

cranes & access

Scissor
lifts

March 2008 Vol. 10 issue 2

Spider
cranes

ARA
review

Last minute
Conexpo



...The new Skyjack boom how does it stack up?.... Face to Face with Neil Partridge.... A look over the new Aichis....

The LARGEST UK CIRCULATION of any lifting equipment magazine



SKYJACK



We're in the business of engineering
reliable lift solutions
by people who care.

At Skyjack our philosophy is simple.
We engineer lift solutions that are robust,
reliable and easy to service, offering the
lowest life cycle costs.

For information call us toll free at 1 800 265 2738
or visit us online at www.skyjack.com

ANSI models shown.



On the cover:

The first picture of Haulotte's new H28TJ+ unveiled at Conexpo. See how it stacks up on page 27.



16

Scissor lifts



29

Spider cranes



41

Ainscough MBO



SUBSCRIPTIONS: Cranes & Access is published eight times a year and is available on payment of an annual subscription of £40.00. If you wish to subscribe, please send a crossed cheque made payable to The Vertikal Press Ltd to: Subscriptions, The Vertikal Press, PO Box 6998, Brackley, Northants NN13 5WY. Address changes should also be sent to this address. Please include the address label from a recent issue with all correspondence and allow 3 months for changes to be effective.

SUBSCRIBE ONLINE AT:
www.vertikal.net/en/journal_subscription.php

BULK DISCOUNTS: These are available to companies wishing to take out multiple subscriptions. Please contact the subscriptions manager for more details.

Tel: +44 (0)8707 740436 Fax: +44 (0)1295 768223
E-mail: info@vertikal.net

Kran & Bühne: The Vertikal Press also publishes a German magazine which deals with the same issues as Cranes & Access, but is written for German users and buyers. Details available on request.

While every effort is made to ensure the accuracy of information published in Cranes & Access, the Editor and Publisher can accept no responsibility for inaccuracies or omissions. Views expressed in articles are those of the authors and do not necessarily reflect those of the Editor or Publisher. Material published in Cranes & Access is protected under international copyright law and may not be reproduced without prior permission from the publishers.

Comment 5 News 6

New owner for Teupen, Skyjack innovates, Port Services invests, Fork Rent acquires Swift Plant, Manitou's Braud honoured, Bravi UK formed, Carrington is King, Bus driver case dropped, Instant drops Tallescope, Boom lift fatality, Spalding calls it a day, Aichi keeps it in Japan, Emerson joins Juwel, Morgen Est orders Sennebogen, Modulift goes stateside, King takes Ace.



Scissor Lifts 16

The self propelled scissor lift has become 'part of the furniture' on construction sites, as contractors increasingly appreciate their productivity benefits and improved safety. Here we take a look at the latest developments as well as previewing Japans leading aerial lift producer Aichi which has finally unveiled its 'global' Mini scissor lift family.



Last minute Conexpo 25

We take a final look at the events to look out for at Conexpo 2008 as well as additional product information, news of late entries and exhibits not to miss.



Spider Cranes 29

The popularity of spider cranes over the last few years has grown considerably - so much so that it now has its own definable sector. Cranes & Access looks at this increasingly useful lifting tool, written off by many traditional crane users as a 'toy' when it first appeared.

In the next C&A

The April issue will feature: Mast Climbers, All Terrain cranes, Loader cranes, Conexpo review, SED preview and the IPAF summit

C & a contents

ARA rental show 38

The second of three shows in Las Vegas this quarter - the ARA was thought by many exhibitors to be 'a bit on the slow side'. Here we bring you the highlights.

Face to face:

Neil Partridge 41



The much publicised £255 million Management Buy-Out of Ainscough Crane Hire last October marked the start of the new era headed by managing director Neil Partridge. Mark Darwin talked exclusively to Neil about the past, present and future.

Generators 46

The need for an independent electrical power source for power tools in the platform is growing, particularly on RT scissor lifts.

We spoke to the UK's leading supplier of hydraulic generators, UK Generators, about the pro's and con's of the modern hydraulic generator for aerial lifts.

regulars

PASMA focus 45

Innovations 47

Online poll results 48

IPAF focus 49

ALLMI focus 51

Training 53

Books & Models 54

Your letters 55

What's on 57

Recruitment ads 58

On-Line directory 62

 **Syrinx No.1 for Hire Software** www.higherconcept.co.uk 0118 947 6669  



Wear a full body harness with a short lanyard in boom type platforms

Aerial platforms



IPAF trained operators



Safe effective work at height



IPAF Approved Training Centres train more than 70 000 operators per year worldwide in the safe and productive use of modern platforms - its PAL Card is recognised everywhere as proof of high quality training.

International safety legislation increasingly demands proper training and your business relies on the productivity of your operators. So insist on IPAF training for operators to get every job at height done effectively and in complete safety.

Contact IPAF for full details now

Call +44 (0)15395 62444

Email info@ipaf.org

- Find your nearest IPAF Training Centre
- Learn how to become an IPAF Training Centre
- Discover how to join IPAF and how IPAF can help your business

IPAF, Bridge End Business Park, Milnthorpe LA7 7RH, UK
Also in France, Germany, Italy, Netherlands, Spain, Switzerland and USA
IPAF training is certified by TÜV as conforming with ISO 18678



The world authority
in powered access

**IPAF Summit 2008, 15th April:
Thorough Examination
of MEWPs**

Call now to attend the free IPAF conference followed by reception at Whittlebury Hall, Northants
Tickets from Jean Harrison at IPAF UK address
Visit www.ipaf.org/events



www.ipaf.org



cranes & access

The Vertikal Press

PO box 6998 Brackley NN13 5WY, UK
Tel: +44(0)8707 740436 Fax: +44(0)1295 768223
email: info@vertikal.net
web: www.vertikal.net

In Germany:

Vertikal Verlag

Sundgaualle 15, D-79114,
Freiburg, Germany

Tel: 0761 8978660 Fax: 0761 8866814
email: info.vertikal@t-online.de
web: www.vertikal.net

Germany, Scandinavia,
Austria and Switzerland

Karlheinz Kopp, Vertikal Verlag,

Sundgaualle 15, D-79114, Freiburg, Germany

Tel: +49 (0)761 89786615

Fax: +49 (0)761 8866814

email: khk@vertikal.net

Italy

Fabio Potestà, Mediapoint,

Corte Lambruschini,

Corso Buenos Aires 8, V Piano-Interno 7,

I-16129 Genova, Italy

Tel: 010 570 4948 Fax: 010 553 0088

email: mediapointsrl.it

The Netherlands

Hans Aarse

39 Springenstraat, 3295 RN,

S-Gravendeel, The Netherlands

Tel: +31-78 673 4007 Mobile: +31(0) 630421042

email: ha@vertikal.net

Russia

Cranes&Access Russia

DM Publishing 127287 Pocc

Moscow

tel. +7 (495) 685 94 28

fax +7 (495) 685 94 29

e-mail: matrosova@vertikalnet.ru

UK and all other areas

Pam Penny

PO box 6998 Brackley NN13 5WY, UK

Tel: +44(0)8707 740436

email: pp@vertikal.net

Design & Artwork by:

bp design Ltd.

Tel: 01707 642141 Fax: 01707 646806

email: studio@bpdesign.info

ISSN: 1467-0852

© Copyright The Vertikal Press Limited 2008

The Vertikal Press also publishes:



For users & buyers of lifting equipment

March 2008 Vol. 10 issue 2

Editors:

Leigh Sparrow

Mark Darwin

Associate Editors:

Rüdiger Kopf (Freiburg)

Alexander Ochs (Freiburg)

Andrew Klinachev (Moscow)

Sales & customer support:

Pam Penny

Karlheinz Kopp

Production:

Nicole Engesser

Publisher:

Leigh Sparrow

**Vertikal
Press**

The Vertikal Press Ltd.
MEMBERS OF



Letters, emails, faxes and
phone calls are welcome and
should be sent to:

The Editor,
cranes & access,

PO Box 6998, Brackley

NN13 5WY, UK

Tel: +44(0)8707 740436

Fax: +44(0)1295 768223

email: editor@vertikal.net

c&a
comment



Re writing history

American product liability has for as long as I can remember been the subject of exasperation for manufacturers and the source of unbelievable anecdotes for the

public at large. Stories such as the grossly unfit overweight man who sued a lawnmower company for his heart attack and the lady who sued the microwave manufacturer after her wet cat exploded as she tried to dry it out.

As crazy as these stories seem, most people are aware of the massive cost for manufacturers of fighting numerous unwarranted law suits, many of which are driven by the fact that in most states, workers compensation laws prevent an employee suing his or her employer. They therefore go after the next in-line such as the rental companies with the 'No win No fee' lawyers homing in on those with the deepest pockets like a heat-seeking missile.

A recent case still open could, if successful, turn the equipment industry on its head and focus manufacturer's minds on when to introduce new technology. It could easily put a brake on the development of safety ideas rather than accelerate their uptake. The case, fully detailed on vertikal.net concerns an operator who reversed his scissor lift into a hole that someone had created the day before in a perfectly smooth flat concrete surface. The 1995 narrow aisle machine tipped over killing the user.

His family contend first of all that a pothole protection system would have saved the man's life and presented paid witnesses that declared this was the case even though tests they carried out were flawed. They then contend that as these systems were around at the time, albeit far from universal, the manufacturer should have fitted them sooner and if it had the man's life would have been saved.

This logic is highly dangerous and it is surprising that car manufacturers for one are not lobbying against this case. After all what about the vehicles that are still being built without airbags? How far do we go back? Can crane producers in the USA be sued for not having fitted load moment indicators in the 1970's?

While the death of this man is without question a tragic accident that should never have happened, it is his employer - or whoever was responsible for that hole, that is to blame. Hopefully justice will be done, otherwise this could set an unfortunate precedence for our industry with repercussions worldwide.

Mark Darwin

Please mail, email or fax any comments you may have, to the editor, stating if we may publish them or not.

Vertikal
.net

New owner for Teupen

A Hanover-based private equity firm, Nord Holding, has purchased a majority stake in Teupen, the Gronau, Germany-based manufacturer of truck and spider lifts. The current owners and managing directors, Alfons Thihatmer and Andreas Grochowiak, have retained a significant share of the company and will continue to manage the business.

Teupen now specialises in crawler mounted spider lifts and truck mounted platforms. Revenues last year were in the region of €45 million with 75 percent coming from exports. The company currently employs 160.

Nord Holding has a broad portfolio but specialises in businesses that are facing succession issues with the ability to expand. The shareholders see opportunities to invest in and



Alfons Thihatmer, managing director of Teupen

expand the business, with particular focus on the markets of the USA, India and Brazil which says Nord Holding, "offer special opportunities that should be tapped into."

Manitou's Braud honoured

Marcel Claude Braud, president and CEO of telehandler and aerial lift manufacturer, Manitou, has been made a Chevalier (knight) of the Ordre de la Légion d'Honneur, France's highest decoration.

Braud was nominated by Thierry Breton, France's former finance minister, for services to business and the military service. The insignia was presented to him by the Préfet de Loire-Atlantique, Mr. Bernard Hagelsteen.



Marcel Claude Braud after his investiture

...And opens new Manitou parts centre



On the same day Manitou officially opened its new €23 million, 22,000 square metre replacement parts and logistics building. The new facility is located on a 13 hectare site near to the company's Ancenis HQ.

Marcel Claude Braud cuts the ribbon at the new parts facility.

Carrington is King

Mark Carrington, managing director of King Trailers and King Highway Products - the parent company of SkyKing - has acquired all of the shares that he did not already own in both companies. The move follows the departure of finance director Vinod Thakrar who joined Carrington in the buy-out of the company from 3i's in late 2005.



The King businesses had combined revenues last year of £16 million, from heavy trailers, access equipment and traffic management products. Having served King's head of finance for 19 years, Thakrar is looking to leave the industry and acquire a business in another sector.

Richard Brown takes over from Thakrar, having joined King as finance director on January 2nd from Chemence Limited, a producer of industrial adhesives and polymers.

Mark Carrington with a Bluelift at SED last year.

Bus driver case dropped

The Crown Prosecution service has dropped the case against Krzysztof Ociepa, the driver of the double decker bus that hit a boom lift in Manchester last year catapulting the operator, Martin Pilling to his death. Ociepa was charged with causing death by dangerous driving. The judge at Manchester Crown Court however ruled that he should be found 'not guilty' after the Crown Prosecution Service decided not to proceed with the case.

In an unusual move, Judge Goldstone instructed the prosecuting barrister Graham Knowles to respond to a list of issues raised by Pilling's parents concerning the case. These included allegations that Ociepa had:

- Worked beyond the permitted number of days when the accident happened.

- Failed an eye test.
- Gone through a traffic light on amber.
- Not been trained to drive a double-decker bus.

He went on to say: "I'm acutely conscious the parents of Mr Pilling have conducted themselves with a level of dignity which I cannot praise enough. The fact remains they disagree with the decision of the CPS with as much strength as they can muster. I cannot allow their emotions and wishes to override the reality of the situation concerning the strength of evidence. I am satisfied the approach the prosecution has accepted is correct and one which I endorse."

(See Vertikal.net for full story)

Bravi appoints new distributor

Italian compact self propelled aerial lift specialist Bravi, has appointed Bravi UK, a new company set up by Andrew Fishburn and Stuart Honeywood, both joint managing directors and Andy Pratt, technical director, as its UK/Ireland master distributor.

Bravi UK is based in Leeds and officially took over the distribution of Bravi lifts on 1st February. Until now Bravi has both sold direct and through dealers such as APS. The three principals of Bravi UK worked

together some years back at JLG UK. Honeywood and Fishburn left JLG in 2004 to join Wizard Workplace the company that purchased Independent Access Services then in administration. Wizard was purchased by the Lavendon Group last year and integrated into Nationwide Access.

Bravi's popular Leonardo lift



Skyjack unveiled its new 60 and 66ft straight boom lifts at the recent Rental show (See page 38). As promised the company has kept to its policy of keeping machines simple, eschewing microprocessors and fancy electronics in favour of its time tested technology similar to that used in its big scissor lifts. However it has taken the opportunity to build in a number of innovative ideas including a base boom counterweight that offers increased ballasting effect when the boom is horizontal while improving rearward

stability at maximum elevation contributing further to improving rearward stability. The internal boom telescope system can be removed from the back of the boom base section for long-term telescope cable inspection or replacement. Cut-outs on the side of the base section allow easy routine inspection and adjustment.

The SB60/66T shares many components with the company's 40 and 45ft models, for simpler production and ease of parts stocking. For example, the same telehandler axles are used on both although the 60/66 use dual hydraulic motors where the 40/45 use one.

So how does the new machine stack up against its competitors?

Model	Platform Height	Outreach	Capacity kg	GVW tonne	O/A width	O/A Length	Turning m	Tailswing m
Skyjack SB66T	66ft	17.4m	227	12.4	2.4m	10.3m	5.1	1.2
JLG 660SJ	66ft	17.3m	230	13.1	2.44m	10.84m	5.41	1.14
Genie S65	65ft	17.1m	227	10.1	2.49m	9.5m	5.72	1.22
Haulotte H23TPX	68ft	19.0m	250	13.8	2.47m	11.05m	6.15	1.06
Snorkel TB66J	66ft	17.1m	227	11.9	2.5m	10.0m	6.1	1.6
Aichi SP21AJ	60ft	17.8m	227	14.3	2.43m	11.57m	N/A	1.16

When designing a boom such as this there are few opportunities to break the mould. The Laws of Physics mean that the mix of weight, width, tailswing, outreach

and platform capacity are all interlinked. The key is to develop a machine that has the best



The Skyjack SJ66T

comes to Gross Vehicle Weight so that two units weigh less than 25 tonnes. Tailswing is also bang in the middle and yet it offers the best outreach of the 66ft models - only the 68ft Haulotte H23TPX and 69ft

Aichi beat it. All-in-all a very good machine, although not earth shatteringly better or different. Just what Skyjack set out to do then.

combination of these factors for the most applications. Skyjack seems to

have done a very credible job with the SB66T. It is the narrowest model on the market, and easy to load on a standard truck. It is right in the middle of the pack when it



No fancy microchip electronics here!



The unusual drive train is based on telehandler axles.

stability. At the same time a mechanical link between the superstructure frame and the telescope cylinder allows the company to install a shorter cylinder. While mechanically limiting outreach it also extends the boom

Swift entrance for Fork Rent

Fork Rent, the Ipswich-based telehandler rental company has acquired the operational assets of Swift Plant Hire of Ibstock, Leicestershire, from owner David Wilson Homes. The deal boosts Fork Rent's fleet by 120 telescopic handlers and more than 20 delivery vehicles. The transaction value has not been disclosed.

As part of the acquisition, Fork Rent has signed an 18-month sole-supply agreement with the house builder, to provide plant and equipment to all of its sites across the UK. Fork Rent, currently runs more than 1,200 machines with an average age of less than 14 months. It will provide a complete equipment hire service to the contractor. "This deal will mean more than simply adding 120 machines to our business," said Fork Rent director Guy Nicholls. "We run the youngest fleet of telehandlers in the country and will therefore be renewing the additional telehandlers within the next six months.

New lattice truck crane for Port Services

Port Services (Invergordon) has invested £4 million in a 1,000 tonne Terex Demag TC2800-1 lattice boomed truck crane for its new Aberdeen division to service the oil and gas industry in Scotland.

The new company, Port Services (Aberdeen), has been set up by the logistics specialist in recognition of its rapidly expanding operations in the north east of Scotland.

The company will operate out of a new three-acre facility in Altens East and will offer heavy lifting, project management, transport and port management and marine services.



Port Services new Terex Demag TC2800-1 ready for signwriting

Boom lift fatality

A 24 year old man died after he was crushed between the control console of his platform and an overhead beam at Euro Central in Motherwell, Scotland in early February. A statement issued by main contractor Bowmer & Kirkland said: "The labourer was employed by a steel fixing sub-contractor and

was fixing a secondary framing system for curtain walling from a Genie Z-60/34 platform when he became trapped by the neck between the top of the control shroud/basket and the underside of the secondary framing system. He died as a result of the injuries." The machine was inspected and tested by the HSE and its owner, The Platform Company after the accident and found to be in perfect working order and well maintained. The HSE is conducting a full investigation.

Instant drops Tallescope

Instant UpRight, the aluminium access tower manufacturer has sold the design, manufacturing, sales and distribution rights for its Tallescope products to Leigh-based AA (Aluminium Access) Products. AA Products was established in 2001 and is headed by Frank Partington and Robert Deakin. The company will manufacture the Tallescope at its UK premises and sell it internationally. They are already shipping product to Dubai and parts of mainland Europe.

The Tallescope is a one-person aluminium telescopic vertical ladder work platform which is manually operated. Three standard models and two elevator models are available with platform heights of up to 7.3 metres.



The Tallescope

Peter Hird celebrates...

Peter Hird and Sons the UK-based crane and access company recently celebrated 25 years in business. Founded by Peter Hird senior, the company began with crane hire before adding aerial lifts to its fleet. The Hird name became more widely known after Hird Senior devised a consistent method for testing the battery life of electric self propelled lifts. Known as the 'Hird Test' it is still used by manufacturers today.



Peter Hird senior (L) and son Peter Hird at the company's 25th anniversary celebrations.

The company has expanded steadily and runs a fleet of around 450 aerial lifts, with a few mobile cranes and a growing fleet of Valla pick and carry cranes. It is also well-known for its training activities and was one of the pioneers of the IPAF Pal card programme. It currently offers more than 65 different cranes and access courses. Affiliated operations include Valla UK and 3B6 UK the distributor for Rated Load Indicators.

Peter Hird senior retired in February 2004 leaving his eldest son Peter as joint owner and managing director. Since then the company has expanded year on year both in terms of size but also in terms of geographic spread, joining the Access Link last year and then becoming one of the few aerial lift rental companies to achieve IPAF Rental + status.

...And launches a new business

Peter Hird has opened a second company in the Middle East - Compact Lifting Equipment. The new operation will run alongside but separate from the Valla pick and carry business.

The new operation will sell and service Jekko mini spider cranes in the region in addition to compact aerial lift equipment. Hird said: In order to do both Valla and Jekko products justice we thought that they should be independent from each other. The Jekko range has come along way since we first considered it. The company now builds a quality product with standardisation of components across the range, this made it a more attractive proposition and helped us decide which spider cranes to represent in the Middle East."

New Manitowoc Asia Pacific head

Manitowoc Crane Group has appointed Gilles Martin as executive vice president of the crane division in the Asia-Pacific region. Based at the company's headquarters in Shanghai, China, he will report directly to Eric Etchart, president and general manager of Manitowoc's crane division and the man he replaces.

Gilles Martin



Prior to joining Manitowoc, Martin worked with Schneider Electric in China, France and Morocco, most recently as the vice president of building segments in Grenoble, France. He has also held management positions with Clemessy, the French Embassy and Philips Group.

Etchart said: "Gilles is an accomplished manager with a proven track record in international business growth and change programs. With experience in both China and Korea, he has a sound understanding of the opportunities and challenges in the Asia-Pacific region."

Sany Beach



The first Sany crawler crane in the UK - a 50 tonne SCC500D purchased by Lancashire-based Anderson Crane Hire - came to the rescue of the stricken Ro-Ro ferry Riverdance when it was struck by a freak wave on its journey from Northern Ireland to Heysham Port leaving it beached just off the coast of Blackpool. The 6,000-tonne vessel was left listing at a perilous angle and had to be stabilised before any attempt at re-floating could be made. The stabilising operation had to be carefully co-ordinated to re-distribute the weight of the oil and water in the hold by pumping the bulkheads whilst reducing the weight at strategic areas of the deck to effect a controlled pendulum movement to right the vessel.

Lloyd Spalding on the Skyjack stand at the Rental Show



Spalding calls it a day at Skyjack

Lloyd Spalding - president of Skyjack for many years - said goodbye to the access industry at this year's ARA/Rental show before moving into retirement.

Spalding, (66) who formally retired from the company at the end of February, spent the week of the show on the company's stand saying farewell to customers and colleagues, as well as helping out of course.

Having passed Linamar's official retirement age, Spalding has been handing over the management of the Canadian-based company to Ken McDougall of Linamar. Spalding says that while he is retiring from Skyjack he intends to look at new business opportunities.

Modulift USA

Modulift, manufacturers of the unique modular spreader system, has announced the launch of a US subsidiary, Modulift Corporation. The company has recruited Chris Batten as chief executive. Modulift already has strong relationships with many US companies within the heavy lifting market and felt that he time was right to establish an operation to support them while looking to expand its market coverage. Its modular spreader system offers users the ability to create specialised spreader combinations, to accommodate complex loads, from standard components.

Nick Latham, chairman of Modulift said: "This is an exciting time for us, there is huge potential for the system among several industries in America. Our entire range of spreaders will now be manufactured and distributed within the US, eliminating the need for them to be imported from the UK."

Modulift spreader beams used to handle a delicate bulky load



Double lift for Hiab

Hiab has acquired two new tail-lift companies DEL Equipment (UK) based in Witney, Oxfordshire and Ultron Lift Corporation, which has plants in Toronto, Canada and Buffalo, New York. Both businesses were owned by Militello Holdings (MHI).

Hiab says that the acquisitions will round out its tail-lift product range and business giving it a leading position in this market. It claims that DEL is the market leader for tail lifts in the in UK while Ultron is the leader in Canada. The combined revenues of the two companies last year was about €23 million.

Before changing its name in 2002 Ultron was called as DEL Liftgates - "DEL" originating from Diesel Equipment Limited which was founded in Toronto in 1945.

Hiab already sells tail-lifts under the Zepro, AMA, Waltco and Focolift brands.



A DEL UK tail-lift.



Lean on me!

Two telehandlers ended up in an unusual position as one toppled onto the other in Flush Place, Craigavon, Northern Ireland. The road between Queen's Street and the Waringstown Road had to be closed as the two machines leaned precariously to one side. The boom of one machine was being extended when it toppled onto the other, the booms jammed creating an A-frame that prevented them both from going over.

Aichi decides against overseas production

At the recent unveiling of its new booms and scissors, Aichi president and chief executive officer S. Takeuchi categorically stated that the company has no plans in the foreseeable future, to build Aichi aerial lifts outside of Japan. The only exception to this is its operation in China which builds a variety of specialised products for the local market.

Aichi had suggested last year that it would build both scissors and booms in the USA and Europe, and it was confirmed that the company had looked very seriously at facilities in Holland and Indiana, USA. It had also obtained local quotes from key suppliers in preparation for a start up in late 2007 early 2008.

However Takeuchi told C&A that these were studies intended to look at the feasibility of producing machines closer to the end market and that on final reflection it has decided it would be better served by increasing capacity at its current facilities in Japan.

Takeuchi did confirm that the company is accelerating its plans to become a full line global producer of aerial lifts with a full scissor, straight boom and articulating boom line likely to be in place by 2010.

In terms of European distribution Aichi has now moved into its new offices in Oosterhout, Holland.



S. Takeuchi



HOSE DOCTOR®

24 HOUR ON-SITE HOSE REPLACEMENT

CUT DOWNTIME CALL IN THE HOSE DOCTOR

HOSE DOCTOR benefits include:

- National coverage, 24 hours a day, every day
- 1 hour maximum waiting time (unless otherwise informed)
- National freephone number 0800 373 587
- Trained technicians using only genuine Parker parts
- No hose assembly, cleaning or pellet charges
- No consumables charges



FOR FURTHER INFORMATION CALL

0800 373 587



UK Generators Limited

UKG Hydraulic Generator

The UKG Hydraulic Generator is a 3.5 kVa hydraulically driven, single phase onboard ac power supply designed for installation onto most access platforms.

