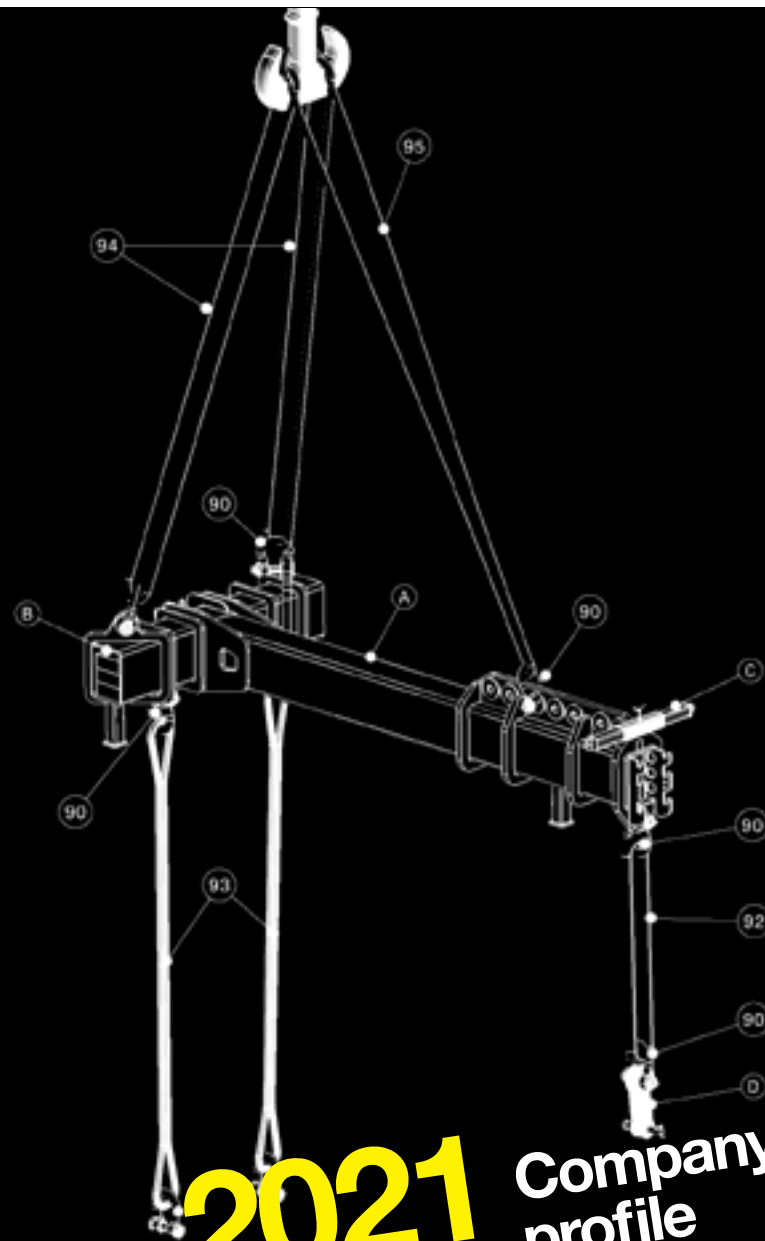


# 2021

Company Profile | Airpes China

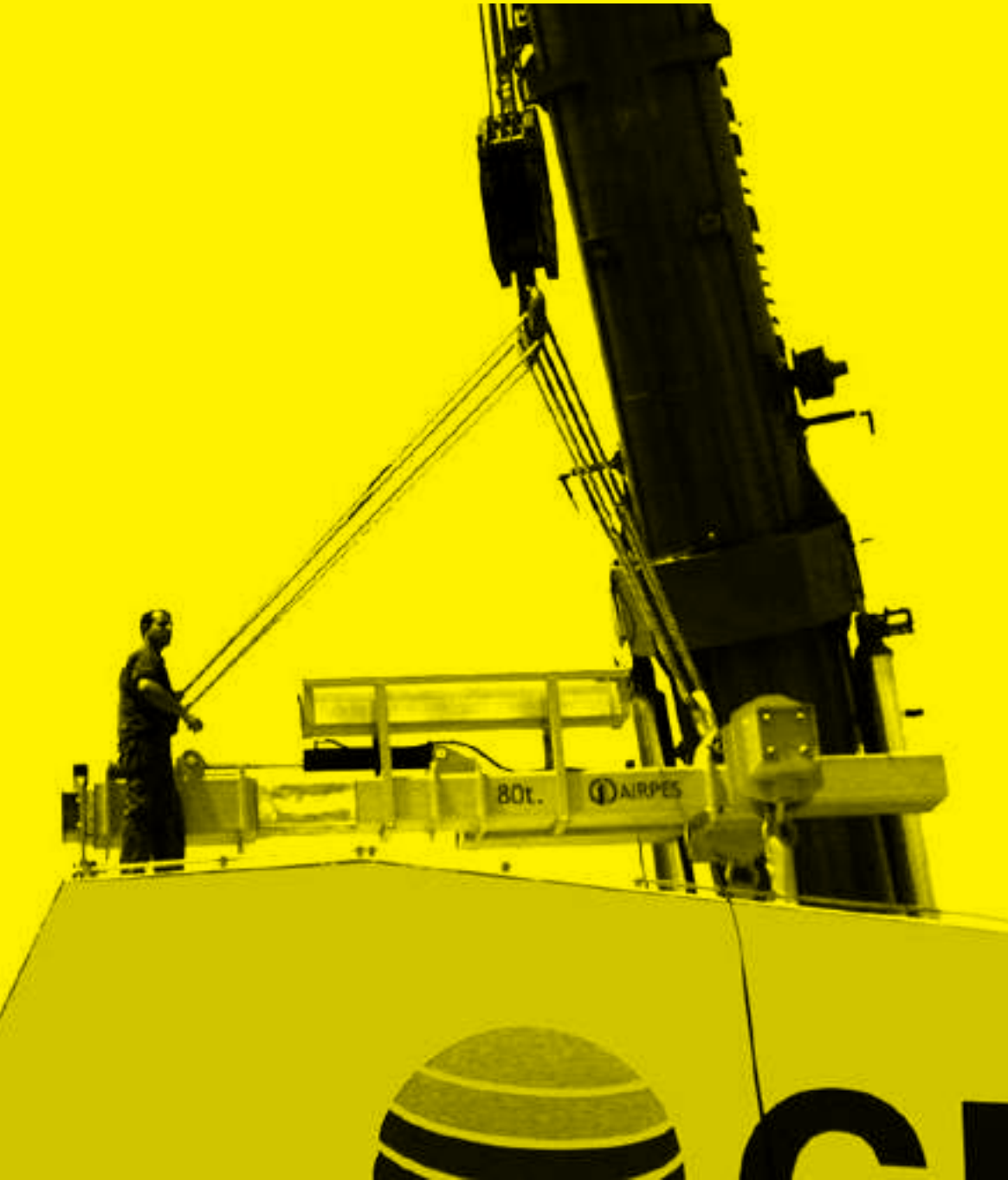


[www.airpes.com](http://www.airpes.com)



**2021** Company  
profile

# Introduction



■  
**airpes®**

A leading European supplier of handling and lifting equipment, weighing systems and engineering solutions.

# Introduction

We are **Airpes Group**, a company born in Europe and very well known for the quality of its products. In 2015 opened our **new operation center in Midwestern United States**, with our main office in Mequon, Wisconsin and in 2019 we opened a **new branch in China** in Suzhou (Shanghai).

**Airpes Group** companies offer **customized solutions in weighing, handling engineering fields to world wide wind market**. We are sure we can help and provide solutions to your company and fulfill all the needs you might have, based on our commitment and dedicated team with years of experience.

# Introduction

Airpes Group companies provide **engineering and manufacturing tailor made solutions for your lifting, handling and transport equipment world-wide.** As well, we are ready to provide you the best quality maintenance and preventive services wherever you are.

# Introduction | Airpes China

Airpes China is born on 2019 as a strategic **Joint Venture alliance** between two partner enterprises: **Eurocrane (China) Co, Ltd** and **Airpes SL**.

Using both partners knowledge, experience, factories and teams, Airpes China is delivering high-end quality in China following the International & European standards and know-how we bring from our European headquarters in our state-of-the-art manufacturing facilities in Asia (China).



