FUCHS Fördertechnik AG is the market leader in production and design of engine room cranes, monorail trolleys and monorail systems for the marine & offshore industry. The company, which looks back at a history of over 50 years with more than 4,800 crane deliveries, is located very close to Hamburg, Germany’s major seaport.

ENGINEERING EXCELLENCE ON DEMAND

Design meets precision and functionality. Each system constitutes an individual solution that delivers greatest effectiveness. From the very beginning the customer is part of a designated project team so as to ensure that the final solution suits perfectly the client’s specific requirements. FUCHS specialists always come up with the right solution.

FUCHS Fördertechnik AG provides in-house engineering, fabrication and stringent testing of all finished products to guarantee highest quality and safety standards. A fully trained service department ensures best after-sales support for clients around the globe. FUCHS offers top quality at sensible prices - MADE IN GERMANY.

ABOUT ALATAS

ALATAS HONG KONG – the sales and service partner of ITALGRU S.R.L. and MELCAL S.R.L., both based in Italy and FUCHS Fördertechnik AG in Germany - provides a comprehensive range of products and services for the marine & offshore industry including high quality marine & offshore cranes designed and manufactured in accordance to European and international standards featuring latest crane technologies.

Our pool of competent, highly-skilled and factory-trained service engineers collaborate with our partners’ engineers to assure the safe installation, commissioning, start-up and load testing of all cranes. Extended quality service is offered through troubleshooting attendance, parts supply, workshop repairs, crane upgrades and technical advice on a daily basis.

Established in 2005, ALATAS HONG KONG is part of the worldwide ALATAS Group and today is the preferred choice for many leading companies in the marine & offshore industry. ALATAS and its partners employ close to 1000 motivated and highly skilled professionals around the globe.

ALATAS CRANE PORTFOLIO

- Jack-up & semi-submersible rigs
- Wellhead platforms
- Drill ships, pipe-lay vessels
- FPSOs, FSOs, FLNGs
- Accommodation & maintenance vessels
- Subsea construction & DSV vessels
- AHTs, OSVs, PSVs
- Seismic & research vessels
- Bulk carriers, container & general cargo vessels
- Windmill installations
- Naval ships

OUR PARTNERS

FUCHS Fördertechnik AG

OUR CLIENTS

- AET TANKERS
- AGIP
- ARCTECH FINLAND
- ASSETANIAN MARINE
- ASL SHIPYARD
- BLOHM + VOSS
- BUMI ARMADA
- BW OFFSHORE
- CIMC RAFFLES
- CMA CGM
- CNOC
- COASTAL CONTRACTS
- CONOCO PHILLIPS
- CSL ASIA SHIPPING
- DAEWOO HEAVY INDUSTRIES
- DALIAN NEW SHIPYARD
- DAMEN HOEGEZAND
- DEEPOCEAN
- DDW – PAXOCEAN
- EMAS OFFSHORE
- ENI
- ESSAR
- FAR EAST OFFSHORE
- FEDERAL OFFSHORE
- FERROSTAAL
- FINCANTIERI
- FISHER OFFSHORE
- FRANKLIN OFFSHORE
- GEARBULK
- GREATSHIP GLOBAL
- GRYPHON ENERGY
- HALCYON OFFSHORE
- HALLIN
- HANJIN HEAVY INDUSTRIES
- HARWOOD MARINE
- HEREEMA MARINE
- HESS CARIGALI
- HYUNDAI HEAVY INDUSTRIES
- IHI MARINE UNITED
- INTERMARE
- JAYA
- JIANGSU RONGSHENG
- JP NELSON EQUIPMENT
- JURONG SHIPYARD
- KEPPLE FELS
- KEPPLE SHIPYARD
- KEPPLE SINGMARINE
- KVÆRNER MASA
- LARSON & TOUBRO
- LEESING
- LION GLOBAL OFFSHORE
- LOYANG OFFSHORE ENG.
- MALAYSIA SHIPYARD
- McCONNELL DOWELL
- McCONNELL DOWELL
ITALGRU s.r.l. was founded in 1954 and has since then established itself as a leading supplier of marine & offshore cranes in the global oil & gas industry. Based in Ambivere, Italy, the company has designed, manufactured and supplied more than 1500 marine & offshore cranes to customers worldwide.

ITALGRU consistently works towards improving its products and services while meeting the demands of its clients. The company’s products display the highest workmanship quality and full traceability – from the initial steel plate-up to the final commissioning and start-up of the crane – is available for customer review. All ITALGRU offshore cranes are designed and manufactured to meet all international standards including EN, BS, FEM, DIN, API 2C, NORSOK, ATEX and can be certified by all leading classification societies.