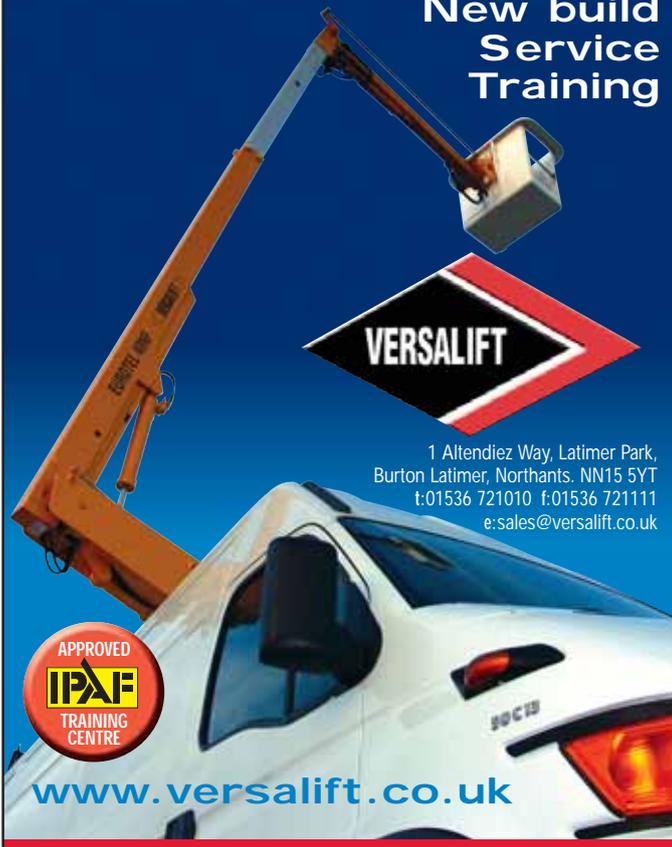


- ✓ No additional fuel costs
- ✓ Reduction in service and maintenance costs
- ✓ No noise emissions
- ✓ Quick & Easy installation
- ✓ Pressure Compensated Flow Control Valve and on/off solenoid valve
- ✓ Earth leakage circuit breaker protection
- ✓ Choice of either 110v/220v, 50/60 hz models.

Tel: 01536 747500
sales@ukgenerators.co.uk

Vehicle mounted access

New vehicles
New build
Service
Training



1 Altendiez Way, Latimer Park,
Burton Latimer, Northants. NN15 5YT
t:01536 721010 f:01536 721111
e:sales@versalift.co.uk



www.versalift.co.uk

Manitowoc leaps forward

Manitowoc released a sparkling set of results for 2007 numbers, with the Group exceeding the \$4 billion revenue level for the first time. The crane group continues to drive results with sales for the full year up by more than 45 percent to \$3.25 billion, more than 81 percent of the total group revenues.

The trend increased in the fourth quarter with crane sales rising by 56 percent to \$945 million, putting the crane company on target for \$4 billion annual sales in 2008 making it the clear market leader. Operating income for the crane group increased by almost 68 percent to \$470 million -14.5 percent of sales.



Manitowoc still on the up

Terex Cranes up 28%

Terex Cranes has announced its full year 2007 results, with revenues up 28 percent to a record \$2.235 billion and profits of \$257 million more than 66 percent higher than in 2006. Order intake continued to outpace the Terex Crane's ability to produce, pushing its order book up by more than 77 percent to over \$2 billion, more than a year's production.

The company said: 'Strong global demand for large crawler cranes and mobile telescopic cranes continues at unprecedented levels. In the North American market, rough terrain cranes continue to be in high demand, while sales of boom trucks and smaller truck cranes are down compared to 2006. Supplier constraints, particularly in Europe, and capacity limitations in terms of welding and assembly space have extended delivery lead times. Operating margins improved due to a shift in mix to larger cranes, price increases and better factory utilisation.'

Overall Terex Group revenues increased by 19.5 percent to \$9.14 billion while pre-tax profits leapt by almost 50 percent to \$919.3 million.

Tadano third quarter up

Japanese crane maker Tadano has reported third quarter revenues to the end of December up by 22 percent to 122,827 million yen (£593 million).

Domestic revenues increased 11 percent to 65,231 million yen (£315 million) due to the strong demand for replacement cranes, while exports increased by more than 37 percent to 57,595

million yen (£278 million) thanks to the demand in Europe and North America.

Net income increased 42 percent to 8,252 million yen (£40 million). The company still predicts total revenues for the full year to the end of March of 168,000 million yen (\$1.6 billion/£811 million).



Record revenues for Finning

Finning International, the Canadian-based parent of both Hewden and Cat dealer Finning UK has reported record revenues up 16.7 percent to C\$5.66 billion (\$5.57/£2.83 billion) while pre tax profits climbed 26 percent to C\$383 million (\$377/£192 million).

The UK business represented almost 25 percent of the group's sales generating revenues of around £700 million - 11.2 percent higher than in 2006

Profits fall at Manitou

World leading telescopic handler manufacturer Manitou has confirmed full year revenues up almost 12 percent to €1.26 billion. Profits however were down by just over three percent to €131 million - hit by increased pricing pressures in the fourth quarter, production challenges and a number of one off costs.

Europe's largest?

Finland's Ramirent has announced its full year

2007 results with revenues up by more than 27 percent to €634 million and pre tax profits up by nearly 42 percent to a record €145.8 million possibly making it Europe's largest rental company.

 RAMICRANES

Trading remains buoyant at Vp

Vp (Vibroplant) the owner of UK Forks and Hire Station says that its performance in the last quarter has remained positive and activity levels have built up satisfactorily since the Christmas break with no discernible impact from the problems in the wider financial markets.

Cramo rises 23%

Cramo, the Finish-based international rental company has reported a 23.5 percent increase in revenues to €496.4 million while pre tax profits climbed by 34 percent to €75.8 million. The pace in the last two months has picked up as some of its initiatives, such as its deal with Skanska Denmark, came into play.



Genie climbs 12%

Terex Aerials which largely trades as Genie and comprises aerial lifts and telehandlers has reported record revenues for 2007, up by almost 12 percent to \$2.34 billion. Profit before tax and interest increased 21.5 percent to \$453.1 million or 19.4 percent of sales - almost two percent up on last year.

The trend improved in the fourth quarter in terms of sales and profits while the company managed to maintain its order book at the relatively high levels reached at the end of 2006 of \$652 million - marginally up on September. The company says that North American demand for aerial lifts, flat for the past 12 months, showed signs of improvement in the fourth quarter.

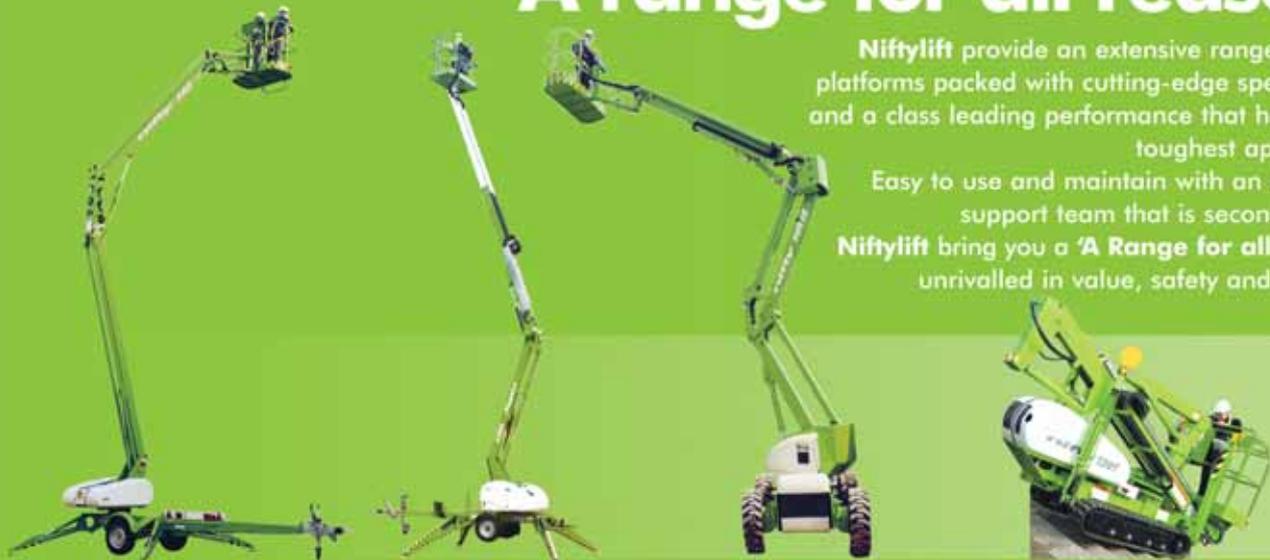
niftylift

A range for all reasons

Niftylift provide an extensive range of access platforms packed with cutting-edge specifications and a class leading performance that handles the toughest applications.

Easy to use and maintain with an after-sales support team that is second to none.

Niftylift bring you a 'A Range for all Reasons' unrivalled in value, safety and reliability.



self-propelled • trailer mounted • vehicle mounted • track mounted

Fingle Drive, Stonebridge, Milton Keynes. MK13 0ER.
Tel: +44 (0)1908 223456 Fax: +44 (0)1908 312733
Email: sales@niftylift.com / info@niftylift.com

niftylift.com

Take five

Infrastructure services provider Morgan Est

One of two Sennebogen 6100HD's bought by Morgan Est

has purchased five Sennebogen lattice boom crawler cranes from UK distributor E H Hassell. The cranes include one 650HD, two 680HD and two 6100HD the first machines of this type in the UK. Morgan Est has also ordered a further seven new cranes, for delivery later this year including two 680HD and three 650HD lattice boom crawler cranes and also two 683HD telescopic crawler cranes.

Donald Steele, Morgan Est mechanical plant manager said: "The partnership between us, Hassell and Sennebogen has been tremendous in developing a product capable of operating across all Morgan Est divisions, adding increased safety, productivity and cost effectiveness to our business."

Sales team of the year

(L-R) Back Row Peter Heneghan, Chris Tittle, Des O'Brian, Jessica Eames, Nathan White, John Davis, Stephen Cormack, Paul McCarthy, Jeff Schofield: Middle Row - Martin Vincent, Darren Spring, Brian Sherlock, Simon Clothier, Christine Hardy, Gordon Piggings.

The Hewden South East sales team won the 'Sales Team of the Year' award at the British Excellence in Sales and Marketing Awards (BESMA). The team works across twelve Hewden depots in the South East region of England. Simon Clothier, general manager, said: "This is a fantastic achievement by the team as they were benchmarked against some stiff competition including blue chip firms such as NatWest and the Royal Liver Group. This is a just reward for a hardworking team led by a dynamic and innovative manager."

Certex UK acquired

The three owner managers of Certex UK have agreed to sell the business to the Foranka division of Axel Johnson International which already owns Certex companies in Denmark, Finland, Estonia, Germany, Latvia, Lithuania, Norway, Russia and Sweden. The three purchased Harworth, Nottinghamshire-based Certex UK via a Management Buy Out from wire rope company Bridon International in 2005. More details will be announced later this month.

Emerson joins Juwel

German prefabricated concrete building manufacturer, Juwel is partnering with Emerson Crane Hire to deliver its range of modular buildings across the UK. Juwel's buildings are available in sizes ranging from 5.5 to 8.99 metres in length and 2.55 to 3.48 metres in width.

Joe Robinson, managing director of Juwel (UK) which opened its office in Henley in January said: "Emerson doesn't simply supply cranes, it has the technical expertise to meet all our lifting requirements, from risk assessments to detailed CAD drawings mapping out a particular lift."



Juwel the manufacturer of concrete ready-made buildings is joining forces with Emerson Crane Hire



Visit: www.wl-industries.com

Quality

Innovation

Reliability

Odense + 45 66 13 11 00 Holbæk + 45 59 45 55 00



Bob King (L)
and Alan Stowell

King takes ACE

Bristol based King Lifting, the UK's the fifth largest crane rental company, has acquired ACE Crane and Engineering of Gravesend, giving it its eighth location and reinforcing its coverage of the London region.

ACE owner Alan Stowell - started his first crane hire company - Diamond Cranes with this brother David in 1982 - the same year as Bob King founded King Lifting. Their first company was subsequently sold to Ainscough, but Stowell went on to found ACE in 1996. Today it runs about 10 mobile cranes, ranging from a 20 tonne City to an 80 tonne Tadano All Terrain and a five axle Spierings SK599. A seven axle Spierings is also on order. The company is approved to work on the Royal palaces and is well positioned to win work on the Olympic construction projects.

And buys mini cranes

King Lifting also took delivery of the first of its five tonne capacity Maeda LC785 mini cranes painted in its British racing green livery. Purchasing this smaller size of machine is a completely new venture for the company. Currently its smallest unit in its 80 strong fleet is 8 tonnes.



Bob King (left) and Terry Marnock of Maeda distributor Kranlyft at the handover.

Faresin upgrades

Italian telehandler manufacturer Faresin has upgraded its range of fixed frame models. The major change is the side mounted Iveco turbo intercooler engine with Tier III approval. The machines also feature a new direct drive configuration for the front engine cooling fan allowing the Load Sensing System to be available as an optional extra.

The LS system includes a variable capacity piston pump, a proportional distributor and two different types of proportional joysticks with either thumbwheel control for boom extension and a push button for the head ancillary equipment or two thumbwheels can be specified. According to Faresin, the system allows several simultaneous functions even at low engine rpm.

Collapsed crane dismantled

The Raimondi LR60 tower crane that collapsed on the Deco Design & Build site in Forest Hill, South London three months ago has finally been dismantled and moved to the HSE's laboratory in Buxton for thorough examination.

The delay was caused by the need for all parties to agree the method of dismantling the crane and for the laboratory to preserve any clues relating to the cause of the accident.



Almost three months after the accident the crane will be dismantled



active RENTALS
THE ACCESS SPECIALISTS

- MODERN EXTENSIVE FLEET
- FAST FRIENDLY SERVICE
- 24 HOUR SUPPORT
- IPAF TRAINING
- FREE SITE CONSULTATION
- PASMA TRAINING

DO YOU FIND REHIRING ACCESS EQUIPMENT IN SCOTLAND A MASSIVE HEADACHE?



WELL IT NEEDN'T BE, IT'S JUST A MATTER OF PICKING UP THE PHONE TO ACTIVE!

YOUR NEW SCOTTISH DEPOT HERE!

PLEASE QUOTE REF APO04





Active Business Centre | T 00 44 (0)1698 28 11 90
Hamilton | F 00 44 (0)1698 28 17 35
ML3 9BG | www.activerentals.co.uk
UK | enquiries@activerentals.co.uk

PLUS SERIES

The Best Just Got Better!



Trojan's Plus Series offers the same premium performance you have come to expect from Trojan, plus the added features you asked for.



Convenient SureVent™ flip-top caps



Precise maximum water level indicator



Durable embedded terminals



Trojan
BATTERY COMPANY

For more information contact Energy Batteries on 01536 408901
www.energy-batteries.com
enquiries@energy-batteries.com

Ready for action

Whatever you're planning, we're there for you.



Compact and exceptional variable

Terex® Demag AC 100/4: most powerful four-axle, 100 tonne crane, with a vehicle width of only 2.55 m.

What makes the Terex® Demag AC100/4 so valuable for you:

- It is the first and only crane in its class with a vehicle width of only 2.55 m, even with large size 16.00R25 tires.
- Newly designed 50 m main boom with only four internal sections, providing excellent lifting capacity and fastest telescoping times.
- It is the only 100 t crane with the dimensions of a 70 t four axle crane.
- Unique in its class - four different outrigger bases as standard.



Terex-Demag GmbH & Co. KG · Zweibruecken, Germany · 00 49 (0) 63 32 / 830 · www.terex-demag.com · info@terex-demag.com

© Terex Corporation 2007 · Terex is a registered trademark of Terex Corporation in the United States of America and many other countries

- **Holland Lift** has purchased a 25 percent stake in its UK distributor - **Russon Access**.
- **Russell Rowley** has formed a new sales company, **R2 Access Platforms**, to sell **Manitou** access equipment to the access rental companies throughout the UK and Ireland.
- **Hiab** has opened a state-of-the-art crane testing centre at its loader crane production facility in Hudiksvall, Sweden.
- **Haulotte UK** has appointed **Shayne Wright** as its new national accounts manager of the UK and Ireland.
- UK-based **Facelift** has taken delivery of 15 Haulotte H25TPX, 76ft boom lifts.
- Franco-German aluminium access company **Zarges-Tubasca**, has purchased **Skyworks** the Dutch access sales and rental company.
- **Oshkosh Truck Corporation**, the parent company of **JLG**, has changed its official name to **Oshkosh Corporation**.
- **Cargotec**, owner of **Hiab**, **Kalmar** and **MacGregor** is to buy-back up to 10% of its own shares.
- A 60 metre high tower crane collapsed at the **National University of Singapore**, killing three men and hitting a bus shelter.
- German-based overhead crane manufacturer, **Stahl Crane Systems** has completed testing on its first explosion proof crane in the UAE.
- **Janneniska**, the Helsinki based truck mounted aerial lift rental company has acquired Stockholm based **Nofa**.
- **JLG** is launching a global brand for all of its customer services, including parts, service, rebuild and financial services under the **JLG Ground Support** banner.
- Loader crane company **Hiab** has signed an agreement to acquire 70 percent of the operations of **O'Leary's Material Handling Services** in Perth.
- UK equipment rental company **Hewden** was nominated for two categories at the British Excellence in Sales and Marketing Awards - winning one.
- **Manitowoc UK** has broken ground on its new crane distribution and support facility in Buckingham.
- The **BBC** (London) aired a programme on Feb 22nd where crane drivers claimed they were forced into unsafe crane practices on London sites.
- **AFI**, the UK based access rental company, **Ainscough** and the **Specialist Hire Group** have all made the Top 100 list of private equity funded companies with the fastest growing profits.
- **Julian Elms** has joined **Manitowoc UK** from Terex Demag UK, as a regional sales manager. **Kranlyft** has appointed Moscow based access rental company - **Ltech** as its distributor in Russia.
- Australian based **National Crane Hire** has acquired Adelaide based crane rental company - **Brimco Crane Service**.



Shayne Wright



- Singapore based crane company - **Tat Hong** has acquired further shares in the Chinese tower crane company **Yongmao**, taking its holding to 20%
- **Ramish Lal** has joined **UpRight**, the UK-based powered access manufacturer as master distributor and key account manager.
- **JLG** has won a \$25 million telehandler deal with the US Navy for 197 Millennia Military Vehicle (MMV) telescopic material handlers.
- **Manitowoc Crane Care UK** has appointed **Peter Boyes-Korkis** as general manager responsible for all aspects of customer support for Manitowoc crane products in the UK, including **Grove**, **Potain** and **Manitowoc**.
- **Graham Dobbs**, of Nottingham based software supplier **InspHire** has joined the board of the Hire Association Europe.
- Turkish loader crane manufacturer **Acar Hydraulics** is to open a manufacturing facility near **Haraaj** in **South Jeddah** as part of a Saudi-Turkish collaboration.
- **Modulift Design & Consulting**, the UK based manufacturer of Modulift, the modular spreader system, has appointed **Ann-Marie Negre** to provide marketing support for the company.
- Rental revenues at USA based **United Rentals** increased by 4% in 2007 while pre-tax profits rose by 42.7%.
- A man died and two others sustained serious injuries in a worksite accident when a crane jib fell in **Mameer, Bahrain**.
- **Escorts Construction Equipment** has signed up with **IHI Construction Machinery** to distribute its entire hydraulic crawler crane range to the Indian market.
- **Finning UK**, parent of **Hewden**, has appointed **Jim Gray** to the newly created role of head of safety, health, environment and quality.
- **Spider**, the suspended platform division of **SafeWorks**, has hired **Lee Tigner** as district sales representative for its Atlanta location.
- A man died after a crane dropped its load on him at the **Port of Houston**.
- **Caterpillar** is to fit equipment tracking and management systems as standard in Europe.



Ann-Marie Negre



Jim Gray

- **Eazi Sales&Service**, a division of **Eazi Access Rental** of South Africa has been appointed as the **UpRight** Distributor.
- **Instant UpRight**, the aluminium tower specialist has made three new senior appointments to its management team. **Eamonn Griffith** as business development director, **Mark Edwards** as commercial director responsible for finance, IT and human resources while **Scot Ballantine** takes on the new role of supply chain manager.
- A mobile crane caught fire when its engine exploded at a construction site in central **Reykjavik**.
- **Manitou UK** has appointed **Andrew Dixon** as Eastern Counties area sales manager based in Louth, Lincolnshire.
- Rhode Island-based **LJ group** of companies has appointed **Robert A Renzi** as director of safety and training.
- **Hi-Reach Manlift** of South Africa has won **Genie's** 2007 Best Dealer award for the Africa/Latin American region.
- **Mark Lawrence**, CEO of Australian crane and access company **Boom Logistics** has resigned in the face of a surprise drop in profits.
- **Imer Iberica**, part of Italy's **Imer** group based in Zaragoza, has been appointed as an **UpRight** distributor in Spain.
- **Kranlyft** the European master distributor for **Maeda**, mini cranes has appointed **Hamamcioglu** as its distributor for Turkey.
- **Magnetek**, the overhead crane control company has acquired **Enrange**, a wireless radio remote control manufacturer in Pennsylvania.
- Norwegian-based rental company, **Bautas**, part of Finland's **Ramirent**, has entered the mini crane rental market with four brand new **Maeda** cranes.
- **A.M.P Access** of Taunton, UK, has given its apprentices the challenge of rebuilding a dilapidated **Niftylift** as part of their training.
- A man was died in **Iowa** after he was crushed by a crane boom that he was disassembling.
- **The Lavendon Group**, the world's largest specialist powered access rental company, has agreed a deal to acquire - subject to shareholder approval - **The Platform Company** the UK's second largest powered access rental company in a deal worth £79.1 million. The deal is made up of part cash and part shares with stage payments plus the assumption of up to £33 million in debt.



Andrew Dixon

See www.vertikal.net news archive for full versions of all these stories

Scissors - the sharpest tools in the box?



Over the years, the self propelled scissor lift has become 'part of the furniture' on construction sites as contractors increasingly appreciate their productivity benefits and improved safety. Here we take a look at the latest developments and manufacturers that are hoping to extend the market sector.

Over the past 10 years or so, the more popular scissor platforms have seen a quiet and steady progression in design and performance, unlike the major developments seen in the mid 1990's. However the scissor has recently made great strides at the lower end of the market. Having taken this side of the Atlantic by storm, Pop-Up has just dipped its

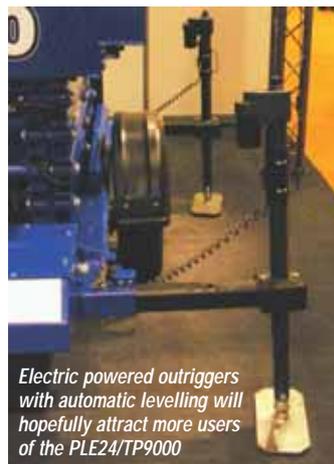
toe into the North American water by showing its push around scissor lifts at the ARA show last month. Undoubtedly the platform success of last year, the 1.63 metre platform height/ 3.5 metre working height, 240kg capacity platform sold 1,500 units in its first year and since its introduction in 2006 more than 3,000 units have been sold. A case

The platform success of 2007? - Pop-Up has sold more than 3000 units in since its introduction in 2006.



of the right product at the right price at the right time - benefiting also from the introduction of the 2005 Work at Height Regulations. The addition of the Pop-Up Plus+ gives an additional one metre working height and expands its range of applications further.

Another variation on the small scissor theme is the TP9000 - a towable, trailer-mounted scissor lift with a seven metre platform height. Imported from PLE in the USA, it is a refined CE version of the PLE24 which has been available for several years. With its 24ft platform height and weighing just 1,100kg, the unit is easily towable behind most cars.



Electric powered outriggers with automatic levelling will hopefully attract more users of the PLE24/TP9000

Sales to date (around 30 to 40) have not been as strong as expected. The company has recently installed electric powered outriggers with automatic levelling and hopes to appeal to users who dislike manual outrigger jacks. Once elevated, the 1,200mm by 2,400mm (when extended) platform offers a good working area and a 225kg capacity. A similar type of large platform (but

not extendible) was also launched by Italian SUP Elefant at last year's SAIE, but whether it is marketed in the UK remains to be seen.



Adding to the small number of trailer mounted scissor platforms is this from SUP Elefant.

Rough Terrain

The rough terrain scissor has been around since the birth of the self propelled platform yet over the last few years there have been few major technical developments. Even the tallest platforms are only marginally higher at 33 metres than they were 10 years ago. There have, however, been significant improvements in terms of choice and performance with narrower widths and increased platform capacities.

Something quite different was launched by Finnish manufacturer Leguan at Bauma 2006 with its four wheel drive 80SX skid steer-type scissor lift.



The Leguan SX80's skid steer type chassis gives good rough terrain capability and can level on slopes up to 25 degrees.

Developed in conjunction with European rental company Ramirent, the unit is fully self propelled in the stowed position with outriggers set before elevating to six metres. Being based on a skid steer type chassis, the machine has good rough terrain capability and can level on slopes up to 25 degrees. Its light weight makes it ideal for a number of applications.

Skyjack - the world's fourth largest platform manufacturer - has been enjoying excellent sales of its compact Rough Terrains in Europe probably selling more than all other producers combined. The Canadian-based company instigated the dual-deck extensions when it modified UK machines for cladding work in the mid 90's. Currently implementing a European expansion programme it has recently moved into purpose-built headquarters in Oswestry, Shropshire. The facility will be the hub for Skyjack Europe's



Skyjack instigated dual-deck extensions in the UK.

sales, service support, finance and administration operations.

