

Four used mobile harbour cranes from Denmark headed for new tasks in Egypt

Port-Trade has brokered the sale of four used mobile harbour cranes to Sesco Trans, the largest and most experienced owner of mobile harbour cranes in Egypt, operating in four port terminals.

After selling the cranes when they were new about 20 years ago, Port-Trade has helped the Danish owners to sell them to a new operator abroad. Even after this time and up to 30.000 working hours, the cranes are still good for many more years of efficient cargo handling.

Three cranes are diesel-electric Gottwald cranes, model HMK 260 E, sold by ADP Port of Nyborg, Port of Aalborg and Port of Frederikshavn respectively. The fourth crane is a Demag MC 300 RQ from ADP, a smaller crane without a tower and stowed under deck.

‘Our equipment typically remains with the same operator for many years and during this time we provide professional service and spare parts, so that the equipment remains a reliable, profitable and valuable asset for our customers. When the equipment finally becomes surplus, or is replaced by new, we are happy to help sell the equipment to customers worldwide, for the benefit of both the seller and the new owner. We see this as a natural part of the ongoing regular service to our customers’, explains Port-Trade’s director, Peter Muller, who has brokered many used crane sales.

‘Normally’, he adds, ‘we only deal with equipment that we are familiar with, because a successful sale requires intimate knowledge of the machine data, history and condition. Furthermore, finding the right buyer for the equipment and negotiate a price that is good for both parties, requires solid knowledge of the international market.

We speak about quite expensive equipment that is ‘paid up front’ and it is important that the seller and especially the buyer completely trust our technical and commercial expertise and integrity.

In addition, transportation of the equipment is always a very expensive exercise and we are uniquely able to provide the necessary information and assistance for safe loading and transportation of the equipment, working effectively to avoid extended lay times and costly demurrage charges’.

Port-Trade has realized more than 30 projects involving the sale of used mobile harbour cranes and cargo handling equipment.

