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BY TEREX

Relatively quiet on the AT front

With Bauma now the world's dominant equipment exhibition coupled with the fact that the majority of All Terrain cranes are produced in Germany, manufacturers appear to have adopted a three-year development cycle with the show the pinnacle.

The next Bauma is just over a year away, so the past 12 months have been slow for true new product launches. Even Intermat in April is unlikely to have any new AT's on show. The highlight of new launches over the past year was probably the unveiling last October of several new Demag cranes, topped by the relaunch of its City crane line with the introduction of a brand new 45 tonne AC45 City along with the new six axle 300 tonne AC300-6, the AC55/AC60 three axle cranes and an upgraded 100 tonne AC100-4. It also showed computer generated images of a new AC80-4 and PC3800-1 although no further details were revealed.

On page 20 we have a more in-depth article on the company's struggle with quality and reliability issues as it rescales its operations.

Liebherr has launched several models last year which are now coming to market including the eight axle, 450 tonne LTM 1450-8.1 and customers are now taking deliveries of the Grove's latest the 150 tonne, 60 metre GMK5150. Meanwhile Tadano's 600 tonner - the ATF600-G8

three years since it was first unveiled. However, we have heard that the company is still suffering from a lack of critical components following the tsunami which wiped out many key Japanese suppliers and this may be a major factor in its delay.

One of the trends that has emerged over the past year or so is the ability to configure cranes with axle loadings as low as 10 tonnes. Two recently launched 90 tonners - the Liebherr LTM 1090-4.2 and the Grove GMK4090 - both fall into this category.

Liebherr LTM 1090-4.2

Liebherr is calling its new LTM 1090-4.2 an 'economical four axle all-rounder'. The 90 tonner is suited to most geographic regions as it can travel with 10, 12 and 16 tonne axle loads - the 10 tonne limit achieved by simply removing the 8.8 tonnes of counterweight (2.1 tonnes more than the old LTM 1090-4.1) that it can carry in 12 tonne axle mode. Even in countries where 12 tonne axle loads are permitted crane owners have been asking for this feature. This also delivers major benefits for road licensing and route approval procedures.

Customers are now taking deliveries of the 60 metre 150 tonne Grove GMK5150



The first 450 tonne LTM 1450-8.1 All Terrain crane to be delivered went of Gummersbach, Germany-based crane contractor Ley-Krane



The Liebherr LTM 1090-4.2

The new crane, which Liebherr claims is the most powerful four axle crane on the market, features a 60 metre main boom - 10 metres more than its predecessor - while a nine to 16 metre swingaway extension - hydraulically luffed from zero to 40 degrees - is available, as is a two metre assembly jib. Maximum tip height is 79 metres.

The longer heavier boom shifts the weight towards the front axle, but Liebherr has remedied this by moving the front axle ahead of the outrigger box and increased the spacing between axles two and three. Increasing the axle spacing has also increased the chassis length but this may help with

road regulations in countries with challenging bridge formulas. This additional length has provided space for integrated storage lockers on the carrier, which can be used for timbers and tackle etc... eliminating a rear carry box.

The crane also features Liebherr's VarioBallast adjustable counterweight and VarioBase outrigger set up, for improved performance, flexibility and safety. The VarioBallast can reduce or increase the tailswing by 940mm, with a range between 3.77 and 4.71 metres. The maximum counterweight is 22.5 tonnes which can be carried on board where 16 tonne axle loads are permitted, such as in the UK. With 16.00 R25 tires, the crane has an overall width of 2.55 metres, 255mm less than its predecessor. The new crane has a single carrier mounted Stage IV/Tier 4f six-cylinder Liebherr diesel, with an ECE-R.96 version engine - which corresponds to Stage IIIa - available for countries with less stringent emission regulations. The power unit is matched with a 12 speed automatic ZF-TraXon transmission. The new ECOdrive offers Eco or Power modes which the company says cuts fuel consumption and noise when travelling. While ECOmode automatically calculates



A longer chassis on the LTM 1090-4.2 has provided space for integrated storage lockers



The LTM 1090-4.2 also features Liebherr's VarioBallast adjustable counterweight and VarioBase outrigger set-up



The Grove GMK4090 has an overall width of 2.55 metres and can travel with up to 9.1 tonnes of counterweight on-board within 12 tonne axle weights

the perfect engine speed for the crane function speed selected through the control levers and can disconnect the complete pump drive during extended idling, with the intelligent controller automatically re-engaging it when required. Liebherr claims an overall reduction in fuel consumption of 10 percent for crane operation as well as lower noise levels.