A number of manufacturers are looking to take a piece of the European scissor lift market. On page 22 we report on Japanese market leader Aichi's first 'global' scissor lift family, the 20 and 26ft 'skinny mini' electric slab machines.



S-Mac showed a 19ft elevator scissor at the Big-5 show in Dubai

Japan's number two aerial lift manufacturer S-Mac exhibited at the Big-5 show in Dubai in November where it showed a 19ft elevator scissor lift to 'test' the local market as a first step towards stepping up its export efforts. Prices are very high which will probably limit its progress. Leading

Chinese manufacturer Jing Cheng Heavy Industries (JCHI) is also preparing to enter the European market with three new electric scissor lifts with working heights between eight and 10 metres. Once CE approved, the company's next project is a range of four wheel drive diesel scissors with working heights of 10, 12 and 14 metres.

An all-American manufacturer which is finally preparing to launch its CE models is Custom Equipment. It offers a two scissor lift product line, the HB1030, with 10ft platform height and a new 14ft model both designed for low level internal applications. With a 1.5 meter overall length and at 530kg or 750kg



Custom Equipment's new 14ft HB1430 should now be fully CE compliant

GVW they are ideal for elevators, upper floors and delicate surfaces. In fact their dual steering wheels are designed to turn full arc without twisting or rucking carpet.

A little closer to home, German manufacturer PB Liftechnik showed its products at Vertikal Days last September - the first time in the UK. Two new heavy duty scissor lifts were seen including the brand new S171 which has an overall width of 1.2 metres. Both machines are driveable at full height and equipped with jacks which allow the machine to be levelled on uneven ground. The company is looking to sell direct or to find a local distributor.

The improving performance of the electric platforms is also the cause of a major expansion for this type of machine. At the recent ARA

German manufacturer PB Liftechnik is looking to sell its products in the UK.



MEC showed two new machines at the ARA - the 30ft 3072 and the 37ft 3772

show MEC unveiled an electric version of its 72 inch wide compact rough terrain scissor lift range, the 3072 and 3772. With a massive battery pack the new model provides similar performance to the diesel version including four wheel drive and leveling outriggers. The only downside is slower drive speeds.

This is not the first such machine. UpRight produced an electric version of its XRT and Holland Lift in particular has done well with four wheel drive electric machines, but volume producers have generally had little success with this concept.

The UK is in fact Holland Lift's second largest export market after Germany, surprising in that 10 years ago, few, if any were prepared to pay for ultra high spec, heavy-duty scissors. UK distributor Russon Access has made a significant impact with these high quality machines including two 32 metre Holland Lift G-320DL30 to Access Rentals which has also ordered four 27 metre M250-27 - the first in Europe - which has a useful 1.2 metre wide side platform extension. Delivery is expected spring/summer this year.



See us at
CONEXPO
 Booth G-170



Compact Size, Powerful Performance

The new ultra-compact **JLG® Model 1230ES**, a self-propelled mast lift that weighs only 790 kg and provides up to 5.7 m working height. The 1230ES features the same energy saving 'direct electric' drive system, found on the popular JLG ES Series scissor lifts. This system provides up to three times the number of duty cycles compared to other models in its class. Comfortable to operate with fully proportional control for drive and lift, it also features a new hydraulic system that provides elevation to full height in only 12 seconds.

With its reduced weight, superb manoeuvrability, and compact dimensions - 0.76 m wide and stowed height of 1.66 m - the Model 1230ES provides a cost effective solution for use in confined or weight-restricted areas so you can go to work on raised floors, in high-rise buildings and in multi-storey warehouses. It is also light and compact enough to be transported in most construction or industrial elevators and it can be lifted by crane to elevated work areas.

In your efficiency-driven work environment - let the JLG Model 1230ES give you the Power to do More.

Ask for the **JLG Model 1230ES**, only from JLG.

Visit www.jlg.com.

TREBLE
your
operation time
 HERE

WITH
fast elevation
 TO FULL HEIGHT

AND MORE
lightweight
manoeuvrability
 HERE



JLG®

Enhanced ES

Some four years or so after it first launched the ES series, JLG has given its models a thorough evaluation and introduced a number of enhancements and product improvements, even though visually the machines look very similar.

These changes include a faster system start up time eliminating the need to 're-boot' the system if a function is engaged before the system is ready. Gone too is the need for a separate analyser - the machine's digital display will now show any error codes as well as providing a readout of battery status.

The deck extension has new U-shaped channels on each side in order to help reduce the chance of debris causing the deck extension rollers to hang up or jam. The platform cable also features a coiled "stinger" reducing the amount of slack cable on the platform and a curved cable hanger has been installed on the platform's mid-rail to provide a means of securing the cable completely out of the operator's way.

The welded steel wheels, which were all too easily damaged when the lift was driven into curbs etc, have been replaced by heavier, thicker 'abuse resistant' cast steel wheels. Drive wheel motor cables have been re-routed and provided with strain relief to prevent excessive flex and wear while the brake housing has been made into a two-piece cover that provides more corrosion-resistance and is easier to service.



JLG's welded steel wheels were too easily damaged.

Finally a lower cost J.R. Merritt joystick - completely interchangeable with the pricy PQ controller - has been installed on the control box. JLG anticipates that the upgrades will eliminate the 'niggles' that some owners experienced with the ES range and will help the product win a greater share of the market.



JLG has recently improved its ES range of scissors.

Slab machines

Until the mid 1990's it was common for electric scissor lifts - such as the Economy Wildcat and UpRight XL24 - to have high flotation versions that were good on gravel and soft ground around buildings. When pure slab machines arrived with solid tyres and pothole protection, compact electrics were truly restricted to smooth surfaces. Attempts to reintroduce such machines, including electric 4x4 models have not sold well.

Back in 1995 the slab scissor market was relatively simple, with 'skinny' 32 inch (820mm) wide models with 20ft working height, and a 46 inch (1,200mm) wide chassis for a 24 to 26ft models with a 20ft wide version available. Above that the larger 68 inch wide units had 32ft platform heights.

That has all changed with the introduction of the 19ft elevator models such as the UpRight MX19, with overall widths of around 29 inches, (760mm) an overall length of 1.6 metres and initially a GVW of just under 1,000 kg. These units were designed to be transported in lifts to upper floors.



There is a high demand in the UK for Holland Lift's high spec, heavy-duty scissors.

While several companies have built 'side extension platform specials' Italian manufacturer Iteco launched its small electric IT4680M scissor in 2006 which has a 360mm wide side extension and could be a sign of things to come although there are not many takers at present.



This 360mm wide side extension from Iteco could be a sign of things to come.

AC/DC

Aichi is hoping its new 'global' scissor range will take a significant slice of the world scissor lift market. The new models not only incorporate front wheel direct electric drive, first introduced by JLG in 2003, but have chosen to skip the DC motor technology employed by JLG and more recently Iteco moving directly to AC wheel motor drive.

According to Aichi, the benefits of AC wheel motors include compact brushless motors, which will not overheat from extended running or wheel spinning and even better battery life. The AC drive is clearly smoother than anything currently available, with none of the pulsing felt with many motor controlled drive systems.

Until now the other volume producers of electric scissor lifts such as



A JLG wheel motor.

Genie, Skyjack, Haulotte and UpRight have appeared to ignore the direct electric drive breakthrough made by JLG. They have continued to fit their small scissors with the traditional hydraulic motor drive, albeit coupled to a motor control system, which provides smoother operation and longer battery life.

However an increasing number of end users are learning that for applications that involve extended working hours and particularly longer travel distances, direct electric drive offers tangible benefits. Some rental companies have added JLG ES scissors to their fleets and charge a premium for them which they all too often manage to obtain.

Over the next 18-24 months, expect one or two of the volume manufacturers to introduce similar drive systems, with Genie likely to follow Aichi into the AC motor system. The overall reluctance to change is down to cost and reliability. Modern narrow electric slab scissors are notoriously reliable, offer good battery life and keep going day in day out with very simple maintenance routines.



HOLLAND LIFT

Reliable load monitoring ...

- New highly reliable platform overload monitor
- Fully mechanical design, no electronics, no data processing
- Accuracy independent of temperature, humidity or lift height

Holland Lift International B.V.
 Tel: +31 (0) 229 285555
 Fax: +31 (0) 229 285550
 E-mail: info@hollandlift.com



www.hollandlift.com

Rough terrain? Sloping ground?

When other machines don't make the grade, you can rely on the **UpRight Speed Level**.

The unique oscillating axles can cope with most rough terrain and will automatically self-level the machine at gradients of up to 35%. This heavy duty lift also boasts a large platform area, making any working at height task both safe and easy.

KEY FEATURES:

WORKING HEIGHT UP TO 11M

AUTOMATIC PLATFORM LEVELLING ON SLOPES OR UNEVEN GROUND

ROUGH TERRAIN FEATURES INCLUDE 4WD, OSCILLATING FRONT AXLE, HIGH GRIP TYRES

19° / 35% GRADEABILITY

PROPORTIONAL DRIVE/LIFT CONTROLS FOR SMOOTH, PRECISE OPERATION

DIESEL POWER

Universal Aerial Platforms now offer the UpRight Speed Level for hire or purchase. For more information on this or any other machine call today or visit www.universalplatforms.com

Universal

0800 866 587

www.universalplatforms.com



However more importantly they were compact and manoeuvrable and at least in North America contractors began renting them in sufficient volumes to ensure that every tradesman on site had his own micro scissor lift. Then the 26ft machines were stretched to

Genie GS3232 is an ultra narrow scissor that does not require massive counterweighting.



32ft high while maintaining their 46 inch (1,200mm) overall width and the resulting machines became very popular.

Skyjack made the next breakthrough by creating a 26ft version of the regular 32 inch wide 20ft narrow scissor lift. Genie and UpRight soon followed and these machines gradually became popular with the full size 2033 models fading in popularity as users settled into using the 1930, 2633 and 3246 models.

Last year Genie moved to break the mold by introducing a 32ft ultra narrow model with 32 inch single door width that does not require massive counterweighting, keeping costs down. In order to make the 3232 work it equipped it with a set of four automatic self-leveling jacks, allowing all calculations to be made without needing to allow for slopes and - as it does not drive at full height - the EU kerb test. The resulting machine is still something of a niche product, as was the case when the first 2633 was launched. It is too early to judge if the 3232 concept and its jacking system has mass appeal.

In the UK it has always been possible to drive scissors at full height so long as the machine was designed to do so. In continental Europe this was not always true with Germany and Holland restricting the maximum travel height to eight metres and Italy where driving at height was not permitted at all. EN280 changed all that although some manufacturers and users prefer to keep to the old eight metre cut out devices.

With platform heights now over 30 metres, the effect of hitting a curb or driving on a slope is magnified. Most manufacturers have drive and tilt alarms set at two degrees which should prevent the lift from being driven on anything but a level surface. American-built machines still meet ANSI stability regulations and have to withstand a five degree slope in its least stable position with a 30 percent overload.

The key to driving at height is to be fully trained and only drive on level ground after having walked and checked the route to check for voids and obstacles.

So in spite of being 'part of the site furniture' the scissor platform is continually evolving and widening its range of applications. It will be interesting to see how it develops over the next year or two.

C&a scissor lifts



The Airtrax ATX1933 with omni-directional wheels

Nothing new under the sun

A radical new product that is not totally new is the Airtrax range of omni-directional scissor lifts launched at last month's ARA show. The very first scissor lift with such a wheel was shown at Bauma in the mid 1980's when Grove exhibited an SM3270E modified with a set of Polypenco steel omni-directional wheels. The machine was complicated to operate, was hard on floor surfaces and had limited battery life. Although the machine had been ordered by a customer it was eventually converted back to regular wheels.

In Sweden MaxMade produced a range of electric scissor lifts that used conical wheels that rotated through 360 degrees to provide the same effect of being able to rotate or even move sideways. The concept was commercially viable but more complex to operate than a regular scissor lift and only practical on perfect surfaces.

In February 2004 MEC exhibited a 32ft scissor full size electric scissor lift with the Airtrax wheels. Dubbed the Phoenix the concept was the cause of much interest but no orders. The machine appeared again the following year but was then quietly dropped. Airtrax the company that owns the patent for the wheels which it fits to an industrial fork lift called the Sidewinder, has been talking about its Cobra scissor lifts for the past 18 months. At the ARA the company showed off three models which it says will go into production one by one during the year. The smallest model is the 19ft ATX1933 but at almost 1.8 metres, it is a touch long for an elevator model. It is also a tad wide at 33 inches but then most 19ft elevator scissor lifts have grown too heavy over the years for small elevators, and the Cobra does have the additional manoeuvrability benefits. Next up is

the ATX3247, with classic 32ft narrow aisle scissor dimensions and performance.

Finally at the top of the range is the 33ft full size ATX3368. The new Airtrax scissors use a fifth generation omni-directional wheel control system (the MEC Phoenix was fitted with a second generation system). The dual axis joystick also twists to provide a very intuitive directional control that allows you to place the lift exactly where you want it. If manoeuvrability is critical then it doesn't get any better than this. The four wheels are controlled by four AC drive motors while a microprocessor channels the joystick movements to the wheels to move the lift in the required direction. One down-side is the ground bearing pressures from the rubber coated rollers, however they do perform exceptionally well on carpet.

The main issue with these products will be the price - they cost around three times that of a regular scissor lift. The ATX1933 for example is being discounted for the first 100 units to \$26,681 while a regular 19ft scissor can be had for around \$8,500. The sale price on the ATX3247 is \$37,511 and on the ATX3368 a whopping \$80,773 net. At these prices only those who can really benefit from the advantages will consider acquiring them. The deal on the first 100 of each is likely to remain open for a very long time.

Three Airtrax models were shown at the recent ARA show.



Global scissors from Aichi

Aichi, the leading aerial lift producer in Japan, has finally unveiled its first 'global' scissor lift family, the 20 and 26ft 'skinny mini' electric slab machines. With their 800mm overall width and 2.3 metre overall length the new models are designed to American and European dimensions. Cranes&Access had the chance of an early preview of the first machines to arrive in Europe.

Up until now Aichi designed and built its lifts for Japanese customers. If the resulting products appealed to overseas buyers, all well and good, if not then so be it. This policy has given the company a dominant market share at home, where it claims 75 percent, but patchy sales in Europe and the America's. Its crawler mounted booms found a niche overseas and in recent years its wheeled boom lifts have carved out a strong market share in Holland and Germany, thanks to their unrivalled reliability and five years full warranty.

Recognising the vulnerability of this sales concentration, it set out three years ago on a five year plan to introduce a full 'global' product line, to reduce its dependency on the home market. These new scissors are the first fruits of the programme. If Aichi has one mantra for a new product it is 'bullet-proof reliability', as a result it is not known for trendy or breakthrough products. However the new scissor lifts introduce new ideas and technology to the sector, emphasising the company's change in strategy.

AC-DC

Having recognised the benefits of direct front axle electric drive, Aichi decided to go one step further and selected AC rather than DC drive. The benefits says the company, include brushless motors, which will not overheat from extended running or wheel spinning and even better battery life.

In addition to these reliability points, the AC drive is clearly smoother than anything currently available, with none of the pulsing felt with many motor controlled drive systems. Start and stop is exceptionally smooth and ramps up and down brilliantly, however letting go of the enable switch or the drive controller does not produce the violent emergency stop that is possible with most small scissors. This can be viewed as good or bad, depending on you viewpoint.

Radical progressive steering

Another radical feature is what Aichi calls proportional steering. This refers to the fact that its circular controller is progressive, with the wheels moving to the position you move the controller to, just like your cars steering wheel. The

wheels also immediately return to straight when you release the spring-loaded controller. While feeling very strange, one quickly adapts to it, this optional feature might just change the way steering controls are designed if the uptake is sufficiently high.



Staying with the control box, a spring-loaded dual pole toggle switch serves as the dead man control, so that when steering you must keep one finger on this, your hand on the main controller while the other operates the steering control. In reality - easier than it sounds, thanks in part to the excellent hand-rest/grab handle on top of the box, which also protects the controls from the operator.

From here on out the rest of the machine is relatively traditional, although its full one metre roll-out deck extension is clearly better than most. Platform rigidity on the test machines was average - good at full height with quite of bit of sway at mid height, in other words quite typical. Batteries are located in a heavy duty sliding steel box on one side of the machine with most other components arranged on the other, electric drive keeps hydraulics to a minimum. The battery charger is well protected and fully automatic, able to cope with any voltage from 100 to 240 volts. A battery charge indicator is built into the lower controls and easily visible as you enter the machine. Pothole protection is mechanical and the steps to the platform are located within the

machines overall length, great for keeping the machine compact and preventing damage, not so good for those who exit the platform front first, but since this is not good practice this is hardly a disadvantage. In the platform the stamped steel floor is practical, but the guardrails seem overly fussy and the control box cannot currently be hung on either side. The tabs that retain it in its principle location will not function bashed.

In summary

An excellent effort, with some fine tuning these new models could easily set a new benchmark for small scissor lifts. Whether they achieve Aichi's aims to win a respectable share of the European and North American market will depend most of all on how effective its distribution is and the pricing strategy it employs.



Roll out deck

Control box

26ft, 32 inch wide (Skinny Mini) scissor lifts

	Aichi	JLG	Genie	Skyjack	UpRight	MEC	Haulotte
Overall length	2.3m	2.3m	2.44m	2.31m	2.35m	2.49m*	2.48m*
Overall width	80cm	76cm	81cm	81cm	83cm	84cm	81cm
Stowed platform ht	1.16m	1.23m	1.16m	1.14m	1.12m	1.09m	1.08m
Lift capacity	230kg	230kg	227kg	227kg	340kg	227kg	230kg
Roll out deck	100cm	90cm	91cm	90cm	90cm	106cm	92cm
Lift/lower speed	40/40	40/40	30/40	56/	42/40	27/35	51/42
GVW	2,060	2,155	1,956	1,876	2,358	2,105	2,106

XX = best in class

* Access steps remove to reduce to 2.31m



Come See Us At ConExpo
Gold Lot - Booth G200

THE COLOUR OF

ingenuity



Genie introduces the Z⁺-40/23N: the industry's first Z⁺-boom with an AC drive system. This breakthrough design manoeuvres through tight spaces with quiet, energy-efficient operation — as well as excellent drive speed, gradeability and traction.

Revolutionary variable-speed technology also delivers quick repositioning within the Z⁺-40/23N's entire range of motion. You get smooth, responsive control of multiple functions at the same time.

Get the latest in accessibility and ingenuity. **Think Blue.**

01476 584333

EMAIL infoeurope@genieind.com

WEB genieindustries.com

Genie
A TEREX COMPANY

Position + Control

With a proud legacy in position sensing and control, our range is designed and built to deal with the OEM Construction Vehicle market's toughest challenges.

Reliable – Tough – Accurate – Available!

- Linear Position Sensors to 5000mm
- In-cylinder Linear Sensors
- Contactless and Sealed Rotary Position Sensors
- Valve Position Transducers
- Single and multi-axis Joystick Controllers

Penny + Giles industrial sensors and controllers are performance critical components throughout the industrialised world, where our reputation for innovative technology, creative design, manufacturing excellence and world-class customer support have delivered the right solutions time after time.

In the harshest applications that the Off-Road Construction industry can throw at us, our position sensors continue to prove their pedigree. A pedigree that also shows itself in our unique range of single and multi-axis Joystick Controllers.

Whatever kind of position sensing or control application you've got, it looks like you've just found the solution!

Phone or e-mail for a Product Range catalogue today!

■ **Penny+Giles Controls Ltd**
15 Airfield Road, Christchurch, Dorset, BH23 3TG, UK
Tel: +44 (0) 1202 409409 E-mail: sales@pennyandgiles.com

OFF ROAD HIGH PERFORMANCE POSITION AND CONTROL

Penny+Giles

A Curtiss-Wright Company

www.pennyandgiles.com



It doesn't get more high profile than this

How did we swing it? SED 2008 is the only UK event where the giants in cranes & access will be sharing the same skyline.

Big names in lifting like NRC, Mantis, Vanson, Haulotte, Dunham, Ladybird, E H Hassell & Sons and Universal, plus newcomers like Cranebusiness and Böcker. You'll also see Bil-Jax scaffolds from North America, SkyKing, Manitou, Bravisol, Oil & Steel, UpRight and Russon Access. Highlights include the massive 275 tonne Hitachi Sumitomo SCX2800-2, the largest crane ever seen at SED (with a Hitachi X75UST telescopic hanging from it!). Self-erectors from Vanson and Dunham for congested spaces. The new Bil-Jax X-Boom. Along with Chinese manufacturer Zoomlion and Ormig from Italy, both making their UK debuts at SED 2008.

Compact or colossal, they're all within your reach. Book your Fast-track Entry Badge now.



13, 14 & 15 MAY

Rockingham Motor Speedway, Mitchell Road, Corby, Northants. NN17 5AF

IN THE INTERESTS OF SAFETY, NO ADMITTANCE TO CHILDREN UNDER 12 YEARS. THOSE OVER 12 AND UNDER 16 YEARS SHOULD BE ACCOMPANIED BY AN ADULT AND MAY BE REQUIRED TO PROVIDE PROOF OF IDIAGE. ENTRY TO THE SHOW IS BY REGISTRATION AND FREE OF CHARGE.

REGISTER AT www.sed.co.uk OR CALL 08449 060226

JLG • NRC
Bil-Jax • UpRight
Mantis • Universal
Genie Europe
Dunham • Ladybird
Vanson Haulotte
Skyking • EH Hassell
Böcker • Oil & Steel
Manitou • Russon Access
Bravisol • Cranebusiness



Last minute **C&a** conexpo **Conexpo**



Following on from our initial coverage of next weeks Conexpo show we bring you a little more information on the events to look out for, additional product information, news of late entries and exhibits not to miss.

Additional exhibitors

A number of companies have decided to take space at the show late in the day and at least one has pulled out. The additional exhibitors include Niftylift which will have booth near to the Safety zone and the IPAF demonstration area which has now been relocated from the side of the Blue Lot to the back of

the Green Pavilion. Fraco the Canadian mast climber will do something similar with a booth in the Green pavilion and a machine on the IPAF demo space. Aichi will take space on the Toyota stand in the South Hall in order to show off its new booms and scissor lifts. Instant-UpRight, the alloy tower manufacturer, has taken a stand in the Blue Lot.

In the other direction telescopic crawler crane company Mantis/Spandek has pulled out of the show, after considering its stand location. However senior managers from the company will be in town in order to meet with customers and dealers.

Instant Alloy towers can be found in the Blue Lot.



Tower Crane Safety conference

A two hour Tower Crane Safety conference will be held on Thursday March 13th at 9:30am in conference room S233 With speakers from Europe and the USA the conference should be an informative and thought provoking introduction to tower crane safety.

To learn more go online to <http://towercranesafety.net>



Note IPAF - AWPT has moved. You will find the IPAF demonstration area and the Safety Zone to the rear of the Green Pavilion now, rather than in the Blue Lot.

Vertikal Conexpo

Before you do anything else pick up a copy of Vertikal Conexpo, the definitive guide to Lifting and Access at the show which can be found on lifting exhibitors stands, in the magazine distribution bins at the start of the outside areas, on the Maximum Capacity Media stand in the Gold Lot, on the Vertikal Press stand on the edge of the Silver Lot, near the opening ceremony and main entrance and on the AWPT-IPAF stand. Not only does it provide guided tours for each major equipment type, but it is also a handy guide to Las Vegas, its restaurants, sights and shows and also contains great maps to the main outdoor areas and to the city.



Join the run...or walk

Maximum Capacity Media, publishers of Lift and Access and the Crane Hotline in the USA is organising a five kilometre run/walk during Conexpo to raise funds for the AEM Construction Challenge initiative. The event will begin at 6:30 am on Thursday morning, March 13th at the Hilton.

The Construction Challenge is part of Association of Equipment Manufacturers ongoing efforts to attract young people into the construction equipment industry in a wide range of positions. Member companies sponsor teams of high school students to participate in the challenge finals. The AEM Construction Challenge is also intended to focus attention on the importance of the construction industry and the benefits it provides.

How to register: Go online to www.constructchallengerun.com and complete a sponsorship form.

Entry fee: Entrance is \$25 and includes a T-Shirt

Where: Runners will meet at the Paradise Rd, (West) side of the Las Vegas Hilton, 200 yards North of the main hotel entrance and sign.

The course: The course is a closed route traveling in a 5km loop.

The Challenge Cup: The company with the most runners registered will win the Manitowoc challenge cup.



sponsored by:



taking **UpRight** to New Heights



UpRight goes from strength to strength

- Comprehensive product line with working heights up to 40m
- New line of straight telescopic and articulated boom lifts; plus slab and rough terrain scissors
- Global sales and support network providing local, high quality service

Find the right machine for you at
www.upright.com

b o o m s | t r a i l e r s | l i f t s | s c i s s o r s

Call 0845 0175 500 for more information on the full UpRight range or visit:

www.upright.com

UpRight
POWERED ACCESS

Products not to miss:



c&a

conexpo

The new Haulotte H28TJ+



Haulotte

The new Haulotte H28TJ+ boom lift is quite different in that it features a five metre telescopic jib, high capacity and compact dimensions.

Make	Model	Platform height	Outreach m	Capacity Kgs	Jib m	GVW	O/A Width
Haulotte	H28TJ	86ft/26m	22.6	350	5.0	17.3	2.47
JLG	860SJ	86ft/26.2m	22.9	230	1.8	16.5	2.49
Genie	S85	85ft/25.9m	23.6	227	1.5	16.3	3.07*
Snorkel/UpRight	TB/SB85J	85ft/25.9m	23.4	227	1.5	17.3	2.60

*The Genie S85 has telescopic axles, which retract to 2.44m

Aichi

The new Aichi booms and scissor lifts incorporate some radical features in a conservative package - especially the scissors. (See page 22 for more details.)

