



# SCE600A Crawler Crane Sell Points and Competition Analysis

**SANY**

品质改变世界  
三一集团

**Crane BU**  
**Zhejiang SANY Equipment Co.,LTD.**

**PART1**

**Product Overview**

**PART2**

**Product Introduction**

**PART3**

**Comparison with the competitive**

**PART4**

**Sell Points**

**PART5**

**Construction Cases**

# 1 Product Overview



SCE600A is major A-series crawler crane developed by SANY Crane BU in 2020, with huge improvements on cost performance. The comprehensive technology, including assembly and transport, reliability, adaptability, operation performance, and maneuverability, leads in the industry.

# 1 Product Overview



HC31@W1 28m display weight & radius



H13@3.7m display weight & radius

1.25P Stability test, satisfy EN13000 requirement

# 1 Product Overview



RTIFICATE | CERTIFICAT | CERTIFICADO | СЕРТИФИКАТ | شهادة | 证书 | 인증서

## CERTIFICATE OF CONFORMITY

Certificate - No.: 20-IS-1405-TAT-20-MAD-1950

<b>Applicant</b>	: PALFINGER SANY International Mobile Cranes Sales GmbH F.-W.-Scherer-Straße 24, 5020 Salzburg, Austria
<b>Manufacturer</b>	: ZheJiang SANY Equipment Co. Ltd. Sany Industrial Town, South Tai Lake Avenue, Huzhou, Zhejiang, China
<b>Product</b>	: Crawler Crane
<b>Type/Model(s)</b>	: # SCE600A, SCE1000A, SCE1350A #
<b>Standard(s) / Certification Basis</b>	: 2006/42/EC Machinery Directive EN ISO 12100:2010 EN 60204-32:2008 EN 13000:2010+A1:2014

This Certificate of Conformity is issued on a voluntary basis according to Machinery Directive 2006/42/EC. It conforms that the listed equipment complies with the essential safety requirements of the directive. It refers only to the sample and its technical file submitted for conformity assessment.

<b>Reference Technical File No</b>	: 20-IS-1405-CN-203846-15-001
<b>Issue Date</b>	: 06.07.2020
<b>Expiry Date</b>	: 06.07.2025

The certificate is valid as long as the standards and legislation are current and annual audit is performed with satisfactory results.

For and on behalf of  
TÜV AUSTRIA TURK Belgelendirme  
Eğitim ve Gözetim Hizmetleri Ltd. Şti.  
Ali Osman ÖZVEREN



If this document is subject to the approval by TÜV AUSTRIA, www.tuv.at

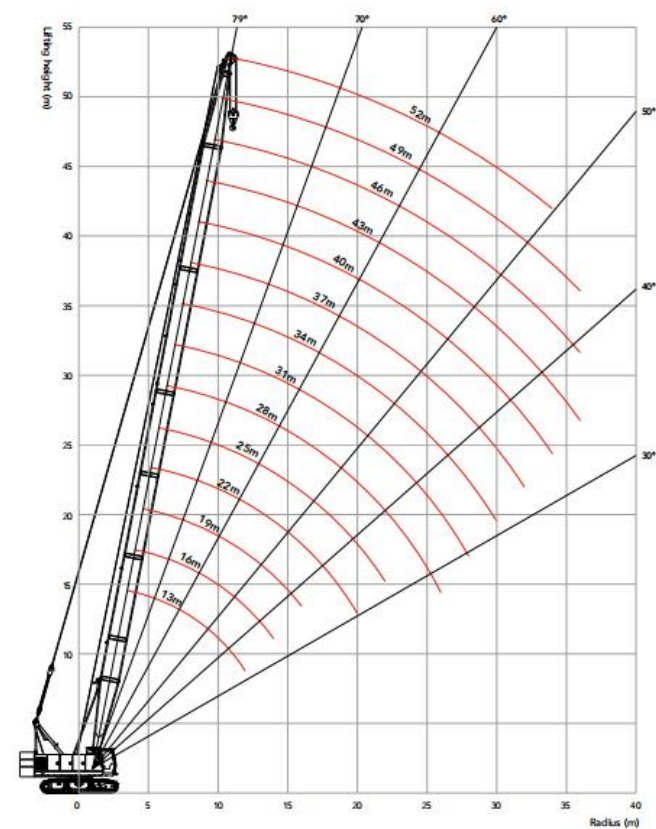
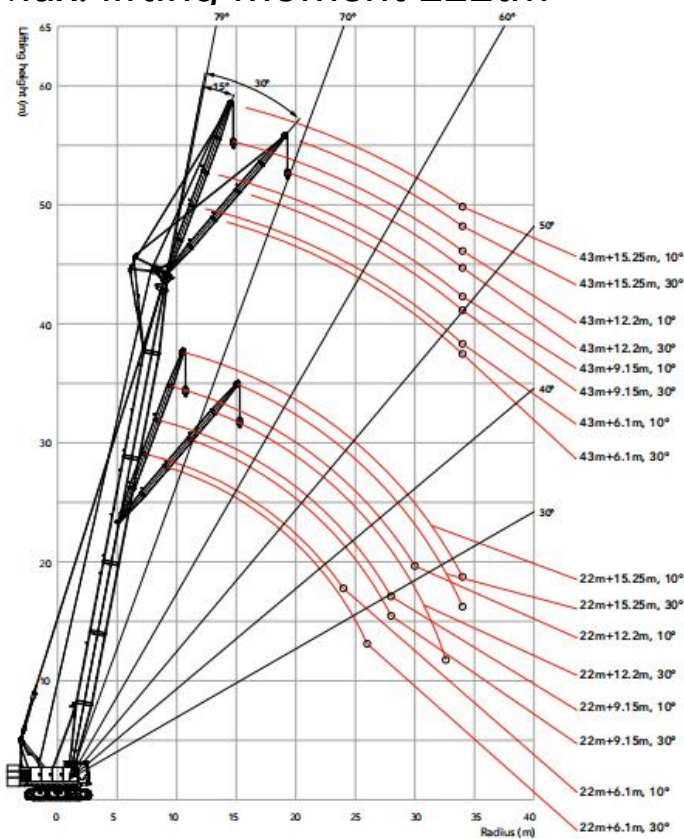
CE certified, satisfies European regulations and standard of cranes