# 1

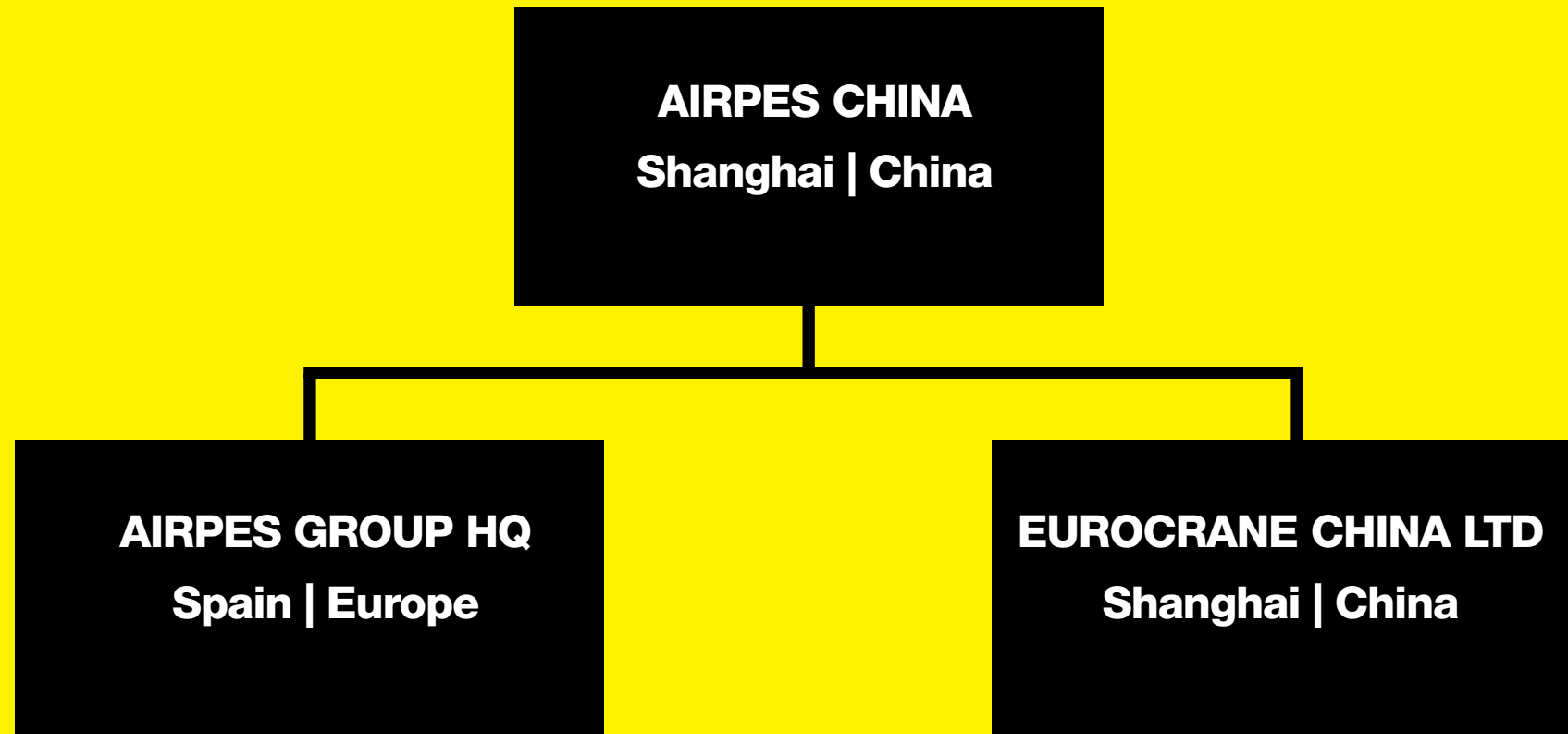
**Company**

# Airpes Group





# Airpes China Co., Ltd Join Venture



# Europe

## Key Figures

### Airpes Europe - Spain (Barcelona):

#### Facilities:

4500 sqm workshop

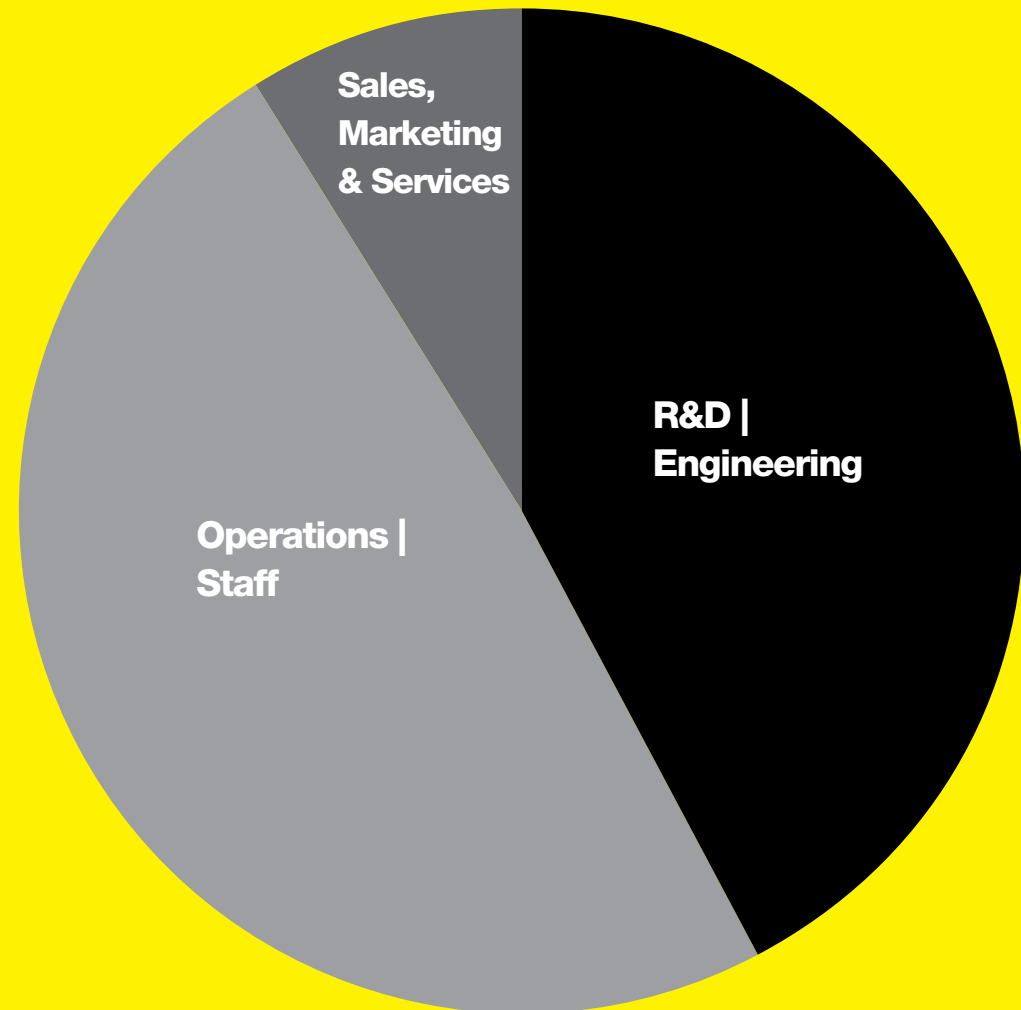
- 1000 sqm office
- 0800 sqm stock warehouse
- 0450 sqm testing tool area

#### Employees:

55 people

#### Field:

Operations   Staff	29 people
Sales, Marketing & Services	05 people
R&D   Engineering	21 people



# America

## Key Figures

### **Airpes America - U.S. (Wisconsin):**

#### **Facilities:**

0200 sqm office

+ 0800 sqm stock warehouse (2020 Q4)

+ 2500 sqm testing tools area (2020 Q4)