Reachmaster

The Denka, Falck Schmidt and Hinowa dealer will be showing off a new 30 metre Denka telescopic boom on a medium weight truck.

Manitowoc

Look for the new Potain telescopic self erecting crane - the T85 - which builds on the innovation set down by the T70 launched last year.

The Grove GMK5170 is a new 170 tonne, five axle All Terrain crane with 64 metre main boom with the latest features.

Terex

This new RT1120 Rough Terrain crane is the first to adopt a high-tech European superstructure with heavy-duty rugged American chassis. Its hydraulically removable counterweight makes it easier to transport.



The Terex RT1120

Link Belt

Tight lipped to a fault about its new products, Link Belt says that it will unveil its largest crawler crane to date. The company is promising a number of other surprises and its ATC350 a 220 tonne All Terrain is worth a look.



Grove GMK 5170

Tadano

The company has a good number of new models on display but they are largely truck mounts and boom trucks targeted at the US market. However take a look at the new 35 ton TM 35100 although billed as a 'boom truck' from its photographs it looks to be a handy commercially mounted truck crane.



TM35100

Kobelco

The new 550 tonne SL6000 crawler crane is an impressive piece of kit and worth a look just for its size.



The Kobelco SL6000 working in the Weldex fleet

Liebherr

Will also be showing its latest big crawler the 600 tonne LR1600/2, also if you have not seen the LRT1100 telescopic crawler then here is your chance.

Manitou

Has a wide range on display but the world's biggest telehandler, the MHT10210 has to be the main focus along with the MHT10160.

JLG

The recently launched super compact telehandler 2505 will be the main focus of the stand. This is a powerful small machine with 2,500kg capacity and five metre lift height.

Snorkel

The re-launched AB46 is a surprise. Although the initial design is now some 10 years old, Snorkel engineers have given it a credible facelift with new triple entry cages and new shoes. The Snorkel paint scheme is also an enhancer.



Snorkel AB46

Carelift

Now owned by Skyjack, the ZB12032 is a new heavy-duty telehandler equipped with a pipe grab. Hardly a European machine, but interesting all the same.

Bil-Jax

The new X series of ultra-lightweight self propelled booms are worth a look. The choice is either a straight telescopic or 45ft articulated - if weight is critical these will be of interest. Also the American version of the Power Tower includes some interesting changes over the UK-built model.

Bobcat

The new super compact Bobcat V417 VersaHandler promises a great deal, as the company aims to win a larger share of the telehandler market under Doosan ownership.



The new Super compact Bobcat V417

Skyjack

The new 60 and 65ft straight booms from Skyjack include a number of innovations without breaking the company's policy of rugged simplicity. See News for more details.



Skyjack SJ66J

MEC

The new MEC 40 and 45ft booms are well worth a look. Although many features are clearly adopted from Genie, the new models include a good number of features including a small tailswing, tight turning radius and a new oscillating axle design.



Mec M-40T

A new force
Now available
in the UK



crawler cranes

In the UK contact

Watson & Hillhouse Ltd. Whitehouse Road,
Ipswich, Suffolk. IP1 5NT UK

Tel: +0044 (0) 1473 748 652.
Fax: +0044 (0) 1472 240 090.
www.w-h.co.uk



SANY

Heavy Industry Co. Ltd.
Tel: 0086 731 4031642
Fax: 0086 4031527
Cell No: 07942 071655
www.sany.com.cn

Spiders from Mars, Minis from Venus.

The general acceptance of the spider crane over the last few years has grown considerably - so much so that it now has its own definable sector. Cranes & Access looks at this increasingly useful lifting tool, written off by many traditional crane users as a 'toy' when it first appeared.

It is two year's since C&A last covered the mini crane market in any detail. At that time there was still some confusion as to how to define a mini crane and if fitted with spider-type outriggers, whether they should in fact be called spider cranes.

The continued impressive growth since then has certainly made it much easier to define the sector - spider and mini tracked cranes - to the point that this feature solely covers spider cranes rather than small tracked cranes from IHI and Hitachi or Maeda's largest the LC785C, small tracked compact cranes from Valla, or the wheeled pick and carry cranes from Valla and Galizia, available now from GGR-Unic.

It's all in the name - spider cranes must have outriggers - either spider-type or dropdown. However in an effort to try and define a mini crane exactly, we carried out a survey on the Vertikal.net website about a year ago. The results were not conclusive with just over half saying any crane under 10 tonnes and nearly a third saying any crane under five tonnes. Small tracked cranes with outriggers (spider cranes) polled about 20 percent of the votes.

Like most things compact, the spider crane originated in Japan, where the compact tracked chassis allowed cranes to be designed to cope with its congested construction sites and internal lifting applications. Unfairly dismissed as a toy/joke by many of the 'old school' crane hirers, the spider cranes brought in pioneering design, precision manufacturing and advanced materials technology resulting in a high performance, yet incredibly compact unit.



For their lifting capacities, spider cranes are incredibly compact.

The uses for these machines are endless and include new build and refurbishments, working between floors, below ground and roof-top



C&A

spider cranes

operation, monument lifting, landscaping, marine lifting, confined access, glass installation, machinery removals and installation, exhibition set-up and dismantling, tunnel operations, shopping mall and retail park installations, restoration projects and waterways maintenance to name but a few and new applications are being discovered every day.

machines are being discovered on a daily basis, the new industries taking on board the concept and using the products on the ground are finding time and cost savings which help the concept gather pace. The major successes have traditionally come from internal work and glass handling, paneling, steelwork and cladding industries but nowadays thanks partly to



Using Hiab cranes, Reibsamen plans to enter the UK/Ireland market later in the year.

Despite the growth in the sector, there are still just a handful of manufacturers offering spider cranes (see table page 36) primarily headed by Japanese manufacturers Maeda and Unic. The Italians come next followed by a couple of specialists - Reibsamen in Germany and Reedyk in Holland.

On a global scale Maeda claims market leadership with about 75 percent market share. In Europe it is far closer, with Unic probably a nose or two ahead of Maeda with the two companies sharing around 85 percent of the market between them. As we have already said the new uses for these versatile

the heightened awareness of the products and also the increased availability, it is not uncommon to find these cranes being used in nearly all sectors of work.

Maeda is distributed in Europe by Anglo/Swedish company Kranlyft since 2001 and claims to have the largest working population of spider cranes in Europe. Kranlyft has been busy recently boosting its distributor network appointing Hamamcioglu, the Bobcat dealer, as distributor for Turkey, UAB Agratekas as distributor in Lithuania and Latvia in January and more recently L-Tech as its distributor in Russia.

spider cranes C&A

Most other European countries are covered including Austria, Belgium, Croatia, Czech Republic, Denmark, Finland, Germany, Greece, Italy, Norway, The Netherlands, Ireland, Spain, Switzerland, Slovakia and Scotland from its main depots in England and Sweden. Talks are also currently underway with potential distributors in France and other remaining European territories.

A comment from the chairman of the new Turkish distributor Münir Hamamcioglu sums up the effect spider cranes are having: "These small but magical machines have opened up new horizons to our business vision, in which we found unending opportunities for its uses in Turkey, especially in the restoration of historical buildings, archeological excavations and world heritage sites."

Turkey probably has many more archeological excavations than the UK but similar to spider access platforms covered in the last issue of C&A, these machines are moving from being used as a last resort when more traditional methods have



failed, to being a readily available and cost-effective option.

Specialist lifting and access company Tracked Access has seen an increasing demand for compact cranes and expects continued growth throughout 2008. According to Phil Lomax, its experience with spider access platforms has definitely helped with the cranes and they often find the spider booms working alongside its spider cranes. "There are a number of similarities including point load considerations, height/width/length restrictions and often difficult tasks that require time and thought!" he said. Exact UK sales figures for these machines are not readily available

but the two global leaders - Maeda and Unic currently dominate sales in this country taking well over 90 percent between them.

The Maeda spider crane range is currently four strong - it also has the larger LC785 mini crane - and spans maximum lifting capacities from 1 tonne to 4 tonnes. We are hearing that this is set to increase this year with a further three machines to be added to the range increasing the maximum capacities further still, however we are not sure at the moment whether they are to be spider or mini cranes.

The spider MC range are all dual-fuel ready, either a combination of petrol/LPG or diesel/electric giving the option for both indoor and outdoor use. Customers can also opt for a three phase electric option on the smallest

capacity MC104. The entire MC range can be operated by remote control, either hard wire or radio remote which has proved to be a useful feature for end users and helped in the rise of the concept as a whole. As has the two year Maeda warranty which gives increased confidence in the quality of the product.

The other major distributor of spider cranes is GGR-Unic, which was originally a user of Maeda cranes as glass contractor GGR Glass. It purchased several units for its own use and in between jobs, rented them out. Seeing a longer term potential for the product GGR approached Unic's parent, Furukawa in Japan, which was initially not interested in investing in Europe nor with the problems involved with obtaining CE approvals.



The Unic URW-706 is the largest spider crane from any manufacturer to date.



LIFT ANYWHERE YOU NEED!


• Glazing


• Steel erection


• Maintenance


• Timber roofs


• Industrial plants


• Artwork moving






Imai srl Via Camparone, 7 Z.I. 31014 Colle Umberto (TV) Italy tel. +39 0438 430171 fax +39 0438 430115 www.jekko.it e-mail info@jekko.it



City Lifting
- Bauma 706

a network of authorised distributors in Europe, the Middle East and Africa and rivals Kranlyft for market leadership.

Unic currently offers a range of six cranes from the 995kg URW-094 to the world's largest spider crane the URW-706 which has a six tonne capacity at three metres and a hook height of 19.5 metres. The new machine is huge in spider crane terms yet measures just 1,600mm wide, still narrow enough to gain access through a standard double doorway. For added lifting flexibility, the 706 also features an optional 3.1 metre long stowable fly jib, together with an optional searcher hook. The progress that GGR-Unic has made was demonstrated by the fact that it sold and delivered the world's first unit of the 706, after City Lifting purchased it as an addition to its varied fleet of cranes.

Apart from this top end machine, the Unic and Maeda range is quite similar. In fact, Maeda has its 4.9 tonne capacity non spider LC785C mini crane which gets closer to the Unic 706 but still falls short on lift capacity, boom length and width. However the LC785 does have a 2,000kg pick and carry capability

GGR went ahead and purchased a few units, obtained CE certification and become the European master dealer, establishing Unic Cranes Europe as a division of GGR Glass. It now supplies, services and develops Unic mini cranes through

C&a

spider cranes



Despite very similar performance, the Maeda MC285 is significantly wider than the Unic 295.

(as does the Maeda MC405 with 500kg), but as it is a heavier tracked mini crane this is only to be expected. It will be interesting to see which way Maeda goes with its new models. Obviously to compete head to head with Unic it needs a larger (six tonne?) capacity machine, but will this be a spider or mini crane? And with an emphasis on accessibility and narrow width, its best selling MC285 has very similar performance to the Unic URW-295 but has a wider outrigger spread and is 750mm wide compared to an extra-narrow 600mm for the Unic.

The growing market and success of the Japanese manufactured machines has resulted in several European companies - primarily Italian such as Imai, Italmec, Kegiom and Palazzani - entering the market although on a much smaller scale.

Imai's initial models were all specials designed to meet the needs of Italian glass and curtain walling contractors working around the world, including a number of them which have been working on projects in London.

Increased production facilities has boosted production of Jekko machines to 15 cranes per month.



NH Introducing M.Y.2007 NH

The MAXILIFT range can work safely with 370° of rotation (for 200-230-260-300-350)

cobra

MAXISTAB

maxilift

Next Hydraulics

Via Mediterraneo n.6 - 42022 BORETTO (RE) - ITALY - tel. +39.0522.963008 fax. +39.0522.963039

www.maxiliftcrane.com - info@maxiliftcrane.com

spider cranes C&a



Jekko launched its updated SPD500C at the SAIE show last year

The company now offers a range of standard machines, which look increasingly sophisticated. As the market has grown IMAI has expanded this area of its business and has started selling its new series-production cranes under the Jekko brand and widened the range of models that it offers. The company, which has only been building spider cranes for about six years, is adding a new 400 sq metre assembly facility in Italy to boost production to 15 cranes per month. With the UK and Irish markets now the largest in Europe for this type of crane the company says that it needed a presence to help it to win a respectable market share and ensure aftersales support. It has established Jekko UK Ltd run by Steve Mayes. Also involved is Mck Clark of Clark Cranes who is building up a mini crane rental fleet and can already offer eight machines including the new SPD500.

Jekko's five model line-up includes the biggest crane the SPD500C. With a five-section main boom, the crane can lift a maximum load of 1.75 tonnes, 350kg at 10 metres or 650kg to a height of 10.7 metres. The boom can carry a four metre, triple extension jib to reach a tip height of 11.5 metres at about a

5.5 metres radius, at which it can lift 600kg.

Another Italian manufacturer is Kegiom Lifting which launched its latest machine, the 350 E4 Plus at its first Bauma last year. Its approach is different in that it uses a standard articulated truck loader crane with a narrow outrigger base - just 1.7 metres wide. The company claims that it can lift more than two tonnes - the best in its class - and also pick and carry up to 1.25 tonnes. Kegiom uses a Hinowa undercarriage and either Cormach or Maxlift cranes.

The Dutch-based Reedyk Compact crane C3405 follows a similar concept but uses swing-out outriggers which are a maximum

Dirk Reedyk showing off his new C3405.



of 2.9 metres long from the centre of the machine. Using a lightweight Amco Veba crane, it has a maximum capacity of 1.75 tonnes and can lift 290kg at 10.9 metres. Standard equipment includes a built-in generator, wireless remote control and GPS/GSM for remote trouble shooting and information access.

A third producer, Reibsamem from Germany also follows the truck

at Haydock in late June.

Big spider lift manufacturer, Palazzani, in addition to the 10 and 15 tonne pick and carry cranes in its portfolio, has a full range of spider access platforms/cranes. All Palazzani spiders have the option of a 200kg winch that is interchangeable with the basket. Two models - the XTJ30 & XTJ35 - have a 600kg winch option.



Maeda claims seventy five percent of global market share.

loader crane route, using Hiab cranes. The company, which like GGR got into the spider crane business through glass handling, has plans to enter the UK/Ireland market later in the year and has booked a stand at Vertikal Days

To fit the winch, the basket needs to be removed - in all this operation takes less than an hour to complete. The ability to lift 600kg, 30 metres high from a compact tracked chassis is one of the Palazzani spider cranes USP's.



Kegiom launched its 350 E4 Plus machine at Bauma

Experience the Progress.

The new range of LB-Series Drilling Rigs. Made of reliable Liebherr standard components. Massive design for long lifetime. Advanced Technologies are our Business.



Liebherr-Werk Nenzing GmbH
P.O. Box 10, A-6710 Nenzing
Tel.: +43 50809 41-473
Fax: +43 50809 41-499
www.liebherr.com

LIEBHERR

The Group

UNIC

CRANES EUROPE



Discover incredible power and reach in the most confined of working environments. With an overall width from 600mm, **UNIC** mini cranes are small enough to get in there, and big enough to get the job done.

URW-094 0.995t x 1.5m (boom length 5.49m) **URW-095** 0.995t x 3.5m (boom length 8.65m) **URW-295** 2.9t x 1.4m (boom length 8.65m) **URW-376** 2.9t x 2.5m (boom length 14.61m) **URW-506** 3.0t x 3.4m (boom length 15.71m) **URW-706** 6.0t x 3.0m (boom length 19.2m)

For more information about UNIC, please phone 01844 202 071, visit the UNIC Cranes website www.unic-cranes.co.uk or alternatively, email the UNIC Cranes sales office: sales@unic-cranes.co.uk

www.unic-cranes.co.uk



The Palazzani XTJ30 (above) and the XTJ35 have 600kg winch options and can lift to 30 metres.

Benelli Gru and Italmec are two other Italian manufacturers that dabble in this market but are not particularly active outside of Italy and have very little, if any, crane presence in the UK.

are undecided as to whether to buy, while their fleets (almost 80 units in GGR-Unic's case) can also support those rental companies that do decide to dip their toes into this market. It is interesting to note that powered access rental companies have embraced and done better in this market than traditional mobile crane hirers. An added benefit of having their own fleets is that it creates a steady stream of good, used models for those wishing to buy but with a smaller budget.

After all, the key to wider acceptance and usage of these machines is availability, the easier it is to rent them the more companies do.



C&a spider cranes



Benelli has very little presence in the UK.

The two major players in the UK market - Maeda and Unic - both offer sales and rental of machines. Kranlyft entered the rental market in mid 2006 after limiting its activities to sales only for many years. Unic did it the other way round. In theory both run the risk of competing with potential customers however their rental fleets allow them to rent to customers who like the concept but

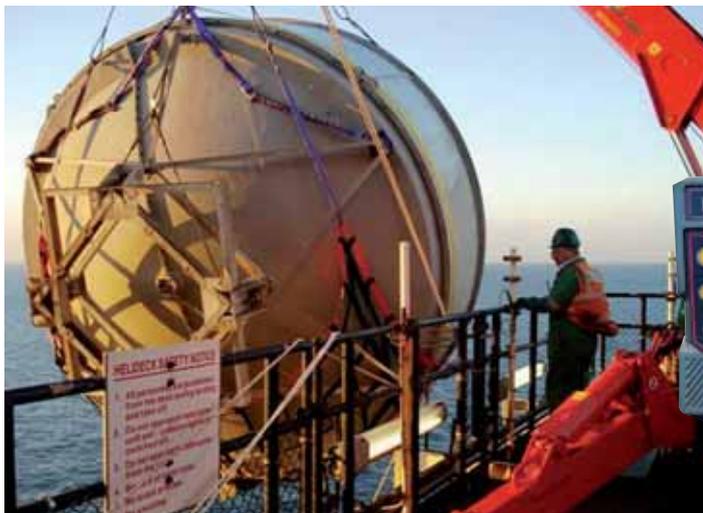


A Unic machine transported on a barge in Venice

mini cranes and a couple of Valla pick and carry models. Until now it has mainly concentrated its efforts on the Irish market, although it plans to eventually add them to its UK operations.

Hi-Lift of Swindon also found that spider cranes mixed well with its aerial lift rental fleet when it formed its Eco-Lift division with the purchase of 10 Maeda cranes around 18 months ago. It ordered them with a number of environmentally friendly options to add to their appeal for internal lifting applications. "We don't do things by halves" said Hi-Lift's managing director Paul Richards, "we hit the ground running with 10 fully operational Maeda's and a team of fully trained staff, capable of providing effective technical advice for our customers."

Tracked Access currently has a fleet of 10 Maeda spider cranes including an MC405 with fly jib, MC305's and MC285's. The majority of work is with glazing/cladding companies where the machines are working from a concrete slab.



Easi-Up Lifts (Height for Hire in Ireland) was one of the first access companies to build a significant spider lift fleet. It now runs around 30 units along with a number of



Full safe load indicator on a Unic 376 and 506.



A small Maeda working in an Italian chapel.

"The low point-loads and compact dimensions combined with excellent lifting capacities are the most important features of these machines," said Lomax.

“Other applications include the construction of timber framed buildings, lifting trees into position, lifting steel plates etc.”

Several mobile crane hire companies have recently added spider cranes including Emerson Crane Hire of Dagenham, Essex. The company says that it has been testing the market for a while on a rehire basis and decided to add its first two units, a Unic 295 and Unic 396 to its fleet to further test the market and to provide an additional service to its clients.

If all goes as expected Emerson will build a small fleet of mini cranes and hopes to have six units within 18 months or so. Having looked at the options on the market, Emerson chose Unic due as much to its distributor. The fact that Unic has a large rental fleet that it could pull on was significant in its decision, as was the service the company offers.

“At the end of the day the pricing and specification between the final

models we looked at was similar, but Unic was able to work with our last minute demands - forced on us by our customers. They provided the crane and the training when we wanted them and were very easy to deal with,” said Steve Kirby of Emerson.

The first crane has gone out on a six month rental contract, working inside an 18 storey apartment block which is undergoing refurbishment. The crane is erecting internal steel work and concrete panels and for general material handling.

From feedback we received, it feels as if the spider crawler crane is finally coming of age and moving into the main stream lifting market. It has been on the cards for a long time but with more and more hirers and end-users recognising the potential, these machines will become a regular sight wherever heavy items have to be lifted in tight areas.



Emerson has added a Unic 295 and 396 to its fleet to test the market

Make	Model	Max capacity @ radius	Weight	Max lift ht	width	max outrigger spread l x w	Max working radius	Power	Pick and carry
Heila	HRC 999	999kg	1800kg	8.5m	790mm	3000 x 2710	7.4m	Petrol/diesel	No
Jekko	SPD 160C	800 @ 2.0m	1000kg	5.5m	780mm	2300 x 2300	4.2m	Petrol	No
Jekko	SPD 265C	1200 @ 2.0m	1700kg	7.0m	800mm	2750 x 3650	5.9m	Diesel/electric	No
Jekko	SPD 360C	1800 @ 2.0m	2200kg	9.3m	800mm	4000 x 4000	7.6m	Diesel/electric	No
Jekko	SPD 500C	1750 @ 2.4m	2800kg	10.3m	1100mm	4300 x 4300	9.3m	Diesel	No
Jekko	SLM 1000	2000 @ 4.4m	4700kg	12.8m	1400mm	4000 x 4000	13.0m	Diesel	No
Kegiom	350 E4	2050 @ 1.6m	1700kg	8.2m	750mm	4500 x 4500	6.8m	Petrol	No
Kegiom	350 E4 Plus	2050 @ 1.6m	2400kg		1020mm	1700 x 1700	6.8m	Petrol	Yes - 1250kg
Kegiom	8700 E	2880 @ 2.5m	3520kg	11.5m	1300mm	5300 x 5300	13.71m	Diesel	No
Maeda	MC104CR	995 @ 1.1m	1050kg	5.5m	600mm	3400 x 3300	5.10m	Petrol	No
Maeda	MC285CRM	2820 @ 1.4m	1720kg	8.7m	750mm	4580 x 4530	8.21m	Diesel	No
Maeda	MC305	2980 @ 2.5m	3900kg	12.52m	1280mm	4888 x 4396	12.16m	Diesel	No
Maeda	MC405CRM	3830 @ 2.7m	5600kg	16.8m	1380mm	5786 x 5118	16.0m	Diesel	Yes - 500kg
Palazanni	Ragno XTJ30/C	600kg	6200kg	21.0m	1950mm			Diesel/electric	No
Palazanni	Ragno XTJ535/C	600kg	7800kg	26.0m	1500mm			Diesel/electric	No
Reedyk	C3405	1750 @ 2.2m	2850kg	12.8m	780mm	5800 x 5800	10.9m	Diesel	No
Reedyk	C3410	3840 @ 2.2m	5500kg	16.5m	980mm	5800 x 5800	13.5m	Diesel	No
Riebsamen	Euro Multi Crane	1820 @ 1.4m	1300kg	6.0m	600mm			Petrol/electric	
Riebsamen	Power Multi Crane	2310 @ 1.5m	1600kg	8.0m	650mm			Diesel/electric	
Riebsamen	Maxi Multi Crane			10.0m	650mm			Diesel/electric	
Unic	URW-094	995 @ 1.5m	1000kg	5.6m	595mm	3340 x 3210	5.17m	Petrol/LPG	No
Unic	URW-095	995 @ 3.5m	1850kg	8.8m	600mm	3885 x 3935	8.14m	Petrol/LPG elec./diesel	No
Unic	URW-295	2900 @ 1.4m	1850kg	8.8m	600mm	3885 x 3935	8.41m	Petrol/LPG elec./diesel	No
Unic	URW-376	2900 @ 2.5m	3850kg	14.9m	1300mm	4565 x 4440	14.45m	Diesel/electric	No
Unic	URW-506	3000 @ 3.4m	4840kg	16.0m	1400mm	5900 x 5940	15.52m	Diesel/electric	No
Unic	URW-706	6000 @ 3.0m	7920kg	19.5m (22.7m with jib)	1600mm	5900 x 5950	18.6m	Diesel/electric	No

Maeda Mini Cranes now in, small, medium, large, x-large, x-x-large.

The Worlds favourite Mini Cranes come in 5 sizes to fit all your lifting needs. The MC range is perfect for both indoor and outdoor use as they come fully equipped with dual fuel motor options either Diesel/Electric or Petrol/Electric with a further LPG option on the baby MC104.

You can equip them with a wide range of below the hook accessories including vacuum lifters for glass handling and cladding alongside many other applications. Also, the entire MC range can be operated by remote control....



MC104 - 1 Ton Mini Crane
Capacity (kg/m): 995/1.1
Max Radius (m): 5.10
Max Height (m): 5.50
Engine: Petrol / Electric
LPG / Electric



MC285 - 2.5 Ton Mini Crane
Capacity (kg/m): 2820/1.4
Max Radius (m): 8.21
Max Height (m): 8.70
Engine: Diesel / Electric



MC305 - 3 Ton Mini Crane
Capacity (kg/m): 2930/4
Max Radius (m): 12.16
Max Height (m): 12.66
Engine: Diesel / Electric



MC405 - 4 Ton Mini Crane
Capacity (kg/m): 3830/2.7
Max Radius (m): 16
Max Height (m): 16.8
Engine: Diesel / Electric



LC785 - 5 Ton Mini Crane
Capacity (kg/m): 4900/2.1
Max Radius (m): 14.52
Max Height (m): 16.35
Engine: Diesel

..... Interested?
Find out all about Maeda and why
they are the best selling Mini Cranes in the World

CALL US NOW

Kranlyft UK +44 (0)117 982 6661
Kranlyft Sweden +46 (0)31 807 000 

or visit www.maedaminicranes.co.uk
to find your local distributor



Come and visit us at a show this year and see, feel and touch the full range of Maeda Mini Cranes for yourself !!

more stars in Vegas

Registration for this year's rental exhibition - the second of three shows in Las Vegas this quarter - was according to the organisers, the highest it has been for several years. Whilst this was almost certainly tilted towards the party and tent visitors, the number interested in heavier equipment such as telehandlers and aerial lifts was generally on the slower side according to most exhibitors.

