

# T8030-25



**bauma 2016**  
April 11-17, Munich

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# NEWSLETTER

ZOOMLION CONSTRUCTION HOISTING MACHINERY

ZOOMLION

ISSUE NO. 1-2016

## CORPORATE NEWS

### Zoomlion bids \$3.3bn for U.S. Terex



On January 27, Zoomlion Heavy Industry Science & Technology Co. Ltd. confirmed publicly that it had offered an acquisition bid at \$30 per Terex share, in a deal that would value the US Company's equity at \$3.3bn, to the board of Terex Corporation.

The proposed transaction will provide a golden opportunity for the company to achieve strategic transformation, extension and upgrading of its industrial chain and the international collaboration of its production capacity and manufacturing cost. More importantly, it will help the company accelerate its globalization process.

"The merged company will be able to achieve an enhanced global footprint," Zoomlion said in a statement. "Terex possesses advanced manufacturing knowhow and technology, whereas Zoomlion has abundant production capacity and manufacturing cost advantages. The merged company will be able to realize production capacity synergies and optimize finance costs. Terex and Zoomlion share similar corporate cultures and both companies have excellent management teams. Zoomlion would look to Terex's international management team to bring significant global experience and knowledge to the merged company."

Zoomlion added that it has made all necessary preparations for the proposed transaction and has engaged professional financial advisors and legal counsels.

## SALES HIGHLIGHTS

### Turkey

Dozens of TC6016A-8, TC6517B-10 and TCT5510-6G were delivered to Turkey GAMA.

### Algeria

10 units of tower cranes including TC5610-6 and TC5012-5 were exported to Algeria.

### Malaysia

10 units of L500-32, L160-10D and L250-16 were purchased by Malaysian customer.

### Saudi Arabia

2 units of SC200EB, 2 units of TC7030B-12 were ordered to K.S.A. Al Shawaf.

### Pakistan

D1500-63 is ordered for the construction of the 102MW Gulpur Hydropower Project.

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## Zoomlion, China’s most innovative heavy equipment manufacture

According to State Intellectual Property Office (SIPO)'s newly released data on January 14th, Zoomlion's amount of patent granted ranks 8th in China, making Zoomlion the only company from construction machinery industry on the top 10 list.

The Top 10 Chinese Enterprises (excluding Hong Kong, Macao and Taiwan) with the most number of granted invention patents in 2015 were in

Rank	Name of Enterprise	Quantity of patent
1	China Petroleum & Chemical Corporation	2,844
2	ZTE Corporation	2,673
3	Huawei Technologies Co., Ltd.	2,413
4	State Grid Corporation of China	2,081
5	BOE Technology Group Co., Ltd.	1,115
6	Shenzhen China Star Optoelectronics Technology Co., Ltd.	728
7	Petro China Company Limited	641
8	<b>Zoomlion Heavy Industry Science &amp; Technology Co. Ltd</b>	<b>596</b>
9	Tencent Technology (Shenzhen) Co., Ltd.	581
10	BYD Company Limited	509

Among ZOOMLION's 596 patents granted in 2015, 40% comes from construction machinery industry, 25% from environmental machinery industry, and 5% from agricultural machinery industry, and 25% from other core technologies such as intelligent control, noise-reduction, energy-saving, environmental protection, and welding technology. Patents were also granted from other countries and regions such as USA, Germany, and Europe.

Zoomlion was also awarded in 2015 the "Demonstration Enterprise of China National Intellectual Property Rights" along with 9 "Patent Excellent Award", and the "Gold Medal of Chinese Patent".