ITALGRU’s crane range includes rope luffing pedestal cranes, ram luffing stiff boom cranes, knuckle boom cranes and subsea cranes with active heave compensation. All cranes can be powered either with diesel-hydraulic or electro-hydraulic systems and feature a compact design based on modular systems with or without machinery house. ITALGRU’s in house designed electronic type crane management system ensures smooth and precise crane movements. A range of options for auxiliary winch systems, man-riding functions among others are available.

MELCAL MARINE offshore cranes & lifting appliances improve safety, reliability and flexibility, being your first choice global supplier for engineering, manufacturing and service of marine and offshore cranes & lifting appliances.

MELCAL MARINE based in Sicily, Italy offers one of the world’s broadest purpose built range of state-of-the-art lifting solutions and services for the marine & offshore industry. Melcal Marine products vary in different types and models, from stiff boom, telescopic boom, knuckle boom, knuckle telescopic boom and foldable knuckle telescopic boom cranes to cherry pickers, pipe handling systems, a-frames, winches, rescue cranes, launch and recovery systems characterized for a wide variety of applications, working conditions, different options and accessories.

Based on the ability to work closely with our clients, classification societies and maritime authorities MELCAL MARINE aims always to find the most innovative and efficient crane solutions, always bearing in mind safety, reliable design, performance and meeting the most demanding rules and regulations.

Through a worldwide network of branch offices and sales & service partners covering all major marine & offshore regions MELCAL MARINE supports its clients on a constant basis.
ITALGRU lattice boom offshore pedestal cranes are the right choice for different applications that require high lifting capacities at medium and high outreaches. The rope luffing lattice boom type cranes allow for a lighter design of the boom thus offering higher lifting capacities.

All cranes are available with either electric or diesel prime movers that can be customized for operation in both safe and hazardous areas. The unique design of the TS crane allows for adequate access for maintenance and inspections.
**Offshore Lattice Boom Pedestal Cranes**

**MAIN FEATURES**

- Compact, modern crane design using modular systems for ease of service and maintenance
- ITALGRU electronic crane management system
- To avoid overloading of the power pack a power output regulator controls and guarantees excellent operating efficiency
- Closed hydraulic systems for hoisting and slewing motions for precise crane movements
- Auxiliary winches, man-riding application, AHC, low temperature packages and other options are available
- All winches are mounted on the main frame for easy access and safe maintenance

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ITALGRU Lattice Boom Pedestal Crane Type TS 500 DH – SAIPEM – ENI CONGO - Barge TAD

ITALGRU Lattice Boom Pedestal Crane Type TS 1200 EH – TECHNIP – PETRONAS FLNG Project

ITALGRU Lattice Boom Pedestal Crane Type TS 500 DH – ABU QIR PETROLEUM
MELCAL MARINE box boom cylinder luffing pedestal cranes are reliable and low maintenance cranes, designed for general cargo handling, service and offshore applications, onboard various vessel types and offshore units.

Purpose built to your requested specifications, in different boom lengths, lifting capacities and for internal and external lifting at different sea state working conditions. All SL series cranes can be equipped with different accessories and class certified by all leading classification societies.

**MAIN FEATURES:**

- Versatile applications
- Manufactured to the most demanding safety rules and regulations
- Designed to operate in the most harsh environments
- Low center of gravity
- Operation of 2 or more functions simultaneously
- Continuously variable speed control from zero to max speed
- User and maintenance friendly
- Norsok M 501 System 1 coating
- Documentation package to NS5820
ITALGRU box boom type offshore cranes are available with either a diesel-hydraulic or electro-hydraulic drive system. The modular design allows the cranes to be equipped with a machinery house on the rear side of it or alternatively a compact version is available where the crane’s prime mover is situated within the interior of the slewing column.

The diesel-hydraulic versions use a stand-alone power source that runs independent from the rig or FPSO and serve as the ideal solution to provide reliable and trouble-free operations on unmanned platforms or installations that require autonomous crane operation.

**MAIN FEATURES:**

- Compact, modern crane design using modular systems for ease of service and maintenance
- ITALGRU electronic crane management system
- To avoid overloading of the power pack a power output regulator controls and guarantees excellent operating efficiency
- Closed hydraulic systems for hoisting and slewing motions for precise crane movements
- Auxiliary winches, man-riding application, AHC, low temperature packages and other options are available
- All winches are mounted on the main frame for easy access and safe maintenance
ITALGRU knuckle boom offshore pedestal cranes are the right choice for applications with limited space available. The modular design allows the cranes to be equipped with a machinery house on the rear side of it or alternatively a compact version is available where the crane’s prime mover is situated within the interior of the slewing column.

All knuckle boom cranes are available with either electric or diesel prime movers that can be customized for operation in both safe and hazardous areas. The unique design of the cranes allows for adequate access for maintenance and inspections.

**MAIN FEATURES:**

- Compact, modern crane design using modular systems for ease of service and maintenance
- Cranes available with or without machinery house
- ITALGRU electronic crane management system
- To avoid overloading of the power pack a power output regulator controls and guarantees excellent operating efficiency
- Closed hydraulic systems for hoisting and slewing motions for precise crane movements
- Auxiliary winches, man-riding application, AHC, low temperature packages and other options are available
The MELCAL MARINE knuckle and telescopic boom cranes, types JL, FL, KL, TL and JTL are reliable and low maintenance space saving cranes designed for general cargo handling, service and offshore applications, onboard various vessel types and offshore units.

Compact design and purpose built to your requested specifications, in different boom lengths, lifting capacities and for internal and external lifting at different sea state working conditions.

All cranes can be equipped with different accessories and class certified by all leading classification societies.

**MAIN FEATURES:**

- Versatile applications
- Manufactured to the most demanding safety rules and regulations
- Designed to operate in the most harsh environments
- Low center of gravity
- Operation of 2 or more functions simultaneously
- Continuously variable speed control from zero to max speed
- User and maintenance friendly
- Norsok M 501 System 1 coating
- Documentation package to NS5820
ALATAS also offer the following offshore equipment:

- Hydraulic Power Units (HPU’s)
- Wind Power Plant Cranes
- Flow Boom Provision Cranes
- A-Frames
- Winches
- Gangways
The MELCAL MARINE MPH Series are versatile and reliable pipe handling and general cargo cranes. Purpose built for pipe or general cargo transfer, these cranes come in different boom and telescopic extension lengths and with lifting capacities from 60 to 2000mt.

All MPH series cranes can be equipped with different gripper yoke sizes and accessories and class certified by all leading classification societies.
ITALGRU and MELCAL active heave compensated subsea offshore cranes have been designed for the most challenging conditions. With lifting capacities up to 300 tons down to 3500 meters depths, ship-to-ship or subsea lifts to and from the seabed are controlled by a powerful control system ensuring safety and precision in any situation. All functions for active heave compensation, auto-tension, tugger and auxiliary winch functions are an integral part of the control system. The proven Bosch Rexroth AHC system has been adapted to perfectly match the innovative ITALGRU and MELCAL range for subsea cranes. Active heave compensated crane designs are available for all types of cranes including lattice, knuckle boom, box boom and telescopic type cranes.
Subsea Offshore Cranes

Capacities from 10 to 300 tons ● Active Heave Compensated ● up to 3500 m Subsea Deployment

OPTIONAL FEATURES:

- Dynamic load calculators
- Wire log
- Snatch damping
- Remote control

- Low temperature package
- Man-riding
- Operator training
- Remote diagnostics

MELCAL Telescopic Boom Crane Type TL 300 T3 AHC

ITALGRU Box Boom Crane Type TC 5000 EH AHC

www.alatas.com
MARKET LEADER’S EFFICIENCY

One of the main tasks to be solved when designing engine room- and pump room cranes is the efficient utilisation of the often very limited space on-board. FUCHS Fördertechnik AG provides the required special designs with low headroom and optimised hook approach to suit the individual conditions. In this field FUCHS is the undisputed market leader. These strong cranes are available in load capacities of more than 30 tons.
Engine Room Cranes & Travelling Trolleys

TOP QUALITY BY ALL STANDARDS

Maximum quality of every finished FUCHS product is assured by the DNV-certified Quality-Management-System in accordance with DIN EN ISO 9001 and the individual tests carried out by the nominated classification society e.g. ABS, BV, CCS, DNV, GL, KR, LR, RINA and national flag authorities such as CSA, SBG, USCG etc. chosen by the client.

FUCHS Double Girder Pump Room Crane SWL 30.0 tons – Dredger

COMPACT PERFECTION

One of FUCHS’ key competence lies in the design and development of technically perfected Monorail Trolleys and Radius-going Trolleys, which are ideally adapted to the given layout and special conditions. Trolleys with load capacities up to 5t are equipped with rack and pinion drive and achieve a track radius of less than 1000mm. For loads up to 25t a radius of 1800mm is achievable. Load capacities of more than 25t are available on request.

FUCHS Radius Monorail Trolley SWL 25.0 tons – Dredger

FUCHS Monorail Trolley SWL 1.0 tons – Helicopter Carrier – Navy Vessel

www.alatas.com
PROVISIONS AND MORE
Lifting provisions on-board is only one of many possible applications for the reliable FUCHS monorail or telescopic crane systems e.g. trouble-free handling of spare parts and general cargo.