A significant majority of exhibitors however reported strong activity and some good orders. Products targeted more towards house building were slow while those aimed at commercial construction and infrastructure development were more buoyant.

Overseas attendance was definitely down, with those that travel from further away clearly choosing to make it Conexpo this year rather than the ARA. In spite of this, the first two days saw good volumes of traffic and a large number of deals done. In terms of news the absence of Haulotte from this year's show was notable as the manufacturer decided to concentrate its North American efforts on Conexpo. New product launches revolved largely around boom lifts and telescopic handlers, although the appearance of the Airtrax Cobra scissor lifts was significant.

Skyjack presses on

The new Skyjack SJ66T was arguably the star of the show and introduces a number of new ideas to the sector. The key feature of the new model was its commonality of componentry with the company's

40ft and 45ft models. This is part of a determined effort by Skyjack to make its new boom range particularly attractive for small to medium sized rental companies. Improvements over the 45 include new, more stylish and easier to operate fibreglass covers. The unit uses the same slewing gear axles although the hydraulic drive uses two motors rather than one in order to cope with the extra weight.

The boom also incorporates some new ideas in order to provide good outreach while keeping the machines weight down without increasing tailswing. To achieve this



Staying with booms, MEC showed off a prototype of a 45ft - or in MEC's case a 46ft - telescopic boom lift and the company's first effort is exceptional. It has chosen to adopt the same proven technology



Skyjack has built a counterweight into the base of the boom section in order to provide maximum counterweighting effect when the boom is horizontal and reduce rearward stability issues when the boom is elevated. A link from a horizontal bar at the rear of the superstructure is attached to the telescope cylinder this allows a shorter cylinder to be used. It also extends the boom by up to a metre at full elevation without extending the telescope cylinder which also has a positive impact on rearward stability while the shorter cylinder limits outreach mechanically. In a way it invisibly achieves the same effect as the parallelogram superstructure frame on the Genie S65.

as Genie - it is in fact designed by ex-Genie veteran Steve Citron - while incorporating some tangible improvements such as reduced tailswing, tighter turning circle and a higher lift capacity. Full production of the new model is due later in the year and the company says it is already gearing up output.

Genie launched a new version of the Trax with permanently fixed crawler units with reduced width and easier transportation than the convertible version.





The new Airtrax are amazing, but expensive.

MEC also unveiled a new battery powered version of its 3072 and 3772, 4x4 rough terrain scissor lifts with outriggers. The company says that the new models are designed for work off slab close into buildings and where noise and fumes are frowned upon.

Snorkel also introduced, or rather re-introduced a new articulated boom lift, the (UpRight) AB46JE and ABF6JRT. Changes over the UpRight AB46 include solid non-marking tyres on the Electric and low profiles on the RT. The electrics have been completely updated, the jib design upgraded and a new three point entry, Snorkel-type basket compete with helix style platform rotator. In Snorkel colours the updated booms looked fresh and attractive.

Moving on to scissors, Airtrax appeared at the show for the first time unveiling its long trailed range of Cobra scissor lifts with omni directional wheels. The concept first appeared in its latest guise on the MEC stand some four years ago when Airtrax and MEC were



partners on the project. That machine, the Phoenix utilised second generation omni directional drive system. The new units are fitted with a fifth generation system that uses AC drive motors for very smooth control and incredible manoeuvrability. The snag is that they cost more than 3 times that of a regular scissor lift of the same

size. The products are however well finished and for certain niche applications could do well.

JLG launched its new G5-18A - 2,500kg, 5.5 metre super compact telehandler with the universal skid steer attachment coupler option. On the lift side there was nothing new at the show although the ES scissor range showed off its numerous updates and improvements. The company is also preparing a major new branding to help pull together its growing after sales services - called Ground Support - which encompasses everything from finance packages through parts and service support to rebuild and refurbishment.

Bil-Jax hosted one of the busiest stands at the show as it launched its latest X series boom lifts that are self propelled in the stowed position and deploy outriggers when the boom is raised. The articulated 45XA follows on from the telescopic 35XT. The new model not only offers more height but at about 2,000kg, is also lighter. Both models use standard trailer lift superstructures and according to Bil-Jax offer a lower price and lighter weight than the European products available. In the spirit of its strategy to offer



niche powered products Bil-Jax launched its version of the Power Tower, the three metre platform height push around lift introduced last year by CTE-UK.



Known as the PT10 it is made under licence by Bil-Jax and the company has converted the design to use standard local steel profiles, added

It was clearly the time for British-designed push around lifts with Pop-Up products launching in the USA. Interest in the concept was strong and if the company can get



its distribution and pricing right it should do well. Another powered access concept coming in from overseas is the spider lift whose



Niftylift broke tradition and showed off a couple of its machines in its European Green livery

a Bil-Jax-style platform and longer machinery chests. The lift has gained a few pounds along the way rising from around 340kg to 400kg. Interest at the show was brisk. With the PT10 priced at \$4,500 it falls nicely between a small scaffold and the smallest self propelled lifts priced at around \$8,500.

time may have now come. Reachmaster, a division of Worldlift, showed a 28 metre Falcon along with two Hinowa light lifts. Hinowa, says that it will be introducing a new 22 metre model later in the year. Other spider lifts included Teupen America with a 15 metre Leo 15 and Platform Basket testing the market with its 12 metre model RQG12.





March 11-15
LAS VEGAS-USA

BOOTH G-236

A product range that reaches every stage of your business

- › ARTICULATING BOOMS
- › VERTICAL MASTS
- › TELESCOPIC BOOMS
- › SCISSOR LIFTS
- › PUSH AROUND
- › TRAILERS
- › TRUCK MOUNTED PLATFORMS
- › TELESCOPIC HANDLERS
- › MULTIJOB MJX

Choosing Haulotte makes you benefit from a guaranteed after-sales service.

- More than 50.000 spare parts shipped within 24 hours all over the world*
- Training
- Technical support



Haulotte 
GROUP

* According to stocks availability

www.haulotte.com

Experience in innovation

Move on up

The much publicised £255 million Management Buy-Out of Ainscough Crane Hire last October marked the end of Martin Ainscough's involvement with the company he was instrumental in building into the UK's leading crane rental force. It also signified the start of the new era headed by managing director Neil Partridge, previously chief operating officer and leader of the existing management buy-out team. Cranes & Access talked exclusively to Neil about the past, present and future.



Neil Partridge

One of the big surprises in crane hire over the last 30 years was the continued rise of Ainscough Crane Hire to become the UK's leading crane rental company. Led by Martin Ainscough, it grew mainly through acquisition including the audacious purchase of its two biggest competitors - GWS in 2000 and Baldwins in 2002 - finally confirming it as market leader.

But Ainscough not only grew in size over this period but also in stature and standing within the crane sector, gaining respect for its professionalism and responsible attitude. As the leading rental company others look to it to set the industry standard a position it has not shied away from.

So can Neil Partridge, the Ainscough number two over the last few years take over the reigns and continue to further develop the company?

Partridge joined Ainscough in 1995 having spent 14 years with Harrogate-based Vibroplant, joining as chief accountant in 1981 and

rising to financial director in 1986. A chartered accountant by profession he obtained a first class honours degree at Newcastle University before spending four and a half years training at Price Waterhouse. It was during this time that he decided that he wanted to be 'at the sharp end' in industry which is when he joined Vibroplant.

However, after 14 years he realised it was time for a change but not knowing what, he resigned with nothing definite planned. In spring 1995 he joined the troubled Kilroe civil engineering group. He knew it had problems, but after three weeks he realised they were not in recovery but in intensive care and spent the next three months putting the company into receivership. An earlier chance meeting with James Ainscough at Conexpo 1993 resulted in a subsequent meeting with James and Martin and being offered the position of financial director of Ainscough. After Ray Ledger left the company, Partridge took on more and more of the day to day operations from Martin Ainscough; subsequently being appointed chief operating officer.

The question on everyone's lips is 'what changes are there going to be at Ainscough?' Well nothing major and only changes that may well have been done even if the company had not been sold. And rather than changes, tweaks might be a more accurate description.

"We have stepped up the level of



health and safety assessment of contract lifting work, utilising our top experts for these assessments," said Partridge. "This is an area of the business which is growing significantly. We are also proactively auditing selected re-hire crane suppliers. In an effort to improve this side of the business this list is now quite small. Ideally we would rather not have to rehire cranes - mainly up to 100 tonnes - but as we have to, we want suppliers that work to our standards." Even though Ainscough has 525 cranes in the fleet, during the latter months of 2007 it was rehiring about 50 cranes each day.

"Utilisation is running at about 90 percent," said Partridge. "Allowing about five percent for repairs and servicing it means that the cranes are basically working almost all the time."

"The servicing side is therefore being scrutinised. With such demand, time required for service reduces availability for hire. We are liaising with manufacturers to reassess service intervals as we probably service our cranes more than the industry average and if we can reduce the service time and increase utilisation just one percent, that would create in excess of an additional £1.0 million of revenue."

"We are also working on instigating a second shift for servicing in one or two depots to reduce the amount of time a crane is not available for hire and therefore help again to increase utilisation."

With more deliveries due the fleet

will increase to 550 this summer and to 575 by the end of the year. By mid 2009 it should reach 600 cranes. "We will be adding a number of units this year with sizes from 40 tonne ATs to the 'boom on concept' Terex Demag AC1000/9 due this August with a second arriving next year.

Ainscough is primarily a 'Liebherr' customer - in fact the company is Liebherr's biggest customer worldwide. At present supply from Liebherr is restricted due to the strength of world demand, even though Liebherr currently manufactures about 1,650 cranes per year.





"Because of the global demand for cranes, we are currently looking at the Liebherr crane purchases for 2011," said Partridge. "Whilst Liebherr is the preferred choice, if there are other manufacturers that offer cranes that are not available from Liebherr then we will buy these."

One of the new arrivals is the new 300 tonne Demag AC300/6. But with Liebherr also due to introduce its 300/350 tonner into the market, subsequent machines may be bought from Liebherr.

"All the major manufacturers produce good cranes, but for us, Liebherr has the edge," said Partridge. "In the UK it has the biggest population of any manufacturer and we think the best after sales and support facilities, although with more than 60 fitters and technicians, we need to be largely self-sufficient in that area." Ainscough currently has six large Terex Demag cranes on order and in 2004 bought a number of Grove cranes. "We have a particularly good relationship with Liebherr and every year we have reciprocal visits by senior management. Our engineering director, Steve Cooke has a big influence on the future designs and features of the cranes we would like to see in the UK."

Current average age of the fleet is about four and a half years and it is thought that this will remain at this level for the next few years. According to Partridge, cranes have a least a 10 year productive rental lifespan.

Ainscough also has a full refurbishment facility where it can carry out a complete mechanical and paint refurbishment. This is ideal to refurbish its small industrial units including its Grove AP415's which were purchased in 1996 and even older Iron Fairy units. The refurbishment facility was in great demand following several of the acquisitions - particularly Baldwin and GWS.

"GWS had an older fleet but the Baldwin cranes needed more work. The 360 dark blue GWS cranes and 200 blue/white Baldwin cranes - and more recently 35 Nationwide



cranes (although some were sold) - all had to be repainted into the Ainscough livery," said Partridge, "and since 2005, at least 150 cranes have been refurbished." "Over the last few years mobile crane hire has become very specialised,"

he said. "Ainscough offers a very high level service - we are not saying we are perfect, but we are not complacent. Before the MBO the customer service was second to none and the challenge is to keep it that way and if possible improve it. Unlike other general construction equipment where hirers can easily offer the same levels of equipment and service, mobile crane rental has the opportunity to differentiate between hirers."

At about 10 percent, general construction is a relatively small proportion of the company's work. Its largest sector of business is derived from infrastructure projects (about 30 percent) then petrochemical work (about 20 percent) followed by commercial and shipbuilding.

The current huge infrastructure demand looks set to continue and future projects are already looking very promising. Projects such as the widening of the M25 motorway, the Olympics and Scottish road network as well as the nuclear power station programme means that the overall level of business is the highest seen by anyone in the company for more than 30 years.

An ideal time to take over the company?

"The MBO was the ultimate end result that all started in 2006," explained Partridge. "The Ainscough family wanted to sell the company and appointed Price Waterhouse Coopers to investigate. More than

pressure on the VCs bids as well as the bid by the Bank of Scotland's Integrated Finance Team. Up to that point an MBO was not even thought about, however Martin indicated that if the final decision was marginal he would back an MBO with the existing management team remaining to run the company. I think the headline price of £255 million not including debt, was a good deal for all involved, the Ainscough family, the Bank of Scotland and the MBO team."

Martin still owns and runs Ainscough Vanguard, Ainscough Training Limited, Ainscough Brothers and Ainscough Investments which leases back buildings to Ainscough Crane Hire. Martin's other two brothers, James and Brendan, are also not involved in the crane rental company any way.

There are a few family members still working for the company. Martin's daughter Danni Hitchen remains as marketing manager and her husband Steve is the director of heavy cranes.

So as the new head of Ainscough is Partridge ready to be in the spotlight?

"I had a great time working with Martin, we made a great team and I think we learnt a lot from each other," he said. "The position of chief operating officer has exposed me more and given me the experience of being the 'visible' head of the company. It is true, Martin did enjoy being in the

20 companies showed an initial interest including venture capitalists, banks and some trade buyers.

After sifting through the possibles, PWC formed a list of six credible bids. However, this coincided with the global credit crunch which put

limelight, but I am more than happy to lead the company into its next exciting phase of development."

With Partridge now firmly at the head, the company is looking for a 'highly competent' finance director to take over his old position.



This was a requirement of the bank with an appointment expected within six months of the buy out.

"The MBO has worked out better for the company in that venture capitalists would have been looking for an exit after three years, but the Bank of Scotland is happy with four or five years or even longer which is when I will look to vacate the position," said Partridge. "The business is currently doing well and ahead of predictions so there is no pressure from the bank."

The management structure below Partridge is made up of six directors - George Kesterton and Grant Mitchell sales directors for the North and South respectively, Peter Kernohan, operations director, Steve Cooke service and engineering director, Keith Hartis, health and safety and training director and Steve Hitchen heavy crane director.

"This is probably the most buoyant time the company has ever seen in its 30 year history," said Partridge, "the current level of demand is quite extraordinary. We now have 25 percent of the UK market and I believe the market should continue to grow at around four percent per year. We intend to grow our fleet and take benefit from this growth in market size."

And does further expansion include into elsewhere in Europe?

"A definite No" he said, "the UK and Ireland is more than enough for us at present." But does he fear others coming into his market?

"With the worldwide demand making it difficult to obtain cranes, the overseas crane rental companies have not done a lot in the UK. No foreign companies have been interested in the acquisitions,"



(L-R) Steve Cooke, Grant Mitchell, Neil Partridge, George Kesterton, Peter Kernohan, Keith Hartis and Steve Hitchen.

he said, "Nationwide would have been a good target but nothing materialised."

Nationwide was Ainscough's latest acquisition but not its last. "The company had a good mix of cranes - about 7 heavy and 30 smaller units - and this allowed us to increase our exposure at the larger end of the sector," he said. "We will continue to make acquisitions perhaps one to two a

Over the last two years we have added almost a further £50 million. All the systems are in place for continued growth, we have an excellent computer system and very strong senior and middle management."

A recent joint appointment between the Bank of Scotland and Ainscough was non executive chairman/director Jim Faulds who attended his first board meeting in January.



year, as we need a better crane mix at the larger end and there are geographic gaps in our coverage. We are very good at acquisitions, we know what we are doing."

Look out for at least one acquisition this year then.

And in the longer term?

"We had to put forward a three year strategy and business plan when going through the MBO. We are currently ahead of our growth and earnings forecast so the bank is more than happy with the performance - even without additional acquisitions which would move us further ahead of the plan."

The company has been growing at a substantial rate. Revenues from 2006 to 2007 increased from £77 million to £96 million (£104 million if Crane Services' figures for the full year were included). That looks set to increase to about £120 million in 2008.

"The rate of organic growth has to slow down, but with acquisitions we would certainly hope to maintain revenue growth above 10 percent," he said. "It took the company 30 years to reach £77 million."

"Ainscough has built a reputation for being at the forefront of the industry," says Partridge. "I am happy to continue this, but whatever we do, we do nothing to sacrifice safety and live by our commitment - Safety before Profit'. We all take accidents very personally and painfully and do everything foreseeable to avoid them."

"I thoroughly enjoy the work and challenges we face, as do all the directors. We are all totally committed to improve all aspects of the business and drive the company to even greater achievements."

Ainscough has just entered its next phase of development. Watch out the rest of the industry.

Neil Partridge - essential or favourite...

- Reads** - Fiction last book Tell no-one, Harlan Coben
- Gadget** - iPod and Bose sound system - wide variety of music
- Car** - Drives a BMW 330d for work. Just bought an Aston Martin V8 in Tungsten silver - 'a lovely car'
- Sport** - cycles and walks
- Interests** - Travel - sun sea and sand.

INSTANT

QUALITY & STRENGTH YOU CAN TRUST

Instant UpRight is the world's leading provider of Aluminium Access Tower Systems. For over 60 years we have been dedicated to providing safe and innovative systems of access.

Our product range includes Instant Span towers, walkways, modular aviation systems, boiler access and low level working platforms. Our products are in constant use across the globe allowing thousands of people to carry out their work quickly, safely and cost effectively.

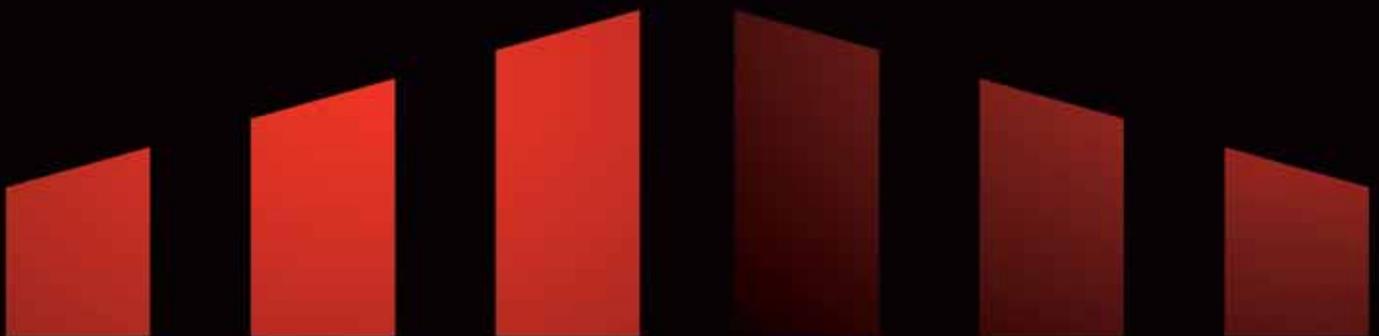
THE ORIGINAL RIB-GRIP JOINTING SYSTEM



ON ALL
RIB-GRIP JOINTS



ON ALL STANDARD
COMPONENTS



T: +353 (0)1 620 9300
E: info@instantupright.com
W: www.instantupright.com

MANUFACTURED BY
**INSTANT
UPRIGHT**
www.instantupright.com

Last year it was The Belfry, this year Moxhull Hall will be the venue for the PASMA Annual General Meeting. The date to put in your diaries is Tuesday, 15 July 2008. Moxhull Hall is conveniently situated in Sutton Coldfield, just off the A446, one mile north of The Belfry golf course and a short drive from Birmingham International Airport. You can visit www.moxhullhall.co.uk for further details.

Always an important date in the PASMA calendar, this year's AGM promises to be another memorable opportunity to catch up on the latest news and developments at the industry's trade association and training programme provider. Not to mention the chance to meet and network and exchange ideas.



Another new recruit

Chris Smith, a familiar face to most PASMA members and the access industry at large, has been appointed regional training scheme auditor for PASMA's Northern Region. He takes over from Karen O'Neill who has joined the association's head office administration team.

Formerly with Glasgow-based Turner Access, and more recently a freelance trainer and PASMA lead instructor, he brings a wealth of knowledge and experience to the post. Smith will also continue as an auditor for the International Powered Access Federation.



Have your say

Pasma will soon release a comprehensive consultation document concerning proposed changes to the procedures and paperwork relating to the standard training scheme. The consultation and comment process will be published on the association's web site, all PASMA members will have the opportunity to study the proposal on line and comment on it. Don't miss this crucial opportunity to have your say. Go to www.pasma.co.uk

PASMA profile

In this and subsequent issues of *Cranes & Access* we will be profiling members of PASMA Council. We begin with Mark Turnbull.

Since 2001, Turnbull has been head of health and safety at Speedy Hire, responsible at board level for safety, health, quality and the environment. Prior to that he was head of health and safety at Speedy Hire Southern and from 1979 to 1994 held various

positions at Kendrick Hire, including that of area and regional manager.

His qualifications include the NEBOSH National Diploma in Occupational Health and Safety and the NEBOSH Specialist Diploma in Environmental Management. He is also a Dangerous Goods Safety Advisor (SQA).



Now your'e talking!

Well you could be... in the Access Industry Forum (AIF) seminar theatre to be precise. The AIF has opted this year to lift the profile of working at height by sponsoring the AIF Work at Height Seminar, rather than to hold a formal conference. Each of the eight AIF member organisations, along with the Health and Safety Executive (HSE), has been allotted three 25-minute presentation slots.

If you have something to say that will bring a fresh perspective or add to the body of knowledge about working at height, contact admin@pasma.co.uk



Access in action

Shattered lives

Through its nationwide training network, PASMA is actively supporting the HSE's 'Shattered Lives' campaign running in February and March 2008.

More than 1,000 employees a month suffer a serious injury following a slip, trip or fall at work. The campaign is aimed primarily at those most at risk of such accidents and those best placed to take action.

The purpose of the campaign is to raise awareness of the risks and help those involved to take simple action that prevents accidents in the workplace, because slips, trips and falls shatter lives. More information from www.hse.gov.uk/shatteredlives/index.htm

Hydro electric power

The need for electrical and other power sources for power tools in the platform has always existed. Lifts have traditionally been fitted with power to the platform options, allowing you to plug the machine into the mains at the base and to power a socket next to the controls. However the fact that this was usually an option, meant that all too often, aerial lifts worked with trailing extension leads, something that is now frowned upon for many reasons.

Aside from the safety issues, this method of supplying power to the platform tethers the machine to an electrical outlet - assuming of course that there is power on site. An early solution was to provide an external generator. However because they often used petrol, it was not always available on site and more critically, they were a target for thieves. Over the past few years an increasing number of rental companies have fitted built-in hydraulic generators

to their machines and in particular with Rough Terrain scissor lifts. In the UK The Platform Company was a pioneer in this some seven or eight years ago. It has now become a must have option which appears to be spreading to smaller scissor lifts and even boom lifts. In the USA direct electric drive and better battery life is stimulating the fitment of DC inverters to provide a similar AC power source, although this has not yet become a popular option in Europe.



We spoke to the UK's leading supplier of hydraulic generators, UK Generators, about the pro's and con's of the modern hydraulic generator for aerial lifts.

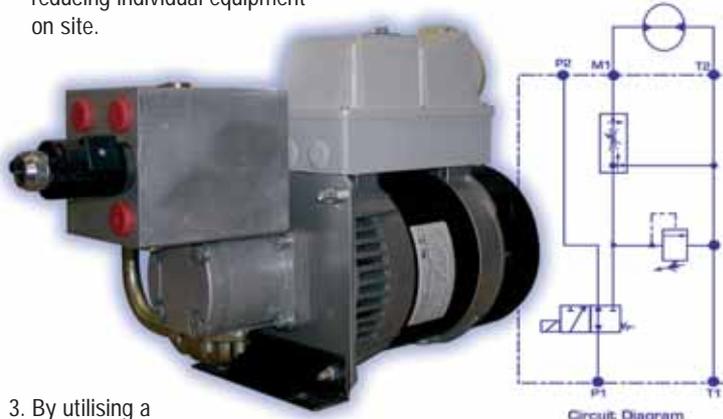
Benefits of a hydraulic generator platform power pack include:

1. An onboard power supply significantly enhances operator productivity.
2. Free standing tools integrated into the aerial work platforms relieve job site congestion by reducing individual equipment on site.
3. By utilising a single power source, on site job noise is reduced along with emissions and fuel consumption.
4. With power always on tap within the platform, working conditions are improved by making work less strenuous hence reducing operator fatigue, reducing the chance of injury.
5. The Platform Power Pack is virtually maintenance free.

- Engine driven generators suffer from the extremely high occurrence of theft and poor worker productivity.

- Belt drive offers an excellent approach if the lifting platform can be adapted though it can be costly.

- The Platform Power Pack hydraulic generator is easy to install and secure and requires no maintenance. As it uses the platform's engine, running costs and noise are reduced.



Circuit Diagram

The latest power packs can be installed on any engine driven scissor lift or boom where hydraulic flow permits. The pack simply links into the existing platform's hydraulic system pump and a power line to the platform along with the addition of some basic wiring. UK Generators says that typical installation times on new machines can be as low as three hours. Retrofitting to older machines can take a little longer with cables and hoses being different for every machine type. However even the most challenging installation can easily be handled in a standard working day. The cost of a typical system has come down significantly over the years as they have become more of an 'off the shelf' product. Depending on size - normally between 3KVA and 6KVA - prices range from £500 to £1,500 all in.

