

L500-32 builds the  
**439m**  
new landmark in Malaysia

# Newsletter

ZOOMLION CONSTRUCTION HOISTING MACHINERY  
AUGUST 2016 ISSUE NO.3

**ZOOMLION**

## ■ CORPORATE NEWS

### Zoomlion's first overseas maintenance center opening in Myanmar

On July 16, the maintenance center for full range of construction machinery jointly built by Zoomlion and Shanghai Weide Engineering Equipment Co., Ltd. (hereinafter referred to as Weide), was formally inaugurated in Rangoon, Myanmar. This is Zoomlion's first maintenance center for full range of products built overseas. The maintenance center will sell lifting machinery, concreting machinery and other equipments, supply relevant spare parts and provide maintenance service.



Leaders of the local government and Chinese consulates and principals of the chamber of commerce, key clients, totaling over 100 persons, attended the event. General Manager of Zoomlion Overseas Company Mr. Xiong Yanming and Weide Chairman Pan Yongming were also presented.

"This is a key step of our company in the development of new channel network worldwide, and also an important measure of improving the marketing and service network together with our partner to achieve long-term development," said Xiong.

Nine major central warehouses have been established in Indonesia, Thailand, India, Dubai, South Africa, Algeria, Russia, Brazil and Pakistan respectively, achieving centralized management over the stock of high-frequency parts and providing efficient and convenient spare parts services for customers.

## ■ SALES HIGHLIGHTS

### South Korea

17 units of flat-top tower crane TCT5513, ZT320-12 and hammer-head crane TC7035B-16 were delivered to Korea DODO.

### India

17 units of tower cranes and construction hoists SC200EB(BWM-3S) were exported to India.

### Vietnam

5 units of tower cranes TC6013A-6, TC5610A-6A and construction hoists SC100(BWM-3E) were delivered to Vietnam Minh Giang.

### Turkey

5 units of construction hoists SC200EB(BWM-3S) were purchased by GAMA.

### USA

3 units of UL certified tower cranes T8030-25 were delivered to America P&J.

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## ■ JOB REPORT

### 2 luffing jib cranes L500-32 in the progress of erecting a landmark in Malaysia

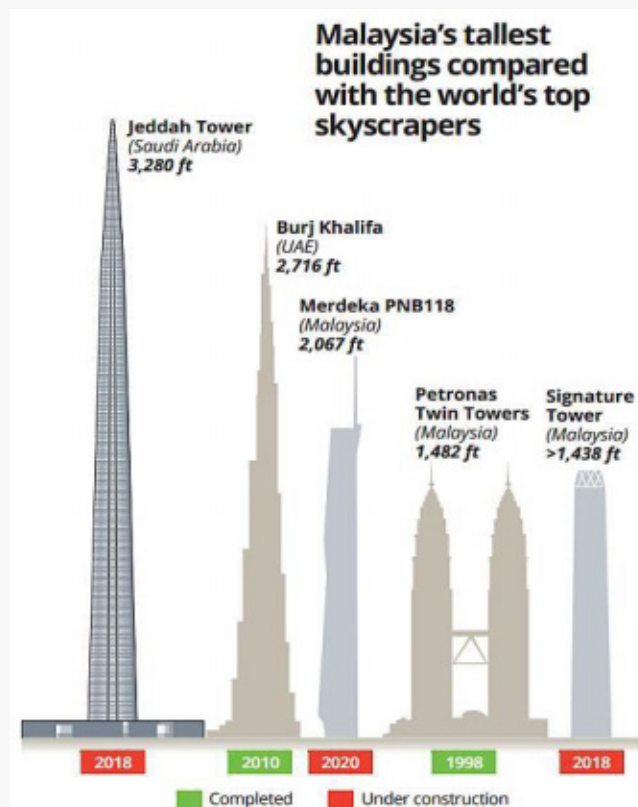
- ▼ The 439m tower in Kuala Lumpur to be among Malaysia's tallest and the world's top 15
- ▼ 2 luffing jib cranes with maximum hook heights of over 430m
- ▼ Zoomlion participates in planning of equipment to the project

2 luffing jib cranes are currently operating in Kuala Lumpur. Since the beginning of May, 2016 an architectural landmark has been under construction in the capital of Malaysia, the urban development project known as "Signature Tower"

The most luxurious skyscraper -Signature Tower, with a gross development value (GDV) of more than RM3.5bil, will have 92 storeys of column-free floors each averaging 34,000 sq ft, the largest configuration of column-free floor space in the city. It will have a gross floor area of 4 million sq ft and a net lettable area of 2.65 million sq ft. It will also have six levels of basement. When completed in 2018, the tower is expected to be the world's 15th-tallest building at 1,440ft (438.9m).