# 2 Product Introduction



## II. Product Introduction - Boom System

- ◆ Boom length 13m - 52m, jib length 6.1 m – 15.25 m, longest con. 45m + 15.25 m.
- ◆ Max. lifting moment 222tm



# 2 Product Introduction

## Product introduction - Engine

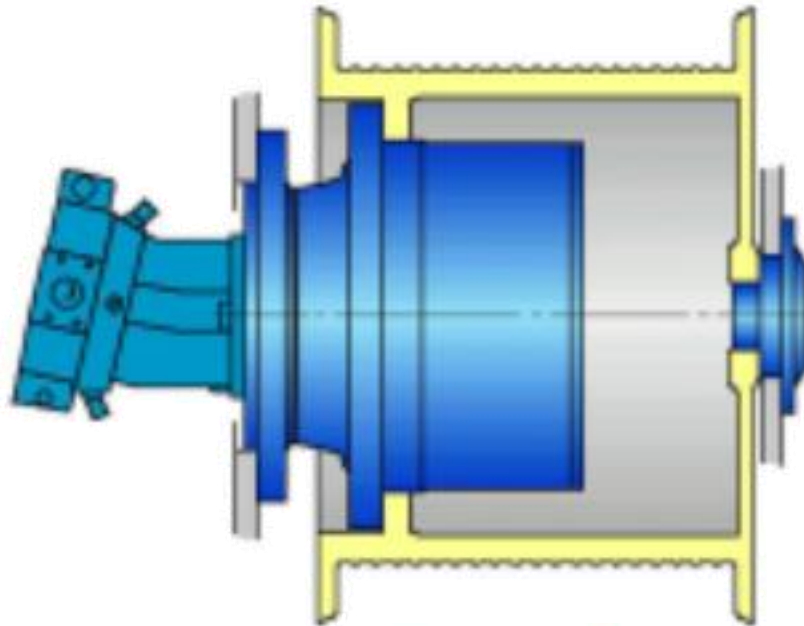
- ◆ Cummins B6.7 engine of 145kW provides powerful driving force for load operation.
- ◆ Euro V emission standard, satisfies global requirements
- ◆ Reliable Cummins Engine, great service, better than the Japanese



# 2 Product Introduction

## Product introduction - Reducer

- ◆ Hoist winch: max. hoisting speed can reach 120m/min, single line 7t, with high efficiency
- ◆ Boom winch: max. hoisting speed can reach 95m/min
- ◆ Reliable, durable and well recognized Rexroth reducer



**Rexroth**  
Bosch Group



## 2 Product Introduction

### Product introduction – Pump

- ◆ The main pump adopts an electric proportional control method, which is correspondingly fast and has a stable output flow to ensure a stable crane load without impact ;
- ◆ Reliable, durable and well recognized Kawasaki pump



