

# cranes & access

www.vertikal.net

May/June 2009 Vol. 11 issue 4

**Vertikal**  
**days**

preview  
guide

**Telehandlers**

**Self erecting  
tower cranes**

**Mast  
climbers**

**New products  
from Intermat**

...New cranes from Jekko, Link-Belt & Comansa... New Holland Lift line... Teupen takes Traklift... Access Rentals & WD Bennett go down...





# Articulate!

**Our new SJ 46AJ Articulating Boom.  
Need we say more?**

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



For information call +44-1691-676235  
or visit us online at [www.skyjack.com](http://www.skyjack.com)

**SKYJACK™**



## On the cover:

Did you guess it? Part of a Merlo 40.25 MCSS telehandler on show at Intermat.



# C & a contents

17

Telehandlers



32

Self erectors



49

Mastclimbers



**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](http://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](mailto: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

WD Bennett fails and re-emerges, Traklift acquired, Ainscough's first big crawler arrives, PB goes with Ranger, Tadano confirms Knecht appointment, Access Rentals in administration, Elavation acquires Safeline, New European distribution centre for Genie, GGR launches Airlift, Isoli to appoint UK dealer, Sholz joins Sany, Jekko unveils new mini crane, Holland lift to launch Eco range, SED roundup.

Telehandlers 17

The telehandler sector appears to have gone from boom to bust within six months with sales to the construction sector in several major markets well down on last year. Mark Darwin



takes a look at one of the most popular items of site equipment, decimated by the current market conditions. Or is it?

Intermat review 25

Despite its problems, Intermat remains one of the world's largest international equipment shows. See what was happening in the Cranes&Access review.

Self erectors 32

As if the current economic climate isn't enough of a challenge, self erecting tower crane rental companies (particularly those with small fleets) have a variety of other issues to watch out for. Cranes&Access takes a closer look at these and at the pros and cons of using small tower cranes rather than telehandlers on-site.



Vertikal Days 37

Now in its third year, Vertikal Days has firmly established itself as THE lifting show for the UK and Ireland, with its relaxed atmosphere conducive to networking, making new contacts, discovering new products and ideas and in some cases, trying out the equipment in the demonstration area. Here is the 12 page show guide.

Vertikal  
Days

Mastclimbers 49

We take a closer look at the pros and the cons of using mastclimbers and ask why only a few contractors are exploiting the benefits they offer.



IPAF

Summit 63

The 2009 IPAF summit and awards dinner is now long past, however as promised, we are publishing our alternative photo album of the Dublin event. Hopefully the following pages will give an accurate flavour of the event, albeit in a humorous and irreverent manner.

## regulars

ALLMI Focus 55

Training 57

Your letters 58

IPAF Focus 59

Pasma Focus 61

Books & Models 62

What's on? 68

On-Line directory 72

In the next C&A

Plant shutdown, Annual dealer guide, Industrial access, Pick and carry cranes and Vertikal Days review, and a look back at 10 years of Cranes&Access.

 **Syrinx** No.1 for Hire Software  
550+ companies throughout the UK and Ireland use Syrinx®  
[www.higherconcept.co.uk](http://www.higherconcept.co.uk) +44 (0)118 947 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 80 000 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.

**Welcomed on  
UKCG sites**

**Contact IPAF for full details now**

Call +44 (0)15395 62444 Email [info@ipaf.org](mailto: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 18878



The world authority  
in powered access



[www.ipaf.org](http://www.ipaf.org)

**Purchase IPAF's US and European Rental Reports  
at [www.ipaf.org](http://www.ipaf.org) or by emailing [info@ipaf.org](mailto:info@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 Seringenstraat, 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 2009

The Vertikal Press also publishes:



For users & buyers of lifting equipment

May/June 2009 Vol. 11 issue 4

### Editors:

Leigh Sparrow

Mark Darwin

### Associate Editors:

Rüdiger Kopf (Freiburg)

Alexander Ochs (Freiburg)

Andrew Klinachev (Moscow)

### Sales & customer support:

Pam Penny

Karlheinz Kopp

Claire Engelke

### 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

## It's specialist showtime

As the exhibition season reaches its  
peak it's all a little confusing.

At one extreme we have very  
successful and well established shows such as Hillhead deciding  
that this year is too hard, postponing the event until next year;  
SED went ahead in a greatly reduced mode with most of the 'bolt on'  
sectors such as recycling and access giving it a miss and then we  
had Intermat where it was almost business as usual although  
attendance was down around 10-15 percent.

It would appear that the economic crunch may well have finally  
polarised companies' views on shows and it seems the ayes are  
with either the specialist shows or the mega annual show. For our  
sector this means Bauma, Conexpo and Intermat (yes, I think that  
it still has a valid place in the three year, global show cycle).

That leaves the specialist shows. At the same time as SED there  
was the Safety & Health Expo at the NEC. Only the first time I have  
been to this but I was impressed with the vitality, attendance and  
positive buzz. Cranes&Access' own Vertikal Days - solely aimed at  
the cranes, access and lifting sector - is now in its third year and  
despite the current climate, 2009 has more exhibitors than ever  
before. With about 60 access manufacturers represented it looks  
set to be the biggest access equipment show yet in the UK  
(not forgetting the 30 or so crane and numerous other affiliated  
companies attending).

But why are the specialist shows doing so well?

Companies may finally be realising that the general equipment  
exhibition attracts customers after 'general equipment' and for  
visitors it is easier and better to have a show where every exhibitor  
is of interest? For the exhibitors the returns are better at a show that  
may be smaller, may have less visitors but where every visitor is a  
potential customer.

