

# Transloading equipment: An optimum means for port freight handling

**Sennebogen Maschinenfabrik GmbH**, Straubing, Germany

Sennebogen (Germany) has been a developer and manufacturer of hoist and transloading equipment, including mobile port cranes and hydraulic crane loaders for more than 50 years. With its relatively narrow specialisations, Sennebogen won a worldwide reputation as a manufacturer of top-quality, reliable equipment and the developer of a number of designs that are used widely in many products from famous manufacturers throughout the world.

## The Russian market

In 2002 Sennebogen, together with ZAO Kwintd Madi, began concentrating on the Russian market and has since become one of the main suppliers of material handling machines for various industrial sectors such as the lumber industry, recycling and ports. Zao Kwintmadi has only been an official dealer and service provider for this make in Russia for the past three years. However, the first machines were delivered there in the 1970s, and are still in service. Therefore, it is very pleasing to note that this equipment is becoming more popular among Russian consumers, a significant portion of which are ports and stevedore companies. The number of Sennebogen users is increasing steadily in various regions of Russia and surrounding

countries. Previous deliveries help new customers objectively assess the advantages of the equipment and learn the opinion of specialists who have hands-on experience operating it.

Sennebogen loaders are already in service in seaports and river ports in Russia, including the Artic Circle and Murmansk Merchant Seaport, Ukraine, the Baltics and the Caucasus, on loading/offloading ships and elsewhere.

The Murmansk, in particular, held bidding for supply of transloading equipment in late 2005. The main work was for offloading coal, steel pellets and scrap metal from railway gondola cars and stacking. After objectively comparing the performance and cost of various types of equipment from several manufacturers, specialised transloading machines manufactured by Sennebogen were chosen.

The decision was made due to the following advantages of Sennebogen products:

- At present, Sennebogen manufactures the widest selection of models of transloading machines in the world, including models that have no equals in performance. The Series 880 machines can move cargo weighing eight tonnes a distance up to 33 metres, and maximum lifting capacity is more than 50 tonnes. The basic design



Sennebogen 835M offloading coal from gondola cars.

and configuration of all models is similar, so personnel don't need to be retrained. This is an obvious advantage for the future when a port decides to re-outfit, with new, modern equipment.

- Another important advantage is that Sennebogen transloading machines are specialised, rather than being modified excavators. The entire machine and its components are designed from the bottom up, with a good strength-safety margin and protection for operation under constant high loads, as well as good fuel economy.
- The design of the machines is simple and user-friendly for operators and mechanics. All components and assemblies requiring maintenance are readily accessible. The power plant, diesel- (or electrical-) hydraulic does not include electronic components, thus reducing down time and failures, especially in conditions with high humidity and temperature differences.
- Equipment maintenance and the supply of spare parts and consumables are centralised from Kwintmadi service centres and warehouses, or from a single warehouse in Germany. If the customer so wishes, the equipment can be serviced under a maintenance agreement, or independently using consumables recommended by the manufacturer.

Of course, one of the decisive factors in the choice of equipment is price. With all its advantages, Sennebogen equipment is in the same price range as excavators adapted for transloading. Thus, Sennebogen equipment pays for itself much sooner than alternatives, primarily due to the lower costs of fuel and maintenance.

### The Sennebogen Model 835M

The Murmansk port management and specialists professionally and scrupulously chose the manufacturer and dealer for the equipment. Port Assistant General Director Yurii Aleksandrov Shaginov devoted serious attention to assessing the reliability and stability of both the manufacturer and its official representative in Russia. Both companies, Sennebogen and Kwintmadi, are known in the market as traditionally reliable partners that always fulfil their obligations. The director of the port mechanisation department Yurii Georgievich Savchenko assessed the performance and cost of various models of transloaders. The Sennebogen Model 835M was chosen on the basis of calculations of transloading volume and performance as the first machine for the Murmansk port.

The machines are equipped with:

- An additional 'cold package' including heaters for the engine, hydraulic system and cab, and components and materials for sub-zero operation. The cold package is equipped with a timer,



Kinematic diagram of Sennebogen 880 EQ transloader – configuration on rail crane.

so that the warm-up time for systems and the cab can be pre-programmed. The machine will be ready for work; convenient, comfortable and safe, when needed.

- The Sennebogen Hydro-Clean superfine hydraulic fluid cleaning system, with a moisture separator and status indicator. This system greatly increases the time between hydraulic fluid changes, prolonging the service life of the hydraulic system.
- A hydraulic hoist for the cab.

The machines have been delivered to the port ahead of schedule, and Kwintmadi specialists have trained port personnel to operate them.

General Director of Oao Murmansk Merchant Seaport Viktor Vasilievich Morozov expressed the opinion that the partnership which has begun successfully must be continued and expanded.

Sennebogen and its Kwintmadi representatives in Russia fully agree with this opinion, and are always available for professional solutions of various problems, no matter how difficult.

#### ABOUT THE COMPANY

Since it was founded in 1952, the family company of Sennebogen has been developing and producing cranes, telescopic cranes, special machinery, materials loaders and hydraulic earth moving machinery.

The machinery is produced to the highest quality level at the Straubing and Wackersdorf sites in Germany. It is distributed worldwide via an extensive dealer network. The wide product range is comprised of a complete series of rope cranes, cranes, telescopic cranes, mobile telescopic cranes, material loaders and specialist carrying machinery. Sennebogen supplies flexible standard models as well as individual custom and specialist machinery, which it develops together with the customer. Sennebogen supports its customers with a comprehensive service package to ensure that the machinery is exploited optimally and efficiently.

#### ENQUIRIES

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