Last month the first LTM 1090-4.2 in Europe was delivered to Danish rental company BMS where it has replaced a 70 tonne Liebherr LTM 1070-4.1.

New Grove GMK4090

Manitowoc announced its new 90 tonner - the Grove GMK4090 - last November as an upgrade to the GMK4080-1/GMK4100B which

began production in 2006. The new GMK4090 features a 51 metre six section Megaform boom with the Grove Twin-Lock boom pinning system. A nine to 15 metre bi-fold swingaway can be further extended with a six metre insert between boom nose and extension, taking the maximum tip height to 75 metres.

The new crane has an overall width of 2.55 metres and can travel with up to 9.1 tonnes of counterweight on board within 12 tonne axle weights, or up to 18.3 tonnes where heavier loadings are permitted. Tailswing is 3.53 metres allowing it to stay within the outrigger footprint and Grove's MAXbase variable outrigger set-up system is available as an option. The company's Crane



The Demag AC 45 City

Control System (CCS) is standard. A lower counterweight 80 tonne version - the GMK4080-2 - will also be offered outside of North America.

New Terex models

In C&A issue 19.8 last November we covered the launch of the AC 45 City with brief details of the other new cranes, so we will concentrate on adding more detail to the AC 300-6 and the AC 100-4.

The 300 tonne AC300-6 replaces the AC 250-6 and has an 80 metre main boom, designed to cover a wide variety of applications but particularly tower crane erection and work in the oil & gas sector. With a maximum ballast of 93.8 tonnes it can take a 15 tonne load to more than 75 metres at a radius of 18 to 22 metres.

The carrier has three drive modes - 12x6x10, 12x6x12 and 12x8x12 - two more than the AC 250-6 and a result of customer feedback over the years. Two key benefits of the new crane are interchangeable parts and parts commonality with other models. Equipment used on the five axle Demag range can be used on the AC 300-6 and more than 50 percent of the parts are common between the five axle and six axle models. The AC 300-6 is the first crane with a luffing jib which is currently on test. Total length is 63 metres providing a maximum system length of 118 metres.

Overall dimensions are 17.32 metres long, three metres wide with 385/95 R25 and 445/95 R25 tyres or 120mm wider with the 525/80 R25s. Overall height is four metres. The crane also follows the single engine concept using a MTU Euromot 4/Tier 4F diesel. First deliveries are scheduled for next month with the first order received from German crane rental company Eschbach which was particularly impressed with its lifting performance.

Updated AC 100-4 (L)

The AC 100-4 is Terex's most popular All Terrain crane and has been updated with an improved control platform and load charts. The main structure has been strengthened, resulting in a 22 percent improvement in lifting performance between 20 and 25 metres with a smaller improvement up to 30 metres. The standard boom on the AC 100-4 is 50.1 metres, although the vast majority of orders are for the longer 59.4 metre (L) boom. The crane has a minimum width of 2.55 metres when using 14" and 16" tyres and can carry 4.3 tonnes of counterweight in 12 tonnes an axle configuration - 19.3 tonnes where 16 tonnes an axle is possible, such as the UK. The AC 100-4 uses two engines - both MTU diesels. Finally, the new hydraulic extension has been redesigned to make it more efficient and safer to rig, replacing the single central cylinder with two cylinders similar to the Demag five axle cranes. Maximum system length is 78.4 metres.



The Demag AC 100-4 (L)

Terex launched its Demag AC 300-6 last year with cranes now due to be delivered



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Terex Cranes on the road to recovery



A Demag AC 130-5 on the production line

Everyone is fully aware of the 'problems' Terex Cranes has been having over the past few years. At the end of last year the company held a 'customer week' for 400 customers which included the launch of several new products including the Demag AC 45 City and AC 300-6 as well as a series of upgrades to other popular models. The message from the Terex team was that the Cranes division is back and definitely NOT for sale.

An indication of how important this launch was to the recovery process, was the attendance of Terex group chief executive John Garrison for the duration of the full week of events. Garrison, who has been steering the company through a period of major change for almost two years, admitted that it had "been on a journey over the past 18 months and was in need of transformation." However now the sale of the materials handling, port services and construction divisions are completed he reiterated that the rest of the company is not for sale.