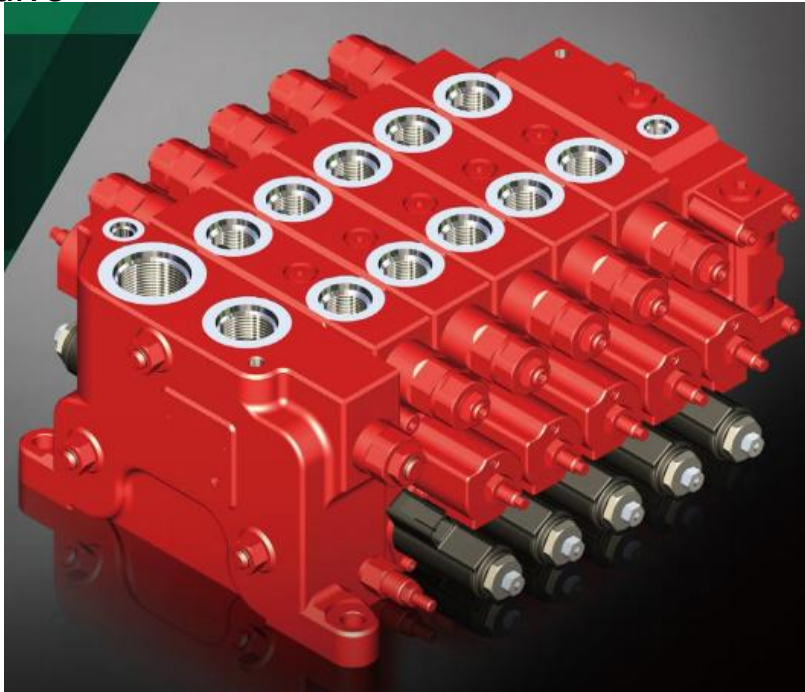
 **Kawasaki**

The Kawasaki logo features a red stylized 'K' symbol to the left of the word "Kawasaki" in a bold, red, sans-serif font.

## 2 Product Introduction

### Product introduction –Main valve

- ◆ Hydraulically controlled main valve, combines with the proportional valve, makes the hydraulic system has a fast, high precision, smoothness response
- ◆ Kawasaki main valve

