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JCHI to access Europe

Chinese manufacturer Beijing JingCheng Heavy Industry (JCHI) is in the final stages of launching its range of access platforms in Europe. The company - an IPAF member - attended the recent IPAF Summit meeting where Cranes & Access talked to vice technical director Bai Ri about the company and its plans for the future.

JCHI has been eyeing the European market for its range of access platforms for some time. Attending its second IPAF Summit, the company is raising its profile and building up distribution contacts with a view, it says, to entering the market in a big way. Like many Chinese companies, little is known about JCHI outside of its home market where it currently sells most of its production. Formerly BQ Crane Works it claims to be the first modern crane manufacturer to be established in China, producing machines in the 1950's. Truck and port cranes are still part of its product line. Over recent years the cranes have been superseded by its aerial work platforms but the crane side of the business is also growing again.



Bai Ri

"We were the first Chinese company to enter into a joint venture with a foreign company," said Bai Ri speaking through his information management specialist and translator Liu Wenjing. "We now have several joint ventures producing a wide range of equipment. We also make our own truck crane which we sell

into Russia and a three and four axle All Terrain chassis that can be used either for 25 and 35 tonne cranes or as the base for an access platform. We are also working on a new 50 tonne chassis."



The new range of boom lifts has working heights from 24 to 40 metres

The company has also recently developed a heavy-duty, three axle, 55 tonne capacity lattice boomed crane - the QLY 55 - aimed at work in docks and industrial applications. Its joint ventures include BQ Tadano Crane Co which was set up in March, 2003 and produces cranes in a 120,000 sq metre factory in Linhe Industry Developing District of Beijing. There is also Beijing Zhonghuan Kinetics Heavy Vehicles Co (BZK) a joint venture with Singapore Technologies Kinetics (STK) which produces 20 to 50 tonne off-road dump trucks, port tractors, 25 tonne all terrain articulated trucks, semi-trailer bulk cement tankers and a 12 cubic metre concrete mixer.



C&a

face to face

As well as its own axle, gearbox and heat treatment companies JCHI also has a joint venture with Korean giant Hyundai Heavy Industry and since 2002 has developed and sold 3,100 forklift trucks and 2,900 excavators with the aim of becoming one of the largest forklift truck and excavator manufacture and suppliers in China. BQ Crane Works developed its first aerial lifts back in 1993 but it wasn't until 2003 and an increase in demand that it put more resources into the platform side of the business. Headquartered in the suburbs of Beijing, JCHI has a modern 200,000 square metre manufacturing plant producing a range of platforms for the local market.

The company's line up has included trailer mounted articulated booms and scissor lifts up to 12 metres plus a 22 metre spider platform for some time. However the company is currently going through a major expansion programme and recent additions include an eight model range of 4x4 straight telescopic boom lifts - with and without jibs - with working heights from 24 to 40 metres. It is also extending its scissor lift line up with a range of a three platforms with working heights from eight to 12 metres. It says that it is also planning a range of articulated booms from 12 - 18 metres which should be available next year.

"We have finished working on the 16 metre articulated machine and are also looking at developing a series of RT scissors from 10 to 20 metres," said Bai Ri. "The CE process for the scissor lifts is finished and the booms will also be certified when we exhibit them at the APEX show."

Although it has produced scissor platforms in China since 2003 selling about 500 last year, it has only

recently started selling the booms. Being a truck crane manufacturer, JCHI has used some of its boom technology on the platforms which it says results in reduced deflection and improved strength.

"We are looking to export about 80 percent of our platform production and over the past year or so have been looking for distributors in Europe, the Middle East and Australia," he said. "India has placed the first order for 50 boom lifts but we have still not signed up any dealers in Europe. We have a good product and a competitive price so finding the right distributors is the key to our export success."



The scissor range will be seen at the APEX Show