Hydraulic better?

Over the years there have been a range of platform power supplies developed, some better than others.

- Inverters often appear to be a low cost solution but in many cases can be a poor choice due to battery damage and usability issues.

Hydraulic diagnostic tool

C&a

innovations

Webtec Products - the Cambridgeshire-based specialist manufacturer of hydraulic test equipment and components - is receiving a positive response to its latest design of its new DHM 3 series portable hydraulic multi-meter, particularly across Asia.

The DHM '3' series is a portable instrument, aimed at providing hydraulic technicians with an invaluable tool for diagnosing hydraulic systems on construction and agricultural machinery in much the same way as an electrician would rely on an electric multi-meter.

The 'all-in-one' design includes a built-in loading valve with built-in safety protection and means the hydraulic technician just needs to take one tool onsite rather than several different sensors. The DHM '3' series can measure flow, pressure, peak pressure, temperature, power and volumetric efficiency and runs on a 9V battery. Webtec says that it has been designed to offer 'laboratory' accuracy and is housed in a rugged steel case to protect it when used in the harsh construction environments.



The DHM 3 series portable hydraulic multi-metre is an all-in-one diagnostic tool.

Advanced IQAN Sensors

The latest range of advanced IQAN sensors from Parker Hannifin for manufacturers and end users of mobile hydraulics systems is aimed at improving long term operating performance while reducing overall life cycle costs.

The IQAN range of pressure, temperature, accelerometer, proximity, rotary and tilt sensors use proven and reliable technology, are extremely compact and lightweight, and have been developed to meet the specific needs of the mobile sector.

The units use either sophisticated thin film Hall-effect sensors, or simple but effective reed switch technology. In each case, the sensors are mounted in tough stainless steel or plastic housings, complete with all signal conditioning electronics, and are fully protected against shock, vibration and electro-magnetic interference (EMI). Combined, these features help to make the IQAN products ideal for use in many different mobile and off-highway applications.

Parker claims that the IQAN sensors are designed to be easy to install, with a choice of sealed electrical connectors and mounting options to reduce both build costs for OEMs and subsequent maintenance costs for end users. The sensors can be used under extreme temperature and humidity conditions; for example, the IQAN-ST



The latest range of IQAN sensors from Parker Hannifin aim to improve long term operating performance while reduce overall life cycle costs.

temperature sensor can operate at temperatures from -50 to +150 degrees C, while the IQAN-SP pressure sensor can be used between -40 degrees C and +125 degrees C.

Depending on the model of sensor the latest IQAN products offer a variety of specific advantages, such as extended output signal on the IQAN-ST temperature sensor of 250 to 4750mV, with a pressure rating of between 300 and 700bar. Similarly, the IQAN-SP pressure sensor offers excellent linearity, hysteresis and repeatability characteristics, has a fast response time of 5.0msec and can be used in applications requiring up to 500bar, with an over-pressure rating of up to 1,050bar and a minimum burst pressure rating of 1,500bar.

Quieter, cooler and longer

Improvements in the geometry, surfaces and materials but with unchanged dimensions means that Schaeffler's new X-life single row FAG T7FC tapered roller bearings are quieter, operate at lower temperatures and offer up to 70 percent longer rating life and 20 percent more basic dynamic load rating.

For some applications, where loads are unchanged, customers can use smaller and therefore more cost-effective bearing sizes. The new bearings use through-hardened premium material (rather than case hardened), which gives higher resistance to solid particles. In addition, Schaeffler has modified the logarithmic profile of the raceways and the outside surface of the rollers, which compensates for stress peaks under high loads and any possible misalignment.

Due to the optimised surfaces, an elasto-hydrodynamic lubricant film builds up even at very low speeds. This enables higher loads on the bearing immediately after start up. In addition, significantly reduced dimensional and running tolerances ensure optimum load distribution. Therefore, stress peaks are avoided and material loading is reduced.

Higher dimensional and running accuracies, in combination with improved surface topography, reduce friction and heat to a considerable degree. The improved contact geometry of the inner ring ribs and roller end faces also reduces friction, resulting in less strain on the lubricant inside the bearing. This means maintenance intervals can be extended. The bearings run significantly quieter than conventional bearings.

Schaeffler's X-life single row tapered roller bearings offer high radial and axial load carrying capacity, high rigidity and ease of fitting. The bearings comprise solid inner and outer rings with tapered raceways and tapered rollers, with cages made from pressed sheet steel. The inner ring, together with the cage and rollers, can be fitted separately from the outer ring.



Bore diameters for the X-life bearings are between 45mm and 95mm and the bearings can be used at operating temperatures between -30 degrees C up to 120 degrees C.

Schaeffler's new X-life single row FAG T7FC tapered roller bearings are said to be quieter, cooler and last up to 70 percent longer.

enquiries

To contact any of these companies simply visit the 'Industry Links' section of www.vertikal.net, where you will find direct links to the companies' web sites for up to five weeks after publication.

To have your company's new product or service displayed in the 'Innovations' section of C&A, please send in all information along with images to either; Innovations, Cranes & Access, PO Box 6998, Brackley, NN13 5WY, or alternatively by e-mail to: info@vertikal.net with 'Innovations' typed in the subject box.



We maintained that even if undersized mats - wood or synthetic - were used, it is entirely possible that in many, if not most cases, the tip over would have been avoided. Based

If you are a rental company - Do you offer outrigger mats on all self-drive crane and aerial rentals?

The surprise here was in the other direction:-

- 117 companies have voted so far
- 45 or 38.5 percent said No
- 72 or 61 percent said Yes.

The argument goes that the supply of mats is related to the ground conditions which vary and so must be the responsibility of the person renting the machine, rather than the hire company. Companies were concerned that if they provided a half metre diameter mat and the machine was being used on very soft ground and the machine then tipped over, the rental company might be cited as liable.

All companies said they provide mats with driver operated lifts or cranes for that matter. They also said that if a self drive machine is fitted with mats, as an increasing number are,



then those units go out with them too.

Both sides of the argument on this issue agreed one thing, that the industry - through IPAF and the CPA - should issue a policy statement on the issue in order to ensure consistency and to prevent cowboys undercutting those who take safety seriously.

Our view is that mats should be offered, and probably charged for, with larger ones available for extra soft ground at a further cost. We also believe that there is a case for manufacturers being required to fit a set of half metre pads in a rack on the machine. This then puts the onus firmly on the user, the next job will of course be to encourage him to use them, but that's another story.

Outrigger mats the big debate

In January we wrote an editorial concerning the use of outrigger mats on cranes and aerial lifts. The comment came after what seemed to be a spate of high profile tip overs in 2007, mostly, it has to be said, with mobile cranes and most of them in North America. In every case, as far as we could see the crane or lift was being used without any spreader mats under the machine's often small fitted pad.

on this we asked the question:-

Should the use of outrigger mats be made mandatory on cranes & lifts?

We were quite surprised by the response -

- 966 people voted
- 787 or 81.5 percent, said Yes they should be mandatory while
- 179 or 18.5 percent, said No, Possibly due to the fact that compulsion goes against the grain with some. No matter it was a surprisingly strong endorsement of the proposition.

We then had a call from a reader claiming that he had tried to rent a self propelled boom lift with outriggers and that the company had been unable to supply mats or tell him where to find a set. So we asked a new question:



MAT & TIMBER SERVICES



- CRANE MATS
- OUTRIGGER MATS
- TEMPORARY ACCESS ROADS
- RAMPS

For all types of cranes under any application - Nationwide and Overseas



TEL: +44 (0) 1264 811005
FAX: +44 (0) 1264 810600

e-mail: info@sarumhardwood.co.uk

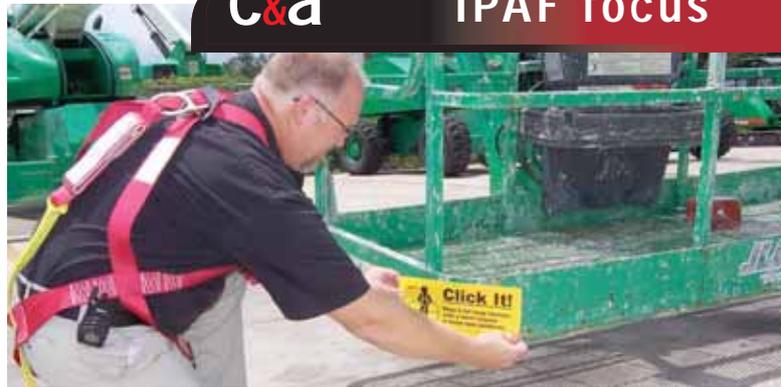
web site: www.sarumhardwood.co.uk

Click It! at CONEXPO

The IPAF Safety Zone at CONEXPO (Booth SZ1000, Green Lot) will feature a dynamic demonstration on the dangers of not wearing a harness in boom type platforms. This 15-minute show will run at regular intervals throughout the day and give practical advice on the correct way to use a harness. Show times are: 10:00, 12:00, 13:00, 14:00 and 16:00.

The IPAF Safety Zone covers more than 10,000 square feet (about 1,000 square metres) and has been made possible with support from the CONEXPO organisers. The display

will feature a range of aerial equipment supplied by IPAF members exhibiting at the show. "We much appreciate the support of the organisers in making this happen," said Tim Whiteman, AWPT president and IPAF managing director. "It is frustrating when people are unnecessarily killed or injured while using boom type platforms because they don't wear harnesses. The demonstration will show in a vivid way the dangers of being thrown or catapulted from the platform if it is hit by another piece of equipment or is affected by ground subsidence."



The live demonstration is part of AWPT's Click It! safety campaign that calls on users of boom type platforms to wear a full body harness with a short lanyard attached to a suitable anchor point. This advice is outlined in Technical Guidance Note AWPT H1, which explains when and how to wear harnesses and lanyards on different types of aerial platforms (available at www.awpt.org).

With the Click It! campaign, thousands of stickers in six languages have been printed for distribution. The stickers remind and encourage people to wear a harness and can be placed on boom type platforms where all occupants in the platform can see them. The programme is endorsed by the Scaffold Industry Association as well as many aerial equipment manufacturers and rental companies around the world.

Plant 2008

IPAF is supporting the Plant 2008 conference on 6 March at the National Motorcycle Museum in Birmingham. This year's topics are dedicated to safety and environmental issues. For more information, visit www.cn-plant.co.uk

IPAF events at CONEXPO

Several technical meetings are being held at the IPAF Safety Zone during CONEXPO (Booth SZ1000, Green Lot):

11 March

AWPT Instructors' Meeting (for instructors), 13:30

AWPT Advisory Council Meeting (members only), 14:30

IPAF Reception, 16:00

12 March

IPAF Manufacturers' Technical Committee Meeting (members only), 14:00

13 March

IPAF Press Conference (for journalists), 9:00

IPAF MCWP (International) Committee Meeting, 14:00

IPAF is 25

The IPAF Summit on 15 April 2008 at Whittlebury Hall in Northamptonshire will end with a stunning spectacle to celebrate the achievements of the federation in the first 25 years of its existence.

Food for thought will be provided by the IPAF Summit, which will focus on thorough examinations. Authoritative speakers from government and industry will show why machine safety is an issue for rental companies and users.

The final programme will be available at www.ipaf.org. To register, call 015395 62444 or e-mail info@ipaf.org

There will be the traditional golf tournament the day before on 14 April. The IPAF MCWP (UK & Ireland) Committee will meet on the day after the Summit, 16 April, at 10:00.

Attendees booking rooms should call Whittlebury Hall direct on 01327 857857 and quote the booking reference number 17725.



Alliance Learning trains trainers

Alliance Learning, an IPAF-approved training centre based in the North West, is now able to offer courses on instructional techniques. This course is one of the compulsory qualifications to become an IPAF instructor.

The instructional techniques course takes five days, at the end of which candidates have to prepare and successfully deliver a presentation on a chosen subject.

"The course combines general instructional techniques with the specific requirements of MEWP training," says Brian Nicholls, senior



plant instructor at Alliance Learning. "It provides essential training for anyone wishing to become an IPAF instructor."

Another CAP

AJ Access Platforms has become the fifth IPAF centre for CAP assessments. The Competent Assessed Person programme assesses service and maintenance engineers as competent persons who can perform thorough examinations of access platforms.

Six-monthly thorough examinations of all equipment used to lift people are required by law under the Lifting Operations and Lifting Equipment Regulations (LOLER) 1998.

A CAP assessment takes one day and successful candidates are issued with the CAP Card. More information on CAP and location details of approved centres can be found at www.ipaf.org/cap



IPAF, Bridge End Business Park, Milnthorpe, LA7 7RH, UK
Tel: 015395 62444
Fax: 015395 64686
www.ipaf.org

info@ipaf.org
Offices in France, Germany, Italy, the Netherlands, Spain, Switzerland and the USA.

SUMMIT DATE: 15th April 2008

www.britcomservices.co.uk



A Wide Selection of **EFFER** Cranes
Available Now

Immediate Delivery + Installation



EFFER 305
With Radio Control
6,100kg @ 4.49m
2,480kg @ 10.43m

Call Now For
Competitive Quote



EFFER 20 2S



EFFER 42 2S



EFFER 155 3S

Also available:

EFFER 585 6S

EFFER 250 4S

EFFER 30 3S

Contact: Brent Carmichael
Tel: 01430 871010 / 07831 762683
brentcarmichael@britcom.co.uk



Britcom International Limited, York Road, Market Weighton,
East Yorks, YO43 3QX Tel: 01430 871010 Fax: 01430 872492

Vertical days

a meeting of minds.....
for lifting equipment professionals

Haydock Park Racecourse
Wednesday 25th & Thursday 26th June 2008



Vertical Days is a new two day event focusing solely on the lifting equipment industry where professionals from the fields of cranes and access can meet with suppliers and view the latest products.

For information on how to register -
visit our website www.vertikaldays.net
email the Vertical Team info@vertikaldays.net

Telephone: UK +44 (0) 8707 740436 • Germany +49 (0) 761 89786615

www.vertikal.net



ALLMI accredited Lorry Loader Operator Training Providers

Nationwide

T H WHITE

Contact: David Ottaway 01380 722381

Email: cranes@thwhite.co.uk

www.thwhite.co.uk

Nursted Road Devizes

Wilts SN10 3EA



Ireland



Church Road, Tullamore, Co. Offaly, Ireland

Tel: 086 2500 825 Mobile: 086 1042 787

Nationwide



Wharfedale Road, Euro Way Ind. Est. Bradford. BD4 6SL

Tel: 0870 017 0606

Web: www.atlascranes.co.uk

Nationwide



Hiab Ltd

Cargotec Industrial Park, Ellesmere, Shropshire, SY12 9JW

Tel: 01691 626427 Fax: 01691 626472

e-mail: training.uk@hiab.com • Web: www.hiab.co.uk

Are your Lorry Loader Operators properly trained? Call a certified ALLMI training provider and Insist on the ALLMI card.

The training accreditation service of Lorry Loader Manufacturers and Importers

ALLMI Second Floor Suite, 9 Avon Reach, Monkton Hill, Chippenham, Wiltshire. SN15 1EE

TEL: 01249 659150 email: enquiries@allmi.com web: www.allmi.com

ALLMI leading the way on British Standard Revision



As a result of a meeting held in January, which was originally arranged to clarify the requirements for lifting plans for lorry loader operations, the first step towards the revision of BS7121 Part 4 has been taken with the formation of a specialist working group.

A meeting scheduled for April will be attended by representatives of ALLMI's manufacturer members, the ALLMI Operators' Forum Executive Committee, the Health and Safety Executive, the Construction Plant Hire Association, and the Modular Portable and Building Association. In addition, ALLMI's BSI representatives, John Penny and Bryan Flintham, and technical director, Eric Hawkyard, will form part of the working group. In conjunction with consultant, Tim Watson, the working group will hold a series of meetings throughout 2008, with a view to producing a draft document, for BSI for approval/comment.

ALLMI chairman, Mark Rigby, said: 'This is positive



news for ALLMI and the lorry loader industry as a whole. Many people feel that due to developments in technology and legislation, the revision of the British Standard for lorry loaders is long overdue. As the industry Association, it's essential that ALLMI and its members play a key part in this process.

It's Election Time

ALLMI has recently held elections for both the chairman's position and the board of directors. Mark Rigby of T H White/Palfinger was the only nominee for chairman and so automatically retains his position.

Five nominations were received for the five places on the board and therefore, the following people will be appointed:

Andrew Taylor (Terex Atlas), Eric Hawkyard (current technical director), Alan Johnson (SJB CraneCo), Ismo Leppanen (Hiab), and Lee Maynard (Terex Atlas).



Mark Rigby has been re-elected as chairman

New Operators' Forum chairman

Elections have also taken place within the ALLMI Operators Forum, with Steve Frazer - Brown of Milbank Trucks being appointed as forum chairman for a second consecutive term.

As a founder member of the forum and having played a key role for it's members over the last two years, Steve is looking forward to the challenge. He said "I think the forum has made excellent progress since its formation two years ago and i look forward to building on it's achievements. We'll continue to improve standards among lorry loader operators whilst expanding forum membership even further and ensuring that ALLMI maintains its high profile within the industry."

The Forum Executive Committee also stood for re-election. The Committee consists of: Ian Berrill (Saint Gobain Building Distribution), Brian Sutherland (Elliott Hire), Peter Duckett (WTB Group), John Allum (Allum Plant Hire), Bob Toon, Andrew Hollingsworth (Wincanton).



Sub-contractors joining ALLMI

As part of ALLMI's drive to increase its membership and to improve standards throughout the lorry loader industry, its manufacturer/importer members are currently encouraging all of their sub-contractors to join the Association.

In addition, the longer term aim is to have all of the sub-contractors' engineers go through the ALLMI Thorough Examination and Load Test training scheme. ALLMI chairman, Mark Rigby, said: 'Whilst the standards of the manufacturers' sub-contractors are extremely high, we feel that it's only right that companies carrying out work for ALLMI members also have access to the Association's technical documents and training programmes. There's only one way they can do that; by becoming members themselves.'



ALLMI training progresses in Trinidad

Following ALLMI's move to expand outside of the UK, the delivery of ALLMI training in Trinidad is going from strength to strength.

With large numbers of operators already passing through the lorry loader training scheme, Trinidad based ALLMI training provider and member, Hydraulic Components, is now receiving enquiries about the ALLMI Slinger/Signaller course. Glenn Singh, managing director of Hydraulic Components, said: 'We've been delighted with the uptake of the ALLMI training scheme in Trinidad. The demand we're experiencing has far exceeded our expectations and with ALLMI's profile being continually raised in this country we expect this trend to continue.'



Thorough Examination Training gets off to strong start

Launched in May 2007, ALLMI's Thorough Examination and Load Test Training course enjoyed a very impressive uptake during its first year. In the nine months that the course has been available to ALLMI members, 35 engineers have successfully completed the training.

ALLMI executive director, Tom Wakefield, said: 'The feedback so far has been very positive. The subject is covered in great depth and so it's a very intense course, but the engineers who've completed the training tell me they've come away feeling very well informed. As a result of the feedback

we've been receiving, we're continually updating the course content and the template documentation that we issue to course candidates. We hope this will further increase the training programme's popularity amongst members.'

Are your staff properly trained?

Don't risk it call a certified local company today

National



Tel: 08707 871511
Email: training@afi-uplift.co.uk
www.afi-uplift.co.uk

North East



Hull
Tel: 01482 227333 • Fax: 01482 587710
Email: enquiries@peter-hird.co.uk
www.peter-hird.co.uk

National



Tel: 0845 06 11 999 Fax: 01582 842590
Email: simon@panther.uk.com
www.platform-rentals.co.uk

National

nationwide



Tel: 0845 601 1032 • Fax: 0116 286 9038
Email: training@nationwideaccess.co.uk
www.nationwideaccess.co.uk

England & Wales



Tel: 01793 766744
Email: training@hi-reach.co.uk
www.hi-reach.co.uk

National



Tel: +44 (0) 1480 891251 • Fax: +44 (0) 1480 891162
Email: sales@accessplatforms.co.uk
www.accessplatforms.co.uk

National



Tel: +44 (0) 1291 421155 • Fax: +44 (0) 1291 423236
Mike Fenn Mobile: +44 (0) 7980 764021
Email: training@accessplatforms.com
www.accessplatforms.com

Ireland



Dublin: +353 01 459 46 46
Cork: +353 021 488 66 46
Limerick: +353 061 30 46 46
Galway: +353 091 50 46 46
Email: training@skylift.ie • www.skylift.ie

National



instant training
Tel: 0845 068 4594 • Fax: 0845 815758
Email: info@instant-training.com
www.instant-training.com

National



Freephone: 0800 0 28 18 00
Unit 22/23, Progress Business Park, Whittle Parkway,
Slough, Berkshire. SL1 6DQ.
www.platformcompany.co.uk

National

A.M.P. ACCESS

Tel: 0800 0181823
Email: rod@amp-access.co.uk
www.amp-access.co.uk

National



ACCESS SAFETY TRAINING COURSES
AVAILABLE NATIONWIDE

E > accesstrainingcentre@aplant.com
T > 0845 600 8573 Web > www.aplant.com

Rebuild challenge for apprentices

A.M.P, the South West based access rental company now part of the Lavendon UK regional group, has teamed up with Niftylift to give two of its apprentices the chance to develop their knowledge and experience by rebuilding two very neglected Nifty Height Rider 12's.

The two lifts were acquired as part of a package of machines from a bankruptcy sale and had been robbed of parts and generally abused to the point where they were close to scrap value. The eight week programme was officially launched in February by Niftylift's John Keely, Andy Person of A.M.P Access, Paul Williams, the National Construction College assessor and Terry Cole A.M.P. regional engineering manager.

The two apprentices, Chris Verrin-Sipsom, based in Liskeard and Sam Lee based in Taunton, have eight weeks in which to strip out the machines and then completely rebuild them.



The battered Nifty HR12

The job has been planned in 10 stages:

- A complete strip down and clean
- A full chassis structural inspection and rectification
- Replace slew bearing, bushes and pins, repair and fit boom
- Hydraulic system full refit and replace where needed
- Complete review, repair and replace of running gear
- Refit engine
- Full overhaul of electrical system
- Check test and run up
- Repaint and decal
- Test and prepare for new six month Loler test

The two apprentices will maintain a work-board charting their progress and will be fully supervised throughout the rebuild by A.M.P's rebuild workshop foreman. The completed machines will go on display at SED and Access Days in May. Niftylift is supporting the programme and helping sponsor the project.

Vertikal.Net will carry regular updates of the progress as part of its support for apprentice training and encouraging the recruitment of young people into the industry.



(L-R) John Keely of Nifty, Paul Williams of the National Construction College and Andy Pearson of A.M.P.



C&a

Training

Who trained him then?

Fall costs £350,000

A manager and three firms have been fined a total of £342,500 after the death of a trainee scaffolder in January 2004. Steven Burke, 17, fell 16 metres from scaffolding at Davyhulme Wastewater Treatment Works, Trafford only two days after Health and Safety inspectors had said it was too dangerous to climb.

Burke was employed by 3D Scaffolding and under the control of a visiting contracts manager David Swindell Jnr. The firm was contracted by RAM Services, a subcontractor of principal contractor Mowlem.

Judge Jonathan Foster QC, sentencing at Manchester Crown Court, told Swindell and the three companies the case was 'a tragic example' of the 'disregard for safety measures'. He fined 3D Scaffolding, of Northbank Industrial Estate, Irlam, £60,000 plus £20,000 costs. Swindell, of Barrington Drive, Middlewich, £7,500 with £15,000 costs. Principal contractor Mowlem, of Isleworth, Middlesex, was fined £75,000 plus £70,000 costs and RAM pleaded guilty to failing to ensure scaffolding used by its employees had been properly inspected and safe to use and was fined £75,000 with £20,000 costs.

New IPAF training centre

Oxford-based rental company, 2 Cousins Access, has opened a new IPAF training facility in Oxford. Keith John, director of 2 Cousins said: "Over the past two years we have been growing at a steady rate and opening this training centre enables us to offer a complete service to our growing client base."



IPAF trainer Mark Smith conducts the first course at 2 Cousins new facility.

Harness saves two

Two men are alive and well following an accident in Miramar, Florida in mid February, after a crane dropped a 450kg, seven

metre long steel beam from around 25 metres after its lifting slings gave way. The beam struck the guardrail of the basket of a

boom lift that two men were using to reach the beam in order to fix it in place. The collision caused a catapult effect on the boom throwing the men towards the beam. The two were retained in the platform by their harnesses and short lanyards. One of

the men suffered a back injury from the jolt and was taken to Hospital. The main contractor on the job - the Miramar Cultural Arts Center - is Kaufman Lynn General Contractors, the steel erection is subcontracted to Industrial Steel Fabricators.

National

HEWDEN

Contact: Access Training
Tel: 01925 860826

Email: accesstraining@hewden.co.uk
www.hewden.co.uk

Scotland

OUTREACH

Tel: 01324 889000 Fax: 01324 888901
e-mail: mailbox@outreachltd.co.uk
Web: www.outreachltd.co.uk

All training centres above offer IPAF approved and audited courses for Operators of Mobile aerial work platforms, European directives require that all staff are fully and adequately trained in the safe use of the equipment they operate.

See www.ipaf.org for full listing

Mobile Magic

At Bauma last year, two prototype models were shown of All Terrain carrier mounted construction cranes. One was the Spierings SK599 and the other is the model reviewed here, the Liebherr MK100 made in 1:50 scale by Conrad of Germany. The mechanical connections within the real crane are highly complex in order to allow it to fold for transport and this presents a challenge to model at small scale.



Rear view

A good instruction leaflet is supplied with the crane with very clear pictures. This assists the assembly process which takes over an hour including the stringing up of various hoists. A CD is also included which has a selection of good photos, a screensaver and technical datasheets and hopefully more models will have this feature in the future.