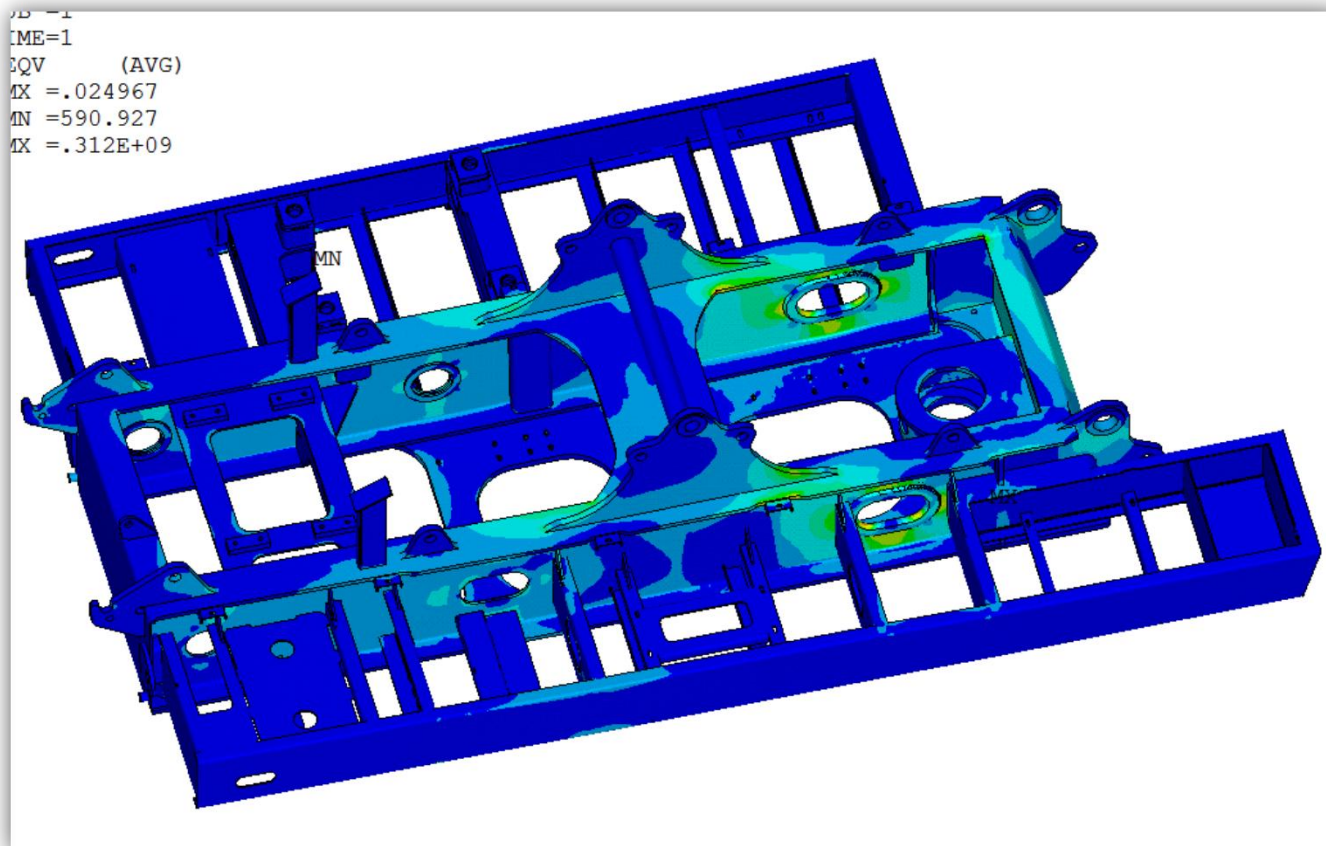


 **Kawasaki**

# 2 Product Introduction

## Product introduction - Structure

- ◆ optimized structure design based on precise FEA analysis can reduce local stress concentration, make the crane ore reliable and safe.



## 2 Product Introduction

### Product Introduction - Cab

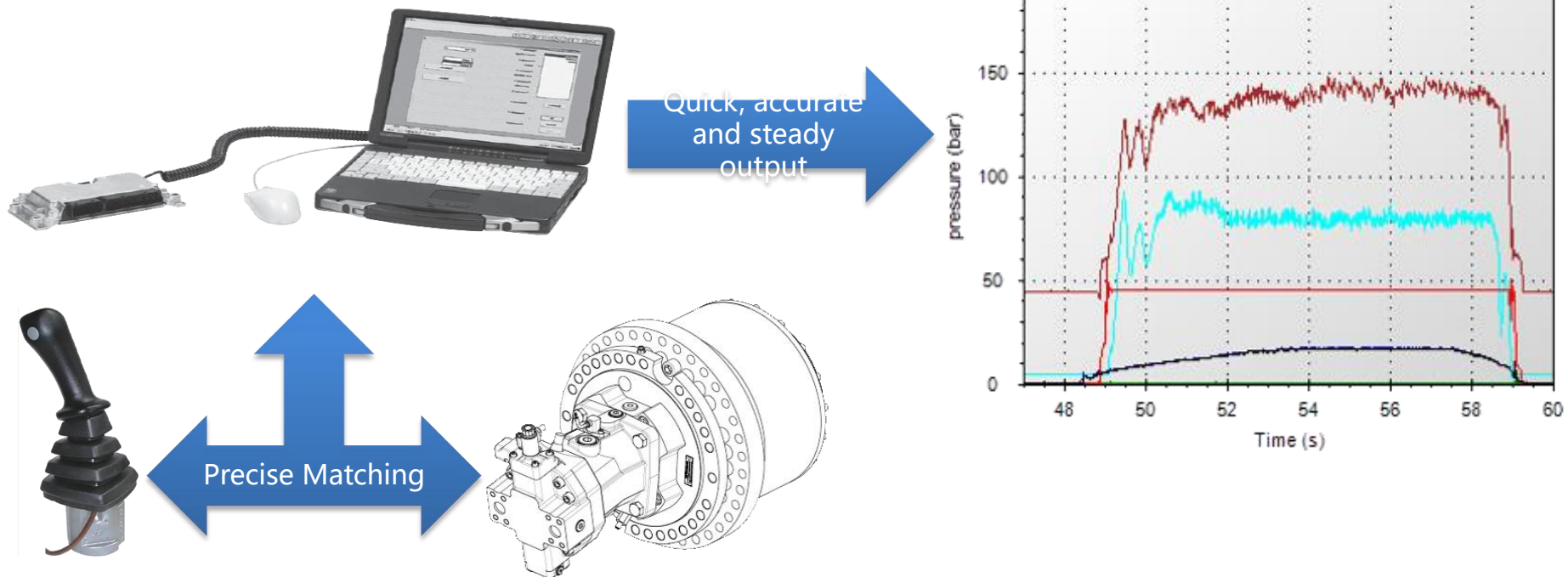
- ◆ Panoramic sunroof broadens the view and the Mini fan is standard offer.
- ◆ The isolated cab base can effectively cut off the vibration and noise.
- ◆ Transparent sunshade ensures that the operator can see the load clearly under strong sunlight, making the crane safer.



