

# COMMITTED TO LIFTING EVOLUTION

CORPORATE DOSSIER



**COMANSA**







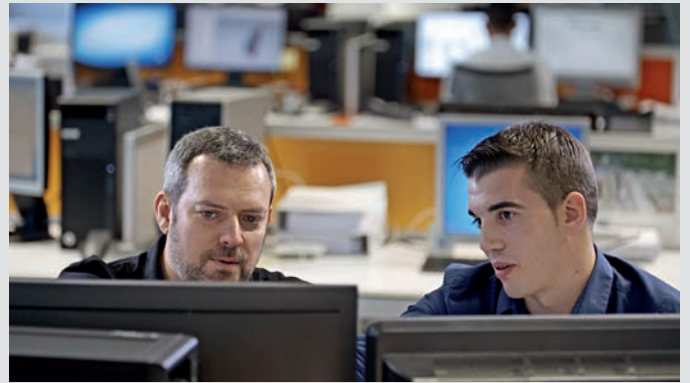


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# COMMITTED TO LIFTING EVOLUTION

The core values of the COMANSA team include a commitment to customers and a constant drive to develop competitive solutions and products.





**COMANSA** is a multinational company that specialises in tower cranes and offers its services throughout the world.

Since acquiring Linden in 1983, COMANSA has developed and applied modular design across its entire range of cranes.



**COMANSA IN FIGURES**



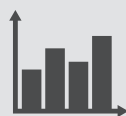
**+ 70 COUNTRIES**  
with sales and service coverage



**+ 20.000 CRANES**  
manufactured



**+ 500**  
employees



**+ €100 million**  
turnover

**+ 50 YEARS**

of experience in designing, manufacturing, supplying and offering support services for tower cranes, together with the trust of numerous customers worldwide, makes COMANSA one of the sector's leading specialist companies.

COMANSA is a pioneering manufacturer in developing the modular design without pendant lines, based on the renowned **Linden** concept, which was revolutionary in the 1970s.



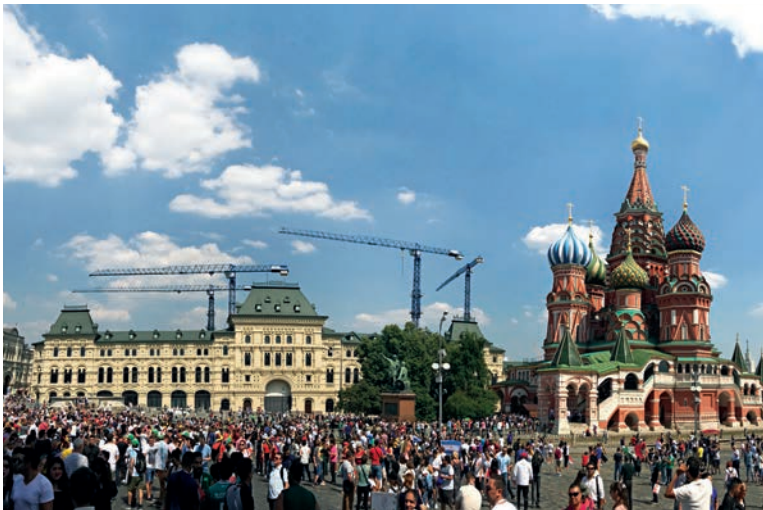
Through its commitment to this concept and the subsequent development of the original design, COMANSA was a forerunner in creating the new **Modular System of Flat-Top** tower cranes a strategy which has since been adopted by the rest of the industry because of its enormous benefits to customers.



# COMANSA IN THE WORLD

COMANSA provides service to its customers and manages all technical, sales and post-sales queries from around the world from its offices in Spain, the United States and China

COMANSA cranes in Moscow's Red Square (Russia), in the Kansas Statehouse (United States) and in the Burj Vista project in Dubai (United Arab Emirates).