The cranes are suitable for any kind of load or vessel and many technical solutions are available such as frequency controlled travelling systems, wireless remote control, floodlights and high travel speeds for maximum utilization.

HEAVYWEIGHT CHAMPIONS
Provisions must be taken aboard within the often very tight schedules of calls at port. Provision cranes from FUCHS come with a sturdy design and guarantee a long service life and high durability regardless of wind and weather conditions.

Equipped with a platform along the whole length of the crane, easy and safe access is provided for. FUCHS cranes are built to be 100% reliable. Fast two speeds hoisting and frequency control for dynamic travelling operation make sure that everything runs smoothly and without delay. Remote controls are an option for easy handling.
In the field of special ship design FUCHS accepts every challenge. Innovative solutions installed on numerous yachts, marine crafts and offshore vessels clearly demonstrate FUCHS’ abilities e.g. helicopter service cranes, special cranes for handling of ammunition, torpedoes and fire walls.

The same applies for the offshore industry, where FUCHS have gained a worldwide reputation with highly specialised cranes and trolleys. Before delivery every FUCHS product is tried and tested thoroughly in the presence of the appointed classification society. (FAT - Factory Acceptance Test)

SYSTEM-ORIENTED SOLUTIONS

YACHT AND MEGA YACHT CRANES - INDIVIDUAL DESIGN IS OUR STANDARD

To meet the special demands and difficult design conditions of this very sophisticated ship type, a high degree of individuality, quality and design is required. In order to satisfy every special request, FUCHS’ highly experienced staff are continually designing and producing new and improved cranes and creating solutions for the handling of tender boats, jet skis, for servicing the main engine or even for a helicopter hangar – to name just a few possible applications.

FUCHS cranes are on board of at least six of the top ten mega yachts.
ALATAS and its partners are fully aware of our clients’ requirements and expectations. We are committed to maintaining long-term relationships with our customers in the marine & offshore industry to deliver safe, cost effective and efficient high quality service solutions.

Since its inception in 1988, ALATAS has built up an excellent reputation and is today the preferred crane service partner for many ship and offshore crane users. Our customer support commitments include:

**Crane Installation & Commissioning - New & Used Cranes**
- For every crane delivered by ALATAS or its partners, we carry out full installation, commissioning, start-up and load testing with our multi-disciplined, factory trained crane service engineers. ALATAS offers the entire project management with all associates services.

**Spare Parts & Component Repair**
- Availability of spare parts for more than 20 years
- Stock availability combined with fast delivery
- Service exchange program for hydraulic pumps & motors
- Hydraulic pump and motor repairs and refurbishments
- Gearbox and winch engineering and repairs
- Boom and cylinder repairs
- Electronic components repairs & upgrades
- Parts available for all major crane brands

**Service & Maintenance**
- Experienced and factory trained service technicians (multi-skilled) are available from ALATAS, FUCHS, ITALGRU and MELCAL.
- All service engineers are supported by a professional team of factory based specialists
- Our services include crane inspections, emergency repairs, refurbishments, re-certification, crane failure investigations, accident investigations and crane maintenance programs.
- Our engineers are also able to upgrade existing cranes to the latest systems in accordance with compliance rules and regulations. These upgrades include but are not limited to: new hydraulic systems, new electronic systems and general upgrades of cranes
- Installation of additional safety features including emergency brake systems, man riding capability, mooring, GOP among others

**Training for Operators & Maintenance Personnel**
- ALATAS and its partners provide comprehensive training programs in Italy & Germany or on-site at the customers’ premises by specialized, highly skilled professionals with extensive field experience

**Crane Engineering & Design**
- ALATAS Crane Design GmbH offers experienced, competent and specialized crane design and structural engineers for mechanical, structural, electrical and hydraulic systems upgrades or repairs. We support projects for crane replacements, accident repairs, full crane upgrades among many others.

**Cranes Covered**
ALATAS offers an alternative for customers who are looking for an independent crane specialist.

We carry out repair and full overhaul services and supply parts for most marine & offshore crane models and makers:

**Cranes Covered**

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hongkong@alatas.com.hk
ALATAS just recently finished the installation of two new lattice and knuckle boom ITALGRU offshore cranes type TS 1200 EH and type TK 820 EH onto the Pipe Laying Vessel CASTORONE, built by KEPPEL Singmarine for ENI SAIPEM. Both cranes are especially designed for low temperature operation of up to -40° Celsius.

ALATAS was tasked to source, procure, transport, repair, install, commission, start up and load test two used deck cranes onto a barge to be used for coal trans-shipment. With a detailed planning and project management approach ALATAS carried out the installation ahead of the tight schedule.
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