#### ▼ Special assembly of luffing jib cranes L500-32

The customer Mulia decided on 2 internal climbing luffing jib cranes. They are able to climb up on the outside of the building with extended beam to the wall thus avoiding limited space in the lift. The 2 L500-32 are climbing over 430m. Particularly powerful large cranes are required for a tower with such an enormous height. The 2 L500-32 have a maximum lifting capacity of 32t and are equipped with 110kW heavy-duty hoist gear which enables hoist speeds of up to 90m/min to be achieved.



The 2 L500-32 are in action with radius of 50m. This enables them to cover the site perfectly and build the heavy steel skeleton for the tower.

L500-32 are also provided with display system to show the lifting angle and hook height, facilitating the check of the lifting angle and hook height. The two internal climbing and add-on tower cranes adopt the fully inverter control system to ensure steady movement.

The purchasing manager of MULIA Group said, "We adopt Zoomlion tower cranes in the Malaysian market for the first time. The main reason for our selection of these cranes is that **Zoomlion luffing jib cranes have been used for the construction of multiple super high-rise buildings, such as The Elite Pavilion Tower(214.5m), The Astaka project(301m)**. Its stable, accurate and safe performance enjoys a good reputation in the Malaysian market"

The Tower crane engineers provided the building contractor with support for planning the project and during the construction phase, which was one of the reasons for working with ZOOMLION. The technical expertise and excellent service also played an important role in reaching this decision.



## 14 tower cranes and 3 hoists work for Olympia city site in Cambodia

A total of 14 tower cranes TC6016A-8, TC6010-6 and 3 construction hoists SC200/200 owned by Overseas Cambodian Investment Corporation (OCIC) are currently working at Olympia City and Elysee project job sites in Phnom Penh, Cambodia.

Established in 2003, OCIC is one of the largest financial and infrastructure development companies in Cambodia. Dozens of property developments including residential complexes, infrastructure, flyovers and roads have been completed and more are under construction nationwide through its real estate and construction division.

The customer purchased ZOOMLION cranes a few years ago, the tower cranes with max load capacity of 6t and 8t were widely used in local projects, high reliability and good service of these cranes brought repeat business. In addition, significant economic benefits from shipment solution was one of the reasons why OCIC chose Zoomlion cranes. Zoomlion exported parts of tower crane mast sections for assembly in Cambodia, which reducing 27% expenses by exempted the customer from tower crane import duties. Besides low cage design (3.2\*1.5\*2.2m) of SC200/200 made it possible to be put into 40HQ to save shipping cost.

The customer said: "Zoomlion product is high quality with low failure rate and easy to maintenance, it may never be the schedule delay factors."

### ▼ Olympia City

The project is a high-end complex with Olympic Plaza, commercial facilities and shop-houses, apartment, business center & skyline, Water Treatment Park and a 500-rooms hotel stretches on 39,000 hectares of landmass is expected to complete in 2017. This city project features 13 skyscrapers in clouding a 55-storey skyscraper, two 36-storey buildings, five 20-storey buildings and five 15-storey building as well as a modern super-market.



### ▼ The Elysee project

Locates on Diamond Island, The Elysee development project is a combination of shops, apartments, condominiums and hotels populating the new precinct. It includes 266 units spread over a number of nine-storey buildings. Construction on a four-year, \$150 million commercial and residential development that will cover 70,000 square meters.



## 9 cranes help to expand Jubail University project, Saudi Arabia

Saudi Arabia government has put forward "Vision 2030" with a total budget of \$300 million to diversify the economic transformation, while Jubail industrial city can be taken as the landmark on the path of economic diversification. In order to fulfill the demands of industrialization on high standard talents, Jubail University needs to be expanded at the first priority.

The new campus of Jubail University were planned at the sea shore, where 26 main buildings are going to be constructed within 2 years. In the major job site area 20 buildings are under construction, seven TC7035B-16 and two TC6016A-8 are working on site constantly.



load testing, since the strict standard from Royal Commissioning. Far beyond my expectations, Zoomlion tower crane can realize control precisely and diagnoses fault operation automatically. Even constantly work in the high temperature exceeded 50 degree every day, the performance of the crane still stable without any failure" Says the project manager from Al Manazel contracting Co.,

The Jubail University new campus project is expected to be finished in 2018, at that time, it will foster more than 10,000 students each year to build the industrialization of Jubail University.

