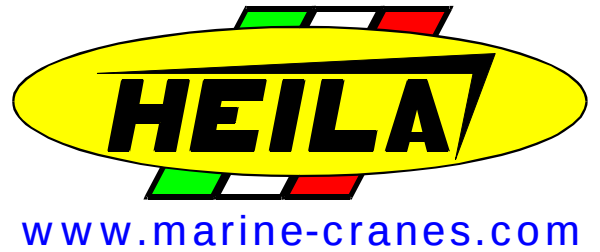




www.marine-cranes.com



HEILA ASPIRATIONS:

To be recognised as “The Quality Supplier” of **First Class Marine Cranes**

HEILA MARINE CRANES QUALITY STATEMENT:

Continuously meet or exceed our customer's expectations for product quality and performance.

Continuously meet or exceed our customer's expectation for product and service delivery

Continuously improve our processes and systems.

Provide employee training to better serve our customers and to support personal growth.

HEILA QUALITY PRINCIPLES:

Customer Quality

We value our customers and aim to build long-lasting business relationships, supplying them with a quality, value-for-money product that meets or exceeds their expectations.

Reliability Quality

We recognise that our product is used globally and its reliability is vital to both our customers and our continued development and success.

Employees Quality

We aim to build long-term relationships with our employees. We recognise them as our greatest asset by providing them with the opportunity to produce products at the highest possible quality.

HEILA MARINE CRANES MISSION:

Our mission is to provide our customers with the best technical possible lifting solutions at the highest possible quality standards with the shortest lead times in the industry at a competitive price.

HEILA FIRST CLASS MARINE CRANES:

- Engineering and innovative design
- Technical Expertise
- Research and development
- Multi decennial experience
- Liability prevention program
- Flexibility and efficient production
- Simple & low cost maintenance manufacturing
- Most complete product line in the industry
- Customer service all over the world
- Custom build cranes and lifting equipment
- Short lead times due to stock of components





ARTICULATING BOOMS:

The use of articulated hydraulic [Marine Cranes](#), to handle light and heavy loads, has become more common thanks to the high performances of the knuckle boom principle.

Precise load handling above / below the ships deck and inside / outside of the ships hold is a particular feature of HEILA [Marine Cranes](#).

HEILA MARINE CRANES are designed for compactness, requiring limited space for installation, and can be completely folded in an amazing small space when not in use. Because of this, together with the lightweight and low centre of gravity, HEILA [Marine Cranes](#) can be installed exactly where required.

HEILA Marine Cranes offer:

- All steel components sandblasted and protected with a zinc treatment
- Strong crane basement designed for installation in reduced space
- Powerful and precise slewing system either through racks driven by hydraulic cylinders or through slewing ring driven by hydraulic motors
- HEILA torque links system for very accurate load handling
- Double acting cylinders protected by anti corrosion hydro piloted block valves to prevent load drop in the event of hose failure
- Very compact low maintenance multi stage cylinder extension cylinders
- Cylinders with NIKROM 350 rods with highest resistance to corrosion
- Pins treated with self-lubricating and anti-corrosion material, applied with catalytic oxide-reduction process
- Bushes made of bronze
- Pipes in stainless steel and JIC fittings with large diameter, to prevent oil overheating
- High pressure hoses with stainless steel JIC fittings
- Swivel hook with bearings, complete with safety device
- Fully hydraulic overload moment limit device to protect crane structure
- Installation of winches with different capacities, hoisting speeds and rope lengths according to customers requirements
- Up and Down anti two block device for winch rope
- Emergency stop button





ABOUT THE HEILA [MARINE CRANES](#):

HEILA [Marine Cranes](#) offer a top level of servicing of equipment specifying, technical support, and state of the art engineering and workshops with indoor test facilities up to 1500 t/m on a total premises of 40.000m².

HEILA [Marine Cranes](#) are designed according to a modular approach to make and change all types or models in the crane ranges based on customers' needs. This permits quick responses to the market needs, reduction on parts in stock and a constant top quality level of the products.

