

SANY

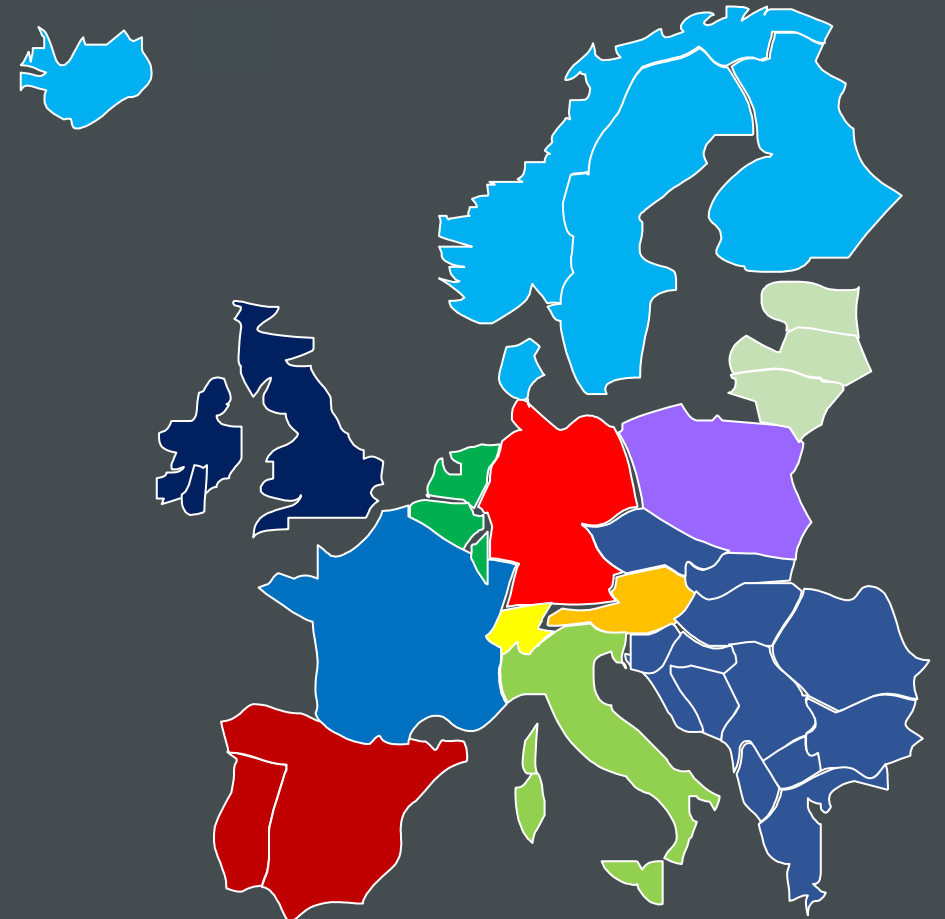
TRAINING ALL NEW MATERIAL HANDLER 30TO

Product Management MPM
Andreas Gruber

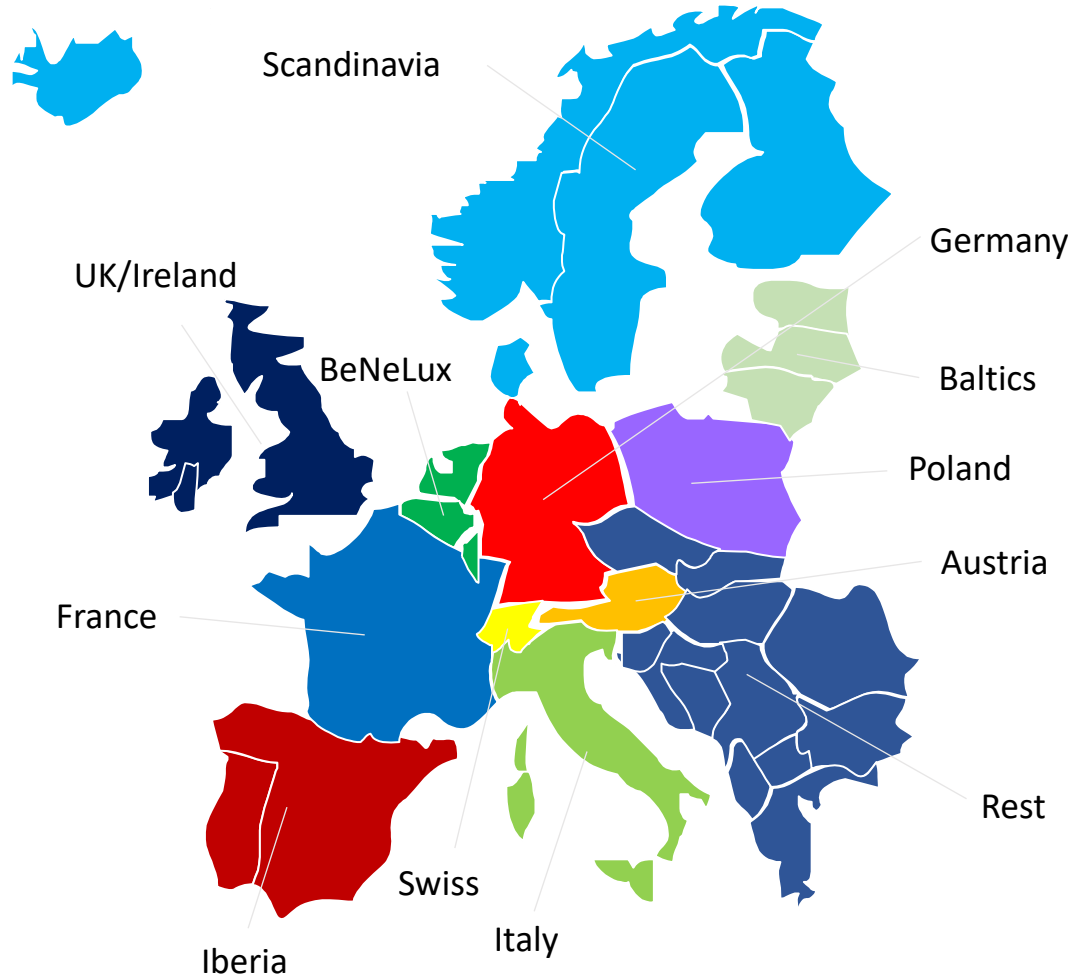


MATERIAL HANDLER MARKET EUROPE

- Market size Material handlers in Europe per year
- Different applications
- Case study



Material handling market in Europe – per year !