# 2 Product Introduction

## Product introduction – hydraulic system

- ◆ Highly responsive: starting and stop within 0.3s to speed up actions.
- ◆ Perfect inching: fine inching in mm level for winch with or without load.
- ◆ Cross handle, in line with European operating habits

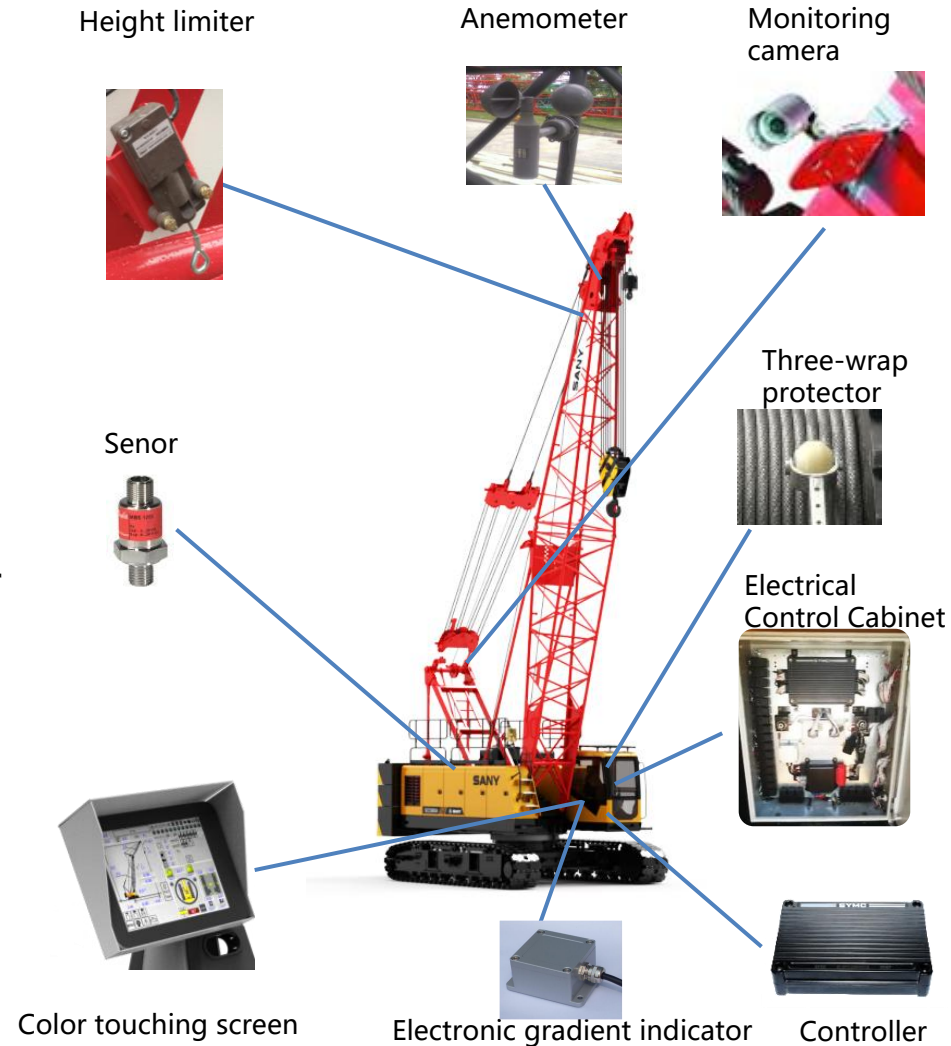


# 2 Product Introduction



## Product Introduction - Control System

- Self-developed SYIC-II integrated control system is adopted with higher integration, precise operation and reliable quality.
- Control system consists of power system, engine system, main control system, LMI system, auxiliary system and safety monitoring system. CAN BUS is used for data communication between controller, monitor and the engine.



# 2 Product Introduction

## Product introduction –electric system

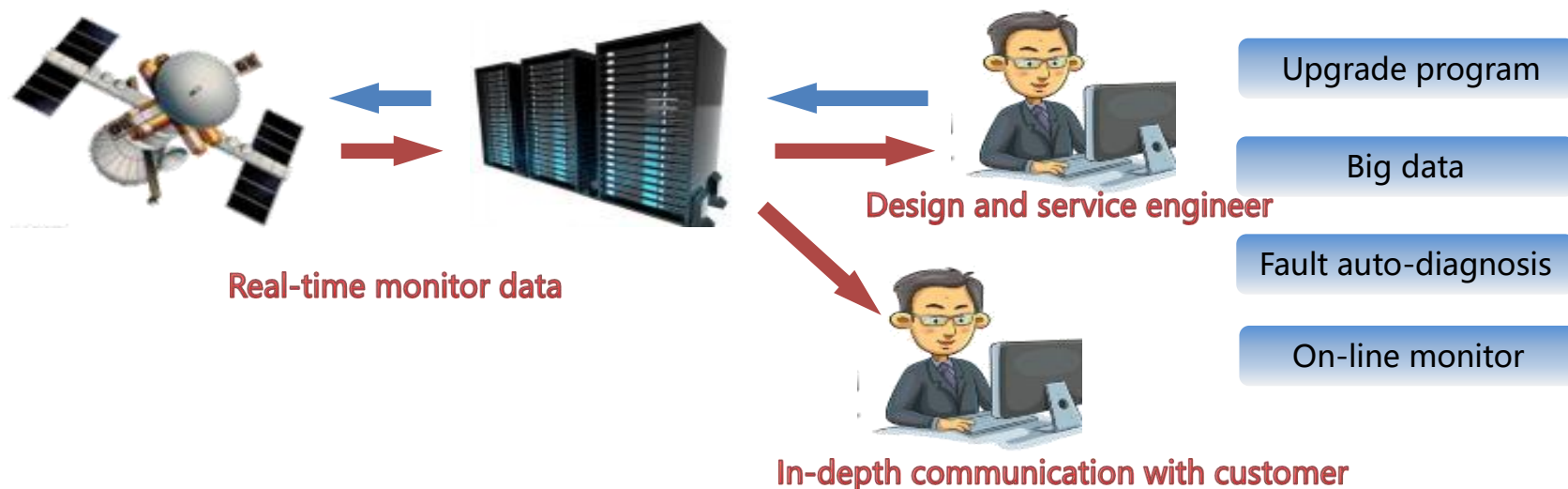
- ◆ Man-machine interaction: 10.8 inch screen.
- ◆ E-Pad keyboard.