#### **Employees:**

- 2 people

#### **Field:**

Sales, Marketing & Services    02 people



# Asia Key Figures

## Airpes Asia - China (Shanghai):

### Facilities:

80000 sqm workshop

+ 2000 sqm office

+ 5000 sqm stock warehouse

+ 2000 sqm testing tool area

### Employees:

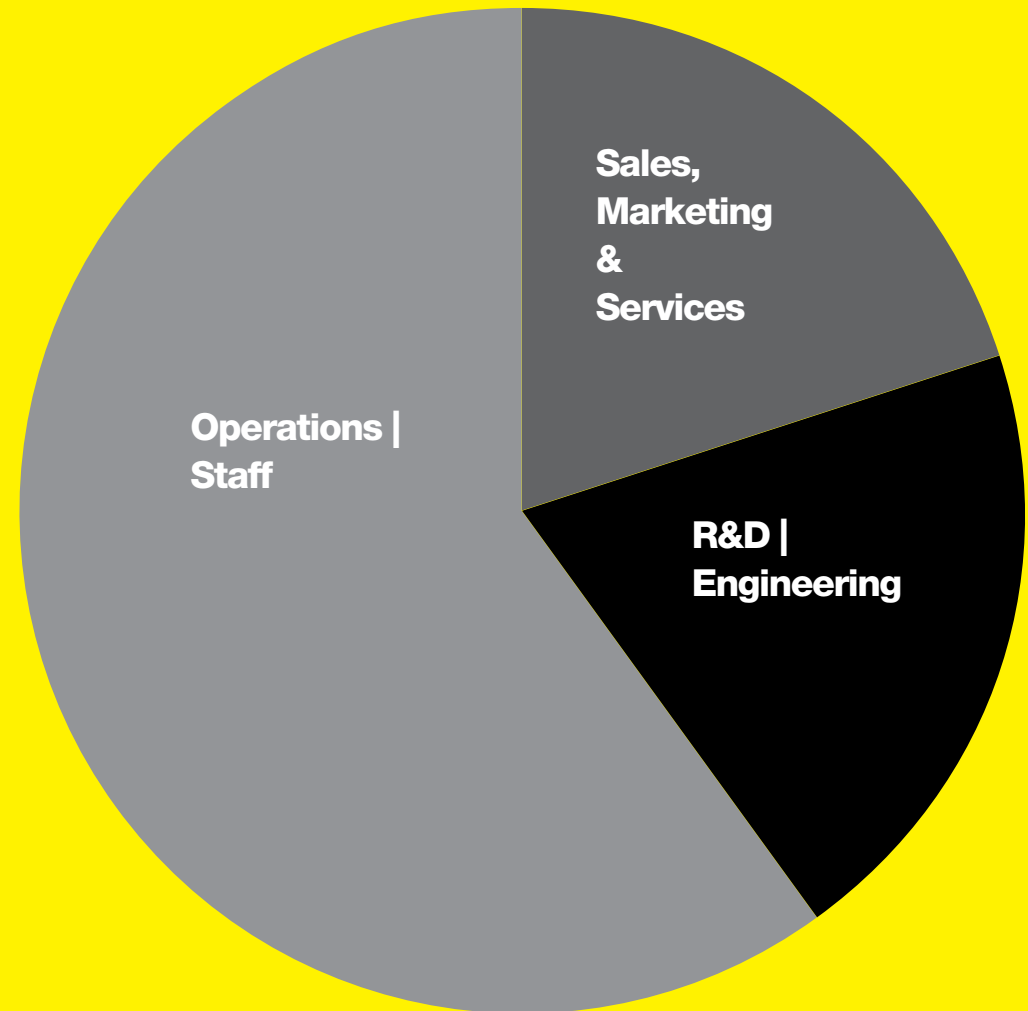
- 30 people

### Field:

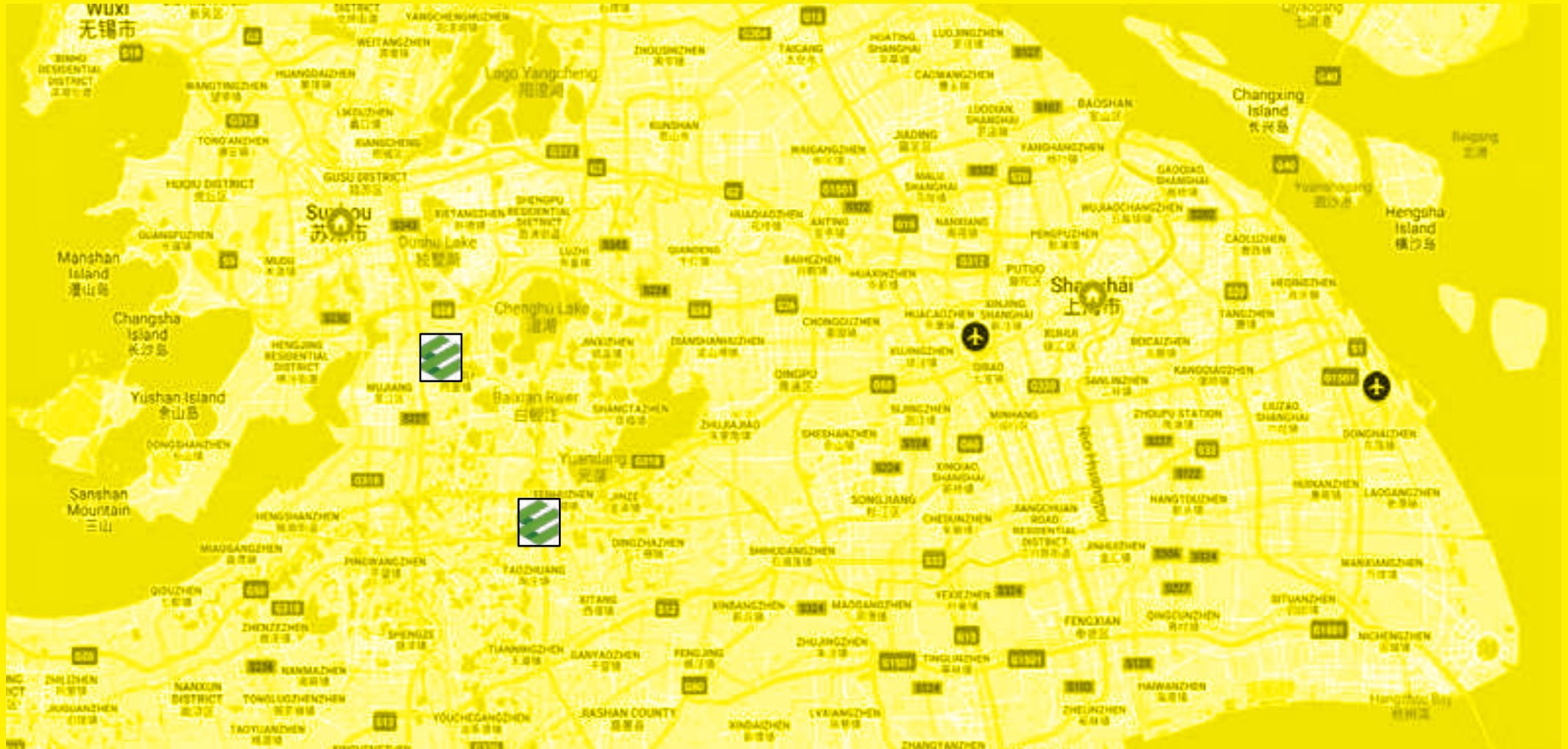
Operations | Staff                      21 people

Sales, Marketing & Services        04 people

R&D | Engineering                    05 people



# Airpes China facilities access



Headquarter & Main Factory: Located in Suzhou, Jiangsu, a total floor place of 23.1 hectares

# Airpes China factory access

With 3 large production factories and located in the most developed area in China, Airpes (China) has access through Eurocrane (China) to:

- Easy Logistics
- High-end Suppliers
- Internationally Certified Suppliers
- Easy Access to Excellent Engineers and Qualified workers
- Multiple International Welding and NDT Qualifications: EN - ISO, AWS, GB, AU