The MK100 is to the usual standard of detail for Conrad which is generally very good, if perhaps not to the standard of models currently produced by some competitors in China. Overall there is relatively little use of plastic except for the outrigger beams, which fortunately are tough enough to support the model, and a



Flying the flag

short section of the jib which is telescopic and where plastic keeps the weight down.

The mast of the crane is a three section telescopic to which metal ladder rails clip on the side to permit the operating cab to elevate smoothly and this is a working feature



This is a complex model

of the model. The jib is complicated because of its folding nature and Conrad has done a good job here with the lattice work. Particularly impressive are the various connecting pendants and wires which have all been made to very good tolerances to ensure that the jib is straight and that there are no sagging parts lacking tension.



Tightly packed for transport

Extended to the max

The crane looks very impressive both in transport mode and when displayed in working configuration. In fact the model is large when erected, being over 800mm high, when the jib is horizontal, and around 1,160mm long from jib tip to counterweight, so a lot of space is needed to display it to its best advantage.

Summary

This is a complex model and Conrad has been up to the task of producing a pretty faithful representation of the real crane. There are a few areas where perhaps

the model making boundary could have been pushed a little further but overall it is very good value at around €225 and is recommended.

To read the full review of this model visit www.cranesetc.co.uk

Cranes Etc Model Rating

Packaging (max 10)	8
Detail (max 30)	23
Features (max 20)	15
Quality (max 25)	19
Price (max 15)	12
Overall (max 100)	77%

New boom from Aichi

Aichi has produced a new 1/32 scale model of its new SP14CJ telescopic boomlift to coincide with the launch of the real thing. See news section for more details.

This model does not compare with the highly detailed reproductions turned out by NZG or Conrad or the 1/32 and larger scale models that JLG has made in China.

The SP14CJ does not pretend to be such a fully accurate miniature of the original, but neither can it be dismissed as a mere toy for children, it is perhaps a hybrid. While it might lack some of the details found on many models these days, such as opening machinery chests and



operational oscillating axles, it is overall accurate and well made. The inner boom sections though are made from plastic and appear to be far slimmer than the real thing, while the jib pivot pins are clearly oversized as are the platform guardrails.

In spite of these criticisms and its slightly odd scale, collectors will almost certainly want to add it to their collections. Aichi has not yet released any details of how much the new model will cost or where you can order them.



Readers Letters

Dear Sir,

Re your article "Tower Crane Trends" February 2008
I would like to remark on Paul Phillip's statement; "there is more than enough information covering the safe erection, use, maintenance and dismantling of cranes, but no-one appears bothered to either read it or take note of what it says".

It goes far beyond what Mr. Phillips states about those entrusted with such operations and their apparent ignorance to follow "basic" manufacturers / engineering guidelines. Information alone is not enough. Here in the USA, tower crane manufactures (with their record \$ profits) should be mandated to offer hands-on training with regards to erection, dismantling, and especially the climbing of tower cranes.

Technicians and Inspectors should be certified by the manufacturer to perform / oversee such high-risk operations. I believe Florida's "pending" new tower crane regulations are a step in the right direction, but doubt it will be enforced. Unfortunately it will take a catastrophic accident before specialized certification is mandatory.

Terry McGettigan
www.towercranetechnician.com

Leigh and Mark...

I wanted to point out something from Jan/Feb Cranes & Access. On page 19 in the 2007 Review under the heading "Outreach", you show a photo of two people in the platform of a boom lift that are not wearing a harness. I realize that this was "only" a publicity shot, but it doesn't matter. All people in boom lifts must wear a harness whether they are on the ground or 100ft. in the air. There is a big problem in that many companies think they don't have to wear a harness if they are not elevated. This is particularly true in some rental companies when they are moving boom lifts around a yard or in and out of service bays. We need to correct this, and seeing a photo like the one on page 19 doesn't help this cause. This photo was even more problematic as the company that these people represent is an IPAF and ALLMI training center. They should know better.

Best regards...

Bill William Hindman, President
Industrial Marketing Services
2375 Touhy Avenue
Elk Grove Village, IL 60007

I note your online editorial comment on Outrigger mats and the fact that a number of hire companies do not provide them. While you may have a valid point, there is another side to this which I feel the industry needs to sort out. The responsibility for setting up a machine properly clearly belongs to the person hiring the machine. Unless we do a site survey there is no way we can know what the ground conditions are like and what size pad the user needs.

If we supply the customer with a half metre pad, and the ground is too soft, requiring larger ones, we might be accused of supplying the wrong equipment? Surely IPAF should draw attention to this issue and survey its members in order to draw up a common industry policy on it? It should include any changes to standard terms and conditions which reference this issue.

We have now decided to purchase a number of pads and will insist that those hiring trailer lifts and other such platforms that include outriggers also take/hire a set of mats at an extra cost. However unless everyone follows suit we will be putting ourselves at a commercial disadvantage which brings me back to the need for an industry standard.

Yours truly,

Name supplied but withheld.

Ed: While we fully agree with Mr Hindman and he does make a very important and valid point, we also need to point out that the photo concerned was cropped close hiding the fact that it was not a regular boom lift, but an oil drilling rig maintenance basket not subject to cantilever/catapult problems. It does raise an issue regarding management publicity shots, it is either don a harness or use a scissor lift.

Letters to the editor

Please send letters to the editor: Cranes&Access: PO Box 6998, Brackley NN13 5WY, UK. We reserve the right to edit letters for length. We also point out that letters are the personal views of our readers and not necessarily the views of the Vertical Press Ltd or its staff.

Vertikal days

a meeting of minds.....
for lifting equipment professionals

Haydock Park Racecourse
Wednesday **25th** & Thursday **26th** June **2008**



Vertikal Days is a two day event focusing solely on the lifting equipment industry, where professionals with an interest in Cranes, Access equipment or Telehandlers can meet with suppliers and other industry professionals as well as view the latest products and services.

For information on how to register -

visit our website www.vertikaldays.net

email the Vertikal Team at info@vertikaldays.net

Telephone: UK **+44 (0) 8707 740436** • Germany **+49 (0) 761 89786615**

www.vertikal.net

Whats on?

Samoter

Earthmoving and construction equipment show
March 11-15, 2008
Verona, Italy
Tel. 030.3539159 Fax 030.3582476
www.samoter.it



Conexpo-Con/Agg 2008

The leading US construction show.
March 11-15, 2008
Las Vegas, Nevada, USA
Phone: +1 414-298-4133
Fax: +1 414-272-2672
E-mail: international@conexpoconagg.com



IPAF Summit

Annual Summit for International Powered Access Federation
April 15, 2008 Whitebury, UK
Phone: +44(0)1539562444
Fax: +44(0)1539564686
E-mail: info@ipaf.org



Smopyc 2008

International Public works, construction and mining show
April 22-26, 2008 Zarragoza, Spain
Phone: +34 976 76 4700
Fax: +34 976 33 0649
E-mail: info@feriazaragoza.com

Access Days

Open day event
May 13-14, 2008, Milton Keynes, UK
Phone: +44 (0) 1908 2234
Fax: +44 (0) 1908 312733
E-mail: info@niftylift.com

SED 2008

UK's premier construction equipment exhibition
May 13-15, 2008
Rockingham Speedway, Corby, UK
Phone: [44] 020 8652 4810
Fax: [44] 020 8652 4804
E-mail: jackie.hanford@rbi.co.uk



Safety & Health Expo

Health and safety show
May 20-22, 2008
Birmingham, UK
Phone: +44 (0)207 921 8067
Fax: +44 (0)207 921 8058
E-mail: tbond@cmpinformation.com

CTT

Russian equipment show,
June 17-21, 2008. Moscow, Russia
Phone: +49 89 949 22 116
Fax: +49 89 949 22 350
E-mail: miedaner@img.de

Vertikal Days

Meeting for the UK crane and access industry
Haydock Park
June 25/26th 2008
Tel: +44(0)8707 740436
Fax: +44(0)1295 768223
E-mail: info@vertikal.net
Web: www.vertikaldays.net



Europlatform

IPAF central Europe Summit
September 16, 2008
Maastricht, Holland
Phone: +44 (0)15395 62444
Fax: +44 (0)15395 64686
E-mail: info@ipaf.org



Apex

International powered access fair
September 17-19, 2008
Maastricht, The Netherlands
Phone: +31 (0)547 271 566
Fax: +31 (0)547 261 238
E-mail: Joyce@ipi-bv.nl



ARA / Rental Show 2009

ARA /Rental Show 2009
Atlanta Georgia March 3-5th
Tel: +1800 334 2177
Fax: +1309 764 1533
E-mail: info@therentalshow.com

Intermat 2009

International construction equipment show
April 24-29, 2009 Paris, France
Phone: +33 1 49685248
Fax: +33 1 49685475
E-mail: info@intermat.fr

Bauma 2010

World's largest construction equipment show April 19-25, 2010
Munich, Germany
Phone: +49 (0)89 51070



Marketplace

USED EQUIPMENT • SPARE PARTS • RECRUITMENT • RECONDITIONING • HIRE • WANTED

RECONDITIONING • HIRE • WANTED • USED EQUIPMENT • SPARE PARTS • RECRUITMENT

ADVERTISEMENT



M. Sternick GmbH
Kran- u. Baumaschinenhandel
CRANES FOR SALE

Cranes Worldwide

ALL TERRAIN-CRANES			
Make / Type	y. o. m.	Drive	Boom / Fly Jib
30 t Kato KA 300 E	1990	4x4x4	26,40m + 7,30m
30 t PPM ATT 350	2000	4x4x4	30,40m + 15,00m
35 t PPM ATT 400/2	2000	4x4x4	30,40m + 15,00m
35 t Grove GMK 2035	1996	4x4x4	29,00m + 15,00m
50 t PPM ATT 600	2000	6x6x6	40,00m + 15,00m
50 t Grove GMK 3050	2001	6x6x6	38,00m + 9,00m
70 t Faun ATF 70-4	1999	8x8x8	40,00m + 16,00m
80 t Demag AC 80-1	1999	8x6x6	50,00m + 17,60m

TELESCOPIC - TRUCK CRANES			
Make / Make / Type	y. o. m.	Drive	Boom / Fly Jib
35 t Faun HK 35	2004	6x4x2	25,30m
50 t Grove TM 750 E	1992	8x4x4	38,00m + 18,50m

REACHSTACKER			
Make / Type	y. o. m.	Drive	Boom / Fly Jib
40 t PPM 40 GMI	1991	4x2x2	4 th height

BOOMLIFTER			
Make / Type	y. o. m.		Boom / Fly Jib
3 t JCB Telehändler 535-95	2003		9,50 m
3 t JCB Telehändler 535-105	2007		10,50 m
3 t JCB Telehändler 532-120	2002		12,50 m

AIRMASTER			
Make / Type	y. o. m.		
0 t JCB Airmaster 2CX	2003		
0 t JCB Airmaster 2CX	2005		

Tel: +49-2364 - 108203
Fax: +49-2364 - 15546
Mobile: +49-172-2332923
e-Mail: info@sternick-krane.de
Internet: http://www.sternick-krane.de

M. Sternick GmbH
Kran- u. Baumaschinenhandel
Import - Export
D-45721 Haltern / Germany

Import • Export

Visit

www.Vertikal.net/en/events
for a full listing of events with
direct links to the organisers.

cranes & access

FOR UK USERS & BUYERS OF LIFTING EQUIPMENT

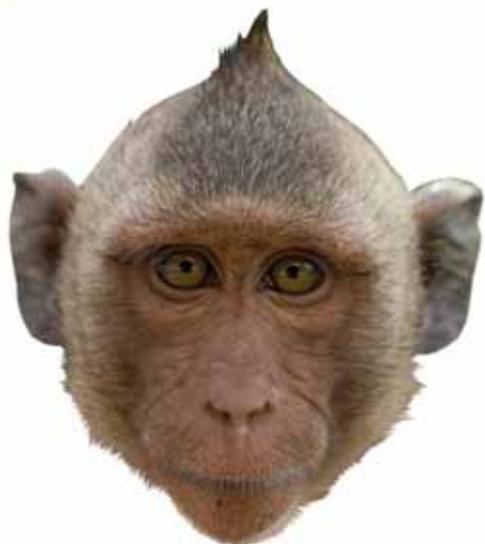
reaches over six times as many
UK/Irish buyers of lifts and lifting
equipment than any other lifting
magazine.

ADVERTISING:

The Vertikal Press Ltd.
PO Box 6998, Brackley,
NN13 5WY UK.
Tel: +44 (0)8707 740436
Fax: +44 (0)1295 768223
E-mail: info@vertikal.net

Vertikal
.net

OUR PRICING DEPARTMENT



**SCISSOR
LIFTS**



**TRAILER
LIFTS**



**SELF PROPELLED
BOOM LIFTS**

5 000 USED PLATFORMS FOR SALE

www.vertical.net

on line Access&Lifting directory – Visit these companies in one click

ACCESS EQUIPMENT MANUFACTURERS

Aichi	www.aichi.de
AIRO by Tigieffe S.r.l	www.airo.it
Alimak	www.alimak.co.uk
Altrex B.V.	www.altrex.co.uk
A Ruthmann	www.ruthmann.de
Barin	www.barin.it
Basket	www.basket-platforms.com
Bil jax	www.biljax.com
Bison - Palfinger	www.bisonpalfinger.com
Bravi	www.braviisol.com
CTE	www.ctelift.com
Denka Lift	www.wi-industries.com
Dino Lift	www.dinolift.com
Esda	www.esda-fahrzeugwerke.de
Genie	www.genieindustries.com
GSR Spa	www.gsrspa.it
Haulotte	www.haulotte.com
Holland Lift	www.hollandlift.com
Iteco	www.itecolift.it
JLG	www.jlgeurope.com
Leguan Lifts	www.leguanlifts.com
Matilsa	www.matilsa.es
MEC	www.mec-awp.com
Nifty Lift	www.niftylift.com
Omega Platforms	www.omegaplatforms.com
Omme Lift	www.ommelift.dk
Ranger tracked access	www.tracked-access.co.uk
Skyhigh	www.skyhigh.be
Snorkel	www.snorkelusa.com
Teupen	www.teupen.info
Turner Access	www.turner-access.co.uk
Upright International	www.uprighteu.com
Versalift distributors (UK) Ltd	www.versalift.co.uk
Worldlift	www.wi-industries.com

MAST CLIMBERS AND HOISTS

Alimak-HEK	www.alimakhek.com
Safi	www.safi.it

PLATFORM RENTAL

2 Cousins Access Limited	www.2cousins.co.uk
Access Platforms Direct	www.accessplatformsdirect.co.uk
Bucks Access Rentals Ltd	www.bucksaccessrentals.co.uk
Easi up Lifts	www.easiuplifts.com
Facelift	www.facelift.co.uk
Hi-reach	www.hi-reach.co.uk
Manlift Hire	www.manlift.ie
Max Access	www.maxaccess.co.uk
Nationwide Access	www.nationwideaccess.co.uk
Rapid Platforms	www.rapidplatforms.co.uk
Skylift Hire	www.skylift.ie
Panther Platform Rentals	www.platform-rentals.co.uk

NEW & USED PLATFORMS

Access Business	www.accessbusiness.nl
Access Platforms Direct	www.accessplatformsdirect.co.uk
Access Platform Sales	www.accessplatforms.co.uk
Access Sales International	www.accesssalesint.co.uk
AFI Resale	www.afi-platforms.co.uk
A.J. Access Platforms	www.accessplatforms.com
Baulift	www.baulift.de
Easi-uplifts	www.easiuplifts.com
Facelift	www.facelift.co.uk
Flesch	www.Flesch-Arbeitsbuehnen.de
Genie	www.genieindustries.com
JLG	www.jlgeurope.com
Kunze GmbH	www.KUNZEGmbH.de
Manlift Sales	www.manlift.ie
Max Access	www.maxaccess.co.uk
Nationwide Access	www.nationwideaccess.co.uk
Peter-Hird Ltd	www.peter-hird.co.uk
Tracked Access	www.trackedaccess.com
Platform Sales	www.platformsales.co.uk
Promax Access	www.promaxaccess.com
Rapid Platforms	www.rapidplatforms.co.uk
Ritchie Bros auctions	www.rbauction.com
Skylift Hire	www.skylift.ie
Thanner	www.USED-Worklift.com
Turner Access	www.turner-access.co.uk
TVH - Group Thermote & Vanhalst	www.tvh.be

ALLOY SCAFFOLD TOWERS

Altrex	www.altrex.nl
Instant	www.instantupright.com
Safe2Reach	www.safe2reach.co.uk
Svelt	www.svelt.it
Turner Access	www.turner-access.co.uk
UpRight	www.uprighteu.com

SPECIAL/BESPOKE ACCESS AND LIFTING SOLUTIONS

Platform Sales	www.platformsales.co.uk
H&A Height Services	www.ha-heightservices.com

SPECIAL AND NICHE PLATFORM RENTAL

BAC Verhuur	www.bachoogwerkers.nl
Max Access	www.maxaccess.co.uk
Panther Platform Rentals	www.panther-rentals.co.uk
Tracked Access	www.trackedaccess.com
Rapid Platforms	www.rapidplatforms.co.uk

TRAINING CENTRES AND TRAINERS

Access Platforms Direct	www.accessplatformsdirect.co.uk
Access Platform Sales	www.accessplatforms.co.uk
Active Safety	www.activerentals.co.uk
AFI	www.afi-platforms.co.uk
Ainscough	www.ainscoughtraining.co.uk
AJ Access	www.accessplatforms.com
Avon Crane	www.avoncrane.co.uk
Central Access	www.central-access.co.uk
Facelift	www.facelift.co.uk
Genie	www.genieindustries.com
HCS	www.hydrauliccraneservices.co.uk
Heightmaster	www.heightmaster.uk.com
Hi-Reach	www.hi-reach.co.uk
Hiab	www.hiab.com
Hird	www.peter-hird.co.uk
JLG Training	www.jlgeurope.com
Kingfisher Access	www.kingfisheraccess.co.uk
L&B Transport	www.lbtransport.co.uk
Lifting Equipment Training	www.letltd.co.uk
Nationwide	www.nationwideaccess.co.uk
Norfolk Training Services	www.norfolktraining.co.uk
Panther Platform Rentals	www.panther-rentals.co.uk
Rapid Platforms	www.rapidplatforms.co.uk
Skylift Hire	www.skylift.ie
Southern Crane & Access	www.southerncranes.co.uk
TH White	www.thwhite.co.uk
Terex Atlas (UK) Ltd.	www.atlascranes.co.uk
The Platform Company	www.platformcompany.co.uk
Turner Access	www.turner-access.co.uk

TRAINING ASSOCIATIONS AND NETWORKS

Allmi	www.allmitraining.co.uk
AWPT	www.awpt.org
IPAF	www.ipaf.org

CRANE MANUFACTURERS

Grove	www.groveworldwide.com
Kobelco	www.kobelco-cranes.com
Mantis Cranes	www.mantiscranes.ie
Tadano Faun	www.tadanofaun.de
Terex-Demag	www.terex-cranes.com
Unic Cranes	www.unic-cranes.co.uk
Valla	www.valla-cranes.co.uk
Vanson	www.vansoncranes.com

CRANE HIRE

Ainscough	www.ainscough.co.uk
City Lifting	www.citylifting.co.uk
Hewden	www.hewden.co.uk
Ladybird tower crane hire	www.ladybirdcranehire.co.uk
Mantis Cranes	www.mantiscranes.ie
McNally crane hire	www.cranehire-ireland.com
Port Services Ltd Heavy Crane division	www.portservices.co.uk

MINI CRANE HIRE

JT Mini Crane Hire	www.jtminicranes.co.uk
--------------------	--

NEW & USED CRANES

AGD Equipment Ltd	www.agd-equipment.co.uk
Cranes UK	www.cranesuk.net
Crowland Cranes	www.crowlandcranes.co.uk
Kobelco	www.kobelco-cranes.com
Mantis Cranes	www.mantiscranes.ie
M. Stemick	www.stemick-krane.de
P.V. Adrighem BV	www.adrighem.com
Terex Demag	www.terex-cranes.com
Used Cranes CCK	www.used-cranes.de
Valla UK Ltd	www.valla-cranes.co.uk
UCM	www.ucmholland.nl

SELF ERECTING TOWER CRANES

Airtek safety	www.airteksafety.com
City Lifting	www.citylifting.co.uk
Ladybird tower crane hire	www.ladybirdcranehire.co.uk
Mantis Cranes	www.mantiscranes.ie
Vanson	www.vansoncranes.com

LORRY/TRUCK LOADER CRANES

Effer	www.effer.it
Fassi UK	www.fassiuk.com
Hiab	www.hiab.com
Palfinger	www.palfinger.com

TELESCOPIC HANDLERS

Dieci
Genie
JLG
Mec Telehandlers
Merlo

www.dieci.co.uk
www.genieindustries.com
www.jlgeurope.com
www.mecawp.com
www.merlo.co.uk

OUTRIGGER PADS

Eco power pads
TMC lifting supplies

www.outriggerpads.co.uk
www.crowlandcranes.co.uk/tmc

USA DISTRIBUTION AND LOGISTICS

Pacific Equipment Logistic

www.pacificlogistic.com

NEW AND USED TELEHANDLERS

Skylift Hire
VHS Vissers Heftruck Service

www.skylift.ie
www.vhsblade.nl

PARTS AND SERVICE SUPPLIERS

Crowland Cranes
IPS
JLG
TVH - Group Thermote & Vanhalst

www.crowlandcranes.co.uk
www.ips-ltd.biz
www.jlgeurope.com
www.tvh.be

SAFETY EQUIPMENT

Airtek equipment
SMIE

www.airteksafety.com
www.smie.com

STRUCTURAL REPAIRS

Avezaat Cranes
Crowland Cranes
John Taylor Crane Services Ltd

www.avezaat.com
www.crowlandcranes.co.uk/tmc
www.jtcranes.co.uk

WIRE ROPE

Teufelberger Seil
Casar

www.teufelberger.com
www.casar.de

BATTERY MANUFACTURERS/SUPPLIERS

Optima Batteries
Trojan Battery

www.optimabatteries.com
www.trojanbattery.com

CONTROL SYSTEMS

Intercontrol

www.intercontrol.de

EQUIPMENT AUCTION HOUSES

Ritchie Brothers

www.rbauction.com

INDUSTRY ASSOCIATIONS

ALLMI
IPAF
OSHA
PASMA

www.allmitraining.co.uk
www.ipaf.org
www.osha.gov
www.pasma.co.uk

RENTAL MANAGEMENT SOFTWARE

Inspire

www.inspire.com

ANCILLARY EQUIPMENT

TMC lifting supplies

www.crowlandcranes.co.uk/tmc

EVENTS

Vertikal Days
SED
Platformers Days
Conexpo

www.vertikaldays.net
www.sed.co.uk
www.platformers-days.de
www.conexpoconagg.com

Vertikal .net

OVER 3.25 million Hits a Month
OVER 75,000 Visitors a Month

To arrange your listing in the ACCESS and LIFTING EQUIPMENT DIRECTORY: Tel: 08707 740436 Fax: 01295 768223 Email: info@vertikal.net

An entry in our online directory with hot-link to your website
and publication here costs just £175/€280 for a whole year

Subscribe to Cranes & access

The only way to
guarantee
that you
receive
every
issue.



Vertikal
.net

Subscribe online at www.vertikal.net

Subscription Application Form

Please complete this form and either fax back on
+44 (0) 1295 768223 or +49 (0) 7618 866814 or
post to The Vertikal Press, PO Box 6998,
Brackley, NN13 5WY, UK. Tel: +44 (0)8707 740436

Name _____

Company _____

Job Title _____

Telephone _____

Address _____

Country _____

Telefax _____

Email _____

Please start my one year subscription to Cranes & Access at the rate of:

£40.00/€60 (UK and Irish addresses only)

€75.00 (Rest of Europe)

\$110.00 / £60.00 (Other regions)

I enclose a cheque made payable to The Vertikal Press

Please invoice me

I enclose an international money order

FOR USED ...

Not Abused Machines!

AFI UPLIFT

The AFI Assurance ...

As one of the UK's largest powered access rental companies, AFI is able to offer an:

- Extensive range of used equipment
- Supplied in the condition you want
- With a range of Finance Options ...
 - Contract Rental
 - Lease Hire
 - Outright Purchase

What's more, our dedicated resale team make it simple for you to obtain the right machine - at the best value!
All AFI used machines are categorised into bands for quality assurance and to help you stay within budget restrictions, whilst allowing you to fulfil your application requirements.

AFI Uplift Limited
2nd Floor West Wing, Diamond House,
Diamond Business Park,
Thornes Moor Road, Wakefield WF2 8PT
www.afi-resale.co.uk



Band A Supplied:

- Fully tested
- Complete with new batteries (On electric machines)
- Re-painted, as good as new!



Band B Supplied:

- Fully tested
- Complete with new batteries (On electric machines)

FOR AVAILABILITY ... CONTACT AFI RESALE:

Tel: 08707 879835

Fax: 08707 879836

Or Email: info@afi-resale.co.uk

WELEX: SPECIALIST IN EKKI MATS

Wellex is one of the oldest European companies concerned with the import and export of hardwoods and manufacturing ekki mats.

For many years we have been providing companies throughout the world with ekki mats for construction work, crane gantries, pipeline installations and bridge building.



FOR SALE
FOR HIRE

By manufacturing the mats ourselves we are able to work in an extremely cost efficient manner. We can carry out the transport, laying out and picking up of the mats for your project.

As you can see from the above, we can be of service to you in many ways. We are also pleased to assist you by providing advice and management consultancy.