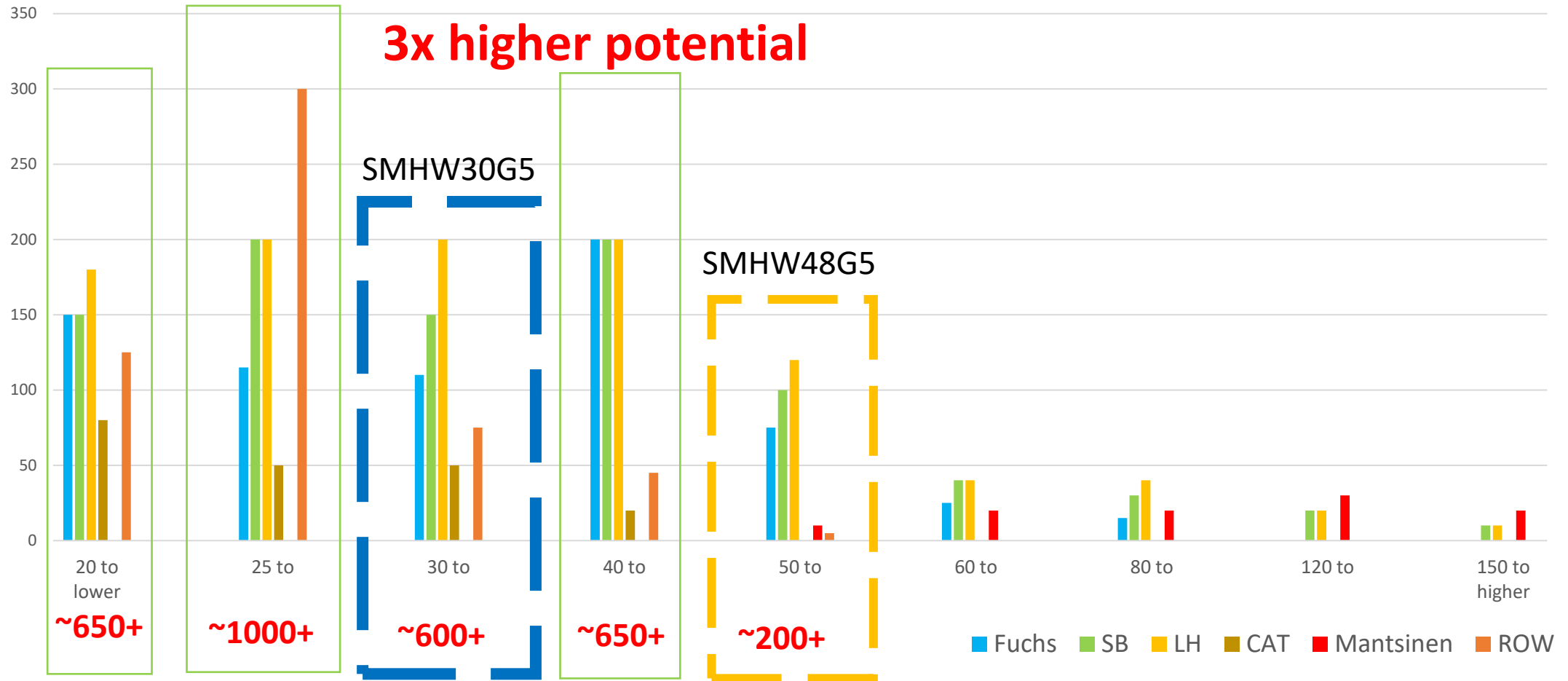


Germany	1.000
UK/Ireland	400
Italy	350
France	320
BeNeLux	140
Poland	80
Scandinavia	80
Austria	70
Iberia	60
Swiss	50
Baltics	40
Rest EU	80

Impact markets

Total market Europe approx. 2.500 up to 3.000 Units

Market-splitt material handler (2023)



EXCAVATOR VS MATERIAL HANDLER

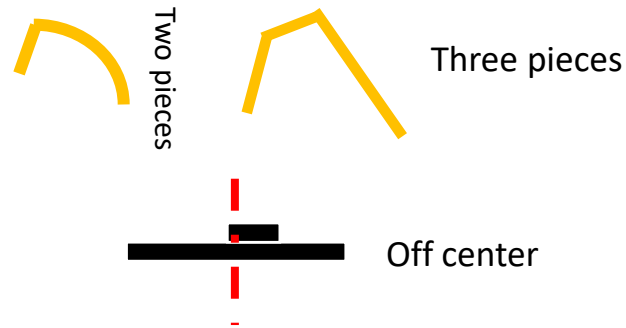
- Main differences between excavator and material handlers
- Different applications
- Case study



Excavator VS Material handler



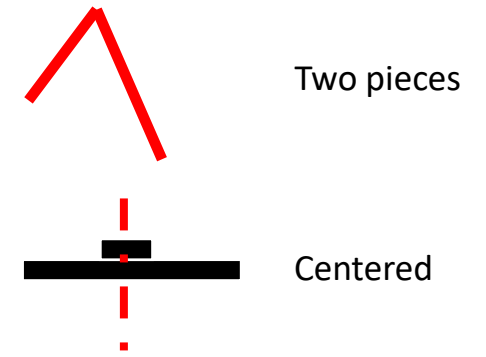
- High breakout forces on the bucket
- Force train from the front
- Longitudinal higher lift capacity
- Limited stockpile ability
- No height adjustable cab
- Loading equipment



- Undercarriage center



- Made for material handling
- Force capacity 360°
- 360° same lift capacity
- Stockpile height = boom width minus grab height
- Height adjustable cab
- Loading equipment



- Undercarriage center

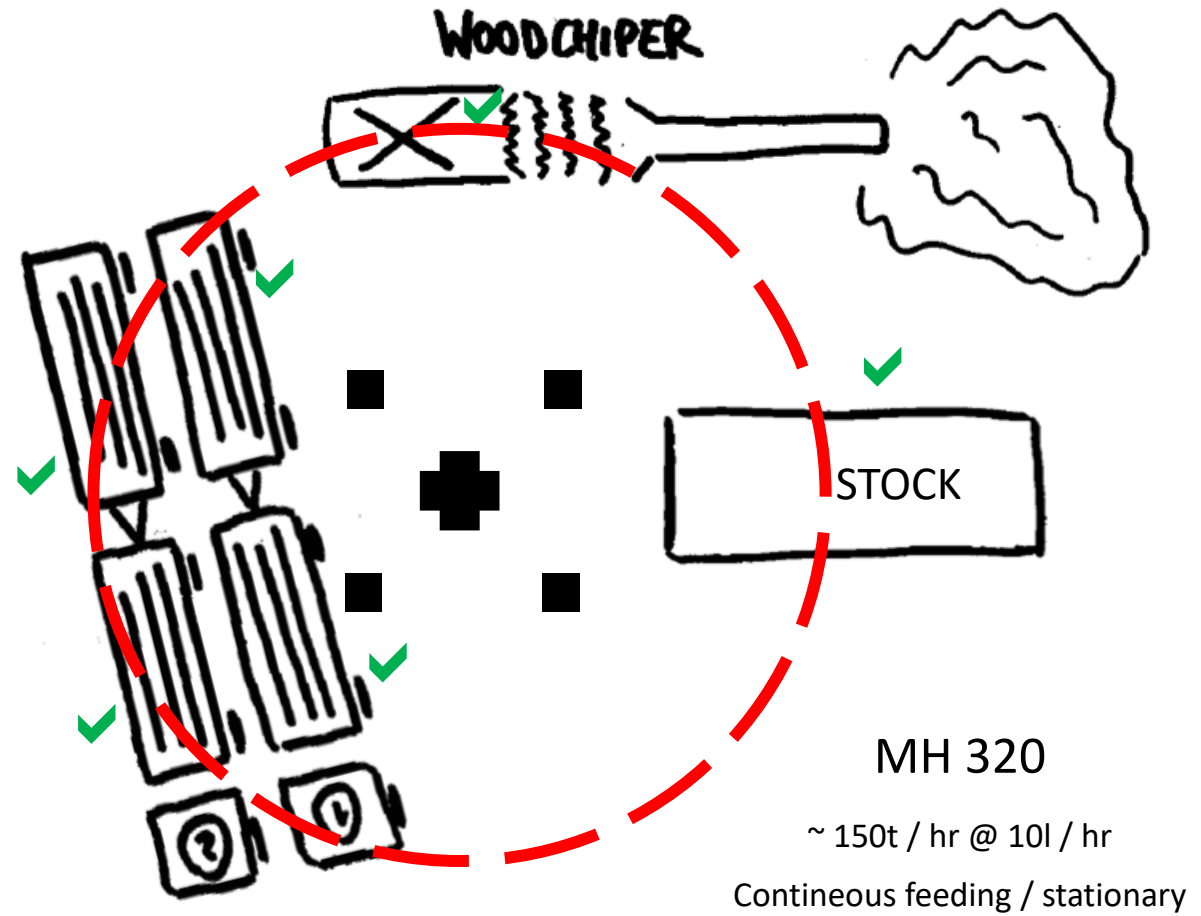
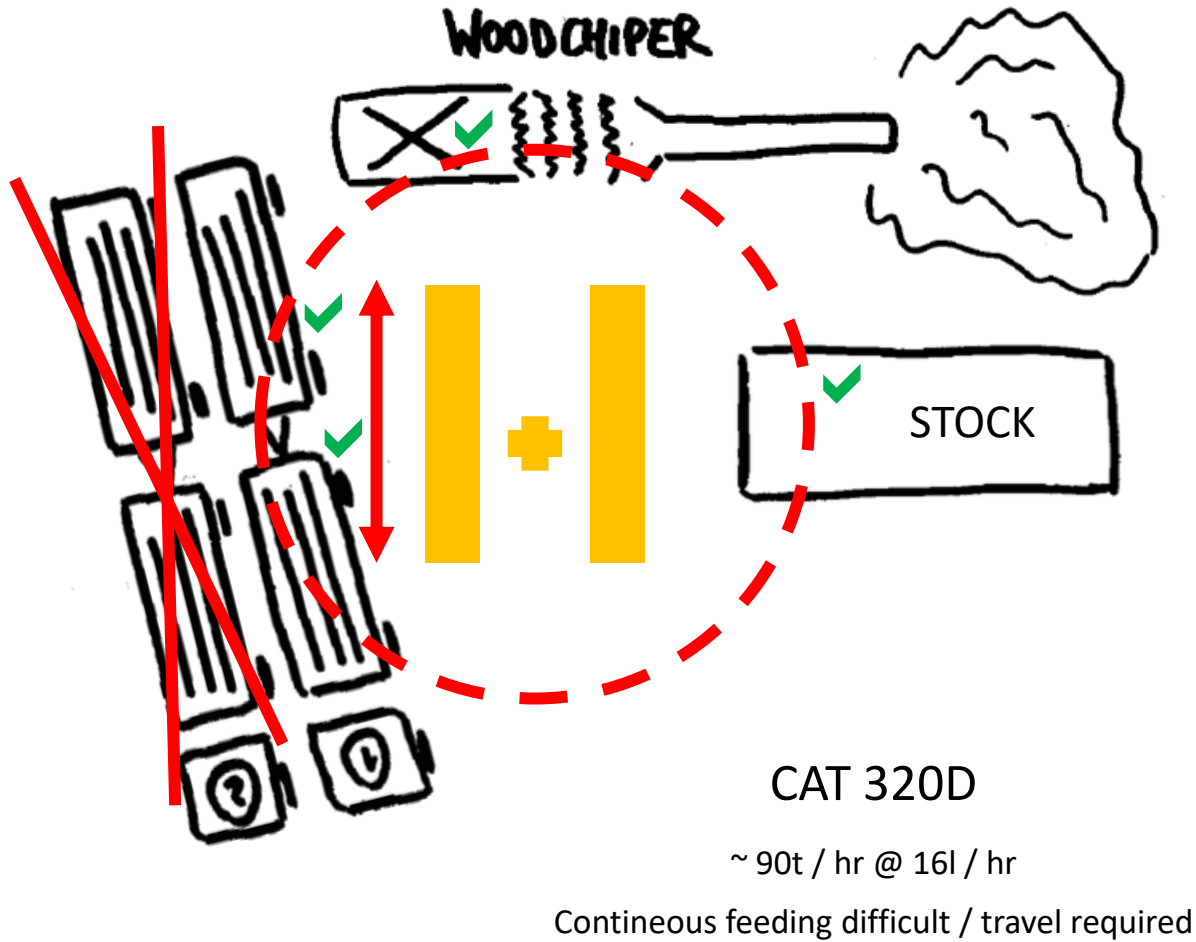
Training Material Handler