The design of HEILA [Marine Cranes](#) has been developed considering the stresses, the load conditions and the environment of the marine operations. Particular attention has also been given to the transport dimensions of the cranes to minimize the transport costs.

HEILA [Marine Cranes](#) can work also with high angles of inclination up to 15°. The heel and trim angles indicated in the catalogue are intended to be the static angles at which the crane can rotate and simultaneously hoisting and dynamically handling 100% capacity. Different operating conditions according to customers' wishes may be quickly verified.

HEILA **MARINE CRANES**:

HEILA **Marine Cranes** Division is part of a group of companies dedicated to solving material handling and lifting problems in the marine and offshore industry. All HEILA First Class **Marine Cranes** have been specifically designed and manufactured to work in a marine environment and adopt all the best solutions to make them resistant to the corrosive atmosphere of the marine environment.

Whether you are in the fishing, fish farming, cargo handling, navy vessels, tugs, dredging, offshore, oil industry, yachts, research vessels, nuclear submarines, minesweepers, platform supply vessels or other fields. So far no other organisation and has proven to have a wider product range to solve your needs.





ALL OVER THE GLOBE:

HEILA MARINE CRANES is supported by considerable investments in research, development, manufacturing, quality control and after sales services by partners all over the globe.

EXPERTISE:

HEILA MARINE CRANES was born from the combination of a highly experienced technical staff in a wide variety of lifting equipment, experienced marine designers and technically scaled sales managers.

TRADE SHOWS:

HEILA MARINE CRANES participates in all major trade shows in the marine industry (Ship building, Offshore, Fishing) in Europe (UK, France, Netherlands, Norway, Spain, Italy, Denmark, Greece, Turkey etc.) Asia (China, Taiwan, Korea, Japan, Australia etc.) Canada and U.S.A.. To name a few: OTC, ONS, NOR-SHIP, SMM, Seatrade, Marineteq, Rotterdam Maritime, and SeaWork etc. etc.

SALES TEAM:

The HEILA MARINE CRANES International Sales Team is travelling constantly to keep in touch with its sales network and the end users to assure that the Quality remains at the highest possible level at all times.

HEILA **MARINE CRANES** CAN BE CERTIFIED ACCORDING:

- * **DNV** - DET Norske Veritas
- * **LR** - Lloyds Register of Shipping
- * **GL** - Germanischer Lloyd
- * **BV** - Bureau Veritas
- * **ABS** - American Bureau of Shipping
- * **MCA** - Maritime Coastguard Agency
- * **USCG** - US Coast Guard
- * **CE** - European Community
- * **CCG** - Canadian Coast Guard (Transport Canada)
- * **ABYC** - American Boat and Yacht Council
- * **RINA** - Registro Italiano Navale
- * **RS** - Russian Maritime Register of Shipping
- * **OTHERS** – Upon request we also evaluate others

Charges for proof testing and certification available when requested at the time of order.





MAIN COMPONENTS:

HEILA MARINE CRANES are manufactured with components from leading suppliers in their field; to name a few we inform that we use the following parts on a regular base:

STRUCTURAL PARTS:

Made out of high strength structural steel plates like WELDOX 700. This is a general structural steel with minimum yield strength of 700 MPa. WELDOX 700 meets the requirements for the corresponding steel grades and qualities according to EN 10025.

BALL AND ROLLER BEARINGS:

Rothe Erde is the worldwide leading manufacturer of slewing bearings and of seamless rolled steel and non-ferrous metal rings. In addition Rothe Erde is a well-known manufacturer of turntables. Rothe Erde bearings are globally recognised for their outstanding performance in offshore cranes where they must prove their functionality in often very hostile environments.

LIFTING CYLINDER RODS:

HEILA MARINE CRANES are equipped with NIKROM 350 lifting cylinder rods; NIKROM 350 is the optimum choice in critical applications or whenever corrosion threatens to drastically reduce the useful life of piston rods.