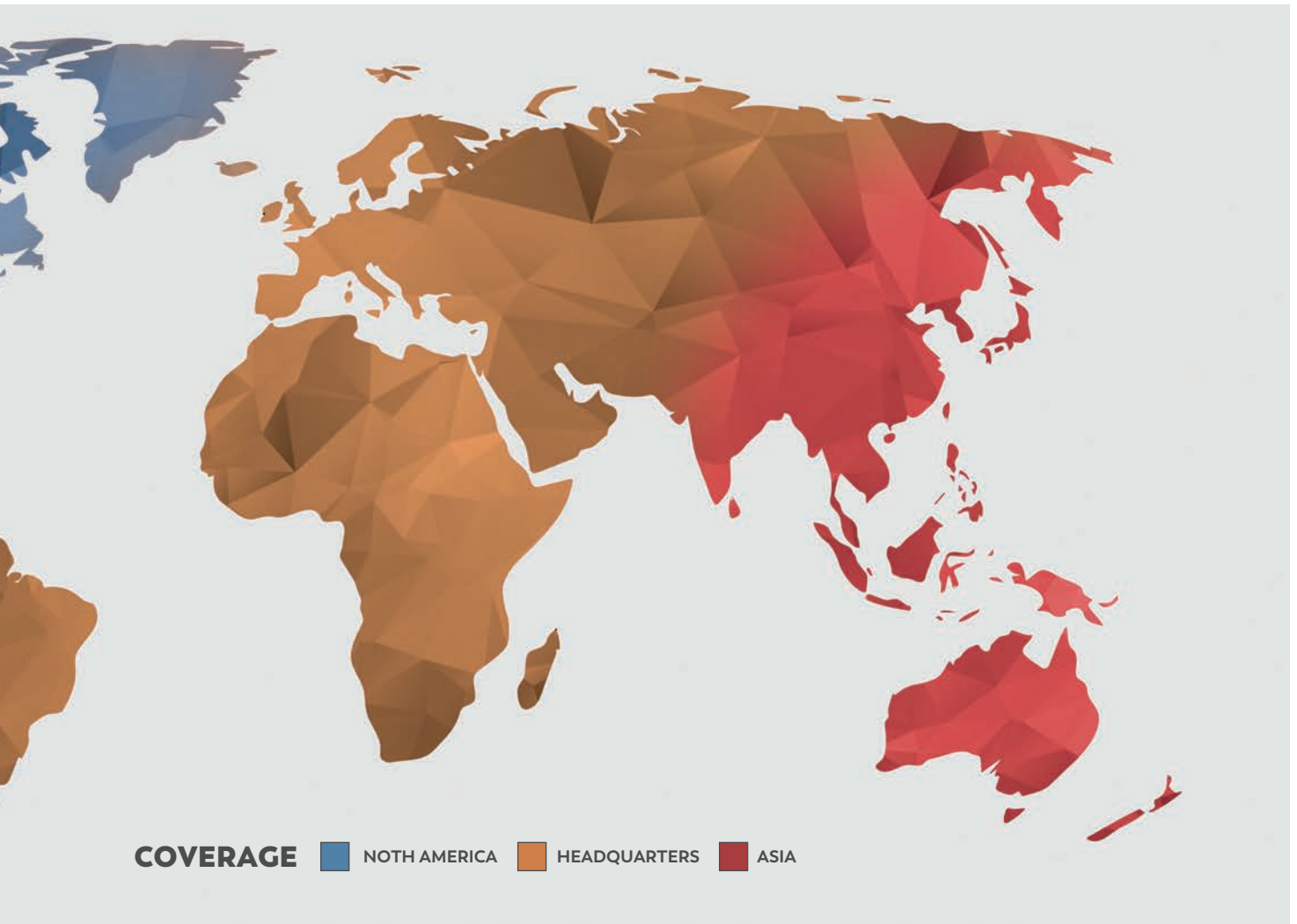
 UNITED STATES

## N. AMERICA

COMANSA has been operating directly in North America since 2002. From its offices in Pineville, near Charlotte, North Carolina, COMANSA provides sales and service coverage to its customers in the United States and Canada.

Its facilities include training classrooms and a large warehouse which stocks sections and spare parts to provide a responsive and effective service in the region.





SPAIN

## HEADQUARTERS

COMANSA's headquarters have been in the town of Huarte-Pamplona since the company was founded. Its facilities include a production centre for manufacturing the entire LC range, as well as the group's central services.

COMANSA's headquarters in Spain are where the company's sales and after-sales services for Europe, Africa, Latin America and the Middle East are based.