# Airpes China factory access



**Main Structure Plant A**

Floor Space: 28.000 m<sup>2</sup>  
Plant Area: 18.000 m<sup>2</sup>



**Main Structure Plant B**

Floor Space: 24.000 m<sup>2</sup>  
Plant Area: 4.000 m<sup>2</sup>



**Assembly Plant C**

Floor Space: 119.000 m<sup>2</sup>  
Plant Area: 63.000 m<sup>2</sup>



**Hoist Plant**

Floor Space: 33.000 m<sup>2</sup>  
Plant Area: 22.000 m<sup>2</sup>

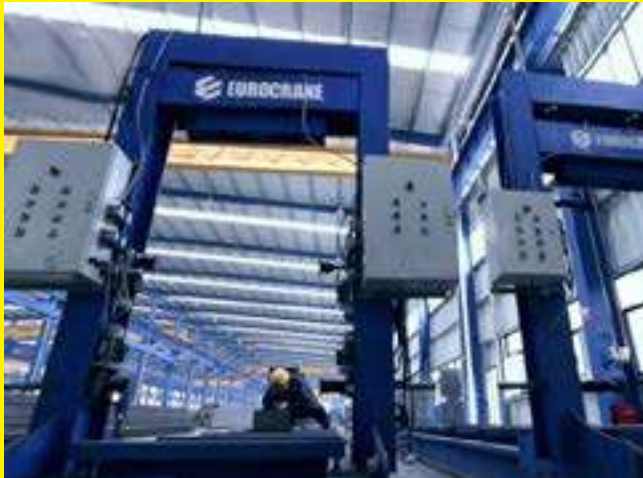


**Structure Plant**

Floor Space: 30.000 m<sup>2</sup>  
Plant Area: 22.000 m<sup>2</sup>



# EuroCrane China factory



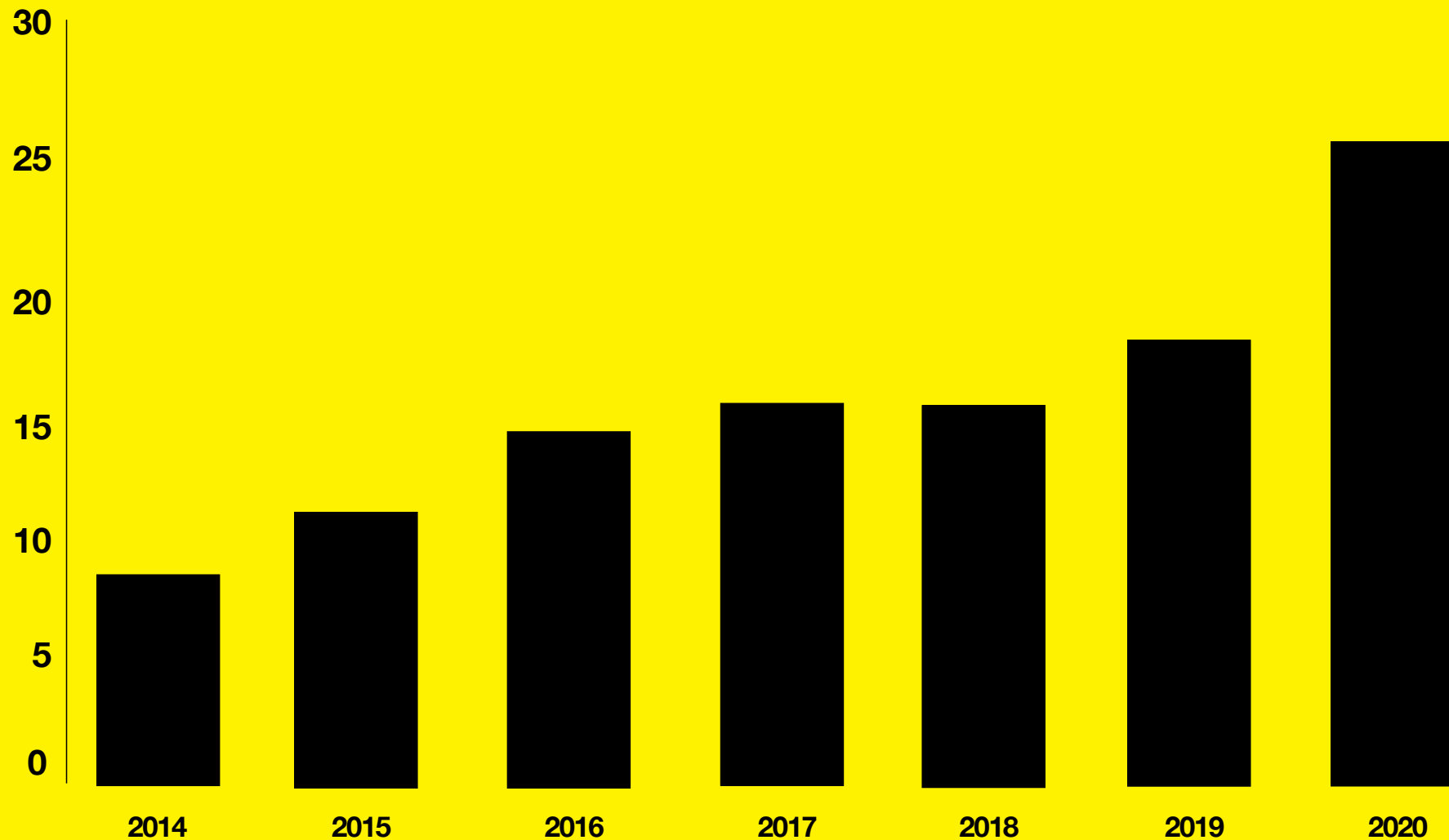


# EuroCrane China factory



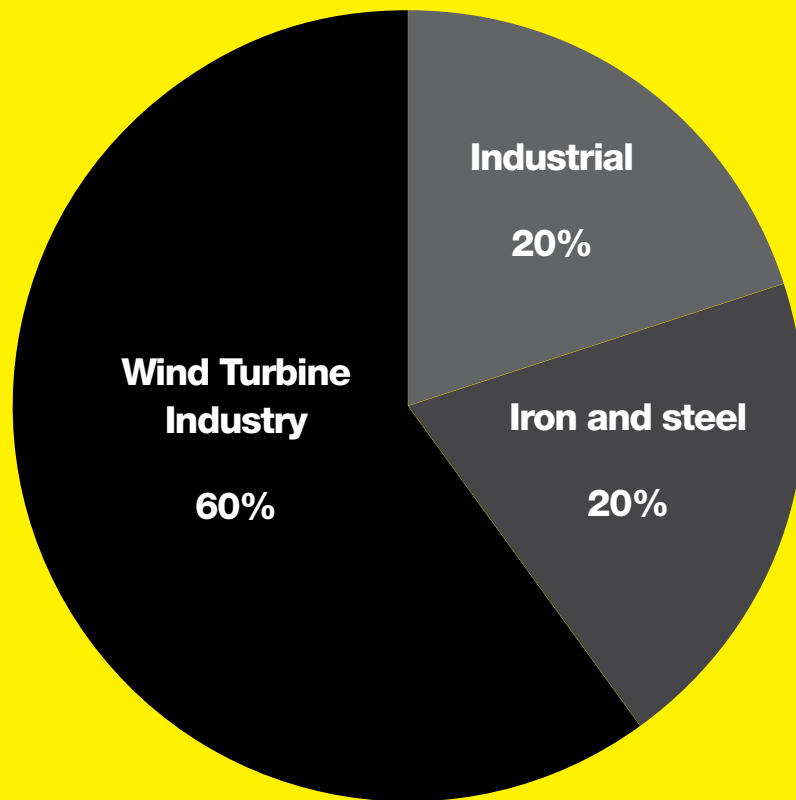
# Turnover trend

Million €

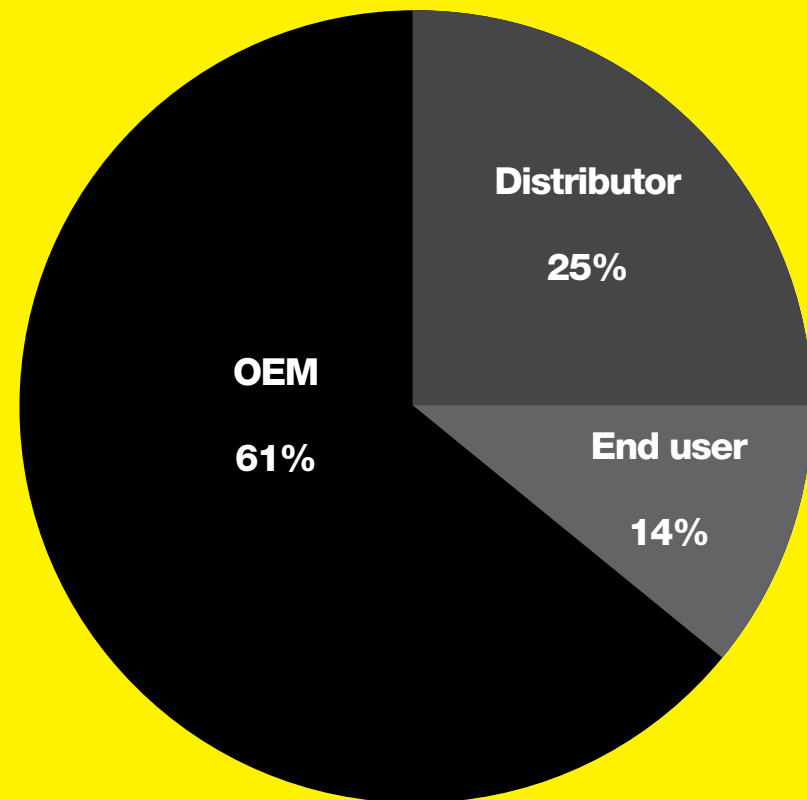


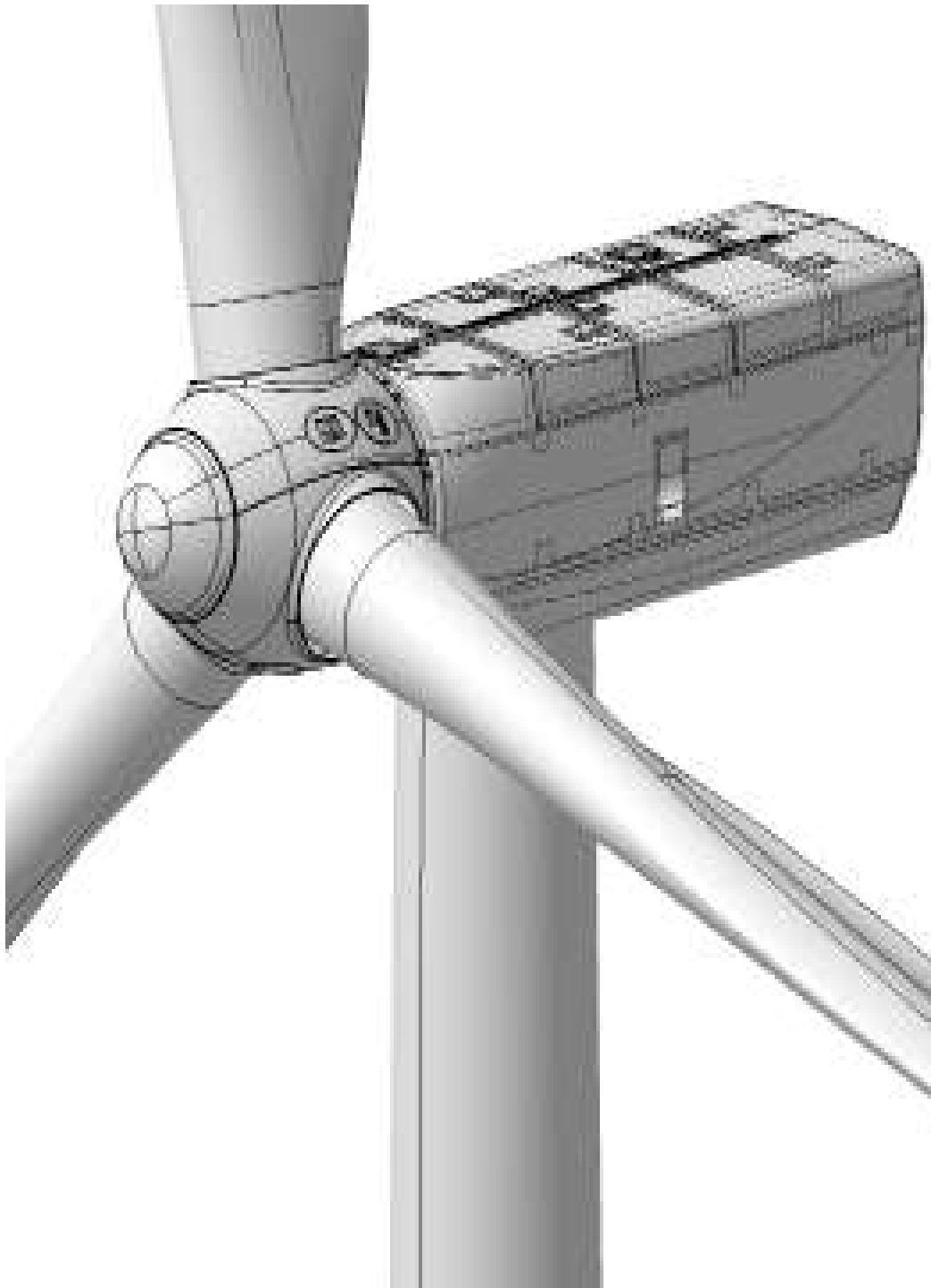
# Market Segmentation

Application breakdown



Market positioning





# Certifications

All our products meet the strictest safety and quality standards. The process of design, manufacture and marketing is certified by TÜV accordingly UNE-EN ISO 9001:2000 standard.

In the process of improvement & control of the manufacturing process, design and marketing, airpes® has renewed the certificate for the coming years, as part of its ongoing commitment to improve all business areas and ensure quality, reliability, efficiency and safety of its products.



**TÜVRheinland®**  
Precisely Right.



# APQP4Wind Expertise

In Airpes we have experience with the APQP4Wind, a common quality assurance methodology for the global wind industry. APQP4Wind helps us to reduce risk and lower the costs of poor quality.