If you haven't yet been to Vertikal Days at Haydock Park it is well  
worth making the effort. A full show guide - including information on  
exhibitors, seminars and meetings - is included in this issue as well  
as a run-down of all the World, European and UK launches - and  
there are quite a few.

Yes there is a global recession, but an enormous amount of business  
is still being done. And the best way to get more business is to  
meet more companies in your sector and the specialist show is  
probably the most cost effective way of doing it.

See you at the end of June - oh and bring an umbrella. After all, it is  
England in the summer!

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**





## WD Bennett fails and re-emerges

UK tower crane company WD Bennett Plant and Services was placed into administration in early May following a difficult trading period and having lost a major accident lawsuit. The Sharpness, Gloucestershire-based company was ultimately owned by Edward and Karen Seager and ran a fleet of 121 tower cranes.

The company had implemented a rapid fleet renewal programme, in response to the increased focus on tower crane safety. However with the recent downturn and law suit, had no choice but to seek protection under the UK bankruptcy rules.

However the company's owners did a 'Pre-Pack' arrangement forming Bennetts Cranes Ltd which then purchased 18 cranes from the Administrator, along with the debtors and the goodwill. He has also purchased a further 24 cranes from various finance companies and will continue the Bennett business from the same premises with the same staff. Seager essentially paid £534,149 for the business, most of which was financed by Lloyds TSB Corporate Finance, the main preferred creditor of WD Bennetts. The purchase price was made up of the encumbered asset value of £458,749, £74,496 of other assets plus £1 for each of the following: customer lists, existing contracts, goodwill and intellectual property rights. Seager provided Lloyds with personal guarantees of £175,000 in order to secure the funding.

## Ainscough's first big crawler crane goes to work

The first of Ainscough's big crawler cranes, a Terex Demag CC2500 ordered last August, has started its first job, a long term project in the UK. The crane was originally scheduled for delivery later this year. The 500 tonne CC2500, one of two on order, is understood to be signed up for a job in the London area. Since announcing its first purchases in August 2008 the company has been on a £20 million plus spending spree and has added a 1,250 tonne CC6800 for delivery next year, two 600 tonne CC2800-1, the first of which is also on its way and a 600 tonne Liebherr LR1600/2 for delivery towards the end of this year.



## First Youngman Boss X3 delivered

The first batch of Youngman Boss X3 push around scissor lifts have been delivered to London Tower Services (LTS).

*The first four Youngman Boss X3's to be delivered.*

# Traklift acquired

Teupen Hungaria launched a 21 metre Traklift at Intermat

Teupen founder Alfons Thihatmer has acquired a majority stake in Teupen Hungaria which recently launched the Traklift brand. The company, established in 1995, was equally owned by Thihatmer, a colleague and the Fekete family which in spite of owning just 33.3 percent of the shares had a controlling veto.

Teupen Hungaria built the smaller trailer and track mounted spider lifts for Teupen which it sold under the Teupen brand. Teupen Hungaria did much of the design work on the machines it built incorporating Teupen patents into those designs. It began building up its own distribution network with the Traklift name after Nord Holding acquired a majority stake in Teupen last year. This triggered a



legal battle which appeared to be going in favour of the Feketes. However following the recent buy-out, all sales of Teupen Hungaria products under the Traklift banner have been suspended and the future of the marque is still uncertain.

## PB goes with Ranger

PB Lifetechnik, the German-based heavy duty and narrow aisle scissor lift manufacturer, has appointed Ranger Equipment, which also trades as The Spiderlift Company, as its distributor for the UK and Ireland. The two companies will formally launch their partnership at Vertical Days later this month. Ranger Equipment has expanded rapidly in recent years and was recently appointed as the UK distributor for Aichi booms and scissor lifts. The company also handles Teupen tracked, trailer and truck mounted lifts and Dinolift trailer and self propelled lifts.

The Spider Lift Company offers the larger and more unusual products for re-rent, and it is possible that it will add a few PB lifts to the fleet in order to help it establish the PB brand in the UK.



*PB will be distributed by Ranger Equipment.*

## Access Rentals in administration

One of the UK's largest aerial lift rental companies, Access Rentals, has filed for administration, appointing KPMG to restructure the business. The business which is/was largely owned by Keith Kendall had piled up debts and fallen out with at least one of its largest creditors.

Alex Lee, the recently appointed managing director left the company in May, although he continues to manage Access Rentals Scotland, in which he has a financial stake and which is not affected by the administration of the English business. At time of going to press Kendall was attempting to obtain the agreement of the finance companies that fund the fleet to acquire the business. However KPMG had given manufacturer Haulotte a period of exclusivity to acquire the business as a going concern.

# Elavation acquires Safeline

Elavation, the Milton Keynes-based powered access rental company has acquired the powered access rental division of Safeline Access Solutions, also based in Milton Keynes, for an undisclosed sum. Safeline, which sells and rents the Latchway Mansafe safety system, developed its powered access division to compliment the products it provided to its petro-chemical and industrial power client base, but has now decided to focus its efforts on its core business while Elavation will supply the powered access.

Stuart McClurg, managing director of Safeline said: "The synergy between both businesses made the acquisition a seamless fit. Elavation shares the same core commitments to service and quality that we built our business on. This move will allow us to develop our core business at a time when there is huge innovation and growth in our industry."

Mani Gonzalez of Elavation added: "This is a fantastic opportunity for Elavation to develop its business into this notoriously difficult marketplace, with an existing customer base and innovative machines that command premium rates."



Genie is centralising its European regional distribution in the Netherlands.