CHINA

## ASIA

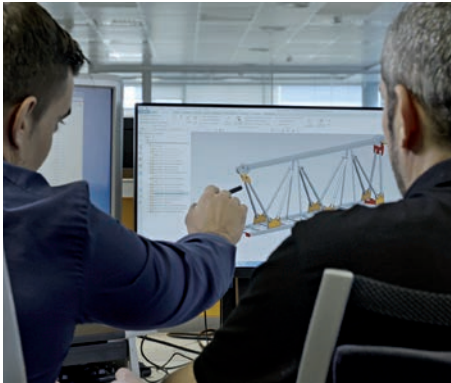
The factory in Hangzhou, China, opened in 2006 and the facilities were renovated and expanded in 2015. This production centre manufactures the CM range which is distributed in Asia, South America, Africa and the Middle East.

COMANSA offers sales and after-sales services to the Asia and Oceania markets from these modern facilities.

## EUROPEAN DESIGN...

COMANSA'S R&D DEPARTMENT IS BASED IN ITS HEADQUARTERS IN SPAIN.

It is a large and experienced team of industrial, mechanical and electrical engineers who perfectly understand the market's needs and develop applications in line with customer requirements.



COMANSA headquarters in Huarte-Pamplona, Spain.



Factory in Hangzhou, China.

## ... GLOBAL MANUFACTURING

Aware of market demands, COMANSA has implemented a flexible manufacturing management system at its production plants located in **Huarte-Pamplona** (Spain) and **Hangzhou** (China). COMANSA's modern factories have been designed for "**Lean Manufacturing**", enabling them to:

- **Continually adapt and optimise** production processes.
- Conform to **tight delivery schedules**.
- Offer customers a **streamlined response**, regardless of where they are located.





## COMANSA'S HIGHLY TECHNOLOGICAL PRODUCTION PROCESS

The use of a combination of qualified professionals and robots in the welding process, high-precision CNC machinery, as well as exhaustive quality control in all manufacturing phases, ensures the optimal transformation of raw material into high-quality products with great finishes.

COMANSA's factories have been optimised to streamline the production process.



# WHY COMANSA?

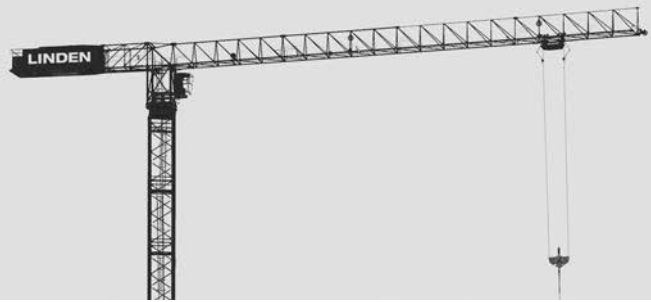
Over its history, COMANSA has made great efforts in terms of technological consistency and has taken these advantages to a new level, making them its hallmark and part of the DNA of its products.



Construction of the CHUM Hospital in Montreal, Canada.



THE **LINDEN** LEGACY IS CLEARLY REFLECTED IN THE FEATURES OF THE ENTIRE COMANSA RANGE



## FLAT-TOP DESIGN

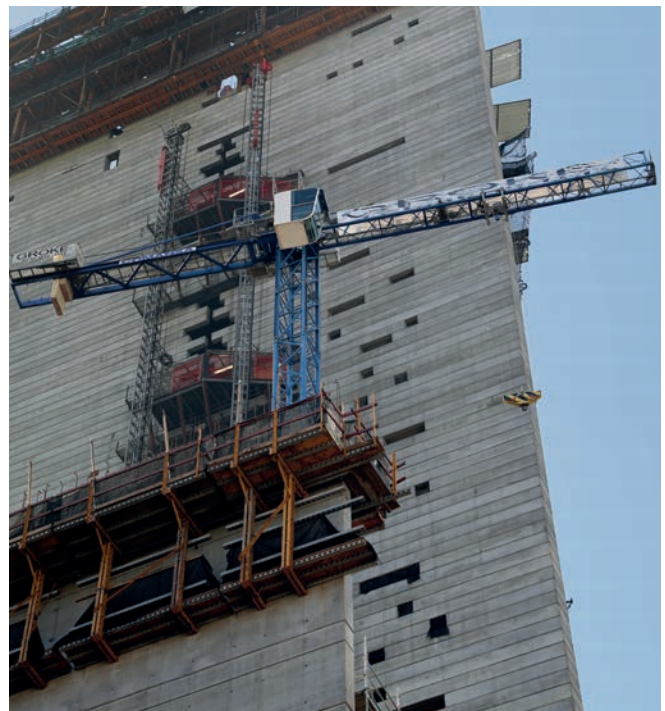
- **Easy, quick and safe** assembly thanks to the design without pendant lines.
- **Savings on materials and assembly time** in projects with **overlapping cranes**.
- **Long useful life.**



