



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**