Excavator VS Material handler



Training Material Handler

Excavator VS Material handler



GENERAL INFO SANY MATERIAL HANDLER

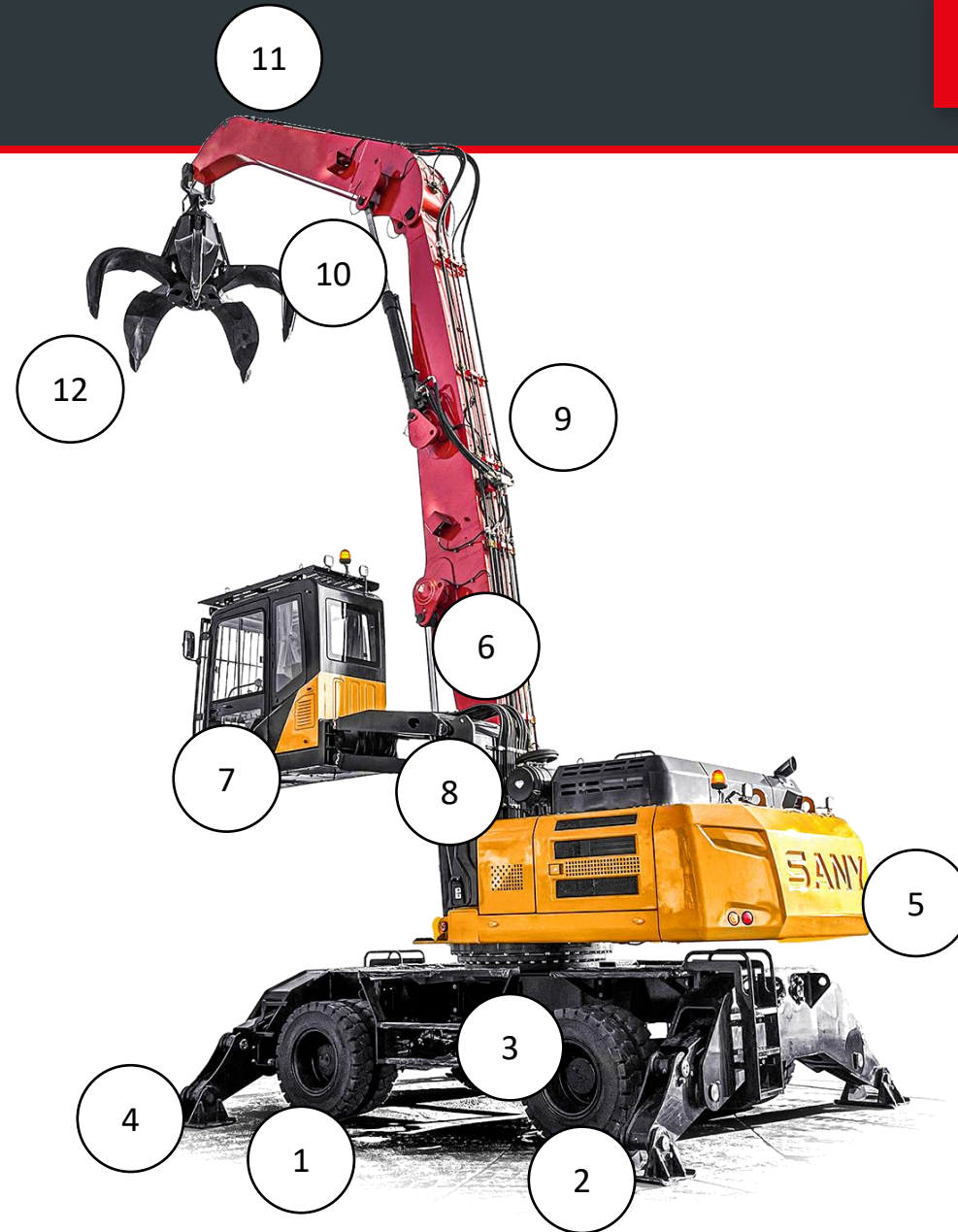
- General function
- Parts & Product designation



Training Material Handler

Parts of a material handling machine

1. Front axle (steering axle / full floating)
2. Rear axle (fixed axle)
3. Transfer gear
4. 4-point stabilizers
5. Counterweight
6. Boom cylinder
7. Height-adjustable cab
8. Lift frame
9. Box-type boom
10. Stick cylinder
11. Dipperstick
12. Multi-tine-grab