Certified corrosion resistance	ISO 9227 NSS ASTM B117 Neutral salt spray	ISO 9227 AASS ASTM B287 Acetic acid salt spray
Duration	>1000 hours	>350 hours
Rating according to ISO 10289	10 (no corrosion)	10 (no corrosion)

MANUAL HYDRAULIC CONTROL VALVES:

WALVOIL Mono block valves, Simple, compact heavy duty, these valves are used when dimensions, weight are extremely important.





ELECTRIC HYDRAULIC CONTROL VALVES:

DANFOSS PVG valves are hydraulic load-sensing valves designed to give maximum flexibility. It is available in many versions, from a simple load sensing directional valve to an advanced electrically controlled load-independent proportional valve. The module capability of the PVG valves makes it possible to build up a valve group to precisely meet your requirements. The compact external dimensions of the valve remain unchanged whatever combination is specified.

REMOTE CONTROLS:

HEILA MARINE CRANES can be controlled by distance via RADIO or wander LEAD in combination with an electro hydraulic valve bank. We rely on the quality and experience of German and Swedish manufacturers like HBC, HETRONIC and SCANRECO.

PAINT MANUFACTURERS:

Also the top layer paint is of vital importance in hostile environments. **HEILA MARINE CRANES** can be finished with paint from INTERNATIONAL - AWLGRIP - HEMPEL - SIKKENS - SIGMA - JOTUN or upon request others.

HYDRAULIC MOTORS AND GEARS:

HEILA MARINE CRANES can be equipped with hydraulic motors from a various well known manufactureres with international fame and service partners in most parts of the world.

FEATURES OF HEILA **MARINE CRANES:**

Boom lengths are designed to meet customer specific requirements.

Cranes can be powered by the ships' hydraulic system, diesel / hydraulic, electric / hydraulic, diesel / electric, and electric powered.

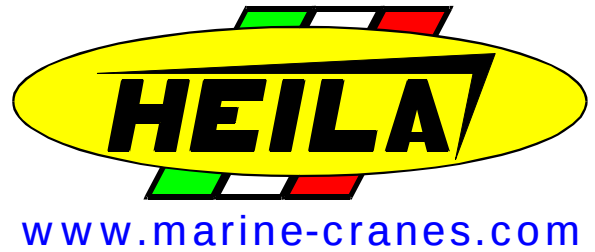
Hydraulic winches with pulleys for single, double triple and pooling in forth complete with anti two block automatic unwinding and stainless steel pull limit device.

Remote controls via Cable or Radio.

Operator platforms and cabins complete with air conditioning units or heating for extreme weather use.

We ensure that your quotation, order, technical specification and delivery all meet your needs. Our account management team will keep you in touch at every stage of the process.





THE HEILA **MARINE CRANES** SERIES:

HM / F - Fully hydraulic **Stiff-boom Marine Cranes** on double rack and pinion rotation, available in different capacities from 1 to 40 metric tons.

HM - S - Fully hydraulic **Telescopic-boom Marine Cranes** on double rack and pinion rotation, available in different capacities from 1 to 40 metric tons.

HLM - Fully hydraulic **Articulating-boom Marine Cranes** on double rack and pinion rotation, available in different capacities from 1 to 30 metric tons.

HMR / F - Fully hydraulic **Stiff-boom Marine Cranes on ball bearing** with endless slewing available in different capacities from 5 to 1500 metric tons.

HMR - **Telescopic-boom Marine Cranes on ball bearing with endless slewing** available in different capacities from 5 to 800 metric tons and 40 meter boom length.

HLRM - Fully **foldable telescopic knuckle type Marine Cranes with articulated boom** on ball bearing with endless slewing available in different capacities, from 5 to 340 metric tons for work boats and dredge support vessels.

HR - Foldable **Knuckle Marine Cranes with fixed main boom and jib** in different lengths, reach and capacities from 20 to 1500 metric tons on ball bearing for endless rotation for Platform Supply Vessels – Anchor Handling Tugs – Standby Safety Vessels.

