhibitors displaying their products over an area of 2,500,000 sqft. The show brings contractors, dealers, distributors, service providers, engineers and producers together. It features comprehensive education sessions for contractors, business owners, construction material producers and end-users to obtain cutting-edge information for today’s challenging economy and business model.

The co-located exhibitions (CONEXPO-CON/AGG and IFPE) are the international industry gathering place showcasing the latest product innovations, equipment, and expertise to help attendees stay competitive in an ever changing and global marketplace. Both the shows have already set exhibit space records and will feature industry-leading education programs.

Several show ticket options are available, and all tickets include a monorail pass. New for 2020 is the opportunity to mix and match education sessions between CONEXPO-CON/AGG and IFPE for one price. Attendees will have access to the leading manufacturers and suppliers, latest product innovations, and knowledge resources to help their businesses thrive.
This year, the show offers:

- The Tech Experience returns with two locations.
- The show campus has expanded with the new Festival Grounds for a total of 10 areas to explore.
- Plenty of show shuttles and hotel shuttles will run during the event, plus information stands and staff will help attendees easily navigate the show campus.
- CONEXPO-CON/AGG and IFPE make it easy to prepare with an interactive online exhibitor directory and a show mobile app that will continuously sync to your online customizable show planner.

The Workforce Solutions Area invites show attendees and exhibitors – along with association members, job seekers and local students – to experience a trade right on the show floor. In addition, participants will learn about the industry and take away best practice ideas from what will be an interactive workforce pavilion.

“It’s critical for the equipment manufacturing industry and the construction market it serves to do what it takes to engage the workforce of tomorrow to consider embarking on a career in the skilled trades,” said AEM Director of Workforce Development Julie Davis. “Our Workforce Solutions Area will provide a valuable opportunity to learn how to make a memorable connection with young people by tapping into kinesthetic learning methods that excite a hands-on workforce.”

Education is always a vital component of both CONEXPO-CON/AGG and IFPE to help attendees thrive in a changing and global industry. Attendees can take advantage of more than 180 education sessions packed with timely and actionable information, developed with the guidance of leading industry groups, and delivered by industry experts. New for 2020 are mix-and-match sessions between CONEXPO-CON/AGG and IFPE for company teams to cost-effectively obtain learning sessions targeted to their needs.

“The line-up of programming is not only larger than it has ever been but includes a fresh line-up of speakers along with core programming that is always highly attended,” said Eileen Dickson, vice president education, National Ready Mixed Concrete Association and CONEXPO-CON/AGG Education Committee chair.

The education features 10 tracks covering a variety of equipment applications, site development, fleet management, business best practices, technology, safety, and attracting and retaining talent. IFPE education is grouped in two tracks: Hydraulics & Pneumatics at Work and The Business of Fluid Power. Its popular College Courses return, and new is an IFPE Research Symposium.

Also new this year is partnership of CONEXPO-CON/AGG 2020 with women in construction groups to highlight the growing role women play in the industry “As the largest construction industry-focused trade show in North America, CONEXPO-CON/AGG seeks to draw attention to and celebrate the important role women play in the industry,” said Dana Wuesthoff, vice president of expositions and event services with the Association of Equipment Manufacturers and CONEXPO-CON/AGG show director. “Working together, CONEXPO-CON/AGG, NAWIC and WOPA, will not only showcase women industry leaders, but reinforce the career growth potential for women, who today represent a small percentage of the workforce and the opportunity to diversify the industry.”
Liebherr celebrates 50th anniversary; exhibits extensive range of latest construction & material handling equipment

Liebherr is showcasing an extensive selection of equipment at its outdoor booth #F5258 covering more than 53,000 ft² (4,900 m²) of space for its material handlers, tower cranes, mobile and crawler cranes, hydraulic excavators, wheel loaders, crawler loaders and tractors, deep foundation machines, and a concrete pump.

The LTM 1650-8.1 mobile crane and the LR 1800-1.0 crawler crane

These are Liebherr’s two new cranes for the American market: The LTM 1650-8.1 is designed to deliver maximum performance. The new Liebherr is the successor to the best-selling large crane of all time – almost 600 units of the LTM 1500-8.1 have been delivered to date. The successful concept of the two telescopic boom versions is continued – the LTM 1650-8.1 is available with 177 ft and 263 ft (54 and 80 m) telescopic booms.

In designing the new 8-axle crane, Liebherr focused on maximum load capacities. The LTM 1650-8.1 travels with an axle load of 26,400 lb (12 t) complete with its 177 ft (54 m) telescopic boom and the front supports. To minimize set-up time, however, the rear supports are installed as complete support box in a single hoist and connected using quick-release couplings. As with all new developments over the last few years, Liebherr can offer the LTM 1650-8.1 with a...
very wide range of transport weights and axle load versions to ensure cost-effective global mobility for axle loads both above and below 26,400 lb (12 t).

Outstanding lifting capacities and low-cost transport around the world are the main features of Liebherr’s new 880 US-tons (800 t) crawler crane. The LR 1800-1.0 is designed as a particularly powerful industrial crane for jobs with a luffing jib and derrick system, such as power plant construction and the petrochemicals industry. For the first time, the boom system features lattice sections with three system dimensions which can be telescoped into each other for transport.

The new LR 1800-1.0 is currently the most powerful crawler crane on the market with a basic machine 9.7 ft (3 m) wide. It is particularly rigid as a result of its increased design height. A quick connection to raise the superstructure for transport is standard. It also features the derrick ballast with VarioTray – after raising the lattice boom with the large derrick ballast, part of the ballast can be unbolted quickly and easily.

HS 8200 duty cycle crawler crane

The HS 8200 is the new Liebherr duty cycle crawler crane in the 200-ton (440,925 lb) category. Thanks to the newly designed drive system, the efficiency is increased by 15%. Load capacities are also increased by up to 15%.

The HS 8200 is one of the innovations in the HS series. The design of this duty cycle crawler crane is based on its predecessor, the proven HS 895 HD, but boasts an even better performance capacity. The elegant design combines safety, performance and economy, as well as a high level of operator comfort.

The new duty cycle crawler crane is the optimum machine for extraction work and has the capability of not only using a dragline bucket but also a grab. Like all products in this series, the HS 8200 is versatile. For deep foundation purposes, the machine can be applied for dynamic soil compaction, as well as fitted with a casing oscillator or fixed leader. When digging a shaft, the winches can even be used with the full 77,162 lb (35 t) line pull in the fourth layer. Thanks to various counterweight options, the duty cycle crawler crane also convinces in lifting operation.

A new fast-erecting crane: the 125 K

With a radius of 180 ft (55 m) and a maximum hook height of 215 ft (41.5 m), the 125 K is currently the largest fast-erecting crane on the market. The new 125 K has been specially developed for civil engineering requirements such as road traffic bridges and commercial as well as industrial building construction. The maximum lifting capacity is 17,630 lb.

340 EC-B of the new EC-B Flat-Top crane series

Liebherr presents the 340 EC-B of the new Flat-Top series. Three of the eight units are equipped with fibre rope which has a four times longer service life than steel rope and enables fibre cranes to work with a significantly higher load capacity. Further, handling is noticeably easier compared to steel rope. In addition, all cranes are optimized for assembly and offer more comfort to the crane driver. The 340 EC-B has a maximum radius of 256 ft (78 m), a maximum lifting capacity of 26,450 lb (12 t) and a maximum hook height of 301 ft (84.7 m).

Material handler LH 30 M Industry Litronic

The powerful LH 30 M Industry Litronic, with an operating weight between 58,400 and 65,000 lb (26.5 - 29.1 t), is versatile and can operate at its maximum handling capacity in all applications. Thanks to the optimally designed engine power of 140 kW / 190 hp, high torque is available to the system for powerful and fast movements. The separate hydraulic pump in the closed slewing circuit only supplies hydraulic fluid to the swing mechanism. The maximum delivery volume is therefore always available for swiveling the upper carriage, thus making possible fast and overlapping movements. The generously dimensioned cooler with large meshes also guarantees excellent cooling at full power of the machine, thus ensuring high machine availability.

Material handler LH 60 M Industry Litronic

With an operating weight between 121,300 and 134,500 lb (55 - 61 t), the LH 60 M Industry Litronic is designed for heavy-duty scrap handling. The hydraulic cab elevation, as well as rear and side area monitoring systems, allows an optimal view of the working area and the surrounding area of the machine at all times. The perfect overview gives the driver a feeling of security and ensures safe handling of the machine at all times. The foldable left arm console, as well as wide, non-slip steps, walkways and platforms, ensure easy, comfortable and safe entry and at the same time guarantee access to all maintenance points. Equipment such as cab protective
grid, impact-resistant laminated safety glass and piston rod protection for cylinders are specially developed for the tough use in scrap handling and also guarantee maximum reliability in the toughest conditions.

A US premier: The new generation of Liebherr crawler excavators

The Generation 8 crawler excavator series is made up of seven models ranging from 48,500 to 99,200 lb (22 to 45 t): R 922, R 924, R 926, R 930, R 934, R 938 and R 945. Two machines of the product range, R 926 and R 938, are exhibited for the first time in America at the Liebherr booth.

The highlights of the new crawler excavators include higher engine power, a heavier counterweight for higher bucket capacities, and minimal fuel consumption. A new equipment concept with a modified piece at the top of the boom is an innovative feature. This leads to better performance and equipment forces with reduced operating weight of the machine. Another feature is the optimized load curve, which yields reduced fuel consumption. These machines have been specially designed to provide extra comfort and safety for the operator, as well as optimum ergonomics and performance on the job site.