# 2 Product Introduction

## Product Introduction - Internet of Things

- Real-time monitor boom angle monitoring, to switch the work/assembly modes automatically and effectively reduce the possibility of operation errors;
- Intelligent electronic load chart inquiry system on the machine can help operator inquire load values quickly;
- The GCP remote information management system help customer get the machine movement and operation far away at home. It also has remote diagnosis function.





# 2 Product Introduction

## Product Introduction - Intelligent Devices

- ◆ Intelligence: The optional Sky Eye system can monitor in real time and playback, and on/off the trailer by remote control is also optional.
- ◆ Smart monitor: real-time display of ground bearing pressure, reminder of smart operation maintenance, fault auto-diagnosis, data recorder and GPS localization.

Sky Eye system



# 3 Comparison with the Competitive



## 3.1 Technical Specifications

Specification	Unit	SCE600A	X55	CKS600
Max. lifting capacity x minimum work radius	t×m	60 x 3.7	55 x 3.7	60 x 3.0
Max. Lifting Moment	tm	222	203.5	190
Boom length	m	12 ~ 52	13 ~ 58	9.1 ~ 51.8
Longest boom + jib	m	43+15.25	43+16	42.7+12.2
Rope diameter/ single line pull	mm/t	22/7	20/6	22/7
Rope speed of the main/ aux. winch	m/min	120	about110	120
Travel speed	km/h	2.0	1.37	2.3/1.5
Swing speed	rpm	3.5	2.45	4.5
Engine specification / power	kW	145	155	213
Weight of basic machine (with crawlers and boom base)	t	32.3	28.6	31.64
Transport dimension	m	12.2×3.2×3.2	12.04×3.45×3.36	11.5×3×3.37

# 3 Comparison with the Competitive



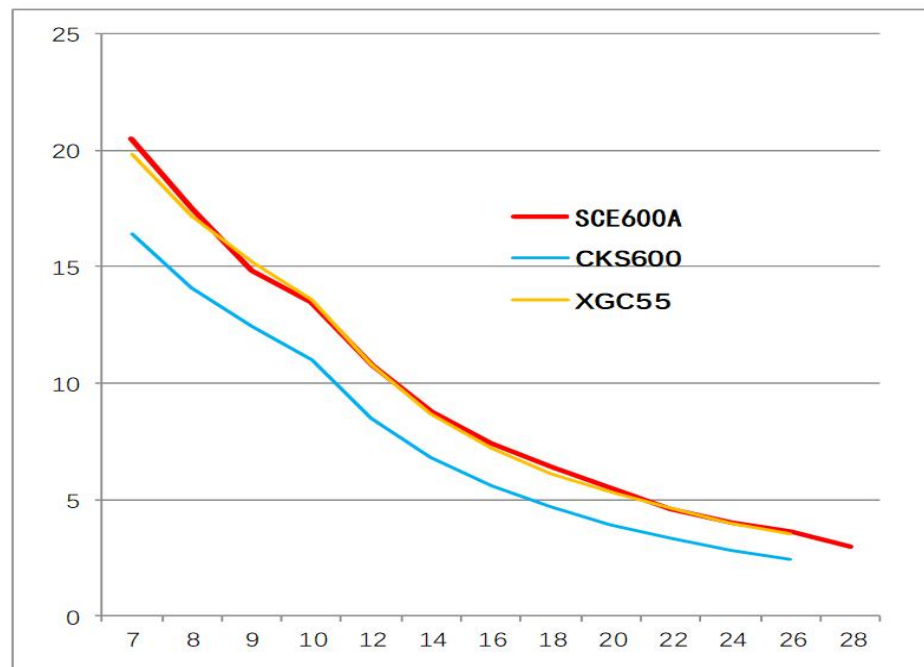
## 3.2 Comparison in functions

Functions	SCE600A	SCC600E	X55
Auto cab direction aligning function	•	X	X
Touch screen	•	X	X
Auto Idle Stop	•	X	X
Auto Backing Video	•	X	X
Monitoring camera	•	○	○
Boom swing area limit	○	○	X
Main load hoist free fall	○	○	○
Aux. load hoist free fall	○	○	○