We can ensure this level of quality from our Airpes S.L. Headquarters in Europe (Spain) and our Airpes (China) Co., Ltd. (Asia) branch.



# **Main Fields**

**1**

**Iron & Steel**

**2**

**Industrial**

**3**

**Renewable  
Energy Sources**

# Customers

We collaborate with:

General Electric Renewable Energies  
Siemens Gamesa Renewable Energies  
Vestas  
Goldwind  
Adwen  
Acciona Windpower  
GH Cranes & Components  
Konecranes  
Jaso Industrial cranes  
Suzlon  
Eurocrane (China)



# 2

**Lifting  
Supplier**



# Experience

Airpes solutions cover all stages of an offshore project, from initial specifications to training in site.

We are working in the wind industry since 2003. We develop each project with the same dedication and methodology. There is just one difference between them: the number of qualified people involved along the time. That philosophy lets us to reduce the cost of the project without decreasing quality.

Airpes's objective is to achieve a complete integration of all activities related with manufacturing equipment. That is the way we reduce development time and increase the performance and the reliability of our solutions.



# Technical Training

Permanent efforts and investments are addressed to train our internal staff, which participate both in external training events and internal specific courses.

Quality training programmes addressing application-specific topics are held either at our Barcelona offices or at the customer's offices if it's required.

Technical expertise and highly skilled speakers ensure that customers acquire good practical knowledge and achieve the necessary specialization to operate with proven effectivity on our products.



# Customer support

Airpes staff guide customers in their choices, advising the most suitable configuration and installation for the products in order to solve their needs.

Skilled technicians design special systems, offering customers tailored solutions, with specific control functions or simply different actuator arrangements, according to their specifications.



# Promoting the Safety Culture

Aipes is dedicated to promote the safety culture and works in collaboration with other industry leading experts. We develop informative seminars and workshops as a value-added service to our customers.

Airpes actively participates in the working groups that maintain european safety standards.



# Heavy lifting solution deployment

## 1. Specifications

Definition of the device specs.  
Airpes technical staff collaborate with customers in the definition of specifications. The so-called RFD (Request for Design).

## 2. Design

Development of the conceptual design (also called 3D model).

Key points:

- Performance
- Safety
- Manufacturing, assembly, handling, shipping.
- Testing
- National and installation country standards style

We work with CAD/CAE  
Software: CATIA, SolidWorks, LabView, ANSYS.

## 3. Modelling

After design approval, more detailed manufacturing drawings are carried out (also called 2D models). Those drawings include the necessary information to manufacture and assembly the equipment.

# Heavy lifting solution deployment

## 4. Manufacturing

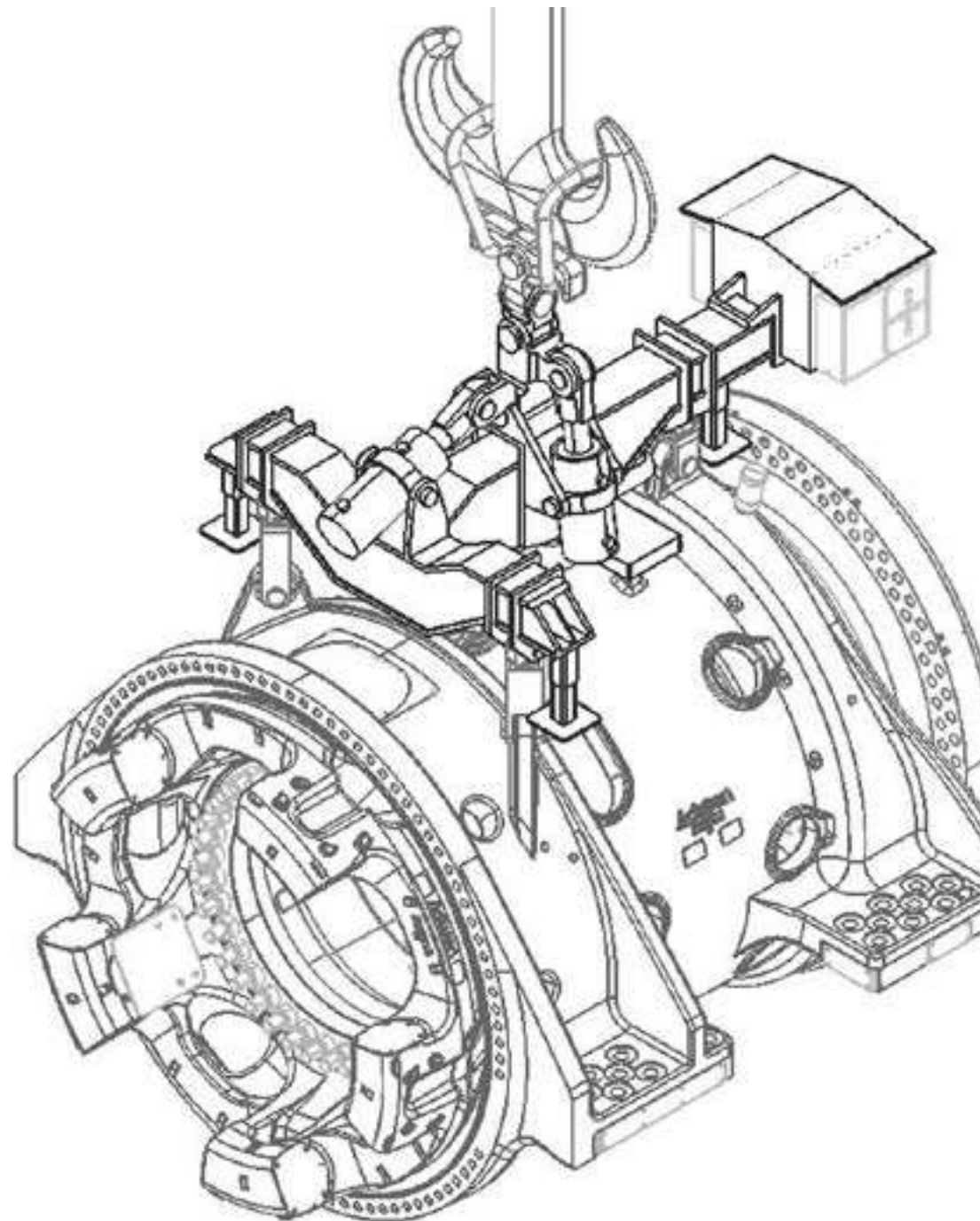
Manufacturing and assembling. Check points are disposed along the process to assure the quality of the final product. Test accordingly requirements are performed at Airpes facilities to verify the final product.

## 5. Quality Assurance

Strict Quality Controls and, if necessary, Load Test and Multiple Commissioning testing are done in our facilities.

## 6. Delivery

Delivery and commissioning. Airpes assists the customer with the installation, training and test the equipment in the real conditions.



# Our proposal

Our proposal is to optimize performance, quality and reability of the product to cover the customer needs.

## **AIRPES activity covers:**

- **Study of customer needs**
- **Design**
- **Manufacturing**
- **Test**
- **Maintenance**

# 3

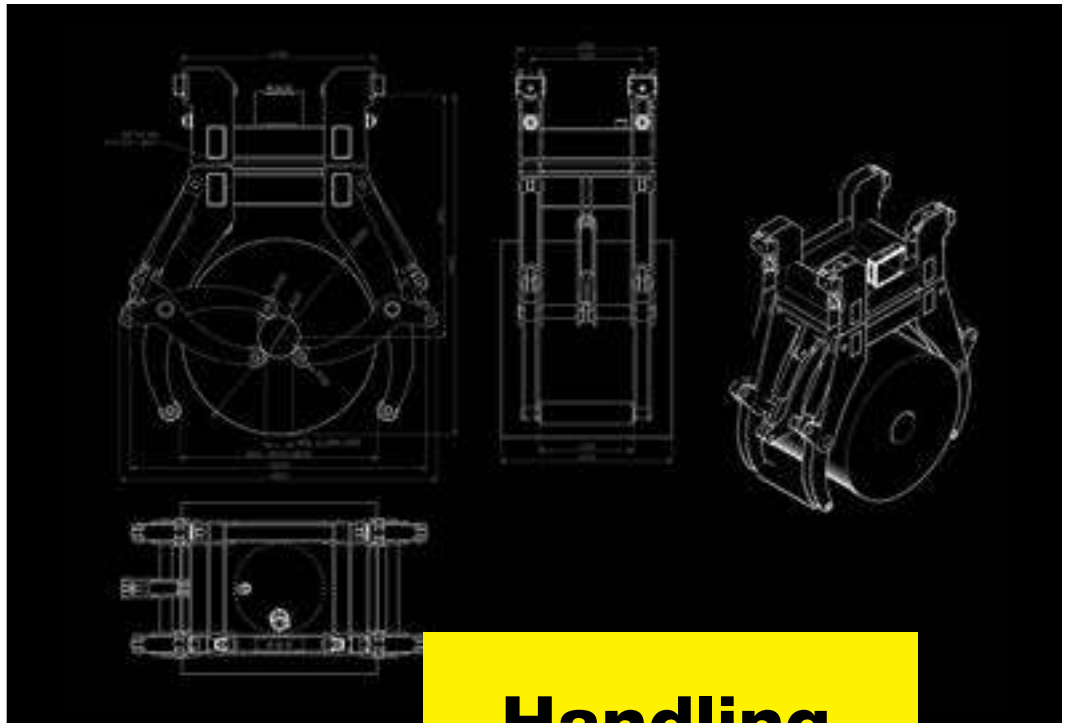
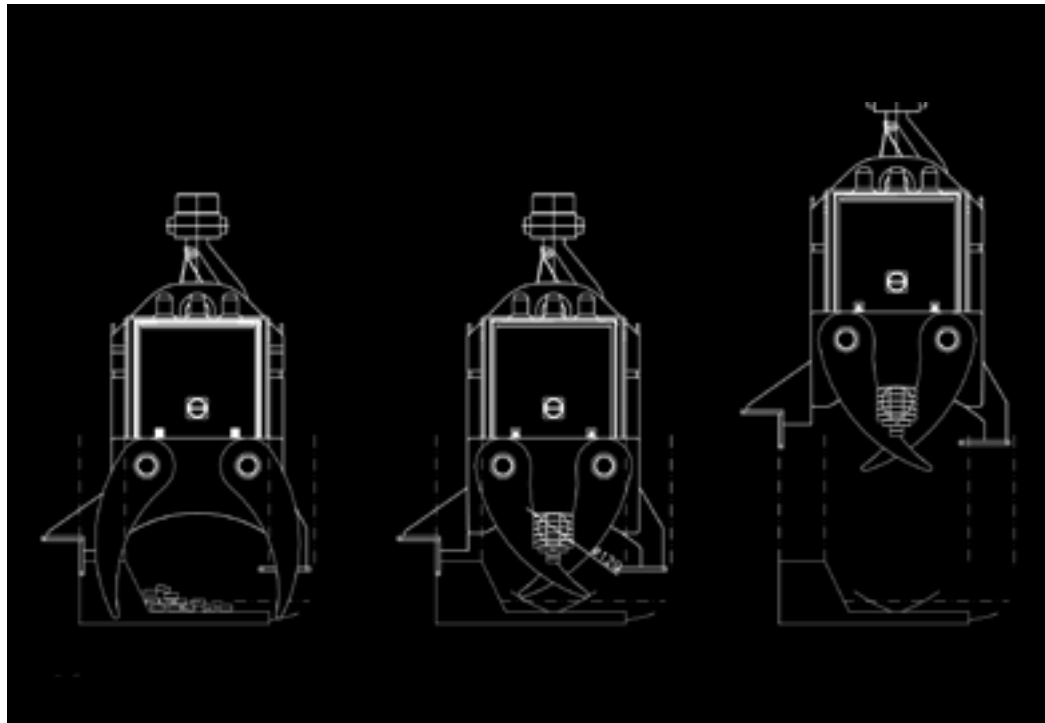
## **Solutions**