PH - **Pipe handling Marine Cranes for offshore use and drilling pipes** build from 25 to 650 metric tons.

DRG - **Dredge support Marine Cranes** available in various models in different capacities from 40 to 340 metric tons.

SPECIAL CUSTOM BUILD LIFTING EQUIPMENT:

Due to very long experience and an infinity of built models **HEILA MARINE CRANES** is proud to inform to be in the possibility to make SPECIAL CUSTOM BUILD CRANES adapted to all personal needs from its customers.

In brochures and communications **HEILA** gives a “general introduction” to the extensive product range of models and capacities that are available, and due to the wide variety and continues development we do not make public every aspect of our models, products and services.

Please feel free to contact us explaining your personal needs and use of lifting equipment and we will advise and suggest the best possible solution to cover your lifting needs.

HEILA custom build cranes are used for ROV Handling, Pneumatic Cement Unloading, Fish Farm Feeding, Torpedo Handling, Nuclear Power Plants ,



QUALITY CONTROL:

Since procurement is an “essential” activity for the sake of quality, HEILA has established procedures which take into account the following principles for the assessment of the selection of Suppliers:

SUPPLIER ASSESSMENT

- know-how and technical skills
- Quality of product or service supplied
- Strategic and structural importance of supply
- Adequacy and proper application of Quality system elements and/or requirements
- Adequacy of organisational-managerial structure
- Meeting deadlines
- Economic advantage

PRODUCT ASSESSMENT

(Which must guarantee the same Quality requirements as our production)

ASSESSMENT OF CERTIFICATIONS AND CONTROL LEVELS

(Performed by the supplier himself)

GENERAL

(Ownership information turnover development potentials customers product range)

Before being accepted, the Suppliers is inspected by HEILA production management.

Only after HEILA Quality manager's approval is the supplier accepted, and clear co-operation parameters are established to obtain a more rational use of the Supplier's potential resources.

With time, such requirements are inspected by the Quality manager through non-planned visits.

HEILA uses a well-defined Suppliers' list and generally contacts several third-party suppliers for the supply of one product, to be always able to cope with any inefficiency due to a Supplier's contingent and unpredictable problems.

HEILA has established direct relationships with its main Suppliers to guarantee its Quality and development targets.

The General Management at HEILA GRU S.r.l. decided to establish, document and implement an in-house Quality system in compliance with the UNI EN ISO series 9001, in order to fulfil the market need not only to supply a high quality product which may satisfy the Customer, but also to guarantee long-term Quality for its products through a corporate organisation fulfilling the requirements set forth by the relevant regulation.

Such system will be inspected by a board having jurisdiction within one year.

All Suppliers have already completed, or are completing with HEILA, the certification procedure for the their Quality system. This system will be proof of HEILA strict observance of international regulations applicable to Quality Systems and is the most authoritative evidence of what the Customers unfailingly experience every day:

the great reliability of an organisational structure where everything is planned to assure TOTAL QUALITY.

HEILA **MARINE CRANES** IN THE OFFSHORE INDUSTRY:

One of the industries where **HEILA MARINE CRANES** are Used and Abused on a daily base is the Offshore Industry. HEILA provides cranes for Pipe- and cargo handling for drilling rigs, Supply Vessels, Safety Standby Vessels, Anchor Handling Tug, FSPO, as well as storage and machinery movements.