Sany material handler product designation

SMHW30G5



SANY

Material

Handler

30 Tons

Wheeled

Generation „5“



EQUIPMENT

- Premium Components
- Undercarriage
- Display
- Powerhouse
- Components



COMPONENTS

VALUED COMPONENTS

- Hydraulic pumps and valves: KAWASAKI
- Engine and aftertreatment system: CUMMINS
- Gearbox: DANA
- Axles: KESSLER

Strong steel work is made in-house,
key components origin from high-value suppliers



STABLE AS ROCK

- 2-wheel steering
- Joystick steering
- Reinforced steel body & distribution slewing
- 4 point outriggers (stabilizers)
- Kessler HD Axles
- Dana 2-speed gearbox
- 8-ply Solid rubber tires



- + Central crease nipple (6x 40h) --- USP !
- + Full-foldable outrigger-plates to reduce transport width
- + Clean undercarriage design, no electric or damageable area

DISPLAY

DASHBOARD

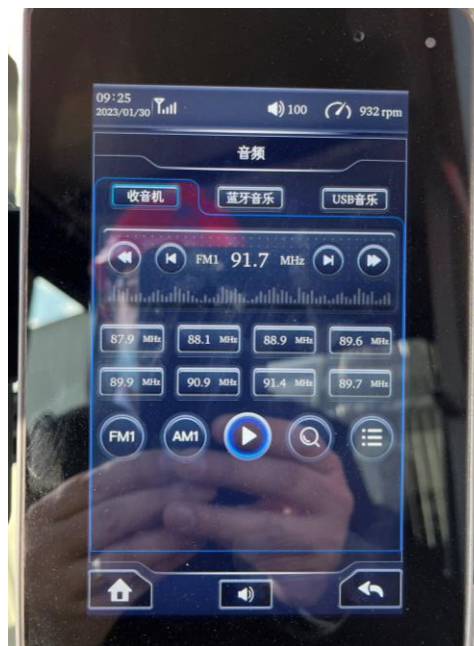
- Info about the health of your machine

INFORMATIONS

- Via the touch-screen you can surf in the menue
- Height limiter for inside buildings standard
- Radio, MP3 and bluetooth ready