**Handling**







# Weighing

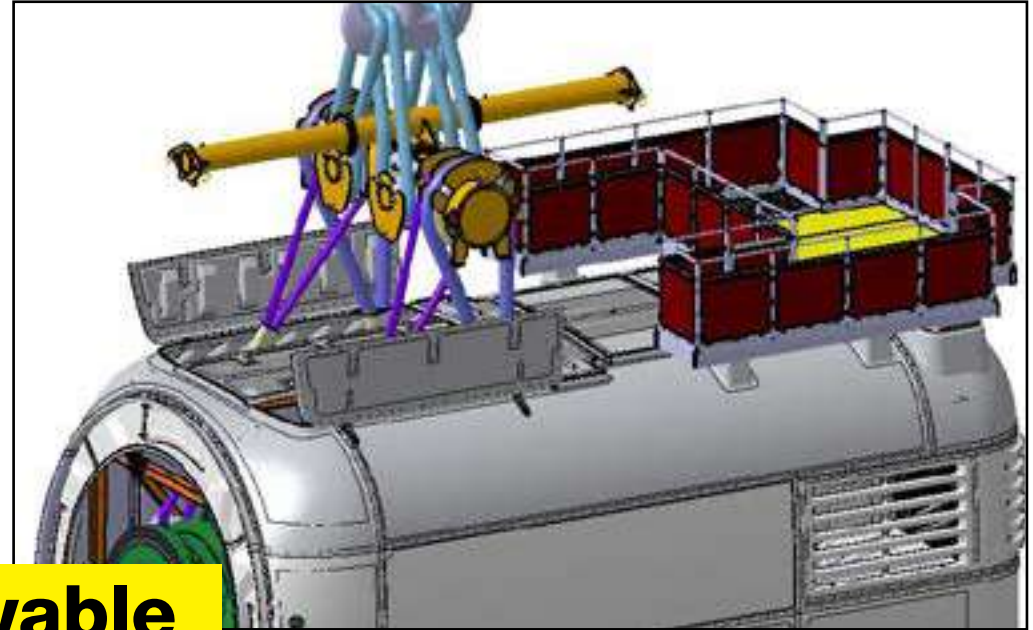
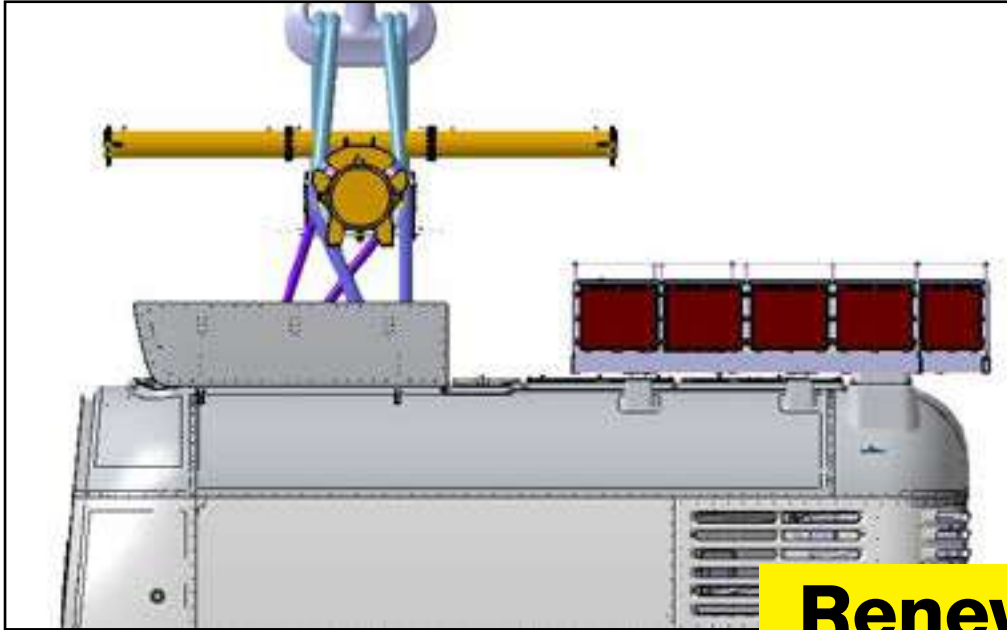




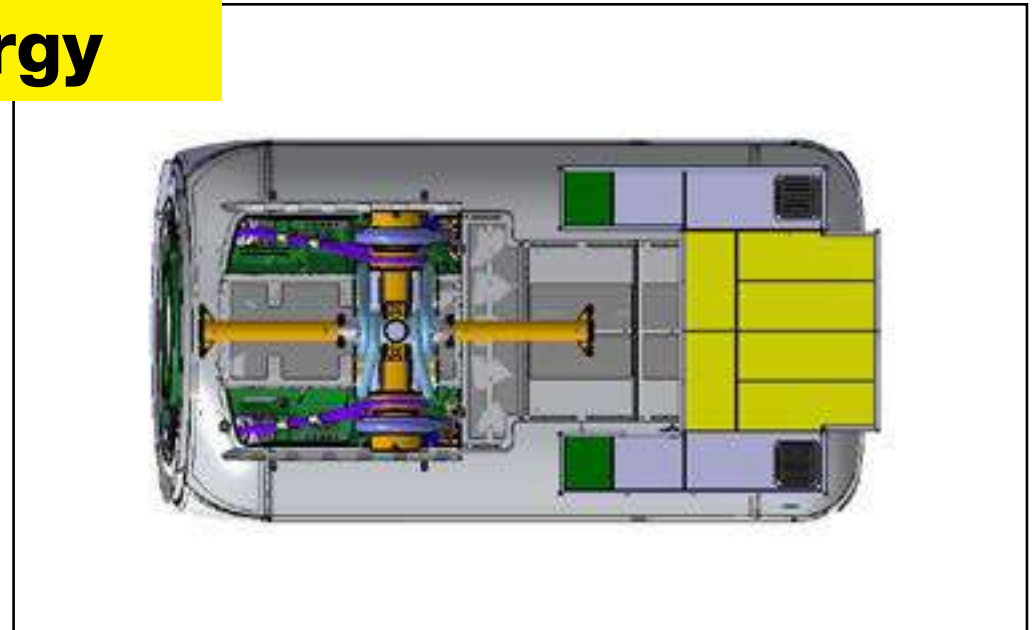
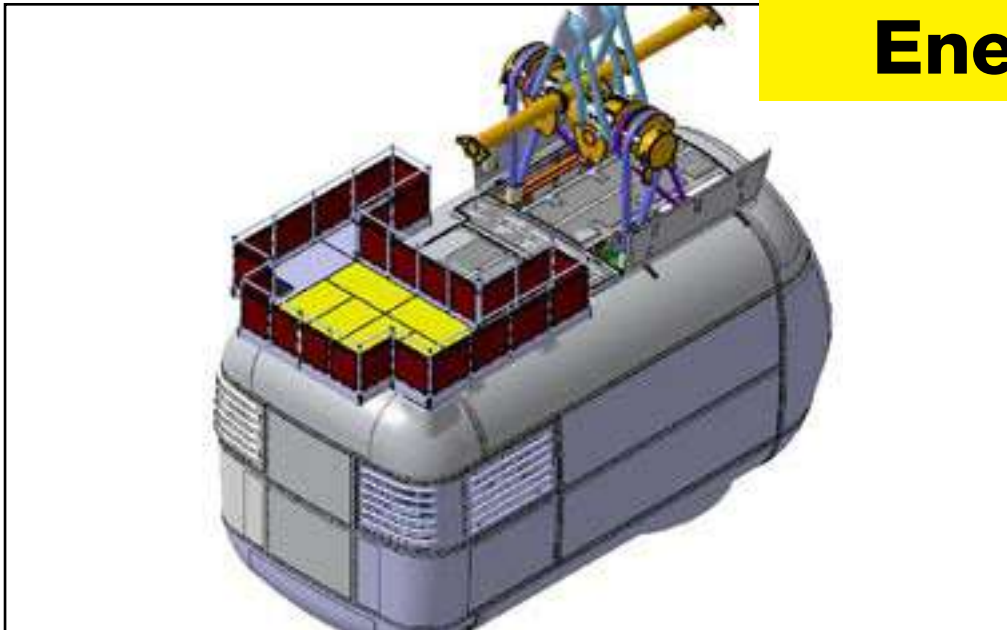