North American premiere

On display are Liebherr’s four-wheel loaders that include an L 566 XPower® with power-split travel drive; the largest Liebherr wheel loader - the 71,870 lb (32.6 t) L 586 XPower® with a power split XPower® drive to deliver high performance and enormous fuel savings. The L 538 represents the Liebherr medium-sized wheel loader range. For customers from countries in Central and South America, Liebherr is showing the L 550 wheel loader. It is a representative of the separate wheel loader series for less emission-regulated markets.

Pumps

Construction machines are exposed to high dynamic loads and use corresponding high pressures. For such conditions, Liebherr is presenting the hydraulic double motor DMVA D 165-165, the hydraulic pump DPVG 140 as well as size 85 of the series LH30VO medium pressure pump. The latter pump can be used to power, for example, the equipment, ventilation systems or steering of the machines. The 110 D-K crawler concrete pump with a six-cylinder engine complies with the Tier 4f emissions standard and with current environmental regulations.

In-line Engine

Among the latest development is the D976, Liebherr’s biggest and most powerful in-line engine with a displacement of 1,098 in³ and a power range from 469 to 843 hp (350 to 620 kW) in its standard version.

Bearings

An upgraded bearings portfolio is being introduced this year, with the super-size seamless slewing bearings of up to 31,17 ft helps to convey and rotate enormous loads. And the new planetary gearbox series on display features high power density, minimal weight and reduced installation space and is ideal for use in lifting and driving applications, or as a drive for undercarriages and crawler vehicles.

Liebherr A 920 Litronic wheeled excavator

It has an operating weight of 40,300 - 47,000 lb (18.3 – 21.3 t) and an engine output of 129 kW / 175 hp. It is particularly suitable for road, canal and pipeline construction as well as for classic earthmoving work and is characterized by high mobility and versatility.

Liebherr A 922 Rail Litronic rail-road excavator: It has an operating weight between 45,000 and 51,600 lb (20.4 – 23.4 t) and an engine power of 120 kW / 163 hp. The excavator can be operated as a dual purpose machine either on the road or on railway tracks.

New generation 8 crawler dozers

Liebherr’s latest Generation 8 dozers with the new PR 736 are equipped with many features that enhance operator comfort, excellent grading characteristics and new standard grading systems. It is powered by a newly developed Liebherr diesel engine belonging to the EVO series (160 kW / 217 hp). It meets emission level Tier 4f.

Staying connected at Conexpo

To experience all Liebherr has to offer before, during and after Conexpo, the company will again offer a free digital app, through which visitors can view the latest show-related news and events, get detailed information about the products. The app is available for Apple and Android users. Its micro website, Liebherr.com/Conexpo, will also offer up to date information about the show.
Comansa presents new models and technologies for North American market

Tower crane manufacturer Comansa’s stand F5803 in the Festival Grounds outdoors area is showcasing its LCL310 luffing-jib crane, specifically its 18-ton maximum load version. Its maximum jib length is 60 metres, and the different configurations allow for maximum jib steps every 5m. This luffing-jib crane, with its compact design and reduced out of service radius, is ideal for use in cities and in congested building sites. Comansa is also exhibiting the CUBE cab, winner of the prestigious iF prize in 2018, which comes as standard in most of Comansa’s cranes. It combines a new design, comfort and maximum productivity, as well as innovative advantages in terms of ergonomics and features.

The LCL310 luffing-jib crane in its 18-tonne version and up to 60m jib.
Comansa is also promoting the latest versions of its cranes developed over the last year, especially its new 21LC1050 and 21LC1400 models, with maximum load capacities of up to 50 and 66 tons, respectively, which will improve productivity and enhance options in a market that is focused on large flat-top tower cranes. Similarly, the new Quick Set system introduced is a new technology designed to simplify the commissioning of cranes. With Quick Set, the set up and calibration times have been significantly reduced using a system that leads to easier, safer and more intuitive adjustments, achieving faster and less labour-intensive calibration. This smart development is the result of so much experience gained over the years and is readily available across the entire 21LC range and, during 2020, it will be expanded to the 11LC and 16LC ranges. This new edition in 2020 will be the sixth consecutive time that Comansa has exhibited at ConExpo. Comansa has a local presence since 2002, providing sales, after-sales, engineering and training services in Northern America. Its American Headquarters is located in Pineville, near Charlotte, North Carolina, where it also has a large warehouse to house components and spare parts, as well as technical training rooms for better customer service, and has subsidiaries in Washington and Texas.