Expansion of the Benito Villamarín stadium. Seville, Spain.

## MODULARITY

- **Great versatility** thanks to the large number of possible configurations.
- **Crane assembly adapts** to the conditions of each project.
- **Optimised investment:** different models share the same structural elements.



Construction of the Torre Reforma in Mexico City.



## CUSTOMER SERVICE

COMANSA's customers work under pressure and with very tight schedules. COMANSA is very familiar with the demands of construction projects, that is why it puts its entire team at the service of the customers.

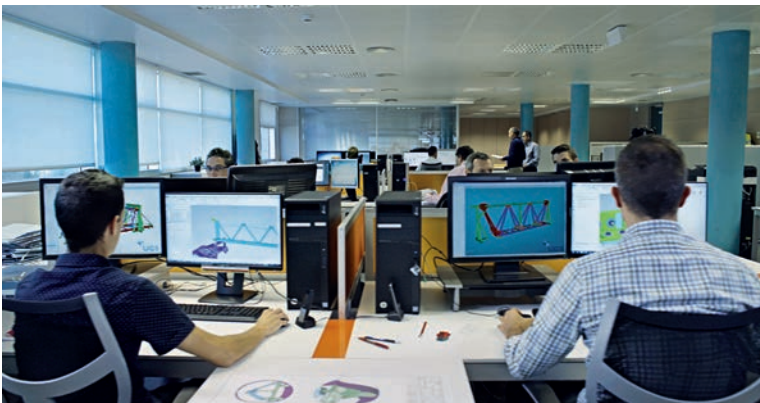


Assembly of the LCL700 luffing-jib crane in the Rufus 2.0 Block 21 project in Seattle, United States.



# COMMITTED...

From the R&D Department to After-Sales Department, the entire COMANSA team is customer-focused, allowing it to provide a responsive and friendly service adapted to the needs of the market.



MahaNakhon Tower in Bangkok, Thailand.

COMANSA provides its customers more than a service by supporting them in whatever they may need: technical training, spare parts supply, design of special solutions, assistance in erecting cranes, optimisation of crane resources on-site, etc.

# ...TO LIFTING EVOLUTION

In line with this philosophy, and in seeking the same benefits for its customers, **COMANSA has continued developing the Linden system and has added new designs and uses**, some of which clearly set **COMANSA** apart in the market, such as:

## CUBE CAB



- **Maximum productivity, comfort and aesthetics** in a cab.
- **Optimal view** of the load and the work area.
- **Better control** over operations and the site **for greater safety**.
- **Spacious and comfortable** interior.
- **Fully equipped**.



*\* Available in practically the entire LC range*



**CUBE CAB**

## SINGLE/DOUBLE TROLLEY SYSTEM WITH AUTOMATIC SWITCHOVER



Construction of the Kista Tower. Stockholm, Sweden.

Optimises the load chart for Flat-Top cranes:

- **Greater speed and jib-end load** working with a single trolley.
- **Maximum load capacity** working with the double trolley.
- **The switchover is done very quickly** using the operator's controls.



**DOUBLE TROLLEY**



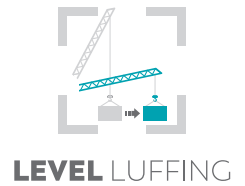
In addition, COMANSA has developed several technological systems to improve the performance of its cranes:

## LEVEL LUFFING



Noble Ploenchit Condominiums. Bangkok, Thailand.