**Weighing**

# ADWEN 8 MW Wind Turbine



**Renewable  
Energy**



# ADWEN 8 MW Wind Turbine

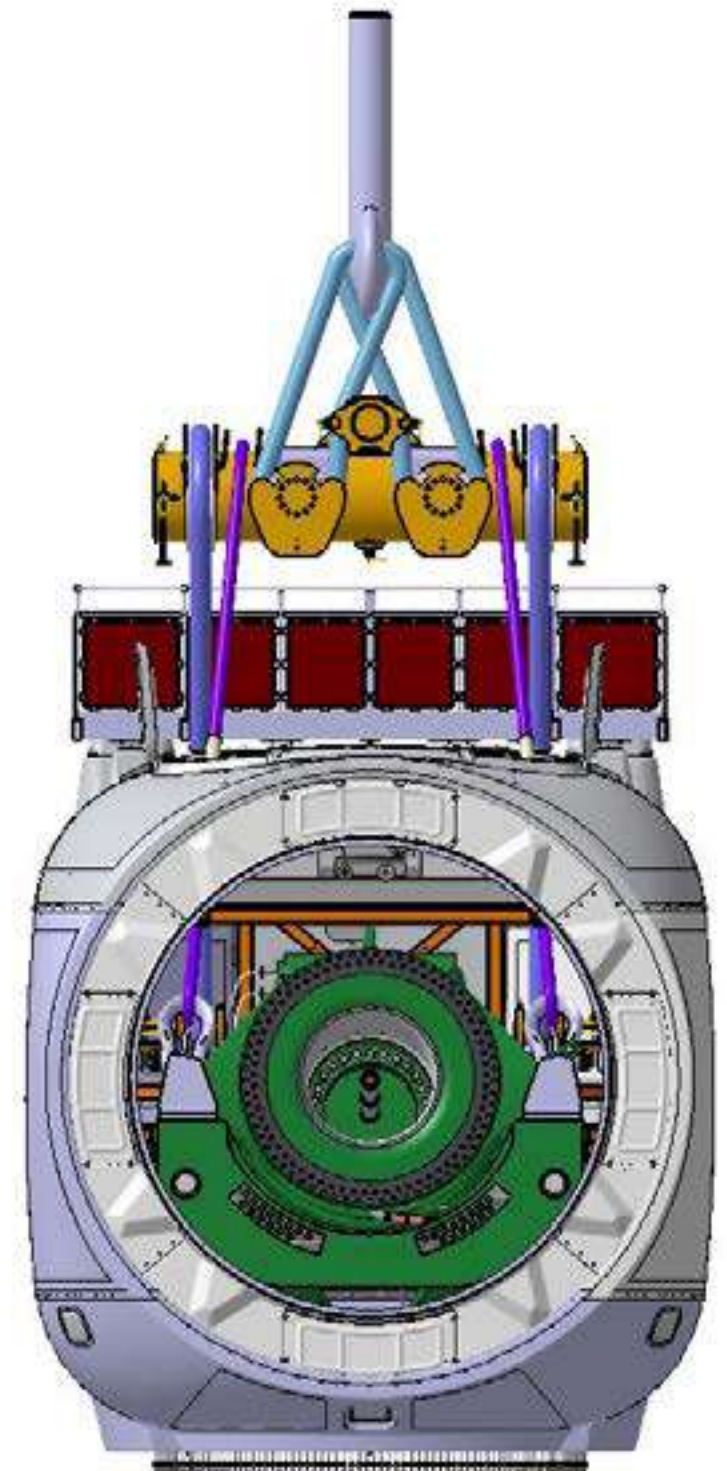
Adwen needed a brand new nacelle lifting toolkit and lifting equipment. Airpes developed its design and manufacture.

The tool was designed to lift the complete nacelle (after installing drive train, generator and other equipment) with a total weight of 600t.

This tool consists of:

- A main beam of a circular section of steel hollow tube with two trunnions welded to each side.
- A beam attached perpendicularly to the main beam allowing tag lines attachment used to avoid oscillations.
- 2 rear supports with sliding pins which allow fast hooking and release of the slings with the rear part of the nacelle AD8.

Synthetic slings are used to attach nacelle to the lifting tool.





# ADWEN 8 MW Wind Turbine



# Upender & Gangway for Adwen

Adwen needed equipment to assemble the drive train of its 8MW wind turbine. Airpes designed and manufactured the upender and the gangway.

## Upender

The upender (or tilter) is a structure device used for assembly operations of the drive train.

## Gangway

The gangway around the upender provides space for workers during assembly of different components.

## MSA Drive train

The MSA assembly process comes in two steps:

- Device turns the shaft into vertical position for bearing assembly.
- Horizontal positioning is used for assembly of: coupler, multiplier and generator

Once the assembly operations of the parts that make up the MSA have been carried out vertically, the rest of the assembly is carried out horizontally, with the realization of sub-structures: coupler, multiplier and finally, the generator.

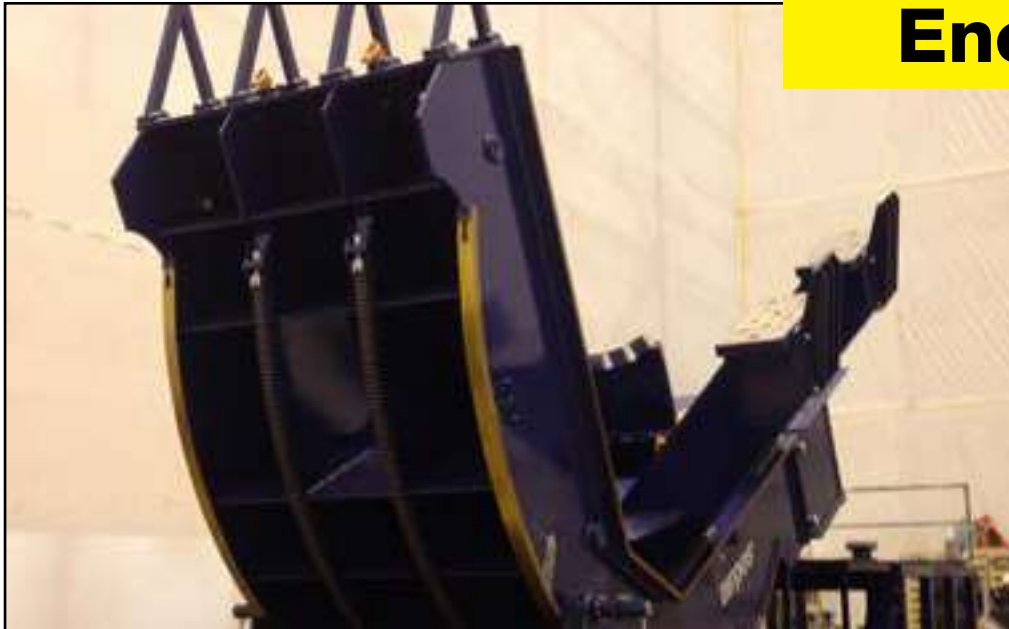




# Uponder & Gangway for Adwen



**Renewable  
Energy**



# 4

## Services

# ALM-100N & Black Box App

## ALM-100N

Overload control system, slack cable and other important points in lifting equipment's.

SWP controller according Standard UNE 58919.

Single or simultaneous lifting.

It can be connected to any kind of load cell, placed in: Fix fall, retrieving pulley, trolley, cable...

## Black Box App

The Smartphone APP which evolved from ALM100-N limiter for Crane Manufacturers, maintenance service companies and crane users.



# Eagle

The Eagle is the new brain that controls and monitors your industrial cranes, by Airpes.

It prevents your load from the most common damages as collision/ overloads. The Eagle is a multiload protector and multi anti collision crane system.

It is a safe working period controller; your cranes will work in tandem mode with total safety.



# 5

## **Success Stories**

# Electromagnet beam and AGV car for Gestamp

North American Company Gestamp Wind Steel USA needed to lift Steel plates up to 55 feet long. Airpes was in charge of the designing, manufacturing and testing of an extensible electromagnet and a transfer car for this steel sector company.

## **Magnetic lifting beam / electromagnet beam**

The electromagnet beam consists of 4 support assembled on the main body + 1 bracket assembled on both telescopic beams. Each support contains 2 permanent electromagnet modules.

12 electromagnets allow safety lifting of the steel plates

The number of electromagnets can be selected in order to lift different loads.