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Manitowoc Cranes to unveil six new cranes to the lifting market at Booth F6144 in the new Festival Lot near the corner of Las Vegas Boulevard and Sahara Avenue. In addition to these, four other crane models that were introduced in 2018 and 2019 will be on display at the company’s booth, with several making their North American debuts. The large number of new cranes launching at the tradeshow reflects Manitowoc’s improved product development cycle under The Manitowoc Way. It was less than a year ago that Manitowoc launched six new cranes at bauma 2019, and the company is matching this impressive number at CONEXPO. The six new models will come from the Manitowoc, Potain, Grove and National Crane ranges, covering a wide spectrum of lifting industry needs.

Barry Pennypacker, President and CEO of The Manitowoc Company, Inc., said the company is delivering on its promise to design and manufacture new products more rapidly so that Manitowoc customers can utilize the increased capabilities and efficiencies they bring and earn more return on their capital investments. “We are producing cranes that offer class-leading design and performance. Many of our customers provide direct input into the design and functionality of our new cranes, and we know that they will be thrilled to see their contributions come to life,” he said.

The cranes include: the Grove GRT9165 rough-terrain, GMK5250XL-1 all-terrain, TMS500-2 truck-mounted, and GHC140 telescoping crawler cranes; the Potain Hup M 28-22 (with a U.S.-specific transport axle) self-erecting crane; and the National Crane NBT60L boom truck.

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Haulotte showcases new products, new technologies, and environmental issues at its booth F-6134 (Festival Lot). It will display a brand new telescopic boom for the first time to the global market, in addition with the HA61 LE (HA20 LE), the first aerial work platform of the PULSEO GENERATION, and some best-selling platforms like Optimum 1931 AC (Optimum 8) and Star 20 (Star 8S), and the Haulotte Apps: QUICK POSITIONING and DIAG.

With QUICK POSITIONING, just in a few seconds one can select the right Haulotte machine according to the work applications while HAULOTTE DIAG FOR MOBILE app will help you manage daily machine maintenance: parameters and diagnostic tools which are directly available from your mobile device.

Haulotte Financial Services offers a wide range of financial solutions designed to meet the varying needs of the business. The company can arrange financing solutions for customers in nearly all countries of the globe. These include Financial Lease, Hire Purchase, and Operating Lease.

Haulotte’s core services allow customers to obtain assistance from support staff combined with necessary technical resources. This ensures maximum autonomy through a comprehensive solution from the moment they acquire their machines. Through the quality of the spare parts, the expertise of the technical assistance, with thousands of technical training modules provided every year in 12 languages through a network of instructors strategically located as close as possible to customers, Haulotte Service offers support solutions for optimizing operating performances along with a full-fledged suite of online tools (e-services) that combine ease-of-use with rapid deployment.

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Haulotte’s Easy Spare Parts is an online platform for purchasing spare parts; E Technical Information is a search engine providing technical information on Haulotte machines; E Machines Codes is a management system making it possible to control access of technical teams to high security levels for machines; and E Training Partner is an online platform for employee training and skill management.
Goldhofer: Moving Big Things

Present formula for heavy haulage made easy

Visitors to Conexpo, the largest construction trade show on the American continent, will find a whole range of solutions at the Goldhofer outdoor stand (F7310A) for transporting oversized and ultra-heavy loads more easily, more flexibly, and, above all, more economically. With the PST/SL-E 6 heavy-duty module, the STZ-P 9 semi-lowloader and the STZ-VL 3+1 low-loader semitrailer, the market leader will be presenting three trade show highlights that guarantee reliable delivery of the most challenging construction machinery and components. “Visitors to our stand will also be provided with all the information they need on North American-compliant vehicles, such as our THP/DC dual-lane modular trailer,” says Stefan Kohler, Vice President Sales of Goldhofer Inc.

Goldhofer PST/SL-E: flexible drive, powerful performance

For today’s increasingly heavy, voluminous and higher cargos, Goldhofer’s heavy-duty modules are always the right choice – even on challenging terrains. The electronic multiway steering makes the self-propelled PST/SL-E extremely flexible and maneuverable – ideal for picking up and setting down the heaviest loads with pinpoint precision. Whether towed (THP), self-propelled (PST), or a combination of the two (ADDRIVE), Goldhofer’s wide range of heavy-duty modules offer the right transport solution for every job – due to the advantages of low deadweight, low-profile decks, and a high bending moment. The ADDRIVE, for example, combines the advantages of a towed vehicle with those of a self-propelled heavy-duty module. This avoids the need to transfer the cargo from a road transport vehicle to one or more self-propelled vehicles, which may be necessary several times on certain routes – for example, when crossing bridges with low load limits or on twisting roads with narrow bends.
STZ-P 9 highway semitrailer: champion in the 110-ton class

The STZ-P 9 highway semitrailer is specifically designed to meet the requirements of the North American road haulage industry. With its 3x3 pendular axle bogies, the STZ-P 9 has a loading length of more than 27.5m (approx. 90 ft) and still offers impressive maneuverability. This is due to the semitrailer’s hydromechanical forced steering and robust pendulum axle technology, which provide for a steering angle of up to 60 degrees and a maximum axle stroke of 600 millimeters (23.6 inches). The STZ-P 9 can thus handle narrow roads with tight bends as well as uneven and potholed road surfaces. As the rear bogie can be retracted under load, it is possible to reduce the length of the vehicle as the situation requires and then use a tractor to re-extend it. This makes it possible to negotiate obstacles and tight bends, especially in city center locations. The hydraulic axle compensation of the STZ-P 9 makes for easy loading and unloading with a wide range of cargos, with or without the use of a crane. Also, axle spacing between the bogies can be adjusted for operations in locations where different approval regulations apply.