# 4 Sell Points

## ■ Excellent lifting performance

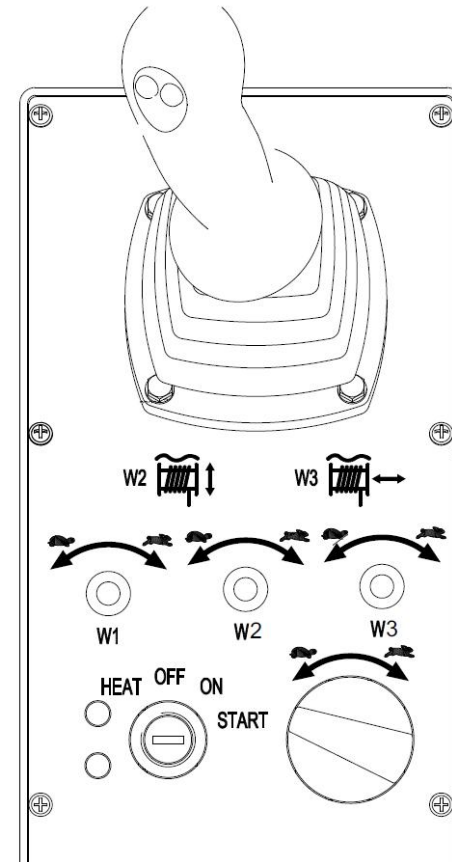
- ◆ In Commonly used 31m main boom working condition, SCE600A IS 32% higher than CKS600, 1.45% higher than XGC55
- ◆ The overall lifting performance is 30% higher than KOBELCO
- ◆ Max lifting capacity of fixed jib has increased from 5.5t to 7t



# 4 Sell Points

## ■ Outstanding accuracy

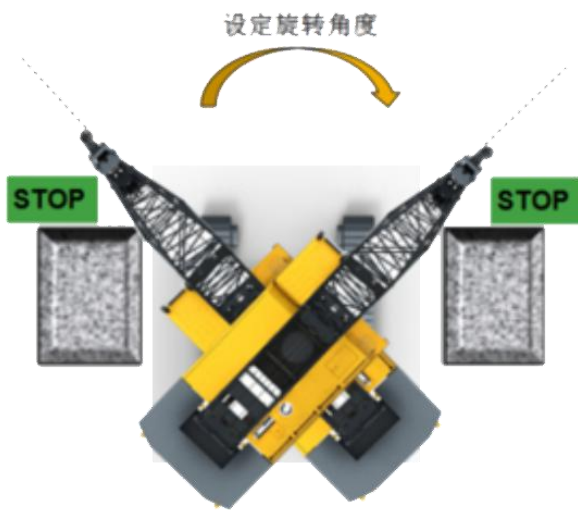
- Minimum stable lifting speed could reach 2.5m/min;
- Excellent hoisting response speed: 0.3s;
- stepless speed regulation.



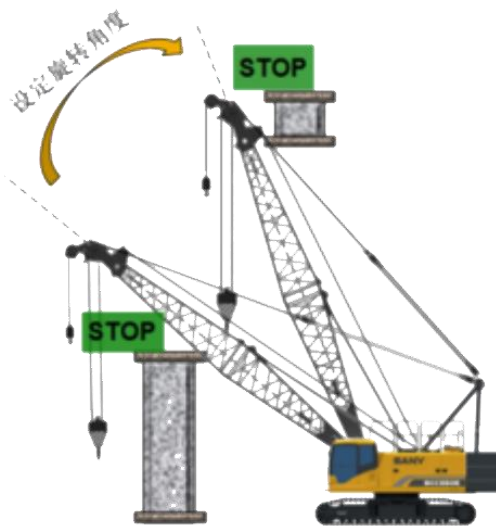
# 4 Sell Points

## ■ safer

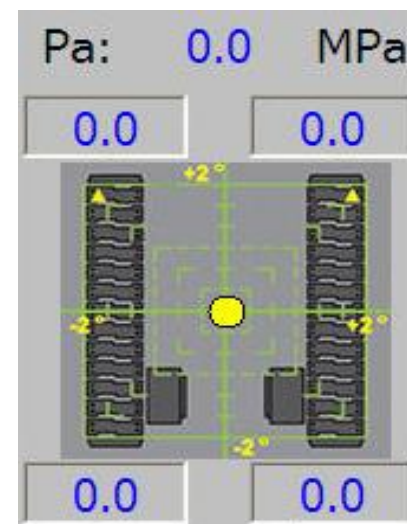
- ◆ Work area limit: swing and boom angle area limit.
- ◆ real-time grounding pressure