Royal Commission, the project process control organization owned by the government, is noted for the particularly tough standards in various projects of different fields like real estate, transportation, industry and so on. But the 9 cranes realized accurate control with applied fully inverter control for hoisting, trolley and slewing mechanism. In order to meet the tight schedule, with the help of mobile crane each crane was erected to free outstanding height directly instead of mast section jacking, therefore the requirements to engineers have been greatly elevated.

"We were so worrying about the control during the commissioning and



## TC7035B-16 works for the world's largest shipbuilding company

TC7035B-16 rented by Hyundai Heavy Industry Shipyard for ship construction. Hyundai Heavy Industries Co., Ltd. is the world's largest shipbuilding company, headquartered in Ulsan, South Korea.

The crane was purchased by DODO, the exclusive agent in Korea, they were satisfied with consistent reliable performance of Zoomlion cranes and decided on TC7035B-16. With the max load capacity of 16t, KOSHA certified TC7035B-16 was the first hammer-head type exported to South Korea. Its smooth control and stable movement are contributing to the success of the project.

"The crane is easy to operate, an inclined ladder mounted on the masts make it easier for us to climb up and down the crane, avoiding the risks due to vertical climbing. We can have a rest on the platforms at any time, the ladder comprises the protection rings, so that we can be protected and the safety is improved. It is very eco-friendly, quiet movement make me more comfortable at working time." said the operator.

"The crane is easy assembly that saved us much time, and, it works 10 hours a day since its erection in January this year, but no failure occurs. We are very pleased at Zoomlion crane." said the manager for equipment of Hyundai Heavy Industry Shipyard.





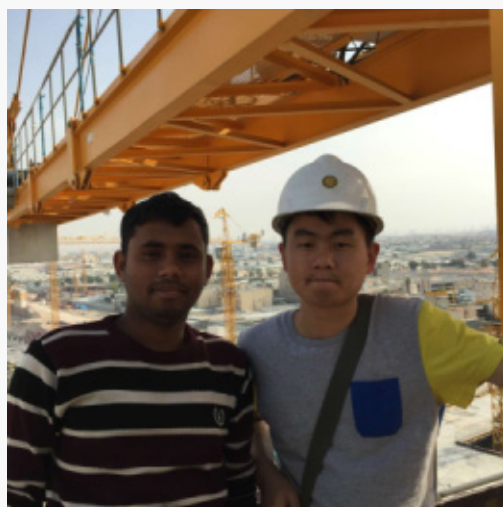
## Zoomlion care won customer's trust

Sand dusts, strong winds and extreme heat of up to 60°C: 5 units D800-42 and 2 units TC7030-12 cranes have to withstand some very tough conditions at the job site of Al-Jahra Hospital, Kuwait. These cranes have been working for almost one year with no down time since August, 2015.



With a working radius of 70 meters, a height of 75 meters under the hook and a maximum capability of 7.8t at jib head, D800-42 has been especially configured for severe weather conditions and is therefore ideal for this project. A variable-frequency drive system was applied to hoisting, slewing and trolleying mechanism of cranes to ensure reliable control and steady movement. Besides an eddy current auxiliary controller configured in slewing system more enhanced the equipment stability.

As a key construction project of Kuwait government, our after-sales service team didn't take that lightly. They planned equipment inspection schedule and implemented it strictly. Every month a professional engineer was assigned to the job site to take responsibilities for equipment inspection, they climbed up to the top of the cranes and make sure every part of the three main mechanism and electrical control system in good condition, if any problems was found and they must deal with them without delay to ensure smooth production. Working under the hot sun was the big challenge for our engineers. They were almost terminally wet and worn out when they stayed 2 hours on each machine to finish all the inspection steps.



"Zoomlion crane has high cost-benefit, easy assembly and reliable quality, what's more the customized equipment inspection management system impressed me very much. We are so pleased with your product and the service team. Zoomlion must be the first choice brand if there will be other project," said Saiyed, Procurement manager of the project.