STZ-VL 3+1 lowloader semitrailer: for standard and exceptional cargos

In the grueling everyday world of road transport, time is of the essence. In this context, Goldhofer’s STZ-VL lowloader semitrailers are a convincing choice in all respects. They are designed for fast and easy front-end loading and, in spite of their low deadweight, will reliably handle very high payloads. Due to the reduced difference in height between deck and bogie, for example, cargos with a small angle of approach can also be transported. With a suspension stroke of 270 mm and a steering angle of 45 degrees, the STZ-VL has the maneuverability to cope with any situation on the road. A flip axle can be added for extra versatility and it also provides the flexibility to handle jobs on routes that cross state lines with changes in regulations. In short, with their high axle load, low deadweight, huge steering angle and longer decks, the STZ-VL 3 is ideally suited for carrying heavy loads such as excavators and other heavy items.

Close to customers and a fast service response

In view of the importance of the North American market, Goldhofer has established its presence on the North American continent with a facility in Miramar (Florida), where Goldhofer’s American subsidiaries Goldhofer Inc. and Flite Line are headquartered, and where small, medium and large haulage companies are provided with advice, service and support in all matters relating to trailers, semitrailers and heavy-duty modules. Plus, as a further time-saving advantage for Goldhofer’s US customers, a complete offering in the way of on-the-spot repairs, spare parts and overhauls is provided. Furthermore, Goldhofer works in partnership with Trail King Industries (Mitchell, USA).
SCHEUERLE is presenting the SCHEUERLE SPMT PowerHoss with four axle lines and a diesel drive at booth F3264. These compact, self-propelled transport modules are also specialists for heavy in-house transport. So far, this operated as SPMT light. But the transport modules of this series are by no means light in terms of functionality or payload. With the new name, the vehicle manufacturer makes it clear that the compact platform trucks are reliable, economical and powerful workhorses.

With the self-propelled, modular SPMT vehicles (Self Propelled Modular Transporter), SCHEUERLE, a company of the Transporter Industry International Group (TII Group), revolutionized heavy transport logistics in the early 1980s. Following the introduction of the SPMT, production processes for the modular construction of industrial and conveyor systems as well as for infrastructure projects could be set up for the future. Due to the modular design, the individual modules in the standard container dimension of 2.43 meters can be put together to form larger and payload-stronger combinations.

Proven SPMT technology and functionality

The SCHEUERLE SPMT PowerHoss, which optionally has two or four axle lines, is the compact all-rounder in in-house logistics that allows full flexibility for transport tasks, for example on the company premises and in production halls. Payloads of up to 86 or 176 tons are possible with two or four axle lines. The SPMT PowerHoss has the technology from the SPMT series that has been tried and tested for decades and thus the advantages of the conventional SPMT transporter, namely the robust construction of the running gear and the electronic multi-directional steering with all known steering programs, which enables highly precise navigation of the transported goods.

Individual SCHEUERLE SPMT PowerHoss modules can be easily coupled using the plug-and-play principle, either mechanically or electronically in an open network, both laterally and lengthwise, in order to accommodate larger and heavier goods.

Additional equipment extends the range of tasks

Long material can also be easily transported on these vehicles. For this purpose, the top of the platform has fastening points to fix special transport stools for the long material transport. In addition, the module transporters of the SCHEUERLE SPMT PowerHoss series are available with both diesel and electric drives. This means that zero-emission transport is already possible today!
Faymonville offering multi-faceted technical solutions to meet every transport challenge in North America

The Faymonville Group offers special trailers that combine cutting-edge technology with extremely practical development, especially tailored to the US market needs, at booth F.2872.

**HighwayMAX**: The steerable 9-axle (3+3+3) HighwayMAX is the ideal trailer for a legal payload up to 170,000 lbs for anyone looking to cut down set-up time prior to loading and to reduce empty weight. The next generation HighwayMAX-2 has an additional 3-axle pin-on nitro-booster to significantly increase the legal payload capacity up to 205,000 lbs. When it is transported empty, the booster can just be uncoupled and loaded onto the main vehicle. The mobilization is faster than with any other vehicle in this payload class.

