



"The perfect jobsite": How manufacturers and contractors jointly manage modern day challenges on job sites

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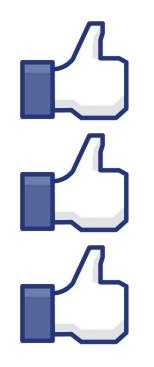
Director of Customer Care





#### We do care about customers

- Reliable products
- Knowledgeable service
- Good financial support



We are open to discuss, debate and assist our customers from Day 1



#### The Shard, London





#### **Power plant, St. Petersburg**





#### Palazzo Grassi, Venice – Metro, Copenhagen







#### Hare Krishna temple, India





WORKS FOR YOU.

6

#### The US tower cranes industry

Safety and green approach are driving more and more construction industry and cities development

New rules for operation
New rules for inspections
New rules for approvals
New rules for climbing
New rules for dismantling





#### **56 Leonard Street, New York: the perfect example**

- Space limitation
- Noise standard
- Green approach
- Tight schedule
- Complex building's shape
- Building's height
- Secured shore power
- Safety requirements
- Week-end working time



- Hoist winch speeds
- Drum capacity
- Short slewing radius
- Electric power supply
- Free standing heights
- Expertise
- Turnkey solution



## **Working together**



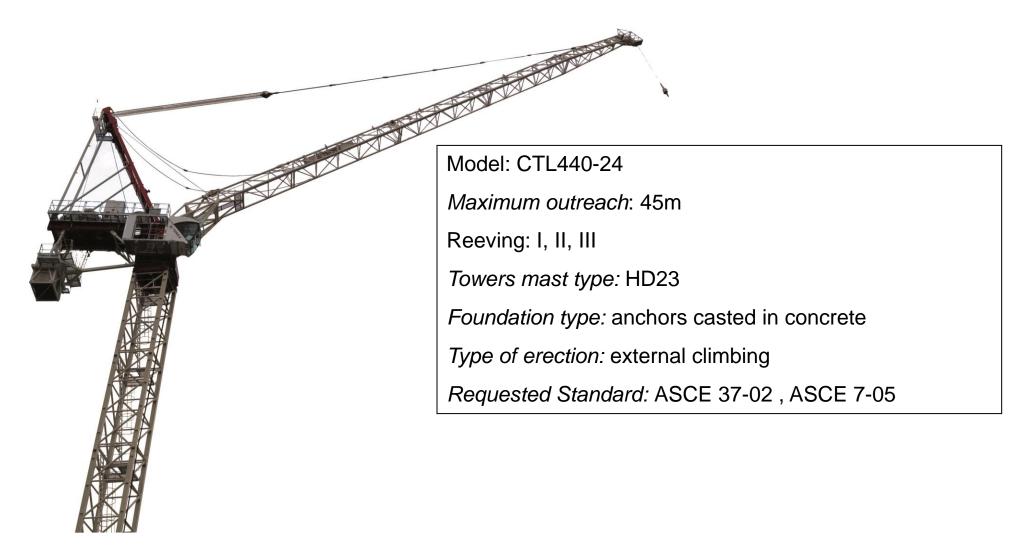


## Yes & No: the right timing

- We are listening
- We can say yes
- We always propose
- We can say no
- We build mutual trust
- We ensure experience, speed and results

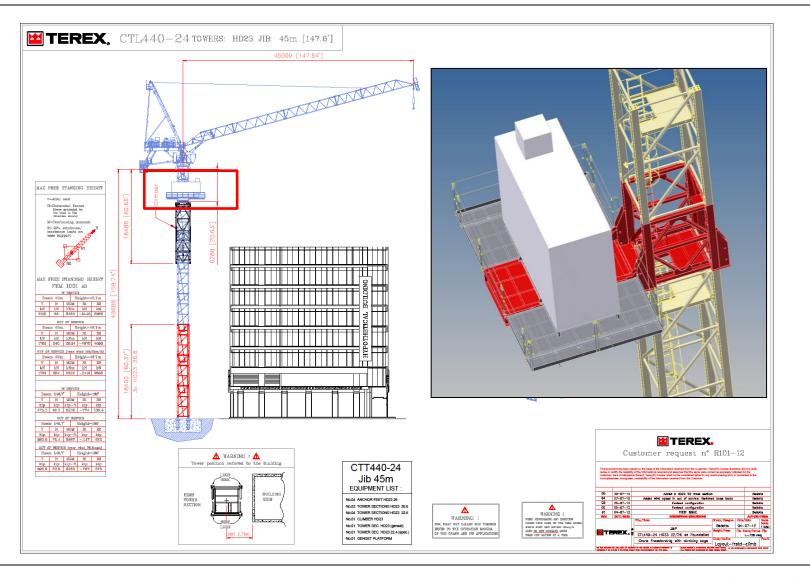


## The right product: luffing jib tower crane





## **Secure shore power**





## **Certifications: a turnkey delivery**



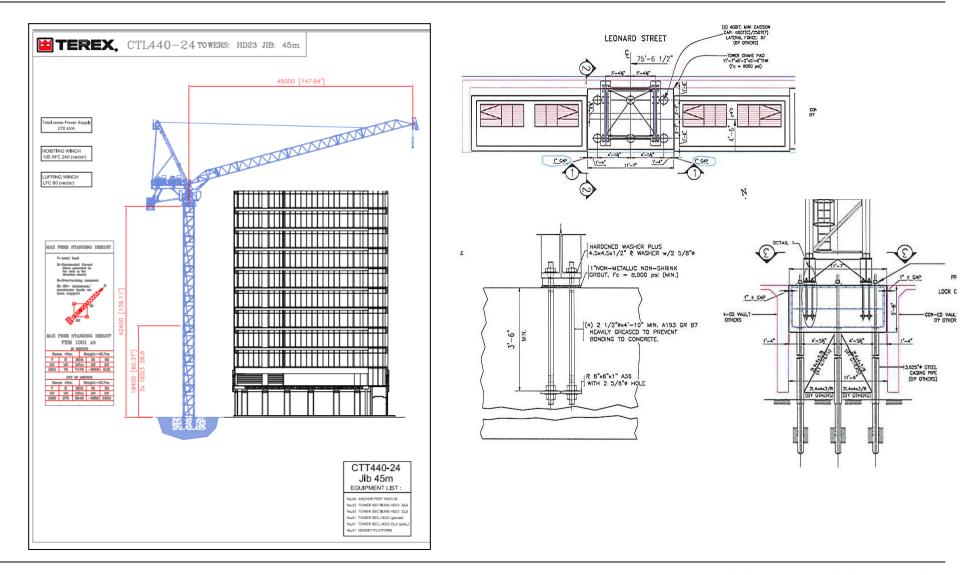








## Free standing and foundation design



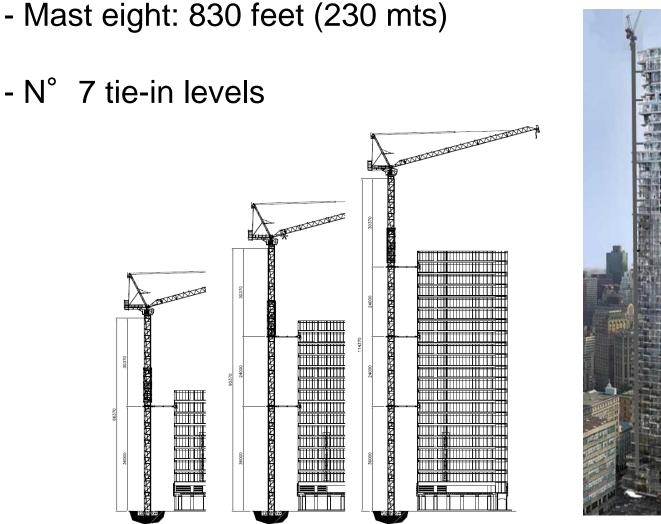


## SAFETY

- Intense training
- Pre-planning of erection sequences
- Safe use of hydraulic torque wrenches
- Extensive Practice on hand signals
- Practice on rigging both in the factory and in Virginia prior to erection



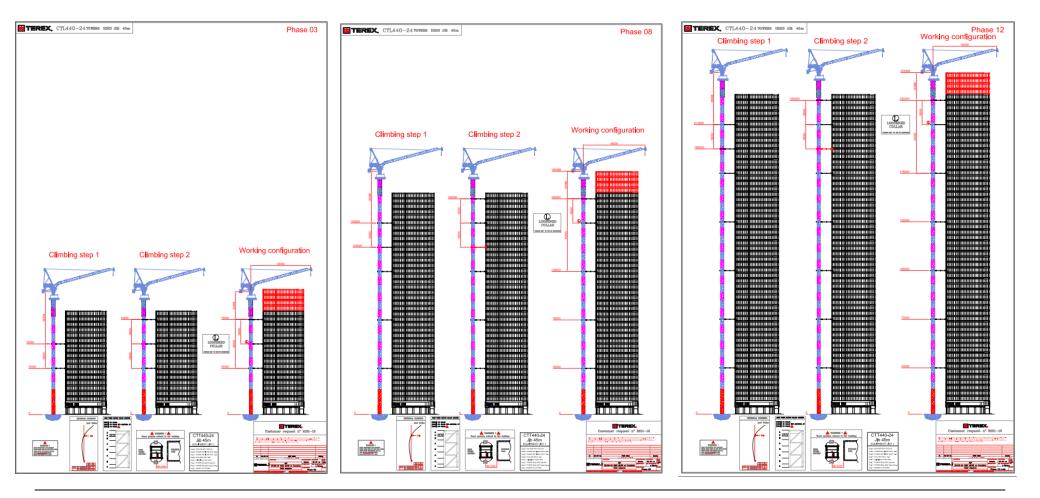
## **Collars positioning and tie-in design**







## **Climbing steps**





#### Early stages to finally reshape the view with Passion









# Delivering Success

## DELIVERING SUCCESS

## Thank you

**DELIVERING SUCCESS** is what drives us. We are a global manufacturer with strong local roots and a broad product offering that reflects over a century of **EXPERIENCE**. We are committed to **SPEED**, aiming for the highest level of responsiveness in everything we do to maximize your uptime and return on investment. Because in the end, our customers' **RESULTS** are what really matter.



EXPERIENCE

#### WORKS FOR YOU.

CRANES

SPEE