## JOB REPORT

### Sulink pioneers the Colombian hoist market

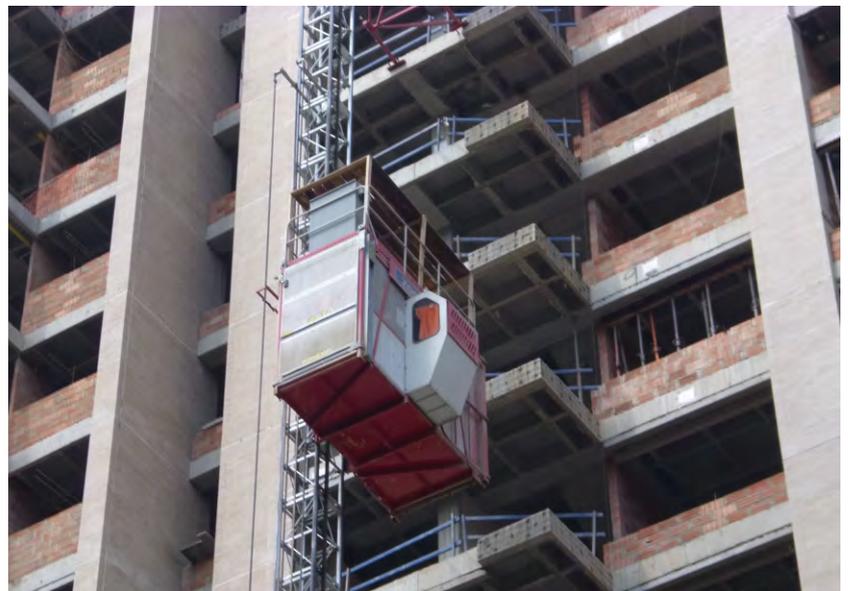
5 construction hoists SC200EB and SC200/200EB, which were purchased by ZOOMLION's distributor in Colombia SULINK, were exported to Colombia. At present, all these hoists were installed in 27 stories Housing Projects at the city center of Bogota, Medellin and Barranquilla, Colombia.

The main reason for the customers to start using the hoist is they got convinced after several meetings about the great benefits of using these equipments. They can be more efficient in their projects from now on by applying new high technology for their projects, where material handling work at job site has to rely on manpower before.

SC200/200EB adopts variable frequency driving system, which technology makes the hoist to run very smoothly, lowered the startup electricity requirement, reduce part loss and enhance working efficiency.

The users are very happy with ZOOMLION brand and very impressed about the safety features, beautiful design, and smooth running during frequent use at job site. Above all, they regarded highly about the great productivity of the hoist. A worker from the construction company said: "Engineer, me and my coworkers are very happy with this hoist, before this equipment, we used to take long hours to climb several stories with heavy cement bags one by one, but now, just in 15 minutes we can lift 2 tons at the same time to the 10th floor and the best thing is that we don't feel too tired anymore."

The general manager of SULINK company Diego Yepes said. "I am very confident that new hoists orders are coming soon never the less the devaluation which make them much more expensive."



The SC200EB is working in downtown Bogota, the capital of Colombia.

## A perfect balance between time and money

5 units of TC7035B-16 tower cranes are working in close proximity for rapid construction of high rise residential project "Supertech Golf Village", which is a 100 acre fully integrated township located along Yamuna expressway in the Indian state of Uttar Pradesh. The project was contracted by Supertech Precast Technologies Pvt. Ltd, which is one of the biggest construction companies in North India and its projects covers residential & commercial townships, shopping malls, hotels and IT Parks.

Compromise between limited budget and tight construction period is concerned about the customer in the purchasing process. Thinking about the reality that the customer can't afford to buy 10 units of tower cranes, which are required for a project of this scale, Zoomlion Electro-



Overview of the Supertech Golf Village



Pre-cast technology becomes popular in India's construction industry

mech (India) Pvt. Ltd. made a study of project program and find that staggered schedules of different buildings made it possible to use 5 equipments to reduce the 50% cost by repeated erection and disassembly. To lift precast element weight up to 11.3ton, TC7035B-16 with max load capacity of 16tons has given an optimized solution with a perfect balance of total cranes and speed of construction.