**MultiMAX US**: the steerable 6-axle (3+3) single-drop trailer MultiMAX is a real all-rounder for the most diverse heavy haul projects such as industrial components, wind energy elements, crane components or oversize containers. As it remains within a length of 53’ and a width of 100” when closed, it can be mobilized extremely fast and without any escorts or permits. From its closed length, the trailer stretches to over 90’ including the gooseneck and the spread between the axle groups can be set at 14’1” or 16’1”. The platform over the steerable axle groups is closed and covered with timber.

**MegaMAX US**: The 3-axle double drop with 4th steerable pin-on flip axle helps to increase the legal pay load and to ensure even more versatility going from state to state. Using state-of-the-art king pin steering on all axles, this trailer is user-friendly while offering new transport possibilities. At an axle load of 20,000 lbs, it allows a total legal payload capacity up to 95,000 lbs. When the 4th axle is not needed, it is easy to detach or flip for empty transport to shorten the combination.

**DualMAX**: The DualMAX modular dual-lane trailer excels with its capability to be widened under load in various steps from 14’ (4.27 m) to 20’ (6.1 m). This unique and patented principle called "lift&shift" is used when the trailer width has to be adjusted for infrastructural reasons (for example, when crossing bridges) or when going from state to state with different legislation. Unlike other brands, the steering system of the DualMAX does not need to be modified during the widening process and the trailer can remain static, thereby reducing the required space (on narrow sites for example) for this operation to a minimum.

**Eco1000 by Cometto**: This is a new self-propelled electronically steered modular vehicle for in-plant transport jobs up to a payload of 1000 t. The whole concept is based on a future-oriented modular principle and offers an easy plug-and-play configuration. With the Eco1000, Cometto provides the widest range on the market within this weight segment: the compact vehicle is available with 2, 4 and 6 axle lines, which can be combined with each other up to a maximum of 4 units with interchangeable components, different power pack technologies and a wide selection of accessories.
After the successful introduction of WOLFF luffing and saddle jib cranes with middle to high lift capacities for the US market, WOLFFKRAN is now following suit with one of its smaller luffing jib cranes - the WOLFF 166 B. The new crane is compliant to US electrical standards and all US requirements regarding structural components.

Due to its impressive performance and an extremely compact design, the WOLFF 166 B has quickly developed into a bestselling crane for reinforced concrete structure projects on space restricted inner-city job sites since its launch in 2012. Unlike conventional luffing jib cranes with a winch driven luffing gear, it is fitted with a compact hydraulic luffing mechanism which eliminates the classical tower top and reeving of the luffing rope, making both transportation and assembly more efficient. The hydraulic luffing design also allows for a smaller out-of-service jib position, which is particularly important on constricted city construction sites.

The WOLFF 166 B US offers a maximum load capacity of 26,460 lbs (12,000 kg) in 2-fall operation and 13,230 lbs (6,000 kg) in 1-fall operation. The jib line-up ranges from 82 ft (25 m) to 180 ft (55 m) and can be extended in 16.4 ft (5 m) increments. With a 164 ft (50 m) jib it achieves a best-in-class tip load capacity of 7,270 lbs (3,350 kg).

Equipped with a powerful 60 kW hoist winch the WOLFF 166 B US offers a hook path of 1,640 ft (500 m) and line speeds of up to 377 ft/min (174 m/min) in 1-fall operation and can be built up to a free-standing tower height of 306 ft (93.2 m) due to the modular WOLFF tower system.

The hydraulic luffing cylinder with load sensing control automatically regulates the luffing speed according to the load, which results in a remarkable luffing movement from maximum to minimum jib radius in only 90 seconds with an economical 22 kW motor. The on-site connected power requirements sit at a low 91 kVA with 480 V.

Both the hydraulic cylinder and the hydraulic unit are installed in the connecting block as a compact unit. Due to this design, the hydraulic lines do not need to be disconnected for transport and assembly, saving time and cost for erection and installation. The connecting block can either be lifted onto the tower alone or as a pre-assembled unit together with the slewing frame and lower section of the tower top.

The hoist winch of the WOLFF 166 B US is conveniently positioned on the jib allowing safe pre-reeving of the hoist rope on the ground prior to installation and offering easy access in case of scheduled maintenance.

The WOLFF 166 B US is fitted with the latest WOLFF CAB crane cabin providing optimal visibility and overview, a fully adjustable seat and ergonomically designed control panels providing a comfortable place of work for the operator. The cabin platform with the cabin and switch cabinet comes pre-assembled as a single unit ex-works and can be attached to the crane in just one step.

Further standard features facilitating safer and more efficient operation include the remote data transmission system WOLFF Link, an anti-collision interface for all major anti-collision systems, a working range limitation, electrical central lubrication of the slewing ring, a temperature-controlled switch cabinet with heating and ventilation, and a slip ring system in the lower part of the tower top for an optimal signal transmission.

The WOLFF 166 B US will be showcased on a WOLFF City Portal (CP 690) that adapts a standard WOLFF Cross Frame (KR 12-60) by means of adding support legs into a convenient solution allowing traffic to flow underneath the crane. WOLFFKRAN will be exhibiting in Booth F5832 on the Festival Grounds at Conexpo 2020.
SINOBOOM has recently launched the largest articulating boom lift in the world – the GTZZ46J – which is being supplied to companies active in the petrochemical sector. On display (at its booth BL240 located in the Blue Lot) are a variety of machines from four product lines, representing a diverse set of options in the powered access sector.

The single diesel-powered machine on display - the GTBZ28J Telescopic Boom Lift - is robustly built to give a long working life; it has a number of intelligent sensors to detect safe working range, and offers a 29.7m (97.44ft) working height with 250kg (551lbs) lifting capacity.

The all-electric GTZZ16EJ Articulating Boom Lift offers great flexibility and efficiency, with a 230kg (507lb) lifting capacity, 17.7m (58ft) working height, and a large range of operation.

Three electric Scissor Lifts – GTJZ0407SE, GTJZ0608M and GTJZ1414E – give working heights from 5.8m-15.8m (19-52ft), and have been developed to cater to customer demands for quiet, efficient and flexible access solutions. They feature compact, ergonomic designs, tight turning circles and safety features for operator protection.

The GTTZ10EJ Mast Lift has a compact design with zero tail sweep and a small turning circle, and is designed for easy maneuverability to allow for convenient indoor work in warehousing and other narrow spaces.

SINOBOOM’s theme for this show – Enhancing Quality, Elevating Excellence – emphasizes the brand’s reputation for personnel lifts of high quality and advanced technology, supported by a strong, robust R&D process and customer service.
The company, specialized in anti-collision safety systems for lifting equipment, will reveal its latest innovations on booth F101211. Visitors will have the opportunity to discover several world premieres on AMCS technologies along with its local dealer in the United States, Finnco Services.

**DCS 61-S - Driving Control System Safety**

Among the novelties expected in 2020, will be DCS 61-S, (Driving Control System Safety), the new anti-collision and zoning system now available for international marketing. As a complete safety system, it is designed to ensure safe execution of orders to manage the machines in interference operating in the area of the tower cranes. The device is in the process of being certified PLd in accordance with the standard EN13849-1 and SIL-2 in accordance with the standard EN61508 by an accredited organization.

Operating on many sites in France, the DCS 61-S can detect in real time the risk of collision of all crane elements in interference (for example cable on jib, cable on counter-jib) or the risk of entering a prohibited area (schools, railways, roads, etc). It intervenes on the controlled mechanisms of the machine to ensure a slowdown and / or a complete immobilization of the lifting machine at a pre-set distance from the obstacle. The system provides the crane operator with working comfort by displaying all the parameters useful for operating the machine and allows him to program delivery zones and targets more intuitively. It also gives the possibility of viewing in real time the position of the crane in its environment as well as the positions of the interfering elements.

LATEST INNOVATIONS BY AMCS TECHNOLOGIES

![Image of DCS 61-S](image-url)
cranes while guaranteeing high performance on site productivity.

**IoT Lifting mobile application**

The company will preview its own telematics called IoT Lifting with its mobile application which will be available during the second quarter of 2020. The DCS 61-S anti-collision systems can be equipped with a SIM card that can be used to collect precise data on each crane on a web portal (when the crane is powered, in motion, in weathervane, etc) and generate personalized statistics for each job site and companies (occupancy rate, load, efficiency, interference etc). The main objectives of the IoT Lifting are to follow the productivity of the construction site with precision and remotely, and to know the activity of the cranes every day.

The IoT Lifting mobile application (available internationally on Android and Apple Stores) will guarantee the productivity and safety of cranes equipped with anti-collision systems DCS 61-S. Each client can:

- Monitor in real time the states (weathervane, neutralization, fault, wind speed, cuts etc) of its DCS 61-S anti-collision systems on each of its sites.
- Receive notifications on the status of its DCS 61-S systems.
- Neutralize the function(s) (anti-collision, prohibited areas) in complete safety.

**SUP BIM – Supervision Tool**

A job site supervisor with BIM option, the SUP BIM will be marketed early 2020 in France and abroad. This supervision tool makes it possible to follow the progress and production of the site in real time. This is recreated virtually by integrating the real types, brands and models of cranes on the site plan and in its real environment (buildings, road, location etc.) taking into account the digital models of buildings under construction in BIM format.

For a better understanding of the project throughout its life cycle, it allows you to visualize the evolution of the site and its facilities as it progresses. It also provides statistics on the data collected by the DCS 60 or DCS 61-S anti-collision system installed on the crane (rate of use of the crane under load, empty, interference rate etc).