CAMERA

- Right hand side and rear camera standard



POWERHOUSE

POWERHOUSE

ENGINE

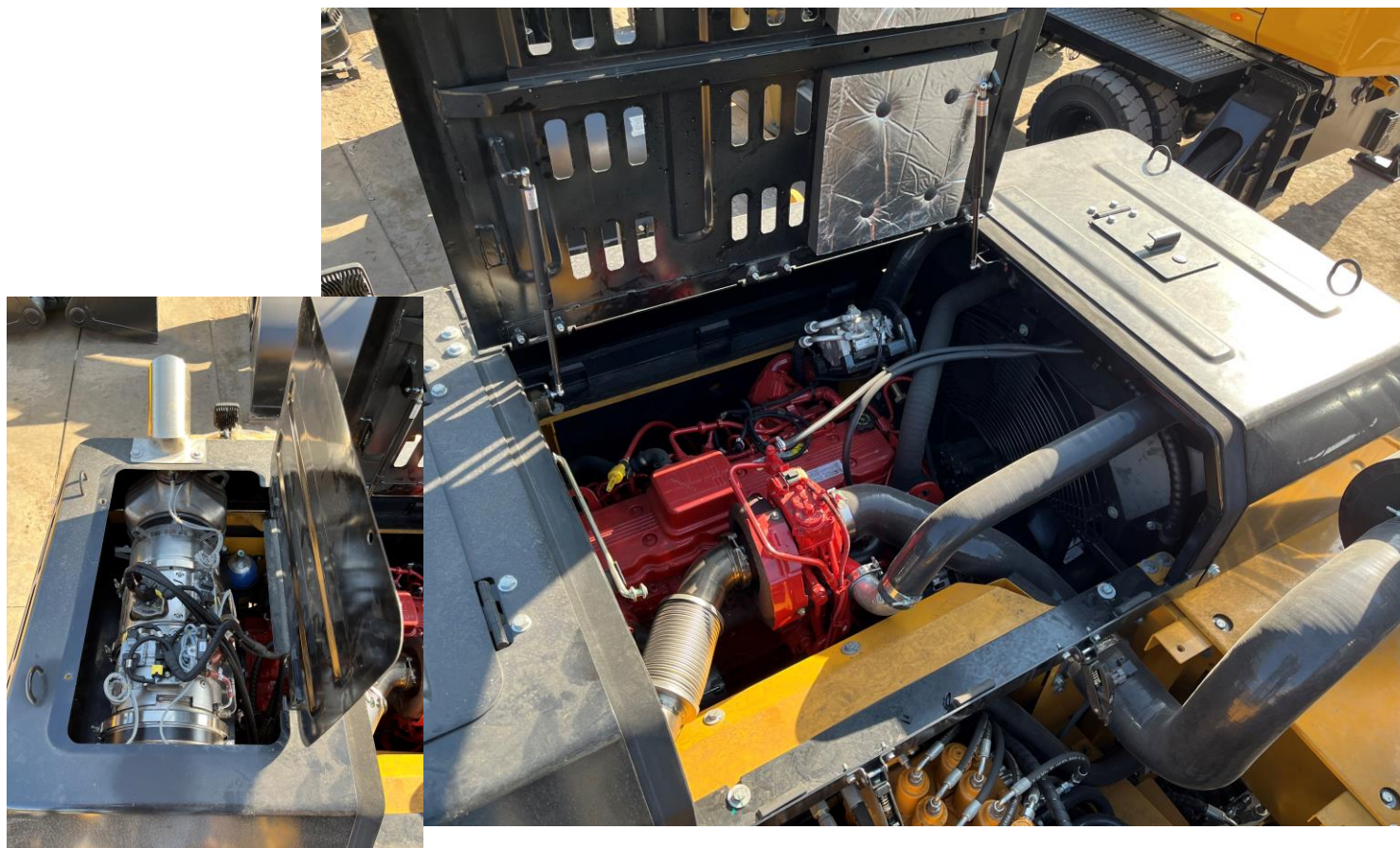
- Cummins 6.7 / 140kW

COOL DOWN

- Large cooling surface

KEEP GOING LONGER

- 50l DEF and 465l Diesel



COMPONENTS

COMPONENTS

HEARTBEAT

- Double pump for more action simultaneously

ACCESS

- Great access to daily maintenance

REVERSING

- Reversing fan for water, air and intercharge cooler



ATTACHMENT

ATTACHMENT

HALFCLOSED SHELLS

- Integrated safety of the cylinders
- Perfect tool for handling scrap

HIGH

- High closing forces

REINFORCED

- Reinforced tines for maximum reliability



INFO RANGE- AND LIFTCHART

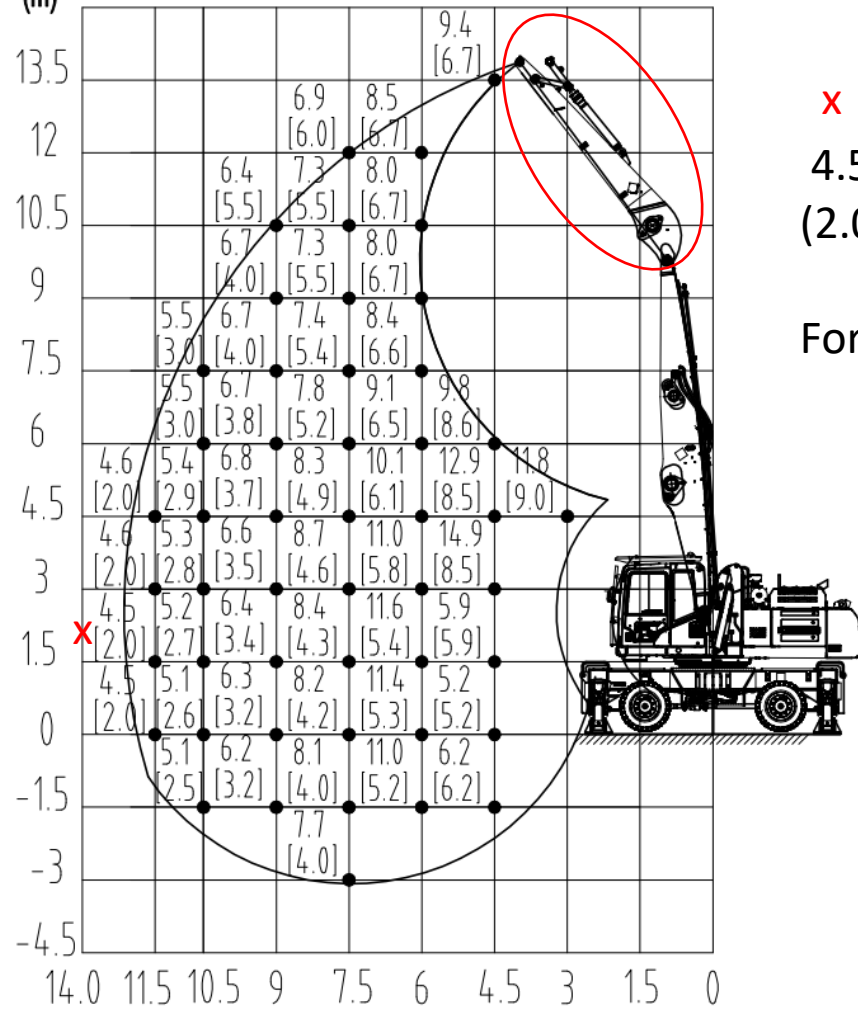
- Range diagramm SMHW30G5 12,5m multi purpose stick
- Range diagramm SMHW30G5 12,0m loading equipment
- Range diagramm SMHW30G5 14,0m loading equipment



Training Material Handler

Liftchart – 12m Multi purpose

Loading Table of Material Handling Machine SMHW30
(Boom 7.3m Stick 5.1m unit:t)



x
4.5 = 4,5t @ 4-point support
(2.0) = 2,0t @ tires

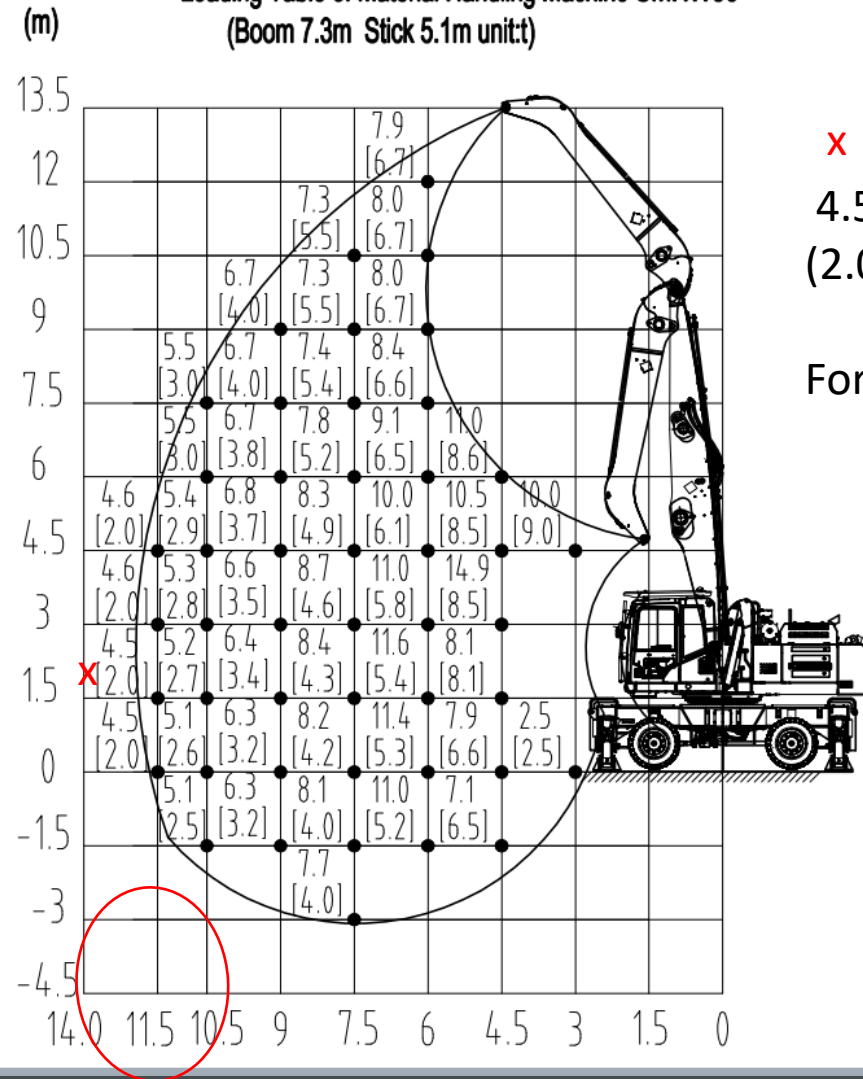
For fixed attachments like recycling



Training Material Handler

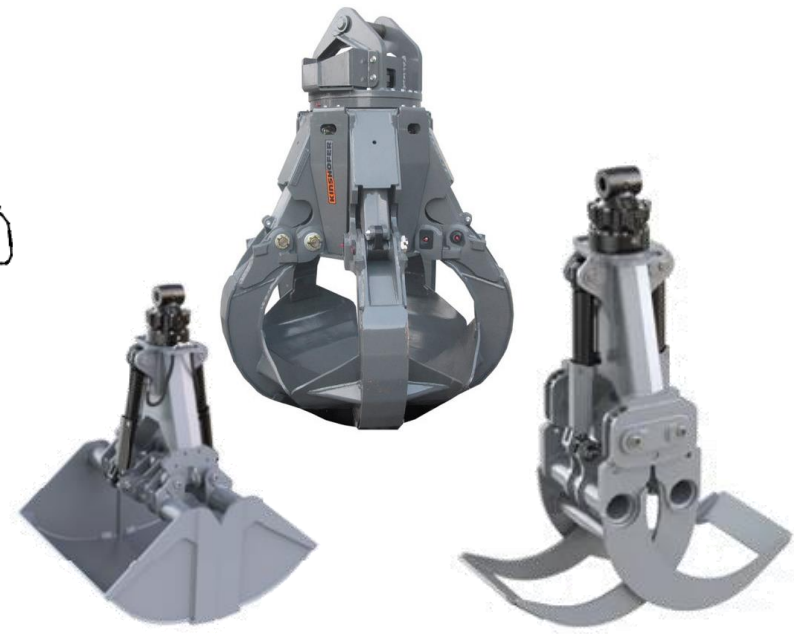
Liftchart – 12m Standard

Loading Table of Material Handling Machine SMHW30
(Boom 7.3m Stick 5.1m unit:t)



