



HEAVY LIFT

& PROJECT FORWARDING INTERNATIONAL

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A changing world order

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Five Star Logistics®
by General Transport

Division
Industrial Plant
and Project Logistics



Manoeuvring over the last metre



In the latest of HLPFI's series on manufacturers in key heavy lift and project cargo sectors, material handling equipment comes under the spotlight.

Jacks, skates and rollers nudge and shift heavy lift project cargo at the factory, warehouse or transport depot in complex yet delicate movements.

Skidding has proven to be a successful method of transporting heavy loads over the short distances involved in loading, unloading or installation of equipment or machinery. From a road truck or railway freight car to a complex movement in a confined space, skidding systems are often the best choice, often combined with a set of strand jacks or a conventional climbing jack.

Materials handling manufacturers are riding out the current economic black clouds as demand for their products continues: for every capital good moved any distance, material handling remains a requirement at both the loading and unloading locations.

A curiosity of the market is the high volume of bespoke equipment that manufacturers produce as opposed to off-the-shelf items. This reflects the unique nature of many consignments and their travelling and storage periods. Hydrospex produces to order, and P.J.M Industrial makes 70 percent of its output to order, but Hevi-Haul makes only a third of its output to order.

Developments are occurring in the products available. In Australia, Queensland-based PJM has lately produced a special-purpose hydraulic double-acting 50 tonne jack strand complete with locking collar for Komatsu to perform

maintenance on large mining trucks.

Another example is Dutch manufacturer Hydrospex, which has designed a set of new strand jacks, Hydrospex HSL-2000.

The new strand jacks were used at the end of last year at a US power plant to lift a 99 tonne steam drum, well below the strand jack's limit of 200 tonnes, to its final location in a power station development. The strand jacks and lift frame were positioned on a slide track and used on the steam drum support beams at an elevation of 46 m.

Australian manufacturer P.J.M Industrial specialises in hydraulic jacks, while importing skates and rollers to complement its range of jacks.

Producing almost three quarters of its output to order, P.J.M manufactures strand jacks that can raise 2,000 tonnes. Its main market is the post and pre-stressing industries, such as construction where its equipment is used in, for example, bridge construction.

P.J.M spokesman Peter McGhee is unable to put a ball park price tag on any of his products as they are mostly bespoke. "It is hard to price our products because most are special purpose, but they can range from USD10,000 to USD500,000."

Little of his company's output goes to the rental sector. Products go to the domestic Australian market as well as exports to southeast Asia, the UAE and the UK. The company has appointed an agent in Russia.

Material Handling Equipment Manufacturers

Name	Website
Active Lifting Equipment	www.activelifting.com.au
AeroGo	www.aerogo.com
Annapurna Trolleys	www.annapurnatrollies.com
Boerkey	www.boerkey.com
Dorvic	www.dorvic.com
Eriks UK	www.eriks.co.uk
GKS Lifting and Moving Solutions	www.gksweb.com
Hevi-Haul	www.hevihaul.com
Hilman Rollers	www.hilmanrollers.com
Hydrospex	www.hydrospex.com
Lift Systems	www.lift-systems.com
Liftmate	www.liftmate.co.uk
P.J.M Industrial	www.pjmindustrial.com.au
Rigging	www.rigging.com
Steerman Load Moving Systems	www.steerman.co.uk
Techimpex USA	www.moveheavystuff.com

HLPFI has made every effort to make this as complete a listing as possible. However if your company has been omitted and you would like it included next time, please contact us at editorial@heavyliftpfi.com



AeroGo: delicate handling is a prerequisite of project cargo activities.



AeroGo's load module system in action in a nuclear installation.

Worldwide customers

Hydrosplex is a major manufacturer based in Hengelo, the Netherlands, with a worldwide customer base. "The Dutch market is a relatively small part of the cake," noted Jasper Walhof, sales manager. "Nevertheless, some quite important customers are situated in Holland. Actually we have customers in every continent."

As each project is bespoke and sold directly to the end-user, it is only possible to give ball park cost figures, said Walhof, though he suggested the largest strand jack costs around EUR120,000 (USD163,000) to EUR150,000 (USD204,000), depending on the configuration. In contrast, heavy lift solutions, as in complete projects, can cost between EUR2million (USD3.06 million) and EUR5 million (USD7.65 million).

At a facility with 15,000 sq m of production area, the company claims to be the largest privately owned manufacturing company of

heavy lift equipment in the world.

Seattle-based AeroGo's core product is its load module system – skidders equipped with air casters that can move "a myriad of items, even items with unbalanced loads and liquids," said John Massenburg, AeroGo president.

The company claims that its air casters have a limit of 5,000 tonnes, but Massenburg noted that with engineering and custom solutions, the company actually places no limit on the weights that can be moved.

He said: "Our heaviest equipment would be what we call a transporter, a customised multi-caster solution, engineered to meet a specific need such as moving mega-ton transformers in power plants, or gigantic hulls in a shipyard. Those solutions vary widely, depending on how many transporters are required and if they are pendant controlled or remote controlled."

Little of the company's output ends up in the rental market because, noted Massenburg,

moving "gigantic, odd-sized or unbalanced loads requires at least a minimal discussion about the physics of the move", and rented equipment might simply not be appropriate.

The 43-year-old company enjoys "exceptional" export traffic with no year's activity the same.

"World markets, especially in power, are anxious to gear up and many, many times they cannot find any other means to move their monolithic transformers, heaters, and coolers. Likewise, all modes of transportation and equipment are finding air casters useful in production," he said.

Is the company under any market pressure to increase the top weights that its equipment can handle?

"Not really. We have engineers on staff to solve any move that has come our way. In 43 years, we have not met a move we could not find a solution for, as long as the surface is viable and compressed air is available," Massenburg said.

Skates and rollers

Skates and rollers are the largest segment of Hevi-Haul's output, said Dan Knaebe, Hevi-Haul president. Its equipment can handle loads of many thousands of tonnes, he said.

Costing around USD15,000 to USD25,000, the skates are rarely supplied to the rental sector.

He said: "We have not kept a strong presence in the rental market. They always sweat their assets in our experience. What little we do in that market has remained consistent."

The Wisconsin-based company continues to experience pressure to increase the top weights its equipment can handle. Its ability to satisfy these demands helps ensure the continued growth of its custom sales, it believes.

Hevi-Haul, which has been manufacturing skates since the 1930s, sells mainly to North America, but also to Australia, Scotland, Indonesia, Dubai and Vietnam.

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