"The crane performance is great. Not a single time the cranes are under breakdown and it has helped us achieve our targeted construction timeline." ZOOMLION tower crane earned acceptance of clients not only for low failure rate and stable performance, but also for the ability to provide solution.

## Choose ZOOMLION, is to choose rest assured!

Understood the condition of increased frequency of strong wind on the HUTONG Yangtze River and the safety concerns expressed by the user of tower cranes, a group of 6 Zoomlion engineers visited the HUTONG Yangtze River Bridge job site to carry out a systematic upgrade.

With total length 11.1 km, center tower 325m high, and the main span of 1,092m width, The Hutong Yangtze River Bridge is the world's largest cable-stayed road-rail bridge. Zoomlion's 8 units of TCT7527-20 tower cranes are deployed to construct the two 100-stoys-high main towers: No. 28 and No. 29 piers.

The tower cranes were all installed on the bottom of the No. 28 & 29 piers which are steel-shell open caisson, due to their sink dynamic condition during the construction period, the foundation of the tower cranes also keeps sinking along with the piers, besides the strong wind above the world's 3rd largest river, these extreme working conditions requires the highest possible safety performance as well as uncompromising work efficiency.



Cranes in the mist

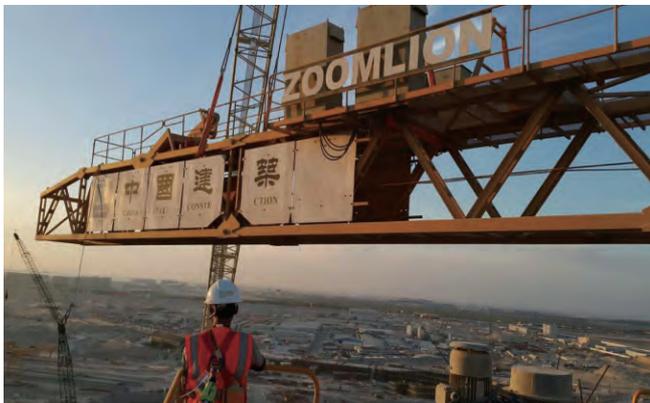


Zoomlion engineers with the site crew

7 o'clock in the morning, temperature was -2 C, engineer Yan and his workmates climbed up to the 40 meters high tower crane to test and adjust the anemometers in accordance with required safety factor, thereafter, they have to ride on the 13cm wide cross bar of the counter jib to install a specially supplied "ward-off rope device", which prevents the hoist wire from abrasion when wire is on load in the strong wind.

After completing all the upgrading service, Yan conducted an overall check on electrical control system, structural parts, hoist and slewing mechanisms, to make sure the whole crane is up to the upgraded safety standard. When the engineer team finishes the work at 5pm, the customer excitedly expressed their appreciation: "Choose ZOOM-LION, is to choose rest assured!"

## Mission completed at the Abu Dhabi Airport!



Operator is guiding the dismantling of counter jib

On completion of the 2 years' service for the steel structure installment at the Abu Dhabi Airport Midfield Terminal, the 4 units of ZOOM-LION D1100-63 mobile tower crane had again received appreciation from the user for the remarkable performance of cranes and the technical support provided by Zoomlion engineers.

Being the heaviest units among the 42 tower cranes at the \$2.94 billion Midfield Terminal Complex (MTC) project of the Abu Dhabi International Airport, the four D1100-63 mobile tower cranes were given the critical work that was to assemble the main steel structures (the complex is being constructed using approximately 69,000 tons of steel), of which, the critical load of the work was to lift 61.2T steel girder at 50m radius to the building ceiling at height 90m.

Due to the tight construction schedule and customized configuration of cranes (lifting capacity 63 tons, 90m freestanding height, weighted 370 tons per unit on 70m-185m rails), Zoomlion engineer team worked along with the site crew to provide guidance for rail installation, crane erection, commissioning and dismantling. In order to ensure the cranes are properly used and maintained, Zoomlion also delivered complete training courses to the operators. The on-site services had helped the user to finish the steel works as per schedule, under the supervision of Zoomlion engineers, the four cranes were all dismantled at the end of 2015.