x
4.5 = 4,5t @ 4-point support
(2.0) = 2,0t @ tires

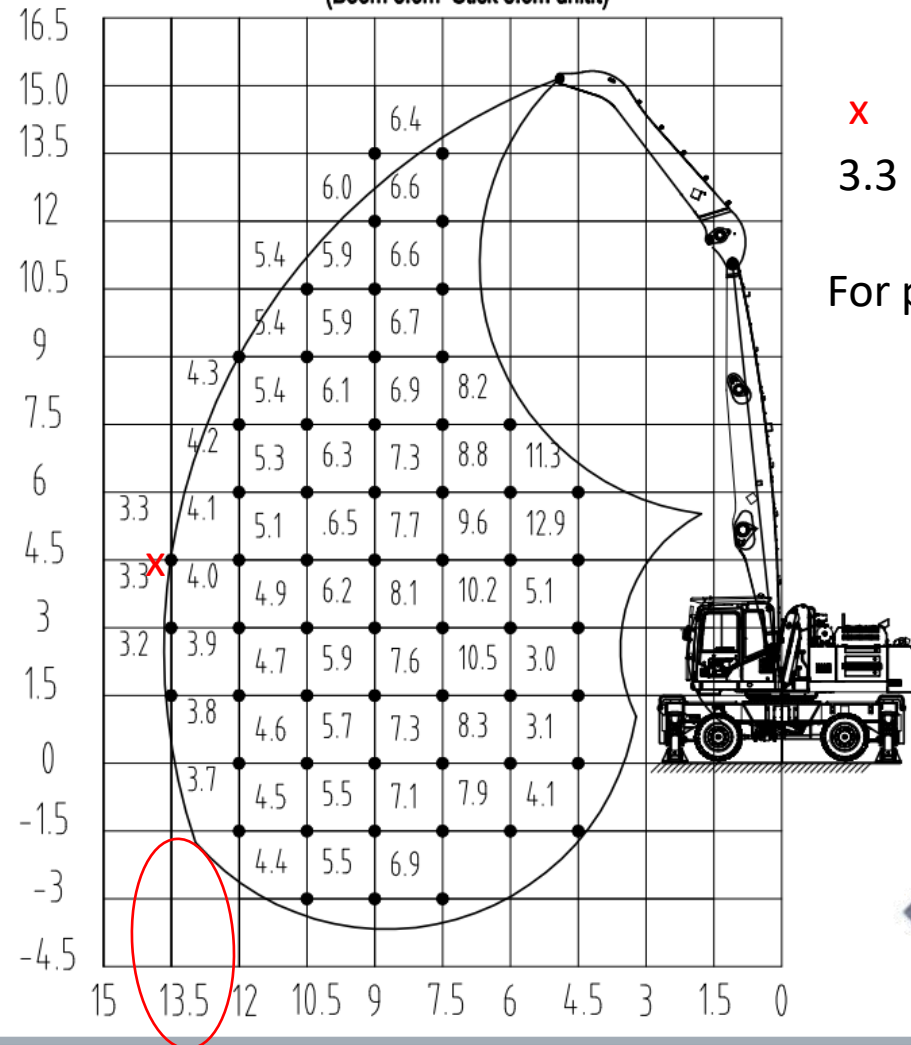
For pendulum attachments like scrap



Training Material Handler

Liftchart – 14m Option

Loading Table of Material Handling Machine SMHW30
(Boom 8.6m Stick 5.6m unit:t)



x
3.3 = 3,3t @ 4-point support
For pendulum attachments like scrap



Training Material Handler

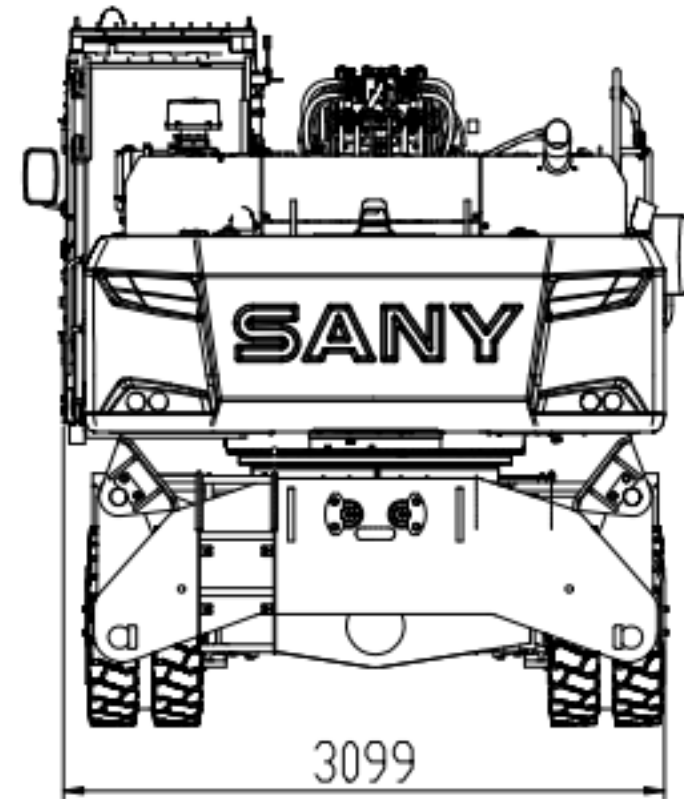
Technical data

Sany	model
	weight
Engine	model
	horsepower
	Displacement
	emissions Stage
	Fuel tank
Hydraulic System	DEF tank
	Pump capacity
	Working pressure
Slewing Drive	hydraulic tank
	swing speed
Complete Machine	swing torque
	Noise inside cab
Cabin	Surround Noise
	cab elevation
Undercarriage	tires
	travel speed- joystick steering
Boom	Standard
	Option
	Option

SMHW30G5
≤30T WB 2800mm
Cummins 6.7
145kw @ 2000RPM
6.7L
Stage V

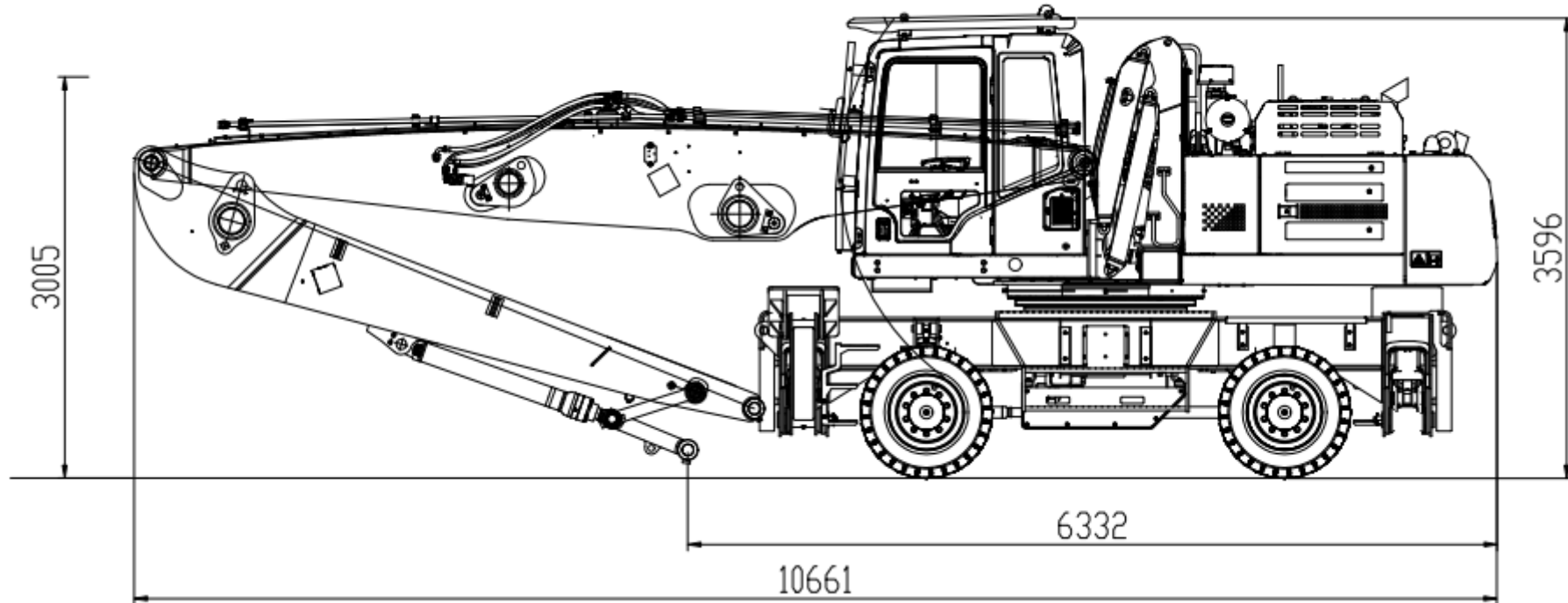
465L
50L
2×260 l/min
320 bar
230L
0-8 rpm variable
71 kNm
< 70 db(A)
< 98 db(A)
2,65m
solid -rubber 10.00-20 8fold
0-7 km/h Level I
0-20 km/h Level II
12m
14m
3rd cylinder