HEILA **MARINE CRANES** OFFSHORE REFERENCES:

Customer User	Crane type	Description
Kværner Rosenberg FSPO "Norne"	HLMR 13-3S	Cargo handling
Kværner Rosenberg FSPO "Norne"	HLMR 25-4S	Cargo handling
Transocean Rubicon	PH 90-2BJ-2S	Pipe handling
Aker Stord FSPO "Norne"	HLMR 13-3S	Cargo handling
Hitec Ekofisk P & A	PH 25-2BJ-1S	Pipe handling
Aker Offshore Partner FSPO "Balder"	HLM 18-2S	Cargo handling
Aker Offshore Partner FSPO "Balder"	HM 6-2S	Cargo handling
Sepro / Halliburton Subsea7	HLM12-2S	Manriding and lifting
Dolphin a.s	HLM 7-2S	Cargo handling
Dolphin a.s Borgland Dolphin 3 ea.	HLM 18-2S	Cargo handling
Statoil Statfjord C	HLM 25-2S	Cargo handling
Amoco	HLRM 35-3S	Cargo handling
IOS Contracting Wildcat	HLM 5-2S	Cargo handling
Bergesen D.Y. Berge Hugin	HLRM 19-2S	Cargo handling
Transocean Transocean Searcher	HMR 75 / 11-2S	Cargo handling
Dolphin	HLM 7-2S	Cargo handling
Randaberg Sveis Phillips	HLRM 35-3S	Cargo handling
Coflexip Stena Offshore	HLRM 35-3S	Cargo handling
Hitec Gullfaks A	PH 90/2BJ-2S	Pipe handling
Dolphin	HLM 10-2S	Cargo handling
Bjørge Offshore Valhall	HLM 12-2S	Cargo handling
ABB Offshore Sleipner B	HMR 150/15-2S	Cargo handling
Hitec NAVIS	PH 300 / 22	Pipe handling
Hitec NAVIS (SEE ABOVE PICTURE)	HLRM 650 / 3BJ	Cargo handling

HEILA **MARINE CRANES** OFFSHORE REFERENCES:

Customer User	Crane type	Description
Smedvig Offshore Statfjord A	PH 250 / 22	Pipe handling
Heerema Tønsberg / ABB Ringhorne	HM 20-2S	Hatch deck mobile crane
Prosafe Drilling / Esso Ringhorne	HMR 20-2S	Hatch deck mobile crane
Axess / Smedvig West Venture	HLRM 45-4S	MHC on RHC
Subsea7	HLM13-3S	Manriding and lifting
Westcon / Saipem Scarabeo5	HLRM19-5SX	Manriding
Westcon / Saipem Scarabeo5	HLM 7-2S	Cargo handling
Statoil Visund	HM 8,5-1S	Hatch deck crane
Subsea7	HLRM 35-5S	Deck crane
Maersk Offshore "DON"	HLRM 80-2S	Supply Vessel
Maersk Offshore "DEE"	HLRM 80-2S	Supply Vessel
ESVAGT "Observer" (SEE PICTURE)	HLRM 80-2S	Supply Vessel
ESVAGT "Conector"	HLRM 80-2S	Supply Vessel
SWIRE Offshore	HMR 125/15F	Supply Vessel





HEILA [MARINE CRANE](#) CONFIGURATOR:

Since there is an infinity of models of marine cranes often it is difficult to determine what crane configuration and size actually is needed by the customer.

Many issues like certification, working temperature, sea states and regulations influence to type and size of the crane enormously.

To make life easier you can find a questionnaire on the following page that once filled in will exactly tell us what crane you are looking for and puts us in the position to make you a most favourable offer.

Please fill in as much information as possible and we will supply the best possible solution.

FAX BACK CRANE ENQUIRY FORM

(Once complied please fax back to +39 02 700 429 028 or print and email to rfq@heila.com)

Customer: _____

Contact: _____

Address: _____

Tel. / Fax _____

E-Mail: _____

Project: _____

Application/Installation:

MSV	DSV	Pipe Layer	FSU	FPSO	PSV	AHTS
Drill Ship	Semi-Sub	Jack-Up Rig	Work boat	Multicat	Fixed Installation	