## ■ DISTRIBUTOR DEVELOPMENT

### ZOOMLION develops training session for customer in GCC



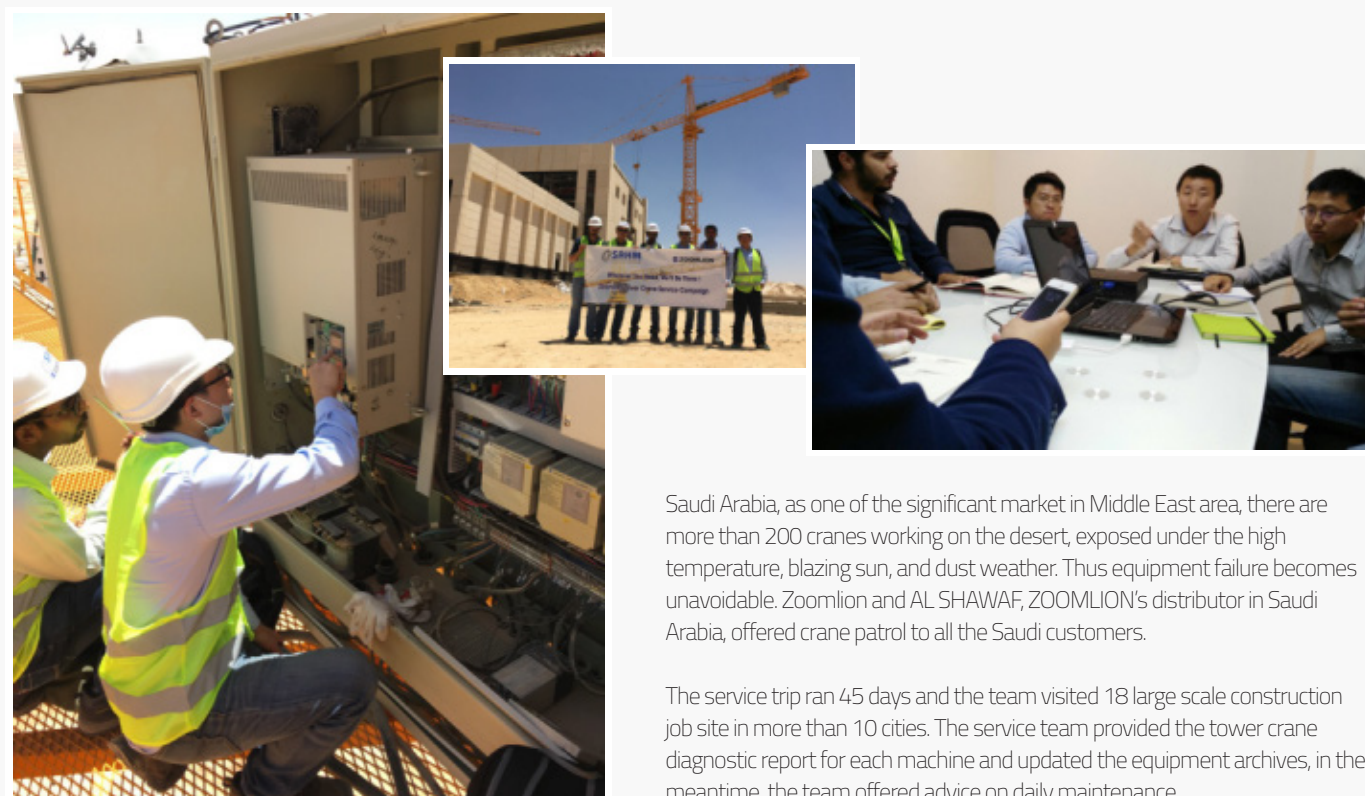
As part of continuous efforts to increase customer satisfaction in GCC, Zoomlion has expanded its crane technician-training program.

The latest training session to be developed on tower cranes features, systems, operation and maintenance notes. The training was held at Zoomlion Service Center in Dubai, with 11 graduates completing the courses. Over the course of two weeks, classes involved hands-on sessions that used several simulators.

Kenny Huang, training manager in GCC, led the sessions and said that the bottom line is that our crane training program ensures customers get the highest return possible on their crane investment.

"We enjoys a fruitful study with the highly skilled engineers from Zoomlion, localization of after- sale service makes nothing to worry about. We look forward our further cooperation," said Sudhir, Gulf Asia's manager for equipment.

### ZOOMLION and AL SHAWAF offer service camp in Saudi Arabia



Saudi Arabia, as one of the significant market in Middle East area, there are more than 200 cranes working on the desert, exposed under the high temperature, blazing sun, and dust weather. Thus equipment failure becomes unavoidable. Zoomlion and AL SHAWAF, ZOOMLION's distributor in Saudi Arabia, offered crane patrol to all the Saudi customers.

The service trip ran 45 days and the team visited 18 large scale construction job site in more than 10 cities. The service team provided the tower crane diagnostic report for each machine and updated the equipment archives, in the meantime, the team offered advice on daily maintenance.