Wheelbase: 2.800mm



Dimensions (12m multi purpose loading equipment)

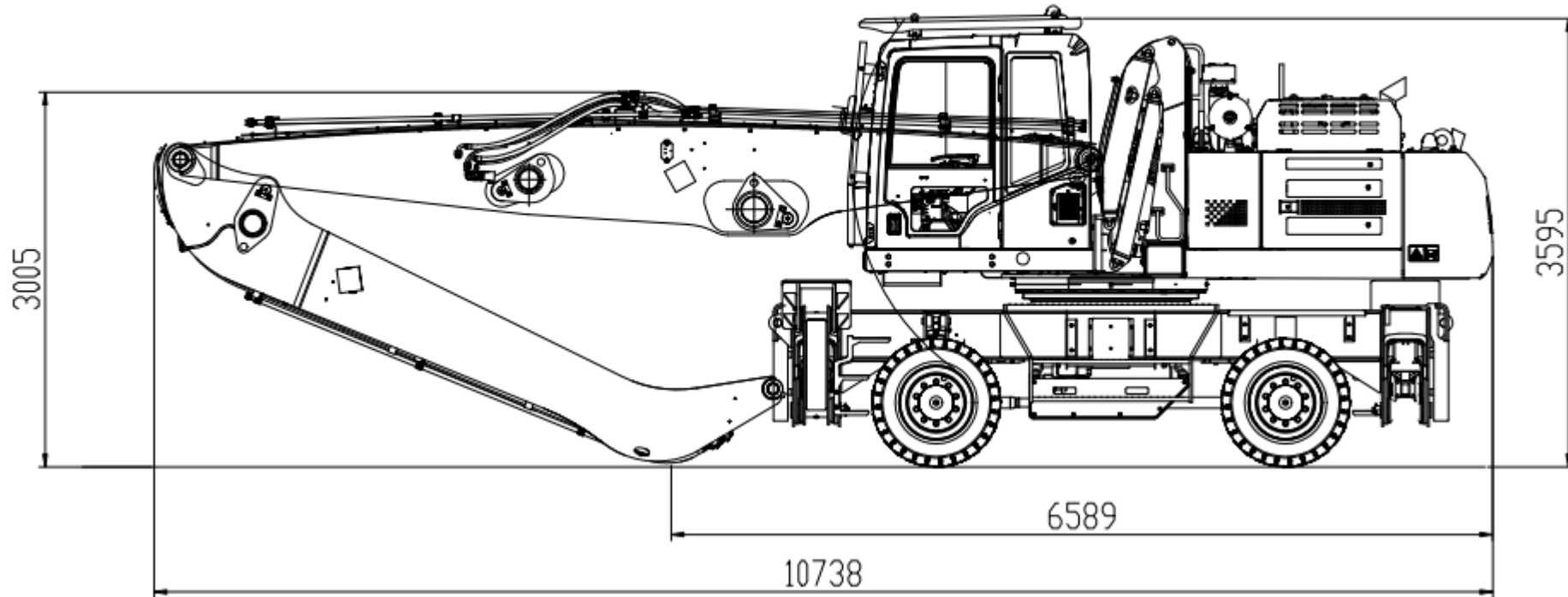
12m Multi purpose stick(Boom 7.3m Stick 5.1m)transport dimension



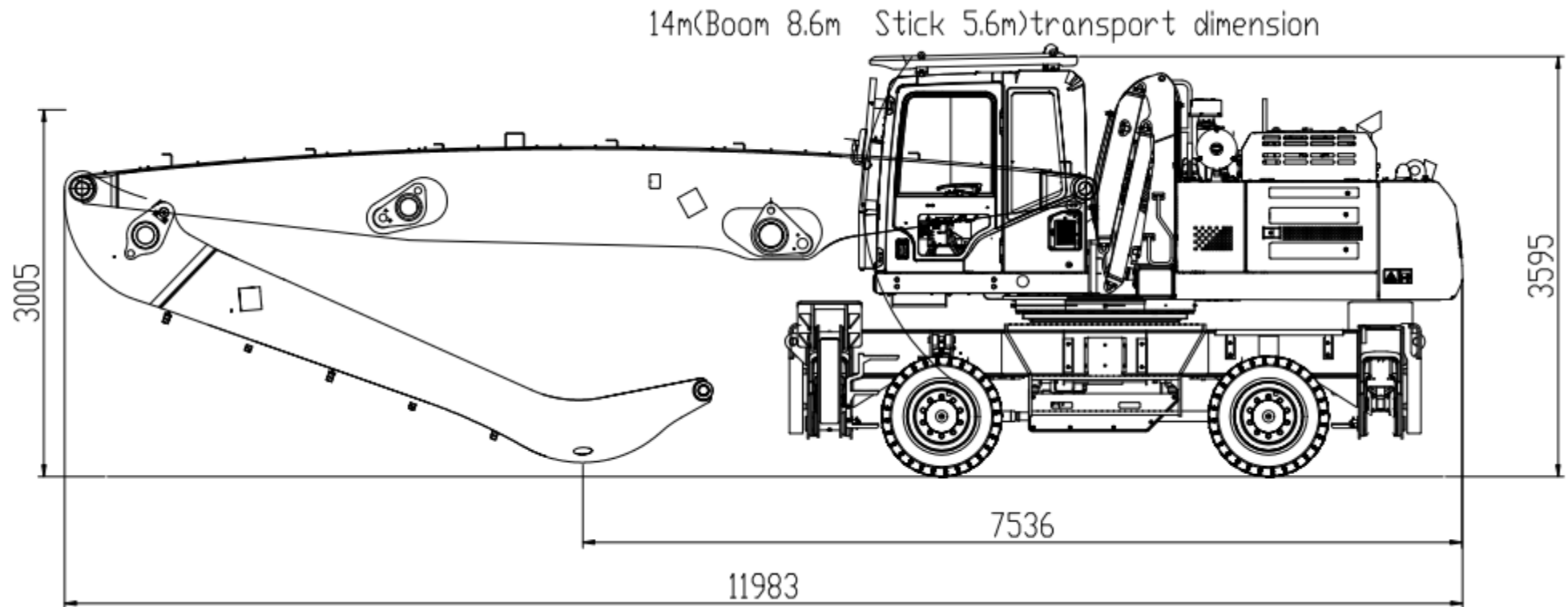
Training Material Handler

Dimensions (12m loading equipment)

12m(Boom 7.3m Stick 5.1m)transport dimension



Training Material Handler

Dimensions (14m loading equipment)

APPLICATION



Training Material Handler

Yard management	Steel mill	Scrap shearing	Container Management
Sorting stations	Shredding	Container	Composting
Import / export	Port transfer	Plant feeders	Rail to ship
Truck transfer	Baler processing	Plant process	Biomass
Foundry	Ship dismantling	Shredding	Truck loading
Plant feed	Municipal yard	Mineral waste	



Training Material Handler



WHO IS BETTING ON BATTERY RECYCLING?