Elevation of Slew Ring Above LAT _____ m

Standard Design Temperature is at -10°C

Other/Different Requirement _____ °C

Max. Ambient Working Temperature is at -25 to +45°C

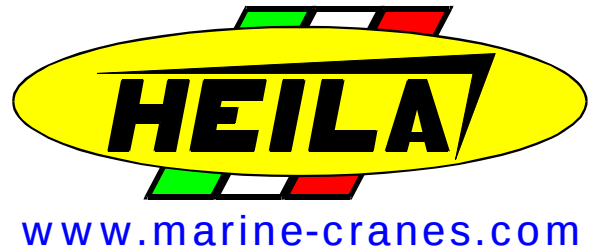
Other/Different Requirement _____ °C

Humidity Standard is at 93%

Other/Different Requirement _____ %

CRANE TYPE:

Fixed boom	☐	Telescopic knuckle boom	☐
Knuckle boom	☐	Foldable telescopic knuckle boom	☐
Telescopic boom	☐		
360° endless rotation	☐	Limited rotation _____ °	☐



Standard Wind Speed - Operating is at 20m/sec.

Other/Different Requirement _____ m/sec.

Standard Wind Speed - Stowed Condition is at 63m/sec.

Other/Different Requirement _____ m/sec.

Special Features of Crane:

Diesel Prime Mover ☐ Electric Starter ☐ Hydraulic Starter ☐

Electric Prime Mover ☐ Star-Delta Start ☐ Soft Start ☐

Direct ☐

Metal Rope Sheaves ☐ Non-Metal ☐

Standard Power Supply 380 VAC 50Hz 3 ph ☐ ____ VAC ____ Hz ____ Phase

Crane Electric:

Pedestal Adapter Safe Area ☐ Zone 1 ☐ Zone 2 ☐

Slewing Column Safe Area ☐ Zone 1 ☐ Zone 2 ☐

Crane Boom Safe Area ☐ Zone 1 ☐ Zone 2 ☐

Crane Cabin Safe Area ☐ Zone 1 ☐ Zone 2 ☐



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Main Hoist max. static capacity at _____ m outreach

max. dynamic capacity at _____ m outreach

Lifting Height _____

Lifting Speed _____ m / minute

Required Sea States _____

Aux. Hoist max. static capacity at _____ m outreach

max. dynamic capacity at _____ m outreach

Lifting Height _____ m outreach

Lifting Speed _____ m / minute

Required Sea States _____

Cabin Control Stand ☐ Control Seat ☐

Cabin / Seat Location RHS ☐ LHS ☐ *Centre ☐

Operating Speeds

Main Hoist (m/min.) _____ empty hook _____ max. load

Aux. Hoist (m/min.) _____ empty hook _____ max. load

Luffing (sec. From min. to max. radius) _____ empty hook _____ max. load

Slewing (rpm) _____ empty hook _____ torque

Certifying Authority:

Lloyds (LRS) ☐ ABS ☐ DNV ☐

GL ☐ other _____

Rules and Regulations:

CE ☐ Lloyds (LRS) ☐ ABS ☐

DNV ☐ GL ☐ EN ☐

API 2c ☐ ATEX ☐ other ☐

Certification Class Notation: _____

Crane Hydraulic:

Constant Tension System _____ Main Hoist _____ Aux. Hoist

Secondary Hoist Brake _____ Main Hoist _____ Aux. Hoist

G O P System _____ Main Hoist _____ Aux. Hoist

Vessel Motion Applicable Details : _____

Crane Control System:

Hydraulic ☐ Cable remote ☐

Electronic ☐ Radio remote ☐

Crane Instrumentation:

Crane Systems Indication ☐

Safe Load Indication ☐

Data Logging Device ☐

PA System ☐

Fire & Gas Detection ☐

Crane Slip Ring Unit ☐

Circumferential Platform ☐

Crane Pedestal ☐

Required pedestal height _____ mm

Ladder ☐

Required Ladder height _____ mm

Outer Diameter of Platform Interface _____ mm

Pedestal wall Thickness _____ mm

Spare parts package ☐

Value of parts package _____ %

Crane Documentation:

Crane Data Sheets ☐

Load Charts & Pedestal Reactions ☐

Technical Description ☐

GA Drawings ☐

Other: _____



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