Swing area limit



Boom angle limit



Ground pressure real-time display

# 4 IV.Sell Points

## ■ More cost-effective

- Auto idle stop of engine can reduce the oil consumption by 10%.
- In high efficiency mode, the maximum operating speed can be achieved at low and medium speeds, with lower noise and fuel consumption

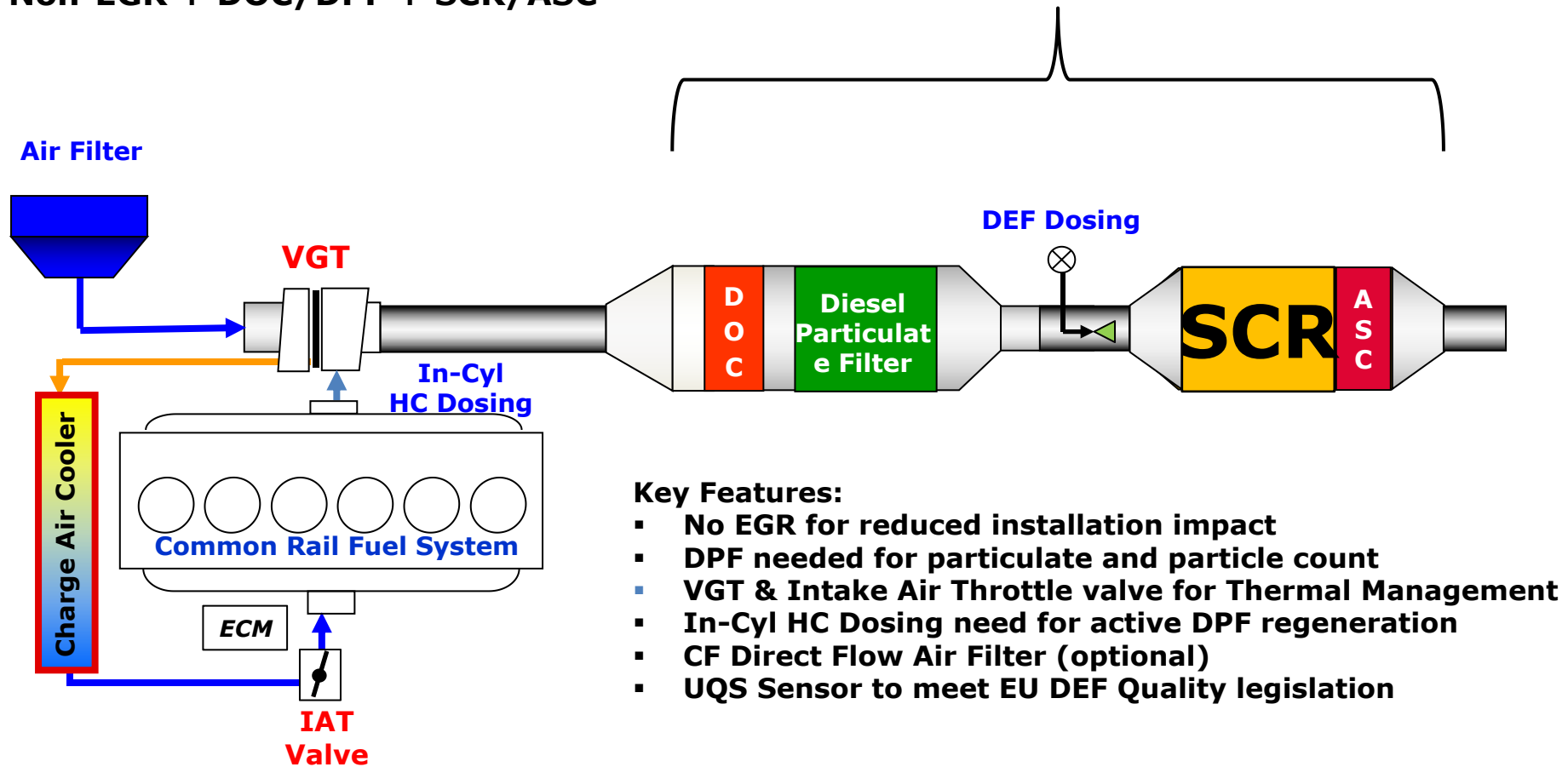


# 4 IV.Sell Points

- More environmentally friendly

**B6.7 Stage V Architecture**  
**Non-EGR + DOC/DPF + SCR/ASC**

Single Module





# 5 Construction Cases



**Thank you!**

**SANY**

Quality Changes the World

**SANY Group**