Welex, Heicopperweg 38A, 4128 LP Lexmond, Holland
Phone +31(0) 347-341 215, fax +31(0) 347 342 363
E-mail: welex@welex.nl, website: www.welex.nl

ECO LIFT outrigger pads

- Manufactured in Germany to the highest standards from regenerated polyethylene
- Safe and easy to handle will not splinter
- No water absorption
- High resistance to impact and vertical pressures
- Under normal working conditions unbreakable
- Inbuilt memory, adapting to working surface
- Custom sizes available
- Supporting - mobile cranes, self erecting tower cranes, loader cranes, aerial work platforms, concrete pumps, tele handlers
- Load bearing capacities from 5 to 300 tonnes
- 3 year warranty against breakage

The UK's Leading Supplier



Bill Green @ PLC Sales

Tel: +44 (0) 1449 674 154 Mob: +44 (0) 7885 020 582

Fax: +44 (0) 1449 674 173

Email: sales@outriggerpads.co.uk Web: www.outriggerpads.co.uk

Economic wind speed and direction



Complete wind speed and direction systems utilising ultrasonic technology - so no moving parts or reduction in accuracy due to wear. Data is viewed on a dedicated display. High or low wind speed alarm function. For quick and easy installation, systems include options for cabling, mast, alarm, datalogger and radio communications.

Range of accurate hand held anemometers for wind speed, (current, maximum and average) with options for temperature, humidity & pressure available



Richard Paul Russell Ltd - New Harbour Building, Bath Road, Lympington, SO41 3SE
tel: 01590 679755, Fax: 688577, sales@r-p-r.co.uk

www.r-p-r.co.uk



HEIGHT SERVICES LIMITED

8 Snowdon Road, Middlesbrough,
Cleveland TS2 1LP

Tel: 01642 218607 Fax: 01642 217149

E-mail: info@ha-heightservices.com

Web: www.ha-heightservices.com



Coolowen, Blarney,
Co. Cork, Ireland
info@rivertekservices.com
www.rivertekservices.com

RIVERTEK SERVICES LTD.

Telephone: (021)-4385342
or (021) 4381314
Fax: (021) 4381504

(International Code: + 353 21 4385342 or +353 21 4381314)

HYDRAULIC CRAWLER CRANES



1994 SUMITOMO
SC500-2 Tower Boom



1994 SUMITOMO
SC500-2 Tower Boom



NEW HSC
80 TON Crawler Crane



1997 HITACHI
EX60LCT Crane



NEW HITACHI ZAXIS
160 LCT Crane



1999 IHI CCH500
Crawler Crane



2001 KOBELCO TK550
Crawler Crane



2007 IHI CCH700
70 TON Crawler Crane

MINI-TELESCOPIC CRAWLER CRANES



KOBELCO CK90UR
15m Boom



1999 & 1998 KOMATSU
Mini Crawler Crane



2005 HSC
SCX400 40 TON
Crawler Crane



1997 KATO 25 TON
City Crane



2001 KATO 10 TON
City Crane



2001 KATO 25 TON
City Crane



2002 KATO 25 TON
City Crane



NEW KATO SR200
Rough Terrain Crane

TRUCK CRANES



1992 KATO 25 TON
Truck Crane



1994 KATO 25 TON
Truck Crane



11 TON KOBELCO
Tele-Crawler Crane



1995 KATO 30 TON
Truck Crane



1996 KATO 30 TON
Truck Crane



1998 KATO 25 TON
Truck Crane

ALSO IN STOCK

- 1996 HITACHI KH125-3, 35 TON Crawler Crane with 37m Boom.
- 1998 KATO NK75M-V2, 7.5 TON Truck Mounted Crane.

ALL CRANES ARE SUPPLIED WITH NEW TEST CERTIFICATES, FULLY SERVICED & CE MARKED.

CRANE PARTS : EXTENSIVE RANGE OF GENUINE NEW & USED JAPANESE CRANE SPARE PARTS IN STOCK, including Engines, Gearboxes, Slew Rings, Transmissions etc.... call for details.

WE CAN SHIP TO MOST WORLDWIDE DESTINATIONS



MANLIFT HIRE LTD.

Call: +353 (0)21 431 1332 • Fax: +353 (0)21 431 1523

Email: manlift@eircome.net • Web: www.manlift.ie



SKYJACK 3219 €6500
19ft scissor lift, fully serviced, new paint and certified, rent ready, excellent condition



SKYJACK 3220 €7500
20ft scissor lift, fully serviced, new paint and certified, rent ready, excellent condition



SNORKEL 2033 €7500
20ft scissor lift, 3 years old, fully serviced, new paint and certified, rent ready, excellent condition



MX19 UPRIGHT SCISSOR LIFT €5750
20ft scissor lift, fully serviced, new paint and certified, rent ready, excellent condition quantity x6



SP125 PERSONNEL LIFT €3500
31ft working height lift, fully serviced, certified, rent ready, excellent condition quantity x2



CONDOR 26M ARTICULATED TELESCOPIC BOOM €20000
4x4 fully serviced, certified, rent ready, excellent condition



CTE MODEL Z20 €39000
2003, 20M Working height boom on a nissan cabstar, fully serviced, certified, rent ready, excellent condition



SOCCAGE MODEL M22 €47000
2004, 22M Working height boom on a nissan cabstar, fully serviced, certified, rent ready, excellent condition



AMZ 50FT BOOM €12500
fully serviced, new paint and certified, rent ready, excellent condition



GENIE IWP20S PERSONAL LIFT €6900
2006, 26ft working height, new demo unit, rent ready, fully certified



GENIE AWP 40 PERSONNEL LIFT €3500
200, 46ft working height, perfect condition, rent ready, fully certified



00 VOLVO FLC 18
Complete with 3DF beaver tail body and remote control winch



04 MANITOU 1740



TRANSIT
12.5 meterlift mounted



LIFT
31.5 meterlift, mounted on a hino chassis, 20,000 miles, perfect mechanical order

New Machines

Type	Quantity	Working Height	Type	Quantity	Working Height
Battery Scissors			JLG M600J	2	22m
JLG 1930 ES	10	8m	JLG 450AJ	4	16m
JLG 3246 ES	4	12m	Diesel Scissorlift		
Haulotte Compact 12	8	12m	Haulotte Compact 12	2	12m
Battery Booms			Tracked Boomlift		
Haulotte H15IP	1	15m	Bi Energy SUP	2	19m
Diesel Booms			Vehicle mount		
Haulotte HA16PX	2	16m	Nissan Cabstar 21m telescopic	1	21m
Haulotte HA18PX	2	18m	Nissan Cabstar 21m articulating	1	21m
Haulotte HA20PX	1	20m			

Used Machines

Type	Quantity	Working Height	Type	Quantity	Working Height
Battery Scissors			Battery Booms		
Haulotte Compact 8 - 2003/2004	10	8m	Haulotte H15IP - 2005	1	15m
Haulotte Compact 10 - 2003/2004	2	10m	Diesel Booms		
Haulotte Compact 12 - 2003/2004	6	12m	Haulotte HA16PX - 2004/2005/2006	6	16m
Snorkel 2032 - 2003	1	8m	Haulotte HA18PX - 2004	1	18m
Snorkel 1930 - 2003	1	8m	Haulotte HA20PX - 2005/2006	2	20m
JLG 3369 ES - 2001/2002	6	12m	Haulotte HA25PX - 2005	2	25m
JLG 2646 ES - 2001	3	10m	Haulotte HA26PX - 2005	2	26m
JLG 2032 ES - 2001	4	8m	JLG 1200 SPJ - 2002	1	38m
JLG 1930 ES - 2005	10	8m	JLG 1250 AJP - 2006	1	41m
JLG 2030 ES - 2005	6	8m	Telescopic Forklifts		
JLG 2630 ES - 2005	6	10m	Manitou MT1470 - 2004/2005/2006/2007	1	17m
JLG 3246 ES - 2005	2	12m	Vehicle Mounted Lifts		
UpRight MX19 - 2006	10	8m	Nissan Cabstar CTE - 2004	1	20m
Diesel Scissorlift			Nissan Cabstar Socage - 2005	1	22m
Haulotte Compact 12dx - 2005	2	12m	Nissan Cabstar Isoli - 2004/2005/2006/2007	8	20m
Haulotte H15 SX - 2005	2	15m	Hino Truck 18,000 miles Acklift - 1992	1	31.5m

Serious enquiries only — No tyre kickers or bungee jumpers!



PKS-600

Super-compact Aerial Work Platform
This super-compact work platform is ideal for working in tight spaces. Battery operated and driveable at full height, the PKS-600 weighs just 653kg and folds down to fit into a small van!

- Up to 6m of working height
- Compact - only 0.78 x 1.47m
- Easy to transport - stows to just 1.13m
- Battery operated for 'clean-air' and quiet operation

Call the KermCo team today for all your powered access needs - models range from 3m to 101m!

UK Distributor for Faraone aerial platforms
Tel 01825-724489
Mobile 07790 295081
Email info@kermco.co.uk
www.kermco.co.uk



- NEW MACHINE SALES
- PRE OWNED MACHINES SALES
- CONTRACT LEASING
- SERVICING CONTRACTS
- LONG TERM RENTAL
- IPAF & PASMA TRAINING
- EX CONTRACT LEASE OR RENTAL FLEET



PLEASE QUOTE REF APO05



Active Business Centre Hamilton ML3 9BG UK
T 00 44 (0)1698 28 11 90
F 00 44 (0)1698 28 17 35
www.activeaccesssolutions.co.uk
enquiries@activeaccesssolutions.co.uk



Sales

Crane - exchange

Repair & rebuild

Spare parts

Skilled Crane Engineers required. Based in South U.K. Apply below

Jones Cranes Parts & Iron Fairy Cranes
Divisions of:
Southdown Engineers Ltd
Sapphire Works (Unit 3)
Firsland Park
Albourne
West Sussex BN6 9JJ
United Kingdom

Tel: 01273 494020
(outside U.K 0044 1273 494020)
Fax: 01273 494294
(outside U.K 0044 1273 494294)
Email: info@ironfairycranes.co.uk
Web:
www.ironfairycranes.co.uk
www.jonesironfairy.co.uk



ALLAN ACCESS LIMITED

Welham Lane, Great Bowden, Market Harborough, Leicestershire, LE16 7HS.
Tel: 01858 469 400 Fax: 01858 410 646 Web: www.allanaccess.com



Our unique experience brings together a full and versatile range of vehicle and crawler mounted access platforms for a comprehensive end user portfolio, backed by our first class after sales support service.



Large Truck
upto 85 meters

3.5 tonne models
upto 23 meters

Insulated &
4x4 models

Full
Crawler
Range

YOUR Direct Route to Access.....



- Sales of **New** and **Used** access platforms
- **Training** and **Instruction** anywhere in the UK
- Equipment **Finance** options include Spot Hire, Contract **Rental & Buy-back** (subject to status)
- Worldwide **Export** with in-house shipping service
- Wir Sprechen Deutsch...Se Habla Español....
- Parliamo Italiano.....
- **Experienced** Access people



T: 01483 475390
F: 01483 486468
M: 07717-779541
E: info@accessplatformsdirect.co.uk

www.accessplatformsdirect.co.uk



**Manitowoc Crane Group UK
USED MOBILE CRANE SALES**



www.manitowoccrane.com

For further information please contact:
Mr. John Cantle
PH.: +44 77 1308 4948

GROVE



Additional Services:

Crane Testing • Crane Repairs

Tel: +44 (0)1767 677155

Berrys Yard, Caxton Road, Great Gransden,
Sandy, Bedfordshire SG19 3BH

www.jtminicranes.co.uk



**The most compact
cranes in the world!**

• USED EQUIPMENT • SPARE PARTS • RECRUITMENT • RECONDITIONING • HIRE • WANTED • USED EQUIPMENT • SPARE PARTS • RECRUITMENT • RECONDITIONING • HIRE • WANTED •

www.skylift.ie



Genie Authorised Distributor



GENIE BOOMS
Z45 / S65 / S85 / S125

GENIE SCISSORS
1932 / 3268 / 5390

USED MACHINERY

Enquire about our
vast array of
used equipment
All fully serviced
and certified



07 JCB LOADALL SALE

**HUGH DISCOUNTS
ON 07 JCB'S**



DEPOTS: DUBLIN, CORK, LIMERICK

CALL SALES: 00 353 (0) 61 30 46 46

EMAIL: sales@skylift.ie

The new Leo 50 GTX



Winner of the SED Awards for Excellence - The new Leo 50 GTX with big basket capacity.

Compact dimensions allow every Teupen model to pass through standard doorways, whilst the tracked chassis creates low ground bearing pressure to eliminate damage to floors.

SALES • HIRE • SERVICE

TEUPEN[®]
...work safely aloft

AVAILABLE FOR RE-RENT

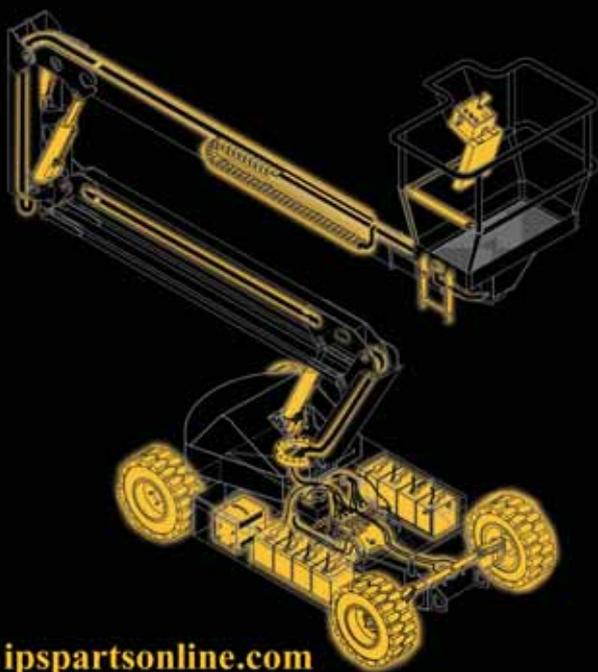
The Leo range of tracked access is now available for Re-rent from Ranger Equipment

- Simple and fast set up
- Compact and easy to manoeuvre
- Working heights up to 50m
- 180 degree basket rotation
- Big outreach (50 GT)
- Big capacity (50 GTX)
- Easy to drive into a building



Manufactured by Teupen and distributed in the UK by RANGER EQUIPMENT 52 Shaw Street, Whittington Moor, Chesterfield, Derbyshire S41 9AY
www.tracked-access.co.uk • www.teupen.uk.com • Tel 0870 225 5554

For all your parts... there's IPS online



ipspartsonline.com

IPS
+44 (0)845 108 4000

IPS online
the easy way to access parts

SPIERINGS
MOBILE CRANES



SPIERINGS
a new generation mobile cranes

For information
0031 - 412 - 62 69 64
www.spieringscranes.com
or call your crane hire company

Spierings folding crane, the best solution

HYDRAULIC TROUBLESHOOTER

New book describing how hydraulic components, systems and seals work and how to keep them working.

by

Don Seddon and Nick Peppiatt

25 Chapters 180 Pages

£25 from

www.arimapublishing.com

44(0)1284 700321



**McNALLY
CRANE HIRE**





McNALLY CRANE HIRE

Offer lifting solutions with our skilled team of personnel across Ireland and England.

Specializing in Wind turbine erection.

We have a modern fleet of cranes from 25t to 1000t capacity.

www.windhoist.co.uk
Email: info@windhoist.co.uk

Services

- Turbine mechanical erection packages
- Heavy craneage
- Maintenance
- Engineering
- Windfarm Decommissioning

WINDHOIST Ltd.
Ayrshire Innovation Centre
Irvine, Ayrshire, KA11 5DA
UK
Tel. +44 2890 232 595
McNALLY's Crane Hire
Dawson Street
Monaghan
Ireland
Tel. +353 47 81000





windhoist
TURBINE | ERECTION | EXPERTS





vansoncranes.com
EXPERIENCE CARRIES WEIGHT. EST. 1987

Self Erecting, Saddle & Luffing Jib Tower Cranes



Call
Crane Sales
01476 861011
Today...

Or Visit
www.vansoncranes.com

Lift your image!





MTI-LUX S.A.

2a, Rue Prince Henri
L-6735 Grevenmacher
Luxemburg
Tel. +352 / 267 454 80
Fax +352 / 267 454 83

MTILUX@aol.com
MTILUX@pt.lu

www.mti-lux.com

This is just a
small selection
of our stock



JLG 450AJ
Year 2004
Working height 15.72 m



JLG 510AJ
Year 2004
Working height 17.81 m



JLG 600AJ
Year 2002
Working height 20.29 m



JLG 1200SJP
Year 2004
Working height 38.58 m



JLG 800AJ
Year 2002
Working height 26.38 m



JLG 3246 ES
Year 2004
Working height 11.68 m



JLG 460SJ
Year 2002
Working height 16.02 m



UpRight TM 12
Year 2004
Working height 5.80 m

Please do not hesitate to contact us as our stock changes on a daily basis.
We also have new machinery in stock, ALL major brands available.



Only a 10 minutes drive
from Schiphol  Airport

INSTANT HOLLAND

The address for rental and sale of Aerial platforms and Scaffolding

If You require more information call on +31 20 449 69 99
or visit www.instant-holland.nl

WEAVING MACHINERY
HYDRAULIC 'SELF-ERECT' CRANES

- FAST & EFFICIENT
- QUIET & COMPACT
- GALVANISED JIB & TOWER
- TRAINING PROVIDED
- AFTER-SALES SUPPORT

Join the silent revolution from only £25,000!



☎ 01386 49155 07817 255 730

COMPETITIVE INSURANCE

Specialist Insurance For :

- Mobile Crane
- Telescopic Crane
- Tower Crane
- Hammerhead Crane
- Truck Mounted Crane
- Crawler Crane
- Jib Crane



We are able to offer :

- Statutory Inspection Contracts
- Road Traffic Act Cover
- Public Liability & Employers Liability

Wide Wording with A Rated Insurers, Discounts for
CESAR Registered Plant

Contact James Brown Day on

fml Tel 0871 508 1204
 Fax 01702 437788
 Email planthire@fmlinsurance.com

FML Insurance Services LTD
 Authorised and regulated by the Financial Services Authority 309970

APS
Access Platform Sales
 NEW • USED • TRAINING • SERVICE



Library picture
SNORKEL SR2770 (2001)
 Scissor lift.
 33' working height. Diesel.
 Repainted, serviced & tested.



GENIE AWP20 (2005)
 Personnel lift.
 26' working height. Battery.
 Serviced & tested.



NIFTYLIFT HEIGHT RIDER 12 NBE (1998) Self propelled boom.
 40' working height. Narrow, bi-energy.
 Repainted, serviced & tested.



LIFTLUX SL105-10 (2002)
 Self propelled scissor lift.
 41' working height. Battery.
 Repainted, serviced & tested.



JLG 120HX (1998)
 Self propelled boom.
 126' working height. Diesel.
 4 wd. Serviced & tested.



Library picture
NIFTYLIFT HEIGHT RIDER 15 NDE (2000) Self propelled boom.
 51' working height. Diesel/battery.
 Repainted, serviced & tested.



SPIDER TST29 (1999)
 Special high reach platform
 94' working height. Battery/mains
 electric. Repainted, serviced & tested.



Library picture
GENIE Z45-22 DRT (1990)
 Self propelled boom.
 51' working height. Diesel.
 Repainted, serviced & tested.



Library picture
SNORKEL S2545 (2001)
 Self propelled scissor lift.
 31' working height. Battery.
 Repainted, serviced and tested.



HAULOTTE STAR 6 (2005)
 Personnel lift.
 20' working height. Battery
 Serviced & tested.



Library picture
GENIE GS-2646 (2000)
 Self propelled scissor lift.
 32' working height. Battery.
 Serviced & tested.



Library picture
TEREX TA30N (1999)
 Self propelled boom.
 36' working height. Battery.
 Repainted, serviced & tested.

Leewood Business Park, Upton, Huntingdon, PE28 5YQ
Tel: +44 (0) 1480 891251 **Fax:** +44 (0) 1480 891162
e-mail: sales@accessplatforms.co.uk

www.accessplatforms.co.uk

• USED EQUIPMENT • SPARE PARTS • RECRUITMENT • RECONDITIONING • HIRE • WANTED • USED EQUIPMENT • SPARE PARTS • RECRUITMENT • RECONDITIONING • HIRE • WANTED •

Quality Used Access

- 30 years experience in the Access Industry
- Over 2,500 machines for sale
- All machines CE marked

- Machines sold tested and certified
- Lead-times a fraction of the manufacturers
- Packages/special offers available

STOCK LIST

BATTERY SCISSORS 7.6 - 17.3m

Genie GS1932	7.6m	2004/5/6/7
Genie GS2032	7.9m	2004/5/6/7
Genie GS2632	9.9m	2004/5
Genie GS2646	9.9m	2004/5/6
Genie GS3246	11.7m	2004/5/6/7
Lifflux 153-12	17.3m	2001/7

Diesel Scissors 11.5m - 22.5m

Skyjack SJ6832	11.5m	2007
Genie GS3384	12m	2005/6/7
Skyjack SJ7135	12.5m	2007
Skyjack SJ9250	17.1m	2007
Genie GS5390	18.5m	2005/6/7
Lifflux 205-25	22.5m	1999

Battery Booms 9.4m - 13.5m

Genie Z25/8	9.4m	1999/2000
Genie Z30/20n	11.1m	2005/6
Genie Z34/22n	12.5m	2005/6
UpRight AB38	13.5m	2004/5/7

Diesel Booms 16m - 20.4m

Genie Z45/25 BI	16m	2002/3/4/5
Genie Z45/25RT	16m	2004/5/6/7
Genie S45	15.7m	2004/5/6/7
Genie Z51/30	17.6m	2007
Genie Z60/34	20.4m	2004/5/6/7

Diesel Booms 21.8m - 43.1m

Genie S65	21.8m	2001/4/5/6/7
Genie Z80/60	26.4m	2004/5/6/7
Genie S85	27.9m	2005/5/6/7
Genie S125	40.1m	2003/4/5/6/7
Genie Z135/70	43.1m	2006/7

Specialised Access 12.2m - 42m

Nifty TD120 TN	12.2m	2007
Scanlift SL185	18.5m	2000
Scanlift SL190	19m	2001
Omme 2200RBD	21.8m	2004/6/7
Denka DL22n	22m	2001/2
Scanlift SL240	24m	2000/1/4
Falck Schmidt FS290	29m	2003/5
Falck Schmidt FS290C	29m	2005
Omme 3000RBD	29.7m	2006/7
Falck Schmidt FS370	37m	2005
Falck Schmidt FS420C	42m	2005

Telescopic Forklifts 4m - 21m

Manitou MT420	4m/2 ton	2002
Manitou SLT415	4m/1.5 ton	2002
Manitou MLT523	5m/2.3 ton	2004/5
Manitou MT932	9m/3.2 ton	2005
Manitou MT1030	10m/3 ton	2005
Manitou MT1335	13m/3.5 ton	2005
Manitou MT1740	17m/4 ton	2005
Manitou MRT2150	21m/5 ton	2005

Vehicle Mounted 13m - 50m

Large choice of:	
Simon S220/263/300	1987 - 1999
Bronto S34/46/50	2002 - 2005

Mini Cranes 2 - 3.5 tons

Maeda MC104 CRG	5.5m/1 ton	2006
Valla 20E	4.5m/2 ton	2003
Maeda MC285 CRME	8.7m/2.82 ton	2006
Maeda MC305 CRME	12.6m/2.93 ton	2006
Valla 35E	6.5m/3.5 ton	2003
Maeda MC405 CRM E	16.8m/3.83 ton	2007
Maeda LC785	16.35m/4.9 ton	2007

the access specialists

Machinery For Sale



Genie S45
Telescopic boom
15.7m - 2004/5/6/7



Genie S65
Telescopic boom
21.8m - 2001/4/5/6/7



Genie Z51/30
Articulated Boom
17.6m - 2004/5/6/7



Genie Z60/34
Articulated Boom
20.4m - 2004/5/6/7



Genie GS1932
Battery scissors
7.6m - 2004/5/6/7



Genie GS3246
Battery scissors
11.7m - 2004/5/6/7



Skyjack SJ7135
Diesel scissors
12.5m - 2006/7



Genie GS5390
Diesel scissors
18.5m - 2005/6/7



Manitou BT420
Diesel teleporter
4m/2. tons
2002/4



Manitou MT1335
Diesel teleporter
13m/3.5 tons
2005



Manitou MT1740
Diesel teleporter
17m/4 tons
2005



Manitou MT2150
Diesel teleporter
21m/5tons
2004/5



Omme RBD2200
Specialised spider
21.8m - 2004/6/7



Omme RBD3000
Specialised spider
29.7m - 2006/7



GSR 12.5RA (Iveco)
Truck mount
12.5m - 2003



Nifty 130VT (Nissan Cabstar)
Truck mount
13m -2003

Coolquoy. The ward. Co
DUBLIN. Ireland

Tel: +353 (0)1 835 2835
Fax: +353 (0)1 835 2856

 **Easi UpLifts**
LIMITED

www.easiuplifts.com
Email: info@heightforhire.com

the access specialists

Your experienced partner in...
...powered access platforms.



- Large inventory of new machines from major manufacturers
- Machines supplied in the condition you want
- We make it easy and speak your language
- We offer OEM replacement parts for most brands
- A second to none after-sales service
- A designated division for aluminium scaffolds systems



The number 1 is
always on top!


PlatformSales
EUROPE

PlatformSales Europe • Maxwellstraat 50 • 3316 GP Dordrecht • The Netherlands

T. +31 78 65 217 65 • F. +31 78 65 217 60 • E. sales@platformsaleseurope.com • I. www.platformsaleseurope.com