- Coordination between **luffing and hoisting** movements.
- Comes standard on almost all **luffing-jib cranes**.
- Enables a load to be moved **horizontally, automatically** keeping it at the same height.

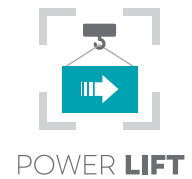


## POWERLIFT



Paducah - McCracken Riverport. Kentucky, United States.

- Comes standard in all **Flat-Top cranes**.
- Improves the load chart by **10%**.
- Works at a **lower speed**, **increasing the load capacity** in jobs that require it.
- System **activated by the crane operator**.



## EFFI PLUS



Cerro Dominador solar complex in Antofagasta, Chile.

- **Significantly increases the hoisting and lowering** speed for light loads.
- **No increased power or consumption**.
- **Shortens work cycles**.
- **Increases the productivity** of the crane.
- Used with all hoist mechanisms between **24 and 110 kW**.



Oruro cement plant  
in Bolivia.





# A COMPLETE RANGE OF TOWER CRANES FOR ANY KIND OF PROJECT

Kibali Mine, Democratic Republic of the Congo.



Vard Shipyard. Ålesund, Norway.

Rajpura Thermal Power Station, India.



# COMANSA FLAT-TOP CRANES

All of COMANSA's horizontal-jib cranes feature the Flat-Top design, making them easier to erect and giving them a major advantage in projects that use several cranes at the same time.

Keeyask Hydroelectric  
Power Station.  
Manitoba, Canada.



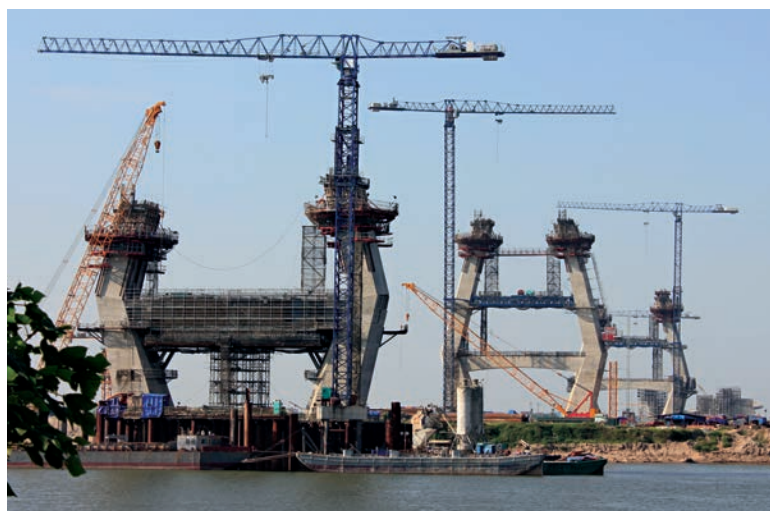




Azuri Peninsula Residential Complex.  
Lagos, Nigeria.

## COMANSA's Flat-Top cranes have maximum loads ranging from 4 to 90 tonnes.

Remodelling of the Jornalista Mário Filho or "Maracanã" Stadium. Rio de Janeiro, Brazil.



Nhat Than Bridge in Hanoi, Vietnam.

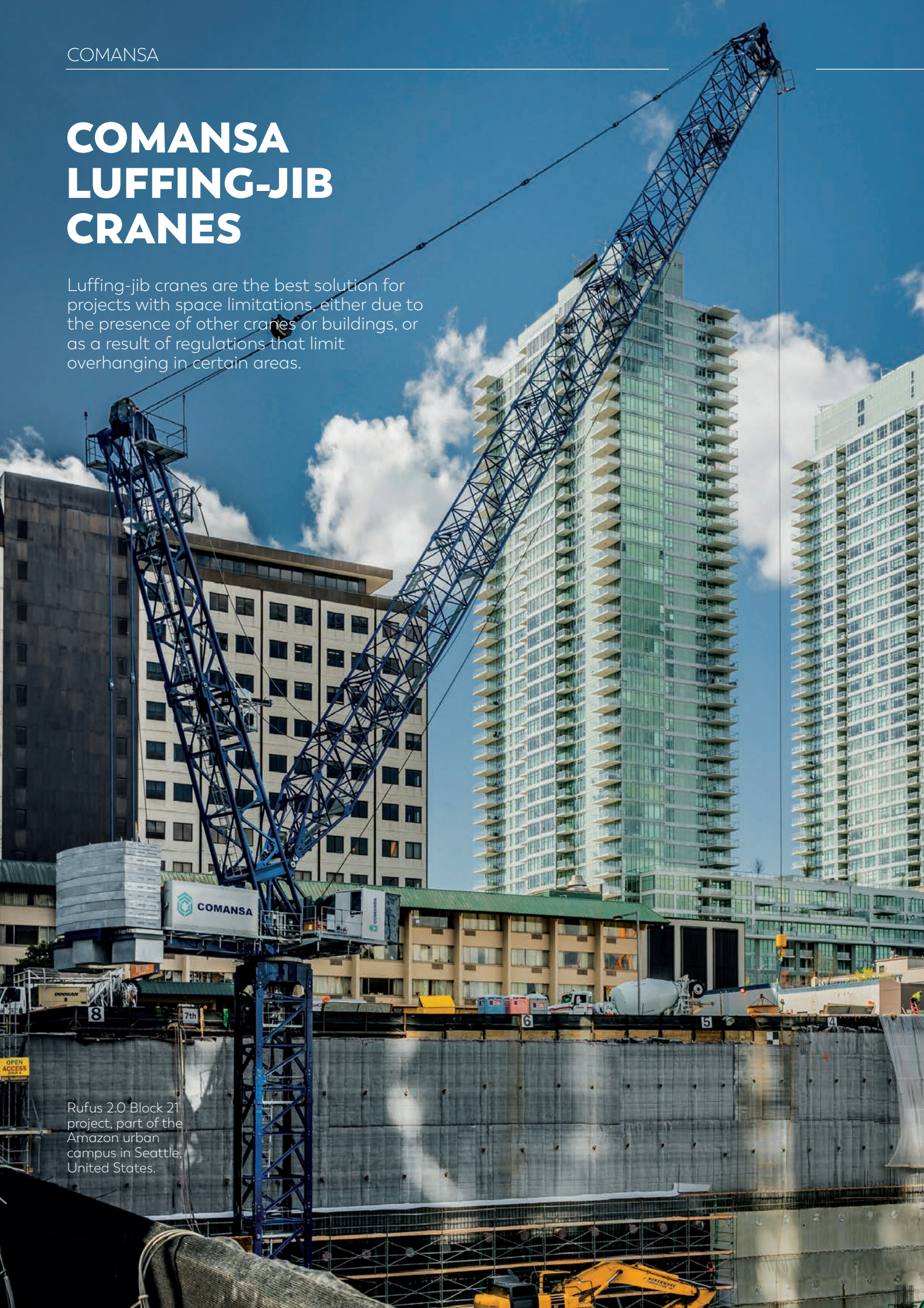
COMANSA's range of **Flat-Top** cranes is composed by several series with **highly interchangeable tower and jib sections**, greatly increasing configuration possibilities for customers, making rental fleets easier to manage and reducing investment costs.



# COMANSA LUFFING-JIB CRANES

Luffing-jib cranes are the best solution for projects with space limitations, either due to the presence of other cranes or buildings, or as a result of regulations that limit overhanging in certain areas.

Rufus 2.0 Block 21 project, part of the Amazon urban campus in Seattle, United States.





## COMANSA's range of luffing-jib cranes have maximum loads ranging from 8 to 64 tonnes.

Iconsiam Residences in Bangkok, Thailand.



National Art Gallery, Singapore.

The luffing jib enables these cranes **to work on sites avoiding any potential obstacles.** COMANSA's luffing-jib cranes are included in the LUFFING family, with a wide variety of models and features.

Remodelling of the historic Old War Office building in London, United Kingdom.

# CORPORATE SOCIAL RESPONSIBILITY

COMANSA has been gradually including social responsibility criteria in its strategy, planning and management since 2014.

COMANSA understands social responsibility in terms of economic, environmental and social perspectives, and is committed to a long-term process based on specific targets.



Move forward along the path to sustainability, governed by ethical principles and responsible behaviour, and a stronger link between the company and the community where it carries out most of its work.

COMANSA headquarters in Huarte-Pamplona, Spain.









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