Zoomlion rail mounted D1100-63 are the largest tower cranes among 42 on the grand jobsite



Huge girder is being lifted

Due to the impressive serviced provided by engineer and the stable quality performance of the crane, the CSCEC site office had sent a letter of thanks to Zoomlion.

The accomplishment of D1100-63 at Abu Dhabi demonstrates the core competence of Zoomlion tower cranes: reliable quality and all-round service. With global footprints at different national infrastructure projects all across Pakistan, Turkey, Iraq, Kazakhstan, Argentina, Colombia, Kuwait, and UAE, the Zoomlion D series ultra large tower crane has been undoubtedly the indispensable equipment for the mega construction projects.

# CHANNEL DEVELOPMENT

## Al Shawaf adds 2 spare part warehouses in Saudi Arabia

Knowing the after sales service as a key factor of user satisfaction, ZOOMLION’s Saudi Arabian dealer Al Shawaf International Co. built two large spare parts warehouses, which are expected to provide the market with faster response and easy access to original spare parts.

According to Al Shawaf’s plan, the 2 warehouses will be associated with Zoomlion Middle East regional part center in Dubai, the cooperation will shorten the supply period of spare parts to Saudi Arabia from 2 months to less than 2 weeks, service efficiency will be greatly enhanced, that can provide customer with faster response, and built Zoomlion a stronger brand in the market.

On the subject of inventory management, AL Shawaf International Co. develops a suite of specialized software that functioned with inventory search, safe inventory reminder, cost and sales price record etc., and it is further expanded with link to finance system to realize invoicing, cost accounting. In the service center an operation simulator is being installed for engineer training.

ZOOMLION engineer team provides to AL Shawaf technical guidance and training courses on crane service, spare parts management. It is firmly believed that the new warehouse facility along with the scientific management system will make Al Shawaf more professional and competent to cater the market demand of Saudi Arabia.



The new warehouse is well stocked as per inventory plan

## The Bauma exhibit T8030-25 is pre-sold to the U.S.

P&J Arcomet, the exclusive tower crane dealer of Zoomlion U.S. and Canada has begun to take deliveries of 9 units of T8030-25 flat-top tower cranes as per annual delivery schedule of 2016. T8030-25 boasts an 80m hook radius with 3t capacity at the jib tip. The very first crane was recently put to work on the new Rolex Building in downtown Dallas, Texas.

On the basis of the design by Franz Jost—one of the leading designers of the Peiner SK series of tower cranes, P&J started to advise Zoomlion since 2014 to develop the T8030-25’s mechanical & electrical systems further to meet European and North American requirements, the crane complies with the DIN and FEM standards for design and manufacturing. In addition, the crane has TÜV and UL/CSA certification, along with AWS (American Welding Society) certification for welders.

“P&J has an unmatched reputation for tower crane expertise in North America and provides ZOOMLION the sales, rental and service platform befitting our high standards for quality and safety,” Said Owen Yang, Overseas Sales Director at ZOOMLION. “The team at P&J has a lot of experience and is a market leader, not to mention what they have contributed to the Peiner’s prominence on the continent. The introduction of the T8030-25 model will provide a better choice for customers.” He added.

Peter Jehle, Founder & CEO of P&J Arcomet noted, “We spent quite a lot of time getting to know manufacturing standards, workmanship and technology of ZOOMLION. From the ground up this is one of the best built cranes I have ever been associated with. This will deliver our customers an exceptional crane at an exceptional value; it simply blows away the competition.”

The new T8030-25 will be on display at BAUMA (Booth No. F5905/2) in Munich, Germany, April 11-17.



The T8030-25 is the first localized product that was fully designed as per American market demands.



P&J Arcomet’s co-founders: Stephen Jehle (President) on the left & Peter Jehle (CEO) on the right in front of the T8030-25