## **AGV car / transfer car**

The transfer car has been designed to transport steel plates resting on a polyethylene bed. The transfer car runs over a rail track with a maximum slope of 3%,

The car includes:

- Electrical motors drive the transfer car allowing a maximum speed of 130 ft/min.
- A radar system on the front and rear for obstacle detection (objects or people)
- 2 remote controllers: wireless and cable.

Four folding arms, one at each corner of the cart, and eight along the sides, can be extended from the cart to add more surface.



# Electromagnet beam for Gestamp



# AGV car for Gestamp





# Another Wind Industry projects

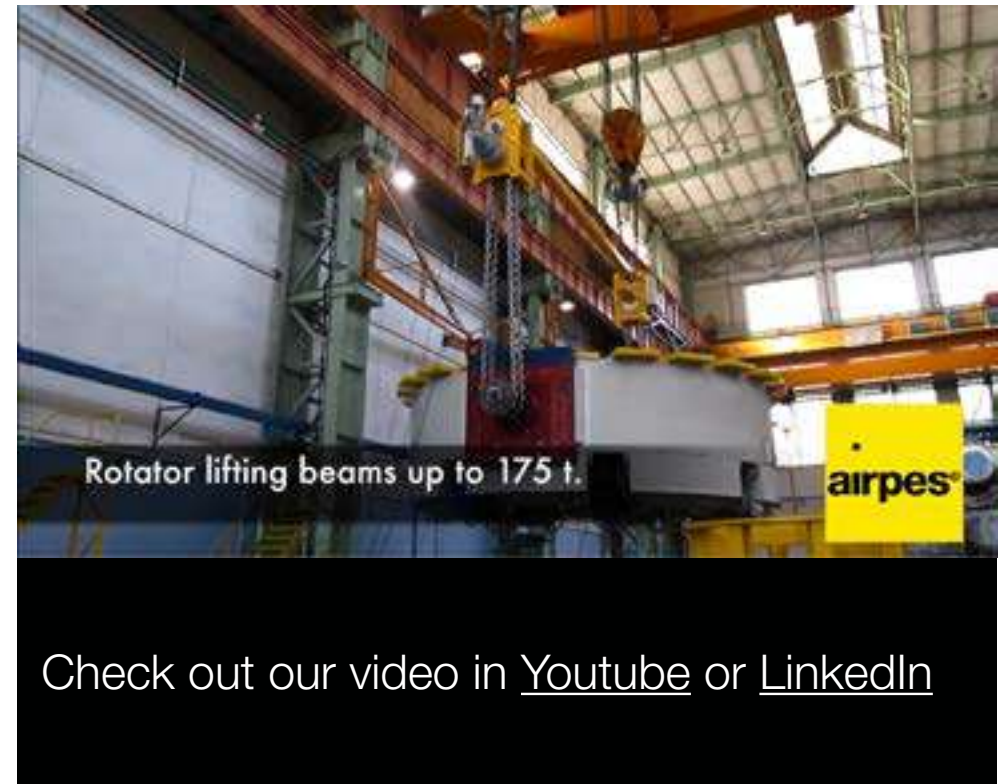


# Load Rotator and Transport for ALSTOM Offshore

ALSTOM Renewable Energy Offshore division requested a 175t lifting and rotating tool for manipulating one of their state-of-the-art most crucial components during one of the manufacture stages.

## 175t Load Rotator Tool

This tool can load and rotate 175 tool with an adjustable control of the rotation, along with center of mass adjusting.



Check out our video in [Youtube](#) or [LinkedIn](#)

# Testimonials

“

Airpes provided a tailor made solution for our Broughton site using their undoubted expertise. Their pre-sale and after-sale service is impeccable and their high standards are reflected in their products.

”

**Mr Jason Sutton**

**Maintenance Manager Lifting Equipment**

**Airbus (UK)**

**AIRBUS**

# Testimonials

“

After this 10 years journey together, we can tell Airpes has the particularity and capacity to design and manufacture, the most specific products with the highest quality standards.

The Airpes's Team, working close together with us, taking care about our customers, there where we are, adding his valued experience.

”

**Mr. Astigarraga**

**Purchasing Manager**

**Ind. Elect. S.A. (Beasain - Spain)**

**- GH -**  
CRANES & COMPONENTS



# Testimonials

“

We at Verlinde - Stagemaker division had the chance to challenge the Airpes team, and the reactions were absolutely great, they developed the product and engineered it in a record time, and we also like the flexible attitude of Airpes. Thanks again for the excellent work.

”

**Mohamed Essabar**

**Stagemaker Product Manager**

**Verlinde S.A.**



A world map with a grid showing the locations of Customer Service centers. Red dots are placed in the following regions: North America (USA, Mexico), South America (Brazil, Argentina), Europe (UK, France, Germany, Italy, Spain, Poland, Czech Republic, Slovakia, Hungary, Austria, Switzerland, Netherlands, Belgium, Luxembourg, Ireland, Greece, Turkey), Africa (Egypt, Libya, Tunisia, Algeria, Morocco, Mauritania, Mali, Niger, Chad, Sudan, Ethiopia, Kenya, Tanzania, Uganda, Rwanda, Burundi, DRC, Zaire, Angola, Namibia, Botswana, Zimbabwe, Mozambique, Swaziland, Lesotho, South Africa, Madagascar, Mauritius, Reunion), Asia (India, China, Japan, Korea, Philippines, Thailand, Vietnam, Laos, Cambodia, Myanmar, Singapore, Malaysia, Indonesia, Brunei, Timor-Leste, Australia, New Zealand), and Oceania (Australia, New Zealand).

**Airpes' distribution network assures support and expertise in more than 18 countries by qualified and trained Airpes' service centres.**

# VISIT OUR WEBSITE TO FIND USEFUL INFORMATION

You will find regularly updated success stories and events we attend about:

- Handling Projects
- Weighing Projects
- Wind Energy Projects

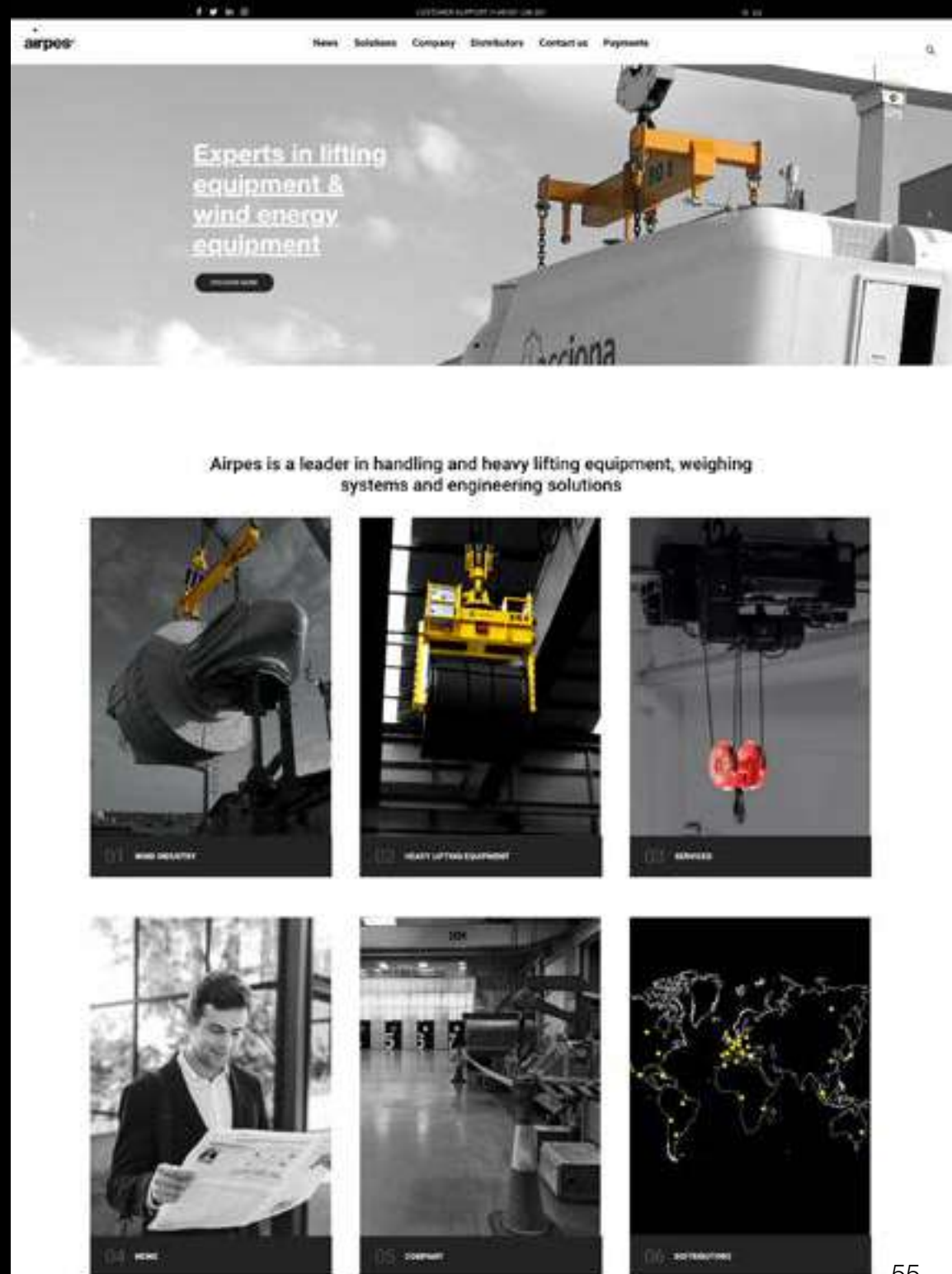
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# airpes®