A data logger function makes it possible to consult the history of the data for each machine and to download them to a USB key (slewing, height of the hook, position of the machine on the translation railway etc). The user can also view and record the wind speed data for each crane equipped with an AMCS technologies anemometer sensor. An additional function allows the management of overflight limitations selectively by neutralizing directly on the screen one or more prohibited overfly areas.

The supervisor can be consulted from one or more computers, tablets or smartphones with a simple internet connection.

These products illustrate the company’s ability to keep up with market developments, whether it is new standards, new generations of cranes, innovations and technological advances in the industry. On the AMCS technologies booth, the focus is on new technologies for the safety and performance of the company’s new products and tools.
On 11th Dec. 2019, the first global press conference of building global construction machinery industry center in Changsha and ‘China Changsha International Construction Equipment Exhibition (CICEE) 2021’ was held at Excon in Bengaluru, India. “Open cooperation, joint development, build a world-class construction machinery industrial cluster” were the theme topics of the press conference, which sought to introduce science and technological innovation and value of China’s construction machinery industry.

The press conference attracted Indian professional industry experts such as leaders from CICEE organizing committee; secretary general and founder of CERA, Satin Sachdeva, President of Indian AWP Rental Association, Meghraj Singh, Chairman of Indian Concrete Association Dr. L. R. Manjunatha, Managing Editor of NBM&CW, S.A Faridi etc. Also, many heads of top manufacturers in India, big Indian contractors and dealers attended the meeting. Around 20 Indian professional medias, including NBM&CW, reported the event.

Wu Jingsheng, Secretary General of Changsha Construction Machinery Association, during his address, introduced Changsha Construction Machinery Industry and offered an open invitation to the Indian professionals, manufacturers and industry decision makers to participate in the mega upcoming event of CICEE, scheduled to take place from 19 - 22 May 2021 at the Changsha International Convention and Exhibition Center in China.

In its 6th edition, the 2021 edition will cover an area of 250,000m², with 8 indoor pavilions and 5 outdoor sections. The exhibits will be classified in 17 special areas for aerial vehicles, mining machinery, underground engineering equipment, municipal engineering equipment, engineering machinery accessories, financial services, etc. CICEE 2019 attracted 1150 worldwide exhibitors, 180,000 visitors with 24 international professional forums, exhibition area of 213,000 m² and a trade volume that exceeded $6 billion.
Wu Jingsheng informed that Changsha construction machinery industry has become an important force for China to promote high-quality development of the manufacturing industry. The four major companies of Changsha such as Sany Group, Zoomlion, CRCRI, and Sunward were listed amongst top 50 of the world construction machinery manufacturers in 2018 and have been shortlisted for the yellow table. Changsha has now become the largest producer and seller of concrete machinery, lifting machinery and excavators of over 6-ton range.

As the construction machinery products cover 12 categories, over 100 small categories, and more than 400 models and specifications, Changsha has become the greatest construction machinery industry base for all types of product categories.

The concurrent activities of the exhibition will include international high-end Manufacturing Forum, International Construction Machinery, Industry Chain Development Forum, Dialogue on Global Construction Machinery with Industry Leaders, Construction Machinery Aftermarket, International Construction Machinery CTO Summit, New Products and Technologies, Talent Exchange, etc.

In addition, the exhibition will set up four major international competitions on intelligent equipment, field operation, machinery design, and car lifting machinery. The competition exhibition will be built into a global construction machinery exhibition where 100 series of business activities such as the Asian International Construction Machinery, Used Equipment Trading Conference, and the International Construction Machinery Hosting Enterprise Procurement Matchmaking Conferences will be held there.

Speaking on the occasion Dr. L. R. Manjunatha, said: “The Indian construction industry is poised for major mechanization, the precast concrete technology, aluminum formwork technology along with self-compacting concrete and the use of secondary cement materials such as GGBS, fly-ash and advanced admixtures are changing construction techniques for sustainability and durability. This brings demand for advanced world class equipment to cater to the growing industry needs.”

Added Satin Sachdeva who had attended CICEE 2019: “CSCMA is producing world class equipment in its Changsha’s cluster and the heavy machineries will aptly suit the Indian market. The Indian Construction equipment rental industry is growing by the year with some of the big companies from China offering machines at affordable prices.”

S.A Faridi expressed his views based on his 25-years of experience in the Construction Industry and his visits to major Chinese manufacturing plants. According to him, Chinese technologies are at par with the world-standard and there is wrong misconception that China is a low-quality country, when, in fact, Chinese products are being exported to major countries like Europe, America, Japan etc, which always set a premium on high quality.

CICEE has started its promotional activities worldwide and by May 2021, its series of promotional conferences will be held in world’s leading construction machinery countries and regions including India, Indonesia, Malaysia, Chile, the United States, Japan, Nigeria, Italy, Russia and other countries.
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