by CIC energigUNE
MEMBER OF BASQUE RESEARCH & TECHNOLOGY ALLIANCE

COMPANIES	ASSOCIATIONS	RESEARCH CENTERS AND UNIVERSITIES
<ul style="list-style-type: none"> SMS group SOLVAY SUEZ northvolt BOLIDEN WV Aurubis DAIMLER umicore motorola Neometals VEOLIA IBERDROLA endesa Novelis urbaser Elemental Holding SA SAFT volvo BOSCH REMONDIS EverZinc STENA RECYCLING eramet Hydro impulstec amazon INMC StanleyBlack&Decker 	<ul style="list-style-type: none"> European Technology Platform on Sustainable Mineral Resources RECHARGE Intraw EuRIC eit RawMaterials SolarPower Europe EPTA GRS Batterien Service GmbH weee ireland electrao EBRA BMRA FER WKO EUROMICON PROMETIA CSR Nickel Institute COBALT INSTITUTE cobat STIBAT BatteriRetur asekol ecopilas ecobat EUROBAT BATREC FEDEREC 	<ul style="list-style-type: none"> CIC energigUNE ENE Fraunhofer SINTEF POLITECNICO DI MILANO idea tecnal:a eurecat Fundación Gómez Pardo Aalto University ce2 GRawMat TU Delft hzdr LUT University Jožef Stefan Institute TECHNISCHE UNIVERSITÄT DARMSTADT Tampere University UNIVERSITÀ DI PADOVA UNIVERSITÉ DE LORRAINE THE UNIVERSITY OF ADELAIDE Norsk Industri IFE Institute for Energy Technology

COMPETITOR COMPARISON

Competitive comparisons		Fuchs MHL340F	Sennebogen 825E	Liebherr LH30	CAT MH3026	SANY SMHW30G5
Product attributes						
Rated power	kw	128	129	140	129	140
Engine	x cylinder	Deutz TC6.1 6	Cummins 6.7 6	Liebherr D934 4	Cat 7.1 6	Cummins 6.7 6
Type		28,5	14	29	29	29-30
Max. operational weight	to	13,7	410	80%	100%	14
Max. reach	m	2x330	310	95%	95%	2x250
Mainpump capacity	l/min	372	350	80%	90%	230
Hydraulic tank capacity	bar	320	2,8	100%	100%	320
Working pressure		3,4	5,7	95%	90%	4,1
Max. lift capacity @ 12m	to	5,6	450	90%	80%	5,6
Max. lift capacity	m	337	0-6	1020%	1035%	465
Fuel tank capacity	l	0-7			0-8	0-8
Max. slewing speed	rpm		1030%	4	5	1085%
TOTAL		3		2		1
RANKING		BENCHMARK		BENCHMARK		NEWCOMER
COMMENT						

Training Material Handler

SMHW30G5

BASE MOBILE MACHINE		
SMHW30G5 weight 29,5-30,5t		
ENGINE		
Cummins 6.7 Stage V 145kW with aftreatment		
UPPERCARRIAGE		
Turbo pre air filter intake		★
reversing fan for interchange- oil- and watercooler		★
acoustic travel alarm when reversing		★
right hand and rear camera with night vision		
LOADING EQUIPMENT		
12m reach boom stick configuration		
height and reach limitation		★
HYDRAULICS		
Kawasaki 2-Stage Hydraulic pump 2x 260l/min		★

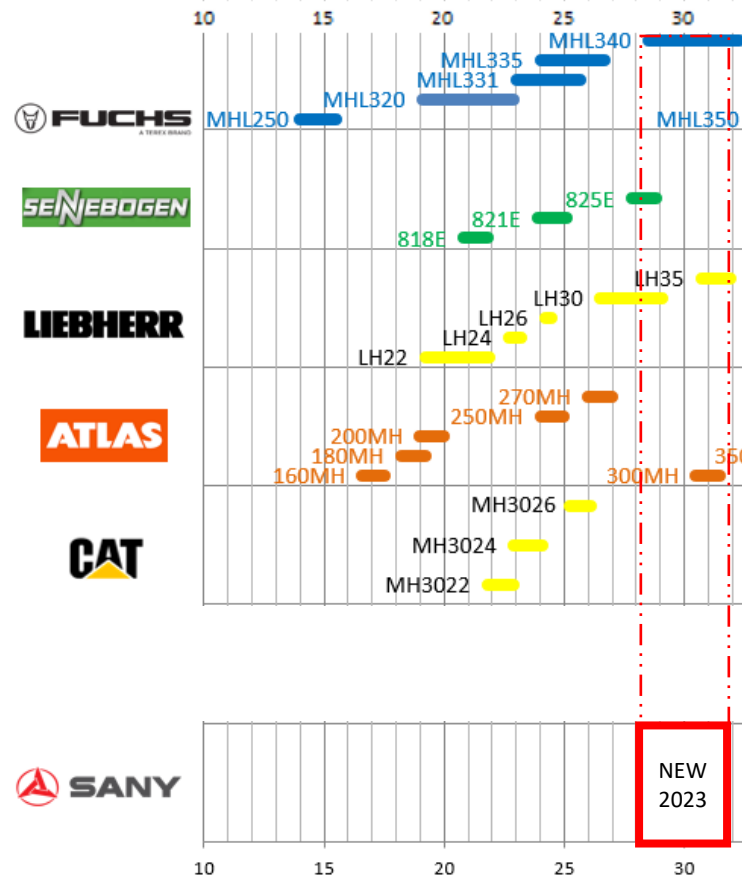
CABIN		
TOPS certified and FOPS protection		
2 LED headlights, 1 LED rearlight, Rotating beacon		
height adjustable 2.6m with dampening system		
HVAC, Grammer air cushioned comfort seat with Sany Logo		
Joystick steering, Radio, USB, bluetooth		
7" touch maindisplay and 7" camera display		★
UNDERCARRIAGE		
Robust welded construction with 4-point outrigger support		
Dana 2-speed gearbox / 1st 5kph, 2nd 20kph		
Kessler axles, front = steering and floating, rear = rigid		★
8-ply solid rubber tyres, 10.00-20 with rubber spacers		
1 manual central grease nipple		★
OTHER		
Paintworks in Sany-Design (yellow, red, black, silver for safety)		

★ selling proposition

★ unique selling proposition

Training Material Handler

Competitive Landscape 15-30t



- SANY SMWH30G5**
- 1 Fuchs MHL340
 - 2 Sennebogen 825
 - 3 Liebherr LH30
 - 4 CAT MH3026
 - 5 Atlas 300MH



Training Material Handler

COMPETITORS		FUCHS MHL340F	SENNEBOGEN 825E	LIEBHERR LH30	CAT MH3026	SANY SMHW30G5
Product attributes						
Rated Power	kW	128	129	140	129	145
Engine		Deutz TCD6.1	Cummins 6.7	Liebherr D934	Cat 7.1	Cummins 6.7
Type	cylinder	6	6	4	6	6
Max. operating weight	to	28,5	29	29	30,5	30
Max. reach	m	13,7	14	14	12,5	14
Main Pump		Linde	Rexroth	Liebherr	Rexroth	Kawasaki
Pump capacity	l/min	2x330	410	2x231	320	2x260
Hydraulic Tank capacity	l	372	310	430	209	230
Working pressure	bar	360	350	350	370	320
Max. Lift capacity @ 12m reach	to	3,4	3,4	2,8	3,2	4,5
Max. viewing height	m	5,6	5,7	5,4	5,6	5,6
Length of Undercarriage	m	5180	5115	5180	5300	5300
Cooling circuit		3	3	3	2	3
Swing tail radius	m	2,7	2,8	2,9	2,8	3,1
Fuel Tank capacity	l	337	450	330	416	465
Axle width	mm	2800	2800	2800	2800	2800
Slewing speed max.	U/min	0-7	0-6	0-9	0-8	0-7
Ground clearance	mm	315	340	353	320	340
Transport height	mm	3340	3245	3380	3450	3500
Transport width	mm	2740	2750	2990	3000	2995
Transport length	mm	11050	12050	11250	11000	10800

RECOMMENDATION

DNP Machine	218.000 €
DNP Grab	24.000 €
Tot DNP	242.000 €
10% Margin	24.000 €
Handover	1.000 €
Transport	3.000 €
EKP	270.000 €

Incl. Standard grab 325.000 310.000 320.000 300.000 280.000

310.000 300.000 310.000 285.000 270.000

THANK'S FOR YOUR ATTENTION

ANDREAS GRUBER

PRODUCT MANAGER MPM

ANDREAS.GRUBER@SANYEUROPE.COM

PHONE +49 171 921 72 37