"Terex Cranes has a proud past and a great future," he said. "The group company disposals are now complete and it is time to invest." Over the past 25 years Terex has acquired more than 80 companies which has led to too many facilities around the world. Tough



Terex group chief executive John Garrison

decisions were needed to simplify and restructure the business. In a complex world he said he wanted "Terex to be easier to deal with. All good things flow from satisfied customers."

Here to stay

Terex Cranes president Steve Filipov introduced the new models. "We have been building cranes for 100 years and will continue for another 100," he said. "We are not for sale. This business is about relationships



Terex relaunches its City range with the Demag AC 45 City

and this week we have talked to around 400 customers. When you are investing a couple of million dollars on a piece of equipment you want to know who to call if there is a problem. We want to promote the message that we are here to stay, are investing in products and in building a strong leadership team."

"The Demag mobile crane business accounts for around 60 percent of Terex Crane's \$1.3 billion revenues. "We are number three globally, but market leader in areas such as Australia with pick & carry and All Terrain cranes and Europe, Africa and Middle East region for Rough Terrain cranes."

"Tower cranes is also a great

and growing business for us - we are number three globally, but market leader in North America. In Europe we are market leader in the UK and global leader for luffing tower cranes. We have pockets of excellence that we continue to grow and leverage. The Utilities products are going well in North America, particularly insulated booms. We are also expanding into countries such as China and India and looking at Russia with the opportunity to grow the business over the next couple of years."

Demag brand reintroduced

"I had been away from cranes for about 10 years but was proud that the team listened to customers and brought back the Demag brand. The relaunch together with some new products over the past couple of months has enabled us to gain market share. We have two brands going forward - Demag, which stands for innovation and technology and Terex which is rugged and reliable and used on products such as RT and tower cranes. At Conexpo we launched DTI - Demag Technology Inside - taking technology developed for the Demag cranes and using it in other products. What we are trying to achieve is consistency, with a common look and feel, particularly for operators."



The new Demag AC 300-6



Terex Cranes president Steve Filipov outlining the new models and changes within the company



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400 t	15 m – 60 m	5.5 m – 78.5 m	125 m	86 m	460 kW (625 HP), 205 kW (279 HP)	12 x 8 x 12



Main booms for the Demag cranes being formed in the Wallerscheid facility

all three Terex divisions and it is exciting to see the changes there.”

“In Europe we have Zweibrücken in Germany and in Italy Crespellano the RT facility and Fontanafredda where we produce tower cranes. Last but not least we have our Australian facility in Brisbane. It was difficult to have consistent quality with 14 locations. However, it is not just about closing facilities, it is about reinvesting. We are building a refurbishment facility in Wallerscheid along with a customer centre. The rapid changes are uncomfortable for the business but necessary, and customers now understand why we are doing it.”

“The other areas we are focussed on is parts and life cycle solutions. We need to get much better at delivering parts, the current process is far too complicated and inefficient. I have been with

by moving the spare parts business to Roosendaal in the Netherlands, an existing Genie facility that has been delivering parts since 2010. Parts from Germany and France moved in December, while parts from Italy will transfer in the first quarter 2018. Hopefully by mid 2018 we can manage the parts like a business, not an afterthought which is so important for our customers.”

Quality issues

“I am not happy with the quality out of the factory yet - but processes are now in place. To measure this we use the number of defects per crane at the end of the line and the number of defects that occur in the first 30 days with customers. The good news is that we have reduced the latter by 25 percent, so customers are seeing a better product. The bad news is that is the number in the factory has gone up - so we have a lot more work to do, with zero defects the goal. We have invested heavily in the team and processes so that new products are right from the start - we don't want another Challenger.”

“One of the key elements of our strategy going forward is innovation. I don't really care what our competitors do and I don't want to get into 'who has the longest boom' etc. We need to deliver products that our customers want and not be fighting against our competitors. There are many positives. We have said we will deliver two new tower cranes a year for the next 10 years - which is a big investment. We have just brought out our first global Rough Terrain - the RT90/RT100US - with DTI and the IC1 which gives a common look and feel with our All Terrain cranes.”

We are back and back in the black - making money in the second quarter - have a great team and will continue to invest in them to produce market leading products.”