## New European distribution centre for Genie

Terex AWP/Genie, has announced a restructuring of its European distribution organisation, centralising all logistics and distribution functions for new products and replacement parts into a dedicated logistics centre in Roosendaal, the Netherlands.

The new operation will offer same day shipping for most machines and replacement parts and includes a paint shop offering custom livery options and a workshop for pre-delivery inspections and the fitting of options and accessories. The new operation opened for parts business on June 2nd and is expected to be fully operational by the end of November.

Genie customer support centres in France, Germany, Spain, Sweden, and the UK will remain as the main commercial bases for those markets and will continue to include product

support staff focused on the local market. In the UK, the Grantham location will include the refurbishment, used equipment, parts fabrication, service and training centres, while the Dubai facility includes a local spare parts operation for fast moving items.

The new facility - managed by Howard Wilkinson - will also become the base for Dutch-based sales and support staff, and will include around 30 Genie staff responsible for whole goods and parts inventories for all Genie aerial lifts, telehandlers and Terex lighting towers. Customers will have the option of accessing the new facility via the web, for parts orders or local toll free numbers. They can also continue to call their local Genie service centres. Some jobs will be lost at the local centres, while new jobs will be created in Roosendaal.

# Tadano confirms Knecht appointment

Tadano has confirmed that Alexander Knecht, previously chairman of Terex Cranes, has joined the company, succeeding Masaharu Nakanishi as president and chief executive of the Tadano Faun Group. He has also joined the board of Tadano, Japan as director/executive officer.

Knecht will be joined by Minoru Sakuta as vice president Faun GmbH who returns to the German business after seven years in Japan, and Satoru Oyashiki - heavily involved in the acquisition of Faun in the early 1990's - who becomes president of Tadano Faun GmbH, the sales, marketing and service organisation. Oyashiki replaces Shinichi Iimura, who returned to Tadano Japan as director in charge of overseas sales operations.



Tadano president Koichi Tadano (R) welcomes Alexander Knecht



(L-R) Yasuo Ayai (director finance TF), Satoru Oyashiki, Minoru Sakuta, Alexander Knecht, Koichi Tadano, Tadashi Suzuki (senior executive officer Tadano), Rolf Sonntag (director sales administration TF).

## Snorkel recall

Snorkel has issued an urgent warning that some of its 120 and 126ft booms, built prior to 2004, may not be fitted with the correct number of boom sensors.

If you own or use any TB126, TB126J or PR0126 models built between 2000 and 2003, they should be checked to ensure that they have the correct boom and boom angle sensors as soon as possible by calling the following numbers: North and South America: Gary Wampler 800-255-0317 Asia-Pacific: Doug Floyd +61 2 9725 4000

Europe, Middle East and Africa: Michael Wright +44 (0) 845 1550 057





GGR has launched Airlift - the world's first fully ATEX certified Zone 1 compliant series of compressed air powered spider cranes

## GGR on air

Unic mini crane master distributor GGR has launched Airlift, the world's first fully ATEX certified Zone 1 compliant series of compressed air powered spider cranes.

Developed primarily for the petrochemical, offshore and underground controlled sectors, the six model AL series of spider cranes have been engineered for working in Zone 1 and Zone 2 environments.

The EU ATEX 94 (Atmospheres EXplosibles) Equipment Directive came into effect in the UK in March 1996 and required the classification of working areas into zones where hazardous explosive atmospheres may exist and prohibits the use of petrol or gas engines.

The six model range spans from the AL529 - 2.9 tonne capacity to 8.8 metres maximum height - to the AL660 with a six tonne capacity and 19.5 metre lifting height. All cranes offer light weight, small footprint, low point loadings and ease of installation with their compact dimensions ideal for working in confined spaces and areas with restricted access.

## Van Riel takes first GCK

Dutch-based crane rental company MJ Van Riel has ordered the first Grove GCK3045 city crane. The company - which operates from three locations in Tilburg, Oss and Eindhoven - already runs the 40 tonne, three axle Terex Demag AC40 City crane and so has experience of this type of crane.

The GCK3045, is a compact 45 tonne, three-axle, single cab unit with classic city 'Nose down' design. Its 34 metre main boom is said to be best in class, while the fact that it requires no extra counterweight and offers asymmetric outrigger settings are significant benefits for work in congested areas. The crane has an optional 6.3 to 10.2 metre 'twist' jib which

attaches through a simple elevation of the boom and then a twist of the jib by the operator before pinning into position. The entire operation is said to be a one-man job and can be done within the crane's 2.55 metre overall width, meaning full boom and jib can be rigged in a narrow street or aisle. The hook block stows automatically for travel.

Martin van Riel, CEO and owner said: "I have been running and operating cranes for the past 20 years and this GCK3045 is a perfect crane. The best feature is its size. It is just three metres high so we can get it into all kinds of places. It's also shorter than similar cranes which is another advantage."

(L-R) Eric Etchart, Manitowoc, Martin van Riel, Philippe Cohet and Frans Vanwinkel both of Manitowoc



## New Faun on the Horizon

Horizon Reinforcement & Crane Hire of Falkirk, Scotland has taken delivery of a new Tadano Faun ATF220G-5 from UK distributor Cranes UK. The company runs a fleet of All Terrain, truck mounted and loader cranes as well as providing a full, steel reinforcing supply and service.

The new crane now the largest the company's fleet, will allow it to carry out a significantly wider range of work in the area. The company is owned and managed by the Dougall family.



Paul Goodall (L) of Cranes UK hands over the ATF 220G-5 to Steven Dougall of Horizon

## And the winners are.....

More than 200 members, associate members, sponsors and guests attended the European Rental Association annual convention at the Midland Hotel, Central Manchester last month.

In the evening was the annual awards dinner and the winners (in no particular order) were:

### Rental Product of the year:

**Winner:** Haulotte H28TJ+

**Also nominated:** Niftylift HR21 bi-energy, Dust control air cleaner and Hitachi ZX14-3 mini excavator.

### Rental Company of the year - more than 10 depots:

**Winner:** Aggreko

**Also nominated:** A-Plant and Malthus.

### Lifetime achievement award:

**Winner:** George Burnett former CEO of Ashtead group.

### Rental Company of the year - less than 10 depots:

**Winner** - Lipac of Sweden

**Also nominated:** Cofiloc, Destination Bulgaria and Høyde Service.

### ERA Rental person of the year:

**Winner:** Mendes Migotto - Venpa Italy.

**Also nominated:** Pierre Boels of Boels Verhuur, Holland and Erkki Norvio of Ramirent.

## Isoli to appoint UK dealer

Following discussions at Intermat, Italian specialist truck platforms, breakdown recovery vehicles and military vehicles manufacturer, Isoli is poised to announce Promax Access as its new UK dealer. Promax continues as distributor for the popular Platform Basket and Bil-Jax machines. The plan is to launch the new partnership at Vertikal Days later this month.

## Sholz joins Sany

In a move seen by many to underline Sany's crane intentions, Sascha Scholz, previously with Terex Demag's engineering team, has joined Chinese manufacturer Sany as head of R&D - mobile cranes. Scholz will be based at Sany's new facility in Koln Germany.





# Jekko unveils new mini crane

Italian crane manufacturer, Jekko will unveil an all new tracked mini crane at Vertikal Days later this month. The new model, its largest to date, is the SPX1040, with a maximum lift capacity of four tonnes and a maximum tip height of 23.5 metres.



The new Jekko SPX1040

The new model is a narrow-aisle, pedestrian controlled crane although it can pick and carry up to 2.4 tonnes and is available in a variety of configurations. The basic model comes with rubber tracks, a 14.5 metre four section boom and heavy duty 4.8 metre swingaway with optional 2.7 metre stinger extension, which gives it a class leading tip height of 23.5 metres with an offset capability of up to 25 degrees.

The standard counterweight is 700kg, with a 1,000kg option which is normally paired with an optional extendible - 1.45 to 2.05 metre - undercarriage, steel tracks and a shorter, three section, 11 metre boom for maximum 2.4 tonne pick and carry capability. With the narrow fixed chassis and rubber tracks this is reduced to 1,000kg. A load chart will be available for the crane without counterweight, which reduces the GVW to just 5,000kg.

The SPX1040 is equipped with a fully automated rated load limiter and includes automatic monitoring of outrigger configuration and selection of the appropriate load chart. As with larger cranes it also includes an easy to use zone limitation device with automatic cut-out when the crane approaches the restricted area.

## So how does it stack up?

The new Jekko fits between the Unic 504/Maeda MC405, the new Unic 547 and the Unic 706 but in some areas competes with the Maeda LC mini crane models, in that with it offers respectable pick & carry duties, particularly with the wider chassis and steel tracks.

Model	Unic 504	Jekko SPX1040	Maeda MC405	Maeda LC785	Unic 706	Unic 547
Max capacity	4.0t*	4.0t	3.8t	4.9t	6.0t	4.0t
Boom	15.7m	14.5m	16.5m	15.6m	19.2m	18.2m
Tip height	17.0m	23.5m	22.0m	22.0m	20.8m	18.6m
Overall width	1.40m	1.40m	1.38m	2.35m	1.60m	1.40m
Overall length	4.80m	5.35m	4.98m	5.00m	5.60m	4.96m
Outriggers max	5.94 x 5.90m	4.17x 4.17m	5.20 x 5.70m	None	5.94 x 5.90m	5.94 x 5.90m
Outriggers min	4.08 x 4.67m	3.00 x 3.00m	4.00 x 4.90m	None	4.08 x 4.67m	4.08 x 4.67m
GVW	4.9t	5.7t	5.6t	10.2t	8.0t	5.0t
Boom	6 section	4 section	5 section	5 section	6 section	6 section
Radius	capacity					
6m	1,550kg	1,600kg	1,680kg	1,010kg	2,900kg	1630kg
10m	750kg	800kg	580kg	450kg	1,200kg	600kg
13m	350kg	500kg	430kg	210kg	700kg	410kg
1,000kg to?	8.5m	8.0m	8.0m	6.0m	11.0m	8.0m+
Pick&Carry	No	2,400kg+	no	2,000kg	No	No

\* with extra fall of cable +with extendible chassis and steel tracks O/R =Outriggers

# Big Easi Brontos

Easi Uplifts, the Dublin-based rental company, has taken delivery of four new Bronto truck mounted lifts for the UK. The delivery includes a 70 metre S70XDT which will be on display at Vertikal Days later this month and three, 46 metre S46XDT.

All four units include the maximum specification with the S70 destined for the company's new London location while the S46's will be located across the UK. The company is also looking for new staff to man its UK expansion programme.

Martin Keenan (L) of MacDonald Commercials, the Volvo truck dealer with John Ball, MD of Easi Uplifts with the new Brontos



# Biggest yet from Comansa

Tower crane manufacturer Linden Comansa has launched its largest standard tower crane to date. The 21 LC 750 is one of the market's most powerful flat-top cranes with a maximum capacity of up to 48 tonnes with up to 7,000kg at its 80 metre jib tip.

The new crane can be climbed with a maximum 80 metre jib to a freestanding height of 75.5 metres and is already available in three versions, depending on its maximum load of 24, 36 and 48 tonnes.

The 21 LC 750 replaces Comansa's LC 8952, and says the company, features technical improvements and be much easier to produce.



The new Linden Comansa 21 LC 750

(For more info see [www.vertikal.net](http://www.vertikal.net))

# Six stars for GT Access

GT Access of Bromsgrove, UK, has purchased six Haulotte Star 10 mast booms for its growing fleet. The new units are the first Haulotte products that the company has purchased.



Jonathan Till (L) with Craig Rooke of Haulotte

Specialist IT solutions for the rental industry

"inspHire has increased efficiency in our business"



Keith Johns, Managing Director - 2 Cousins Access

"inspHire understand the needs of the access market. It's Windows based so the training was easy and the invoicing now takes care of itself. inspHire is a very worthwhile investment"

Whatever the size of your business, inspHire provide hire management software solutions that will deliver proven results. Contact us today and become inspHired.

0800 634 0600  
sales@inspHire.com  
www.inspHire.com



# Feeling the Squeeze?



## Try the UpRight TM12



- Drives easily through a single doorway
- Easy step on, step off
- All steel, rental-tough chassis
- Ideal for construction & maintenance applications

the **UpRight** alternative

See the UpRight TM12 at Vertical Days Stand 111-112

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

# Holland Lift to launch Eco range

Holland Lift announced a new Eco Star range of compact battery powered scissor lifts at a 25th anniversary party at its Hoorn headquarters in mid May. The company also displayed an upgraded version of the B-195DL25 with increased lift capacity - now 750kg - yet weighs almost 1,000kg less.

The four model Eco Star range will offer two platform heights - 26ft/7.8 m or 32ft/9.7 metres - and two chassis widths of 1,000 mm or 1,400mm. Lift capacity is 450kg on the lower models and 325kg on the higher. The two wider units are also rated for both indoor and outdoor use. A 900mm roll-out deck carries the same rating as the main deck and platform width extends virtually to the edge of the machine on the narrow units and to within 100mm on the wider. The specification looks strong and one assumes that the Holland lift structural quality will not be sacrificed. The 32ft narrow model could be a very attractive compromise between the 800mm wide Genie 3232 concept with jacks and more normal 1.2 metre wide 32ft scissor lifts. The official launch of the new range will be at Bauma next year.

*Around 150 people attended the event.*



*The new, upgraded Holland Lift B-195DL25*



## Snorkel launches compact telescopic trailer lift



Snorkel Australia has unveiled the MHP14AT, a compact 13.5 metre articulated trailer lift with telescopic top boom. The unit, which will be built in New Zealand, is based on the company's MHP trailer chassis and incorporates the telescopic boom from the UpRight AB38 self propelled boom lift. It will initially only be offered in the Asian and Australasian markets.

*The Snorkel MHP12AT.*

## A century for Facelift self-drive

Hickstead, based access rental company Facelift has added the 29 metre GSR E290PX to its self-drive fleet taking it up to 100 units. The new lift was chosen for its 28.7 metre working height and exceptional working envelope, with 11 metres up and over reach and more than 15 metres unrestricted outreach - on a 7.5 tonne Iveco chassis.

*Facelift has added the 29 metre GSR E290PX to its self drive fleet.*





# First Octopussy for Jackson



Gordon Jackson with Michela Viviani of Oil&Steel UK at Intermat

Jackson Tools, Scotland has purchased the first Oil&Steel Octopussy 1400 spider lifts in the UK. The order for two units was placed by Gordon Jackson at Intermat. Skylift Hire of Ireland also ordered one of the new platforms. Other orders for the 1400 included 10 units from Dutch distributor Van Beuzekom, which also ordered Snake 2512 Compact and Snake 2010 truck mounts.

## Speedy rights issue and results

Speedy Hire, the UK's largest equipment rental company, has announced a fully underwritten, 9 for 1 rights issue to raise £100 million, through the issue of 458,658,900 new shares at 23 pence each.

The company also issued its preliminary year-end results with revenues up 2.3 percent to £476 million while profits plunged from a profit of £30 million last year to a loss of £70.6 million this year, due to £95.3 million of write downs and restructuring costs. (See [www.vertikal.net](http://www.vertikal.net) for more info)

## Terex seeks new funds

Terex Corporation, owner of Terex Cranes and Genie AWP has announced that it is seeking \$600 million in new financing and that it has agreed a further amendment to its current facility.

The company intends to offer \$450 million in notes and 11 million shares in exchange for the new funding. It will use the proceeds to reduce its current debt and for general corporate purposes.

## Tanfield to consolidate shares

Tanfield, owner of UpRight and Snorkel has announced plans to consolidate its shares with a one for five swap and the cancellation of its share premium account.

The move should both help the share price and save the company a considerable sum on registration fees.

## New MD for Liebherr GB

Liebherr Great Britain has appointed Richard Everist, previously with HMF (UK), as its new managing director. Everist takes over from David Milne who is set to retire from the business this summer, having spent at over 15 years with the company and 35 years in the crane business. Everist (43), will assume full responsibility from 1st August for Mobile, Crawler, Tower and Harbour Mobile Cranes, Drilling Rigs and Foundation Cranes, Concrete Mixing Plants and Concrete Truck Mixers.



Richard Everist (L) and David Milne

Vehicle  
mounted access  
Market Leader  
New Build  
Service  
Training  
New LVI option



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](http://www.versalift.co.uk)

# Liebherr scoops Queens award

Liebherr Sunderland, the UK-based maritime crane manufacturing division of the Liebherr Group, has won a Queens Award for Enterprise in International Trade, the UK's top business performance award. The award recognises companies that have 'demonstrated significant growth in overseas earnings and commercial success'.

"We are delighted to receive this award," said Liebherr Sunderland's managing director Ralph Saelzer. "It is a great honour and one which we could not have achieved without the dedication of our skilled workforce."

Established in 1989, Liebherr Sunderland manufactures ship, port, offshore cranes and mobile harbour cranes, exporting more than 85 percent of its production. China, Singapore and South Korea currently account for more than half of its total volume and exports have increased by more than 40 percent since 2005.

The Sunderland plant is part of the Liebherr Nenzing group, along with Liebherr Container Cranes, Ireland and Liebherr-MCCtec, Rostock, Germany. The formal presentation of the award will take place later in the year.



Liebherr Sunderland.

# Urban adds World Lift

Poole-based Urban Access has been appointed UK distributor for World Lift Industries, the manufacturer of Denka Lift and Falck Schmidt spider and trailer lifts. Formed almost three years ago, Urban already offers a wide range of aerial lift equipment from manufacturers such as Genie, Nifty and UpRight.

"The appointment comes at a time when established and new rental companies alike may be looking to diversify and consider alternative types of powered access equipment to compliment their existing range of machines," says Urban Access managing director Neil Wilkinson.



The new Denka DLX15MkII

# New Multihandler

After undertaking trials in the UK, the new Sennebogen 310 Multihandler will be launched by UK dealer Hassells at the Futuresource exhibition this month.

The new 20 tonne 310 Multihandler from the Sennebogen Greenline range can lift up to 10 tonnes, has an out reach of 9.3 metres and a massive five cubic metre bucket. An elevating cab gives the operator an optimal view providing efficiency when loading high sided trailers or containers.



The machine can lift up to 10 tonnes, with a 9.3 metre reach and a massive 5 cu m bucket.

The new handler will be exhibited on the 'Innovations' stand and is suited to cope with the demands of the growing waste management industry.

Your experienced partner in...  
...deep cycle, maintenance-free, sealed batteries.



## Zenith, Deep-Cycle sealed Batteries

- Maintenance-free, clean and safe energy.
- Maximum capacity, and therefore also maximum autonomy.
- Complete product range.
- High quality, supremely reliable.
- Low self-discharge rate for longer service life.

PlatformSales  
EUROPE

PlatformSales Europe • Maxwellstraat 6 • 3316 GP Dordrecht • The Netherlands

T. +31 78 65 217 65 • F. +31 78 65 217 60 • E. batteries@platformsalesurope.com • I. www.platformsalesurope.com

Zenith



# SED down but not out

This year's reduced size SED at Rockingham race circuit near Corby struggled to attract anything like its usual visitor numbers, despite the sunny weather. The total of 12,500 attending is almost 50 percent down on its peak in 2005. Traffic problems - which usually haunt the show at this venue - were non-existent, obviously helped by the reduced numbers of exhibitors and visitors. Halving the show's physical size also helped to create a 'busy' feel with most exhibitors reasonably upbeat and several reported sales.

With very few cranes, access equipment or telehandlers on display, the show appeared to be returning to its original format - general contractor's plant. Those lifting related exhibitors that did attend were reasonably pleased with the results.

Skyking, King's access business, obviously benefited from the lack of competitors at the show as it received a number of enquiries particularly from utilities and local authorities interested in its new Land Rover chassis/Matilsa vehicle mounted boom lift and new Skyking E140TJV telescopic van mount.

NRC had by far the largest crane stand, launching two new models from Link Belt - the 75 tonne HTT-8675CE Truck Terrain and 70 tonne telescopic crawler crane

and the TCC-750 - both making their European debut. NRC sealed a deal with Jones Crawler Cranes of Shaftsbury, Dorset, which became the first company worldwide, to purchase a TCC-750.



The new crane was developed in partnership with NRC and includes numerous features aimed at making it as versatile as possible. These include a telescopic three position undercarriage with load charts for each width, a hydraulically removable counterweight with separate load charts without counterweight and unrestricted side visibility from the operators cab.

Other highlights included the first UK outing for the Unic 547 spider crane and the 15.8 metre working height Leguan 160. Dunham Cranes is now offering the 40 metre Benazzato Gru self-erecting crane (in addition to its FB range) and Baker Access - the new distributor for the SUP Elefant range of platforms - showing off a 15 metre tracked unit.

SED 2010 will be back in Corby for the 18th, 19th and 20th of May.



(L-R) Rod Abbott of NRC, Mark and Alexandra Jones and Bill Stramer of Link-Belt

The Power Behind Performance

Made in the USA since 1939

The 'Heads-up' winner.  
Simply outperforming our  
competition in head to head  
tests over and over again...

← Battery Electrolyte Level Indicator

**We put more into our Deep Cycle Batteries**

*Thicker and Heavier plates, combined with heavy strap and inter-cell connections is the 'Crown' signature.*

*Manufactured to exact standards to deliver the longest runtime and battery life.*

A full range of 6v, 8v and 12v deep cycle batteries available...

**Nobody builds them like Crown...**

**SHIELD**

POWERING THE FUTURE SINCE 1988

Head Office  
Bishops Cleeve: 01279 652 067  
info@shieldbatteries.co.uk

Other Locations  
Leicester: 0116 274 1400  
Manchester: 0161 834 8589

Come & see us at

**Vertical days**

Stand No. MP14

Consider the possibilities...

Kranlyft UK Ltd  
0117 982 6661  
marketing@kranlyft.co.uk  
www.maedacrane.com  
Unit 1, IO Centre, Cabot Park, Avonmouth, BS11 0QL

■ Glass Handling ■ Cladding ■ Restricted Access ■ Rooftop Lifts ■ Maintenance Work  
■ Timber Builds ■ Artwork Installations ■ Industrial Maintenance ■ Uneven Ground  
■ Railways ■ Utilities ■ Access Work ■ Man Baskets ■ Steelwork





**NOW IN EUROPE**

# China's Leading Platform Manufacturer

Our **New** global range is now CE approved and available internationally • **PARTNERS WANTED**



**Beijing JingCheng Heavy Industry Co.,Ltd.**

Xinghu Industrial Garden, Taihu Town, Tongzhou District,  
101116, Beijing, China.

**Tel:** 0086-10-61539210, **Fax:** 0086-10-61539210.

**E-mail:** sales@jchic.com <http://www.jchic.com>



- Palfinger has merged its two aerial lift operations, **Wumag** and **Bison**, into a single company - Palfinger Platforms.
- **Trojan Batteries** has appointed **Union Power Systems** as its new master distributor/importer for the UK.
- Surrey and Sheffield-based access specialist, **Working At Height**, has appointed **Catherine Deal** responsible for customer relations.
- **Vp** - owner of telehandler rental company **UK Forks** and rental company **Hire Station** - increased both revenues and profits for its full year 2008/9.
- **Senn AG**, of Oftringen, Switzerland has ordered a 1,200 tonne **Liebherr LTM 11200-9.1 All Terrain** crane.
- The Doncaster depot of **Peter Hird & Sons**, has been approved as an **IPAF** training centre and achieved **Rental+** accreditation.
- **David O. Turner** has been appointed as CEO of **Pon's** global aerial lift and materials handling businesses and will be based in Houston, Texas.
- **HSS Hire**, one of the UK's largest general rental companies, has launched **Livehire**, an online hire management system for major accounts.
- **Pon**, the Dutch based CAT distributor and owner of **Gunco**, **HDW** and **Milcon** has announced the merger of its aerial lift and fork truck business into **Pon Material Handling**.
- **Kirsten Skyba**, vice president of global marketing at **JLG** has left the company.
- **Sanghvi Movers**, India's largest crane rental company has reported an upbeat first quarter and is forecasting improved demand for new cranes.
- **Frank Klessens** has been appointed as managing director of **Alimak Hek**, in Holland, taking over from Ernst van Hek who has retired for personal reasons.
- **Holt Crane & Equipment** has opened its new headquarters in Houston to sell and service **Link-Belt** brand mobile cranes throughout most of Texas.
- Australian crane hirer **Huntingdale Mobile Cranes** has been fined A\$70,000 after being found guilty of failing to carry out simple safety checks, causing a fatality.
- **IronPlanet** the online auction company has reported record first quarter revenues up 26% on 2008.
- **Horizon Platforms** the Wakefield-based aerial lift rental company has been accredited and approved as an **IPAF** training centre and achieved the **IPAF Rental+** accreditation.
- **Lavendon UK**, the aerial lift and telehandler rental company that comprises **Nationwide Platforms**, **Panther** and **Skylift**, has announced that seven more depots have achieved accreditation to its **TechX** standard.
- **David Jefferies**, 30, has joined the sales team of UK-based access specialist, **Working At Height**.
- **Cranes UK** has been appointed as the UK/Ireland distributor for **Broderson** pick&carry industrial cranes.
- **Heli Iisakka**, chief financial officer of Finnish-based international rental company, **Ramirent** is leaving the company.
- **Traction Equipment** of Stafford, UK, has added more **Nifty HR15** narrow aisle articulated boom lifts to its growing powered access fleet.
- **Ian James**, general manager of **Access Platform Sales (APS)**, the UK distributor for **Hinowa**, **Omme** and **UpRight** has announced his departure from the company.
- The first **Wumag Palfinger 53** metre **WT530** in Russia has been delivered by local sales and rental company **LTECH**.



Catherine Deal



Frank Klessens



Ian James

- UK-based **Aerial Platforms** has achieved full 'Building Confidence' accreditation run by Achilles on behalf of **Bovis Lend Lease**.
- **Pat Fiscelli**, president of US operations at **Lifting Gear Hire**, has announced his retirement at the end of this month.
- **Bravi UK** has appointed **Clare Lusardi** as a sales and customer service co-ordinator.
- **Finning** has reported a 29% drop in revenues at its UK Crane, access and telehandler rental company **Hewden**.
- **JLG** has promoted **Tim Morris** to the position of senior vice president sales, marketing and customer support and **Chris Mellott** to head up sales in the Americas.
- **Mikael Öberg**, senior vice president of Scandinavia for Finnish-based international rental company **Ramirent** has announced his resignation. The company reported first quarter revenues down almost 25% while profits dipped 96%.
- **Oshkosh**, owner of **JLG**, has agreed to sell **Geesink Norba**, its Dutch-based refuse truck business.
- **Ashtead**, owner of **A-Plant** and **Sunbelt**, has issued a fourth quarter trading statement which indicates a 24% drop in revenues, in line with its forecasts.
- **Iron Planet**, the on-line auction company has appointed **Chad Groves** as managing director of its Australian business.
- US crawler crane rental company **Essex Crane**, has reported first quarter revenues down 15%.
- Loader crane manufacturer **Effer** has appointed **Domenico Polimeni** as its new sales manager.
- **Ahern Rentals**, the Las Vegas based access and telehandler rental company has reported total first quarter revenues almost 25% down on last year.
- **RSC**, one of the largest equipment rental companies in the USA has reported first quarter revenues down 16.8% as well as reporting a pre tax loss.
- **FEM** - Cranes and Lifting product group - has warned crane manufacturers to start modifying their cranes to meet the amended **EN13000**.
- **David Maddicott** of Devon-based **Dainton Crane Hire**, sadly passed away following a heart attack.
- **Facelift Access Hire** is offering a free full colour safety poster for those working at height.
- **H&E Equipment**, the Baton Rouge, Louisiana, based crane, access and earthmoving company, has reported first quarter sales down 24%.
- Finnish based international rental company **Cramo**, has reported first quarter revenues down 15.7% and a loss of €6 million.
- **Palfinger** the loader crane and access company has reported first quarter sales down almost 33% on last year, while posting a €4.7 million loss.
- Industrial, port and overhead crane manufacturer, **Demag Cranes** has approved a major restructuring of its operations as second quarter profits fell 50% and orders 43%.
- **David Galloway** is retiring at the end of the month as a non executive director of **Speedy Hire**, the UK's largest general rental company.
- **Skyjack** owner **Linamar** has reported a 60% fall in first quarter revenues at its industrial division.
- **David Symon** formerly CEO of **Peterhead PLC**, **Cox Plant**, **Cox Hire Centres** and most recently of **Nigg Plant** has died.



Tim Morris



Chris Mellott



Domenico Polimeni (L) with Lorenzo Cipriani of CTE



David Maddicott

- Aerial lift and telehandler manufacturer **JLG** has reported second quarter revenues down 69.4% on last year and has booked a loss of \$942 million.
- **Manitowoc Crane** has posted first quarter revenues of \$673 million - 24 percent lower than last year while operating income dropped 58 percent.
- **Liebherr-Werk Nenzing** has established a new **Mobile Harbour Crane** sales and service station in Antwerp, Belgium.
- **Sparrows Offshore** has been appointed sole agents for Norway for **Stahl Crane Systems EX** explosion protected overhead cranes and hoists.
- **United Rentals**, the world's largest equipment rental company has reported a 23% fall in first quarter revenues and a loss of \$33 million.
- **IPAF** has called for a radical re-examination of harnesses used by female operators of boom lifts and announced a competition to find the best new design.
- **Manitowoc Crane** has added **Latin America** to **Ingo Schiller's** responsibilities as vice president of sales and marketing for the Americas.
- UK-based van mounted lift manufacturer, **Aldercote** has appointed two new dealers, **Logan Inglis** of **Cumbernauld**, Scotland and **Mooretown engineering** in **County Meath**, Ireland.
- **Cargotec** says that it will combine **Hiab** and **Kalmar** sales and services networks in Europe, Middle-East and Africa.
- Tower crane manufacturer **Wolffkran** has signed a partnership agreement with the **Arabian Roots Group** in Saudi Arabia.
- French-based telehandler and aerial lift manufacturer **Manitou** has reported first quarter sales down 46.2%.
- **Gordon Gedling**, founder and managing director of **Hoist-it**, the UK-based construction hoist specialist, has retired as MD.
- **Manitou** has announced senior management changes, replacing **Marcel Claude Braud** with **Jean-Christophe Giroux** as chief executive officer.
- **Haulotte** has announced first quarter revenues down 61% down on the same period last year.
- **Aerial Platforms** the Leigh, Lancashire-based rental company has gained **IPAF Rental+** certification.
- **Terex Cranes** has first reported quarter revenues down 29% to \$461 million, while operating profits slumped 70% to \$25.4 million.
- **Terex AWP**, largely **Genie**, has reported a 65% decline in first quarter revenues to \$228.5 million and posted a loss of \$41 million.
- **Ernst Van Hek**, has resigned from mast climber and hoist manufacturer **Alimak Hek**.
- **Manitowoc Crane** has announced a partnership with **Orbcomm**, the global satellite data communications company.
- Ambassador **Susan Schwab**, US trade representative from 2006 to 2009, has been appointed as a director of **Caterpillar**.
- **Giles Marchand**, previously of **Manitowoc France** has created a new company, **Standup**, to buy and sell specific used cranes.
- **JLG** has received an order from the United States Army for 214 **JLG ATLAS II** telehandlers.
- **Cramo**, the Finnish based international rental company has issued a €50 million hybrid bond.
- **Valla UK** the pick & carry crane specialist and **Valla** distributor in the UK, USA & Middle East, has expanded into the rental market with six new cranes and several new appointments.



Ingo Schiller



Jean-Christophe Giroux



Giles Marchand

See [www.vertikal.net](http://www.vertikal.net) news archive for full versions of all these stories



# ROTO - simply a more versatile system from Merlo



**PANORAMIC**  
Lift heights 6m - 17m  
All the versatility of a telehandler

**MRP**  
Operating heights 20m - 30m  
Travel speed up to 40 km/h in cab.  
Travel on-site at up to 5 km/h



**ROTO**  
Lift heights 10m - 25m  
Add the SPACE system for an  
amazing extra 11m!

Merlo has specialised in producing telehandler access solutions for many years. All fully compliant with EN280, these are safe, highly function solutions and provide the versatility of the forklift and lifting performance of a handler. Even better, the Roto series offers amazing versatility as a rotary telehandler. For the specialist, the MPR PLATFORM will soon be available, