

Serving ports and intermodal logistics of african region: SANY machinery

# Summary of Presentation

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# Group Profile

#### Sany Products

No.1 in china ,No.5 in the world

25

120 Series

□ Concrete Machinery □ Road Machinery □ Excavating Machinery □ Pile Machinery □ Hoisting Machinery □ Port Machinery

















#### Domestic Layout



#### Products:

- Concrete Pump Truck
- Stationary Pump
- Line Pump
- Motor Grader
- Asphalt Paver
- Asphalt Batching Plant
- -Reachstacker
- Empty Container Handler
- Rubber Tyre Gantry Crane
- Rail Mounted Gantry Crane
- Heavy Duty Forklift



Excavating Machinery



■Rotary drilling rig, ■Diaphragm Wall Grab



RoadheaderCoal-Mining Machinery



Beijing



-Hydraulic Crawler Crane



Truck CraneMobile Crane

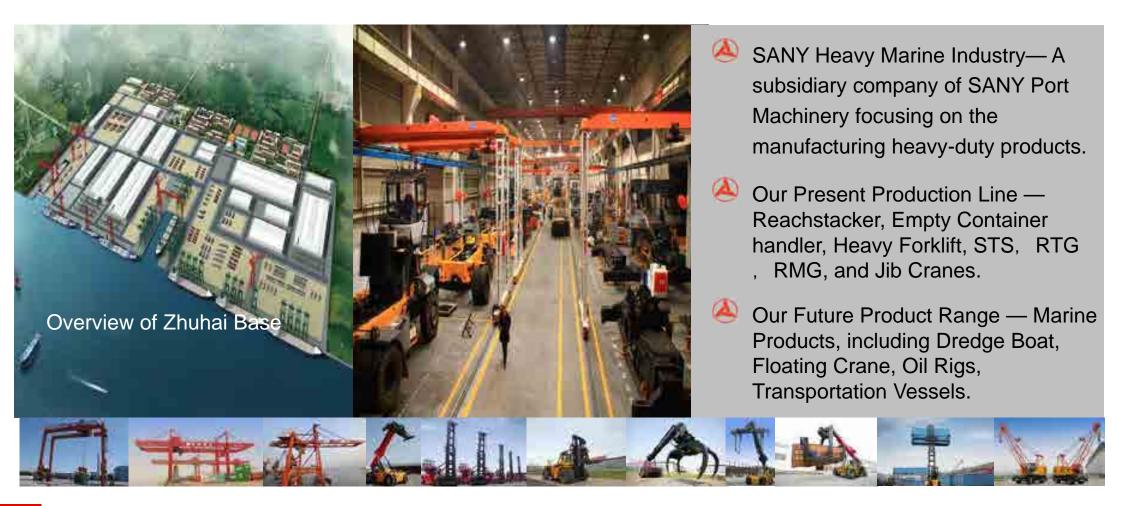






- Rubber Tyre Gantry CraneRail Mounted Gantry Crane
- Ship to Shore Crane
- JIB Crane
- Mobile Harbour Crane

#### Port BU



#### True Global Manufacturer



# \$413,000,000 Invested Globally

SANY America

SANY Germany €100 Million Invested

SANY Global HQ Changsha



\$60 million Invested



\$70 Million Invested



SANY Brazil

\$200 Million Invested

#### Leadership

## 20288

#### Liang Wengen

Chairman of Sany Group, elected representative to the eighth, ninth and tenth National People's Congress

## Liang Wengen – Chairman and Founder

- Chairman and main shareholder of the Sany Group, founded in Hunan Province in 1989 as a small welding materials factory.
- Today, Liang ranks as China's richest person with wealth of \$8 billion. He is one of four board members from the group.
- Ranked 2<sup>nd</sup> on The Wall Street Journal's of Asia's Most Influential Business Leaders.
- "Best Employer of University Graduates" for Third Time ChinaHR.com, a major jobsearching portal in China, released its 8th annual list of Chinese university graduates' best employers in September 2010.



# Port machine Introduction

#### **TOP 25 Ports**(2012)

Rank	Port	Country	TEU
1	Shanghai	China	29,069,000
2	Singapore	Singapore	28,430,800
3	Hong Kong	China	23,532,000
4	Shenzhen	China	22,509,700
5	Busan	South Korea	14,157,291
6	Ningbo	China	13,144,000
7	Guangzhou	China	12,550,000
8	Qingdao	China	12,012,000
9	Dubai	UAE	11,600,000
10	Rotterdam	Netherlands	11,145,804
11	Tianjin	China	10,080,000
12	Kaohsiung	Taiwan	8,871,745
13	Klang	Malaysia	8,870,000
14	Antwerp	Belgium	8,468,475
15	Hamburg	Germany	7,900,000
16	Los Angeles	USA	7,831,902
17	Tanjung Pelepas	Malaysia	6,530,000
18	Long Beach	USA	6,263,499
19	Xiamen	China	5,820,000
20	New York	USA	5,292,020
21	Dalian	China	5,242,000
22	Chabang	Thailand	5,068,076
23	Bremerhaven	Germany	4,871,297
24	Tanjung Priok	Indonensia	4,714,857
9	Tokyo	Japan	4,286,215

## 2013 55% RS marketing share in china



#### SANY PM

SANY port machines

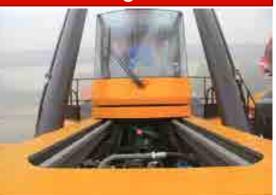
the only china supplier

For full-line port operation solution





#### Advanced Hydraulic **Loading Sensor**



#### Dynamic Mobile Cab







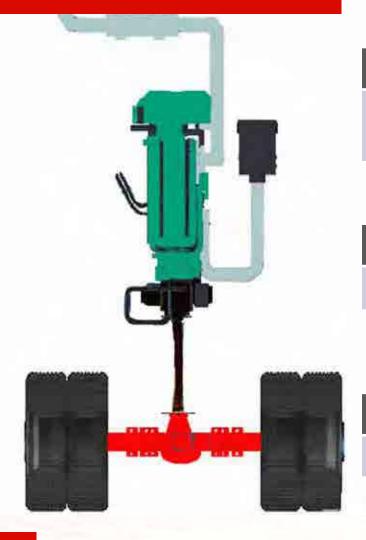


Separate Mechanical and Electrical Roll-Over **Protection System** 





# **Power Transmission System**



#### **Engine**

Volvo or Cummins

#### **Gear Box**

Dana Clark

#### **Drive Axle**

Kessler

# Power Transmission System

- ✓ Top international brands
- **√Power match design**
- ✓Build-in pipeline (patent)
- ✓ Power and speed meet all working conditions



#### **CumminsQSM11**

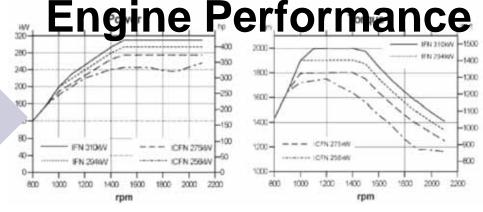
Power250Kw.

In-line 6 cylinder, 4 strokes, turbocharger, central water cooled, fully electrical fuel injection.

Average oil consumption: 227 g/kwh 。

Euro stage II or III emission standard





#### **VOLVO TWD 1240/TAD952VE0**

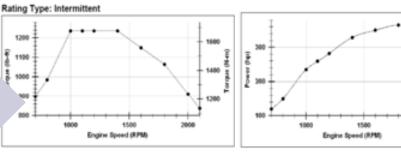
Power: 256/250Kw.

In-line 6 cylinder, 4 strokes, turbocharger, central water cooled, fully electrical fuel injection.

Average oil consumption: 197/237 g/kwh .

Euro stage II or III emission standard





#### Chinese brand YUZHAIYC6M360-30

Power: 266Kw.

In-line 6 cylinder , four-valve, turbocharger, central air cooled, displacement : 9.839 L





#### **Drive Axle**



- Kessler D102 PL341/528 (Germany)
- Welded axle body , good rigidity, high intensity.
- Transmission type : Main reducer+ Differential+ Hub reducer
- Wet disc service brake, maintenance free
- Central caliper parking brake



Meritor (Rockwell) PRC7534 W4H (USA)

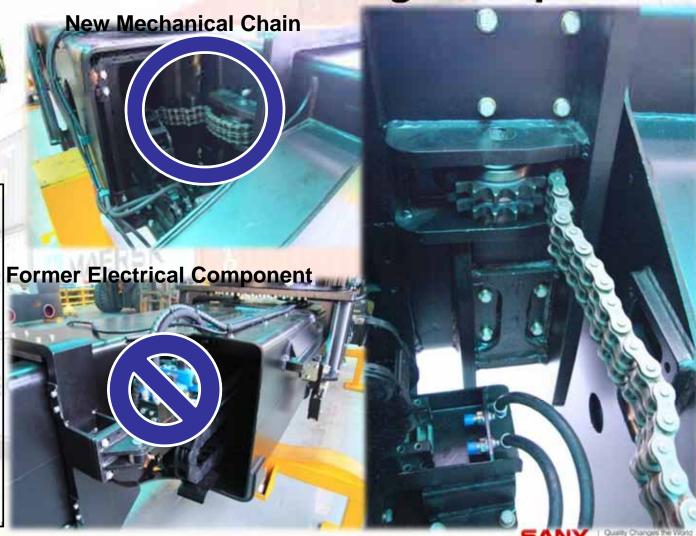
- **A**cast axle body , good rigidity, high intensity.
- Transmission type: Main reducer+ Differential+ Hub reducer
- Wet disc service brake, maintenance free
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#### **Spreader Improvements**

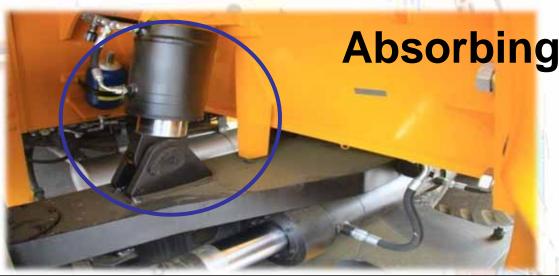






#### Reacher stacker

## **Oleo-Pneumatic Shock**



In order to reduce impact force of steering axle towards car frame, an

oleo-pneumatic shock absorbing device is mounted to connect the axle and car frame.



### Muliti-fuction









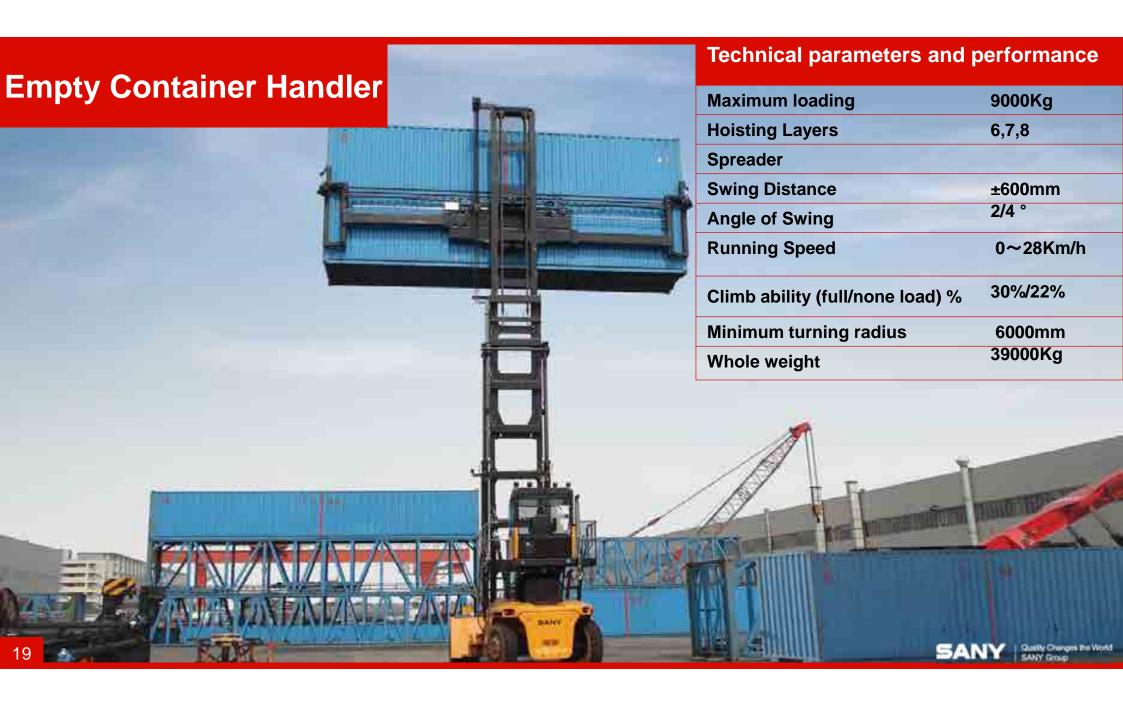


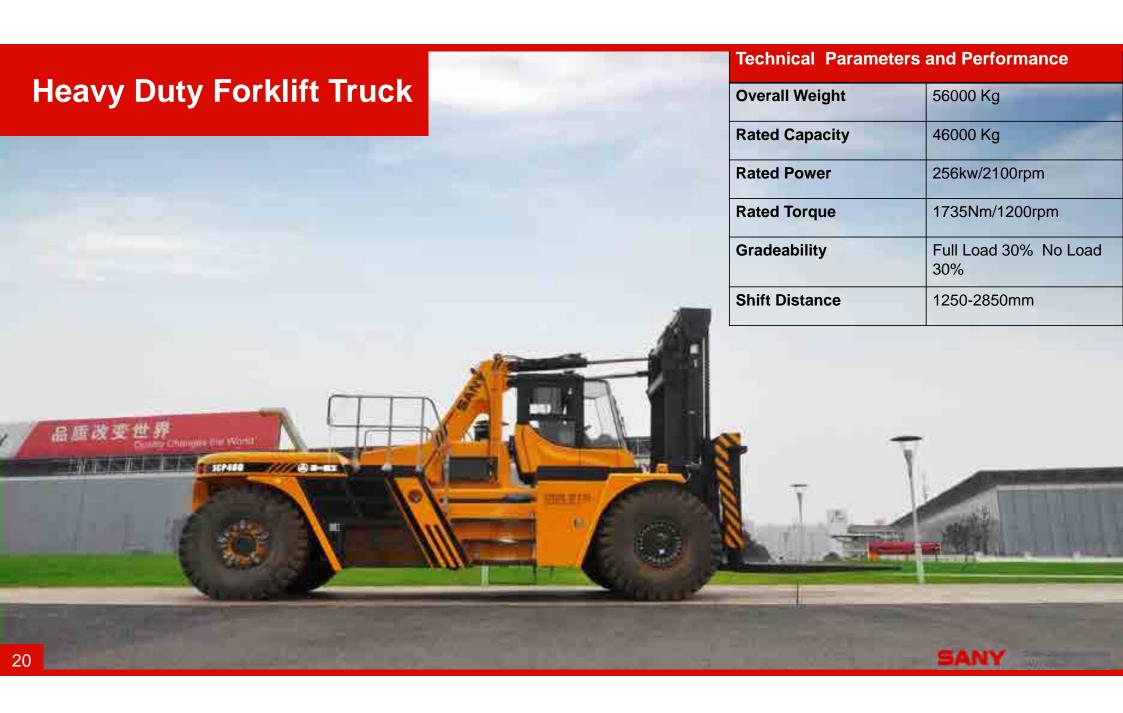
Tilt Stacker		
Rated Load	40t	
Dead Weight	80t	
Tilt Angle	60 <sup>0</sup>	

Steel Tube Stacker		
Rated Load	45t	
Dead Weight	80t	
Very versatile in any construction case or project		

Intermodal Stacker		
Rated Load	45t	
Dead Weight	75t	
Over Reach Length	7m	

Log Stacker		
Rated Load	40t	
Dead Weight	75t	
Max Height	18m	





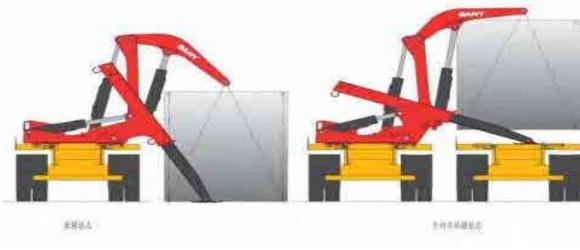
## **Container sideload Truck**





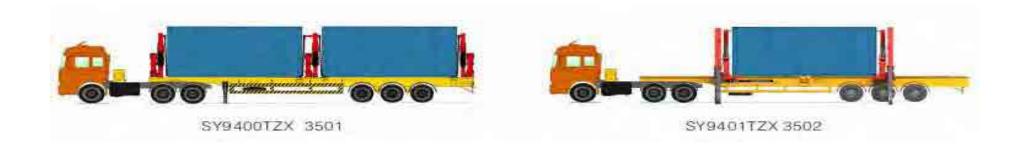


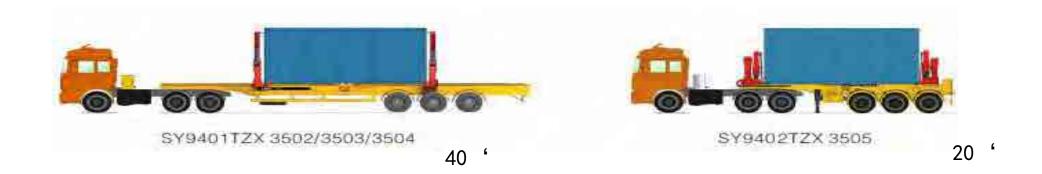




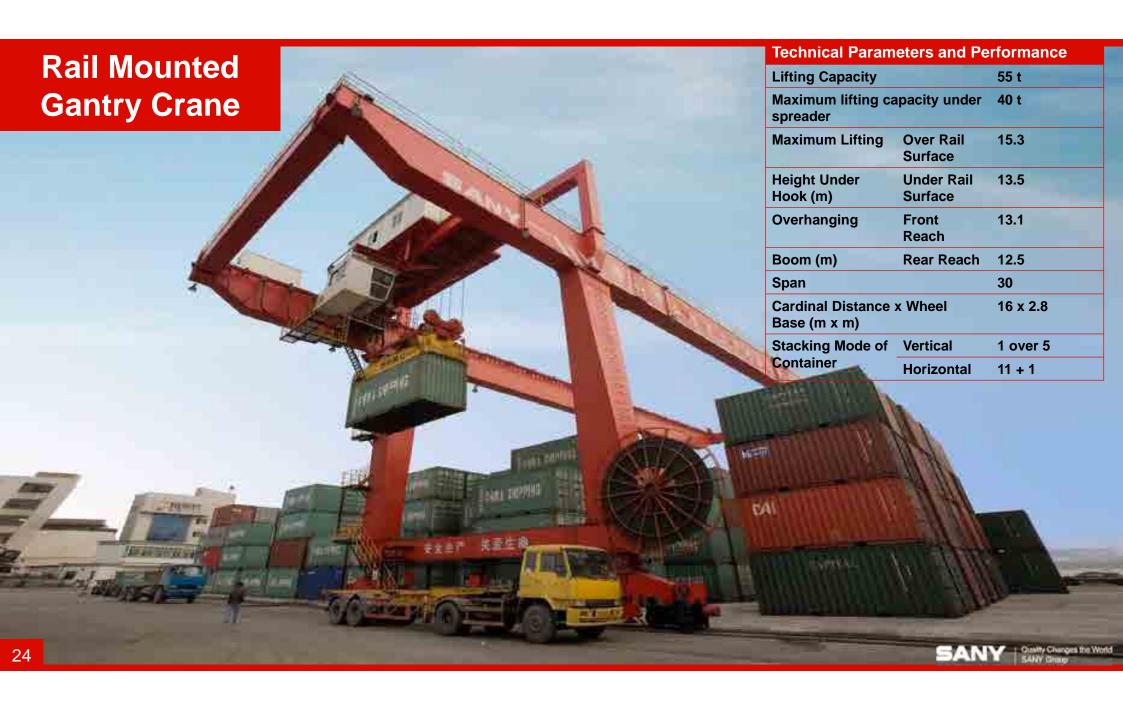
#### **Container sideload Truck**

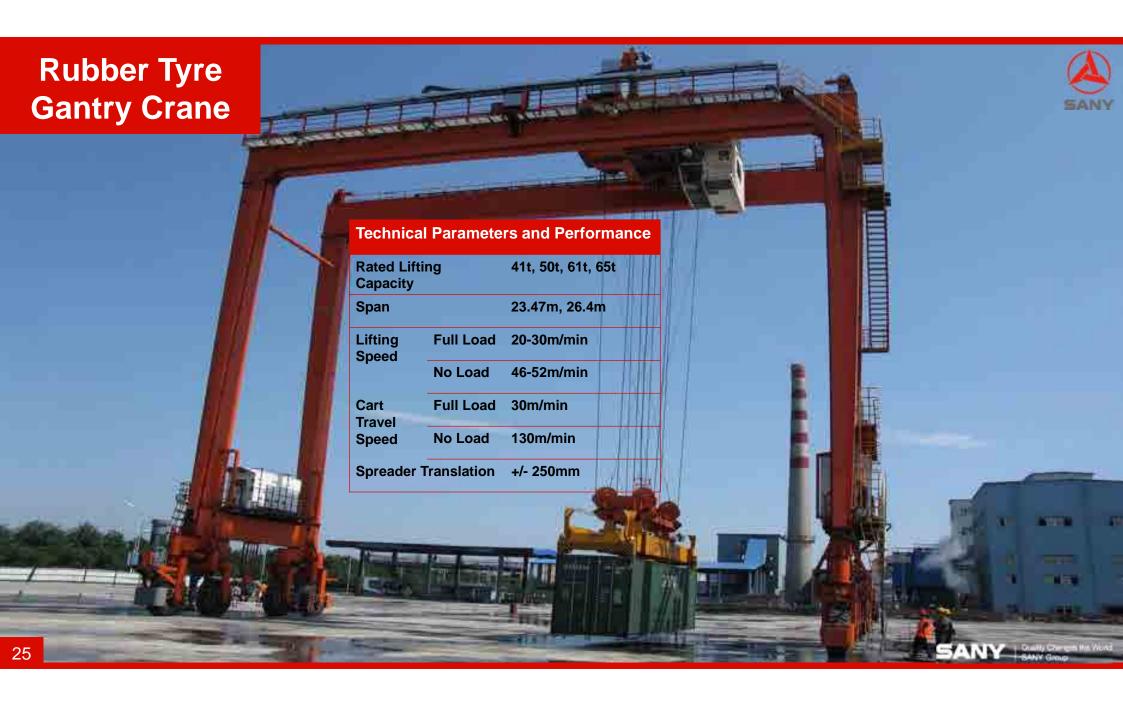


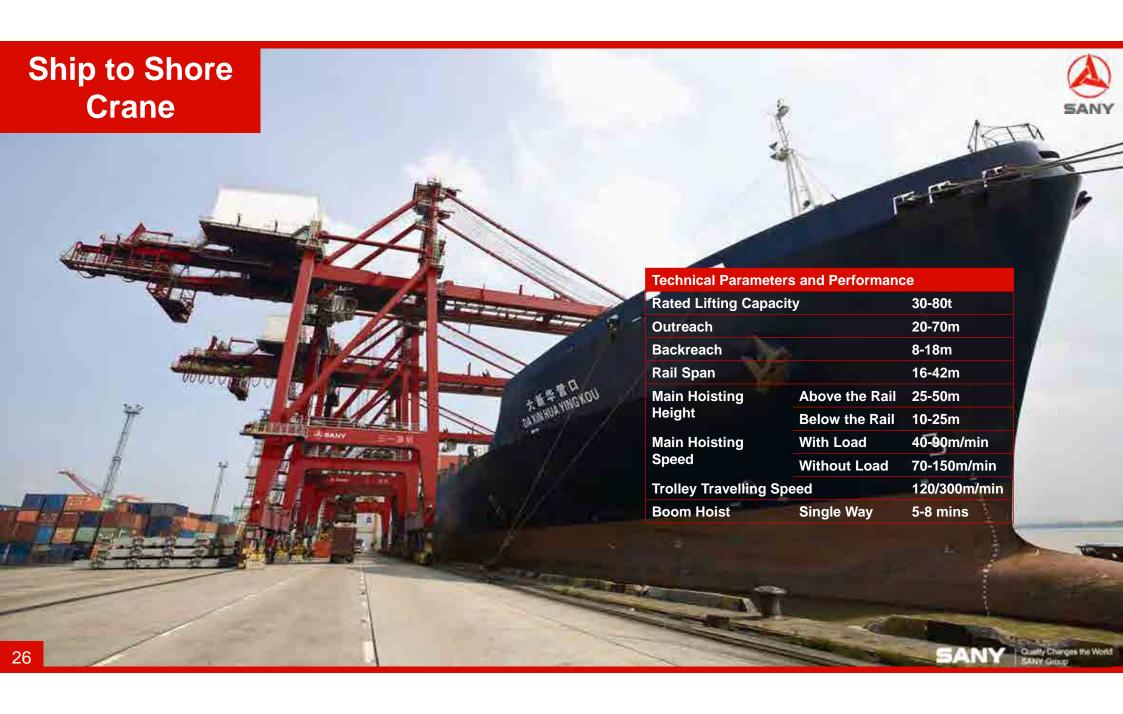












# **Ship to Shore Crane**

SANY STS working in the biggest port of hong kor Hutchison Whampoa



# SANY in Nigeria









- SANY Service engineers from both China and Nigeria with rich experience.
- SANY global GCP & CSM system is start to serve
- 70% parts supplied from SANY nigeria warehouse