Challenging environment

“When I joined Terex Cranes in November 2016 it was a challenging environment. That year we lost \$30 million and the business needed to be turned around quickly. We put together the 100 day plan built around customer feed-back of

“The 100 day plan meant simplifying or 'right sizing' the business to match the revenue we now have. This meant closing seven facilities including Jinan, China, Waverly, Nebraska which transferred to Oklahoma City, Montceau les Mines in France where I started in 1995,



A Demag AC 100-4 on the production line

wanting a reliable, quality product.” One of the first issues that needed dealing with was Project Elevate and the huge number of issues with the Challenger cranes.

“The Challenger was essentially a good crane, but it had various issues - 97 to be exact. We took the decision to stand by the product, bringing all of them back into the factory to sort out the problems and then ship them back to customers. One UK customer had four Challengers that were recalled yet recently purchased another three cranes - what better proof is there than this of standing behind a product.”

and Bierbach in Germany.” “We now have three facilities in North America, Watertown and Huron are Utilities businesses and Oklahoma City which is going to be the model site for Terex. Oklahoma falls under Cranes as it produces Rough Terrain, truck and tower cranes but also produces telehandlers and material processing equipment. It is the only Terex site that builds products for

Terex for 23 years and for 23 years customers have told us our parts and service experience is not the best. We are going to change that



The Terex Cranes team

Bavarian company Max Bögl Wind used one of its four 1,200 tonne Liebherr LTM 11200-9.1 cranes to construct three unique wind turbine bases, and then assemble three 630 EC-H tower cranes, each used to erect the new style wind turbine on an energy storage project near Gaildorf to the north west of Stuttgart.



The world's tallest turbine with a hub height of 178 metres and a blade tip height of 246.5 metres

Located in the Limpurg Hills the project includes the world's tallest onshore wind turbine with a hub height of 178 metres and a blade tip height of 246.5 metres. The record height is made possible by a 40 metre high water reservoir built into the concrete base of the turbine as part of a power storage device. In high winds, when more electricity is generated than can be fed into the network, it is used

to pump water into the reservoir base from a lake 200 metres below. When there is little wind, electricity can be generated by allowing the stored water to run a turbine as it flows back to the lake. An additional benefit is the greater height of the wind turbine which increases the wind energy yield - each additional metre of hub height increases the yield by half to one percent. Higher hub heights also mean less wind

turbulence resulting in better wind yield, especially for inland locations with weak wind conditions.

The LTM 11200 assembled each of the three Liebherr 630

EC-H tower cranes on top of the 40 metre foundations. The cranes - which have a maximum capacity of 5.8 tonnes at the 80 metre jib tip - at maximum height have hook heights of 190 metres. The tower cranes have been used by Max Bögl to erect a number of smaller turbines over the past five years. For this job the LTM 11200 was supported by a 130 tonne LTM 1130-5.1 as an assist crane and took around two days to assemble each tower crane. The heaviest component was the main jib at around 23 tonnes. However, the 1,200 tonner had to handle significantly larger loads - up to 90 tonnes at a 26 metre radius - during the construction of the concrete water tower base. The self-climbing tower cranes will take

over the lifting once the turbine tower reaches a height of 76 metres.



The maximum outrigger footprint of 13x13 metres provides the LTM 11200-9.1 the stability it needs. A 130 tonne Liebherr LTM 1130-5.1 is used as an auxiliary crane.



The LTM 11200-9.1 assembles the 630 EC-H tower crane on the energy storage project at Gaildorf

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After unloading the crane from the delivery truck the 58 tonne, 45 metre long gantry had to be lifted and held in the pre-planned assembly position



Terex AC 700 and Demag AC 500 in gantry tandem lift

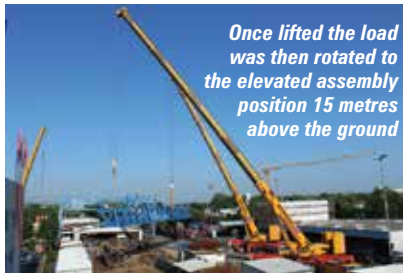
German crane company Wiesbauer used a 700 tonne capacity AC 700-9 and a 500 tonne Demag AC 500-8 to tandem lift a seven tonne capacity Scheffer gantry crane at the Lotter mild steel yard in Ludwigsburg. The lift had several complications.

After unloading the crane from the delivery truck the 58 tonne, 45 metre long gantry had to be lifted into and held in the pre-planned assembly position, 15 metres above the ground for two hours while the rest of gantry crane was assembled. This was because there was no space in the yard to lay out the gantry on the ground.

Before the actual lift could take place, the two cranes had to set up side by side on the site. With the yard operations continuing six days a week and lack of space due to the cramped site conditions, there was only one position where the two cranes could set up for the tandem lift. For one of the cranes, this meant being a significant distance from the assembly position for the gantry crane.

Wiesbauer planned that the AC 700-9 would work at the largest radius - 42 metres - as it spanned the entire width of the yard. It also avoided the need for additional time consuming and expensive equipment. The maximum working radius of the AC 500-8 crane was 24 metres.

To lift the 45 metre long, 58 tonne girder, the two cranes were configured with main boom and 140 tonnes of counterweight. They lifted and then rotated the load to the elevated assembly position. An additional crane was used to assemble the gantry crane while the main girder remained suspended in position for several hours. The lift was carried out exactly as planned, with the gantry crane fully assembled in two working days.



Once lifted the load was then rotated to the elevated assembly position 15 metres above the ground



The main girder had to remain suspended in position for several hours.



Finding a place to set up the cranes side by side was difficult because of a lack of space on site.



Moving the bridge the final six metres

Trio complete 418 tonne bridge lift

German heavy lift and transport company Riga-Mainz used its new Liebherr 450 tonne LTM 1450-8.1 along with a 500 tonne LTM 1500-8.1 and a 600 tonne LR1600/2 crawler crane to install a 418 tonne, 50 metre long steel bridge over a section of railway track in Essen, Germany.

Fortunately the multi-track section of railway was closed during lifting but this also set a tight schedule for the work. The bridge was installed over two nights with just three and a half hour slots available on each evening.

The original plan was to install the bridge by skidding it into position. However, as the bridge - which had been assembled on a neighbouring construction site - was an irregular shape and crossed the tracks at an acute angle, an alternative solution was developed by Uwe Langer, managing director of Riga-Mainz.

The bridge section was transported to the site by Riga-Mainz on three SPMTs. On the first night, the Liebherr LR 1600/2 - positioned at the opposite side of the track and configured with a derrick boom, ballast trailer and 565 tonnes of counterweight - supported around 190 tonnes of the bridge's weight at a radius of 42 metres. An SPMT module positioned at an angle under the other end of the bridge carried the rest of the load - around 230 tonnes. The crane and SPMT then moved the bridge deck on the diagonal until it was almost fully over the track and then supported it on two temporary pillars positioned near the crawler crane.



The Liebherr LR 1600/2 supporting about 190 tonnes of the bridge with an SPMT module supporting the opposite end

On the second night Riga-Mainz assembled the LTM 1500-8.1 and its latest addition a Liebherr LTM 1450-8.1. With a total load of around 110 tonnes, the 450 tonne crane had to manage approximately the same load as the larger mobile crane - albeit with a slightly shorter radius. In total 530 tonnes was supported by the three cranes when the bridge was lifted off the SPMT module and the temporary supports and finally moved the final six metres to its resting position on the bridge abutments.

Langer said: "The new 450 tonner has an 85 metre boom, the longest in its class, outstanding lifting capacity and a perfect transport weight. It gets very close to the performance of the LTM 1500-8.1 so delivers excellent value for money. Also the VarioBallast and VarioBase features mean that the LTM 1450-8.1 is flexible enough to carry out a wide range of jobs."

The LTM 1450 and LTM 1500 in position and ready to lift about 110 tonnes



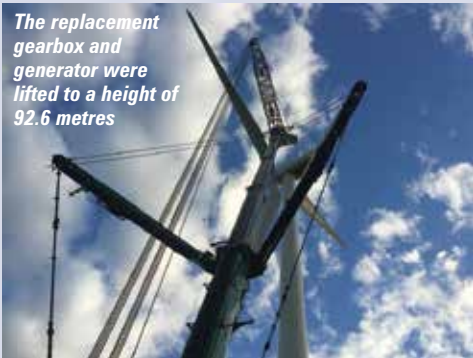
Grove GMK6400 for Tasmanian turbine change-out

Tasmanian rental company Pfeiffer Cranes chose its six axle Grove GMK6400 to handle a wind turbine gearbox and generator change-out at the Musselroe Wind Farm in Tasmania, 150 miles off Australia's south coast.

Turbine manufacturer Vestas Wind Technology managed the replacement work for Woolnorth Wind Farms, the owner and operator of the Musselroe location, which has 56 wind turbines and a generating capacity of 168 MW. Pfeiffer Cranes also used a 100 tonne GMK4100L-1 for support duties.

Working closely with Vestas Wind, Pfeiffer rigged the GMK6400 with 49.6 metres of main boom, the MegaWingLift attachment and 43 metres of luffing jib, with 115 tonnes of counterweight. In this configuration, the crane can handle 28 tonnes at a 30 metre radius. This proved more than enough to place the 24 tonne gearbox and 10 tonne replacement generator, both of which were lifted to a height of 92.6 metres. The lifting work took between eight and 10 hours.

The replacement gearbox and generator were lifted to a height of 92.6 metres



The gearbox weighed 24 tonnes and the generator 10 tonnes



c&a

all terrain cranes

The Grove GMK6400 was rigged with 49.6 metres of main boom, the MegaWingLift attachment and 43 metres of luffing jib with 115 tonnes of counterweight



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Demag AC 160-5 in a tight spot

Reaching construction sites down small narrow roads can be a nightmare for crane operators. German crane and access company Schares recently used its 160 tonne Demag AC 160-5 All Terrain crane to erect a tower crane in Bonn. The crane's compact design meant it could operate in a narrow access road adjacent to the site and complete the lifts without requiring any road closures.

"A vehicle width of 2.75 metres, combined with extraordinary maneuverability, made the Demag AC 160-5 the ideal choice for this project," said sales manager Eric Reichmann, who also planned this job.

The cranes was reversed into position before setting up in the hedge-lined road next to the site, the narrow space prevented the cranes outriggers from being fully extended.



The heaviest crane component was nine tonnes



The crane components were lifted from trailers arriving in front of the crane

The rear outriggers were extended to the maximum 7.5 metres, while the front left was extended to 5.3 metres (50 percent), and the front right to 2.52 metres - as far as they could go given the space available. A partial counterweight of 32.6 tonnes was installed and a 49.3 metre main boom selected.

The IC-1 Plus control system generated a load chart for the specific outrigger set up, counterweight and slewing angle. This allowed the crane to manage the heaviest component which was nine tonnes. They were lifted from trailers arriving in front of the crane, which involved a maximum radius of 29 metres and hook height of about 40 metres. The whole job was successfully completed in less than a day and a half.

"Of course, we could have also done the job from farther away with our larger AC 350-6 and luffing jib," said Reichmann. However, that would have entailed significantly higher costs and would have also required a full road closure and the corresponding permits."

Outriggers could not be fully deployed because of the hedge and fence



Using the 160 tonne Demag AC 160-5 meant a larger crane was not needed

First Grove GMK5150L at work

The first 150 tonne Grove GMK5150L in the southern Germany is being operated by Hermann Kranverleih. The five-axle crane has a 60 metre main boom and equipped with an 18 metre bi-fold swingaway jib, a heavy-duty jib and a second winch used to lift and place wall panels.

The crane has already completed its first contracts including dismantling a tower crane in the new residential area of Marina Quartier in Regensburg, Bavaria. Its compact footprint enabled it to fit onto the job site even though space was limited. Also its 10.2 tonnes taxi ballast helped save costs and time, as no additional equipment was needed to lift the heavier tower crane parts.

"The GMK5150L is the strongest taxi crane in its class," said managing director Manfred Hermann. "With a partial ballast of 10.2 tonnes, it fulfills all our requirements for a high-capacity, compact crane that remains within German weight specifications and does not need any additional accessory cranes."

Hermann also highlighted the visibility and comfort features of the crane being particularly impressed with its 'Bird-View' camera system that uses four cameras for a 270 degree view around the crane, enabling the driver to monitor the entire environment - including blind spots - while operating on the construction site and when driving. The company also liked the new air-conditioning system with automatic temperature control and its ergonomically designed cab.



The Grove GMK5150L was used to dismantle a tower crane in the new residential area of Marina Quartier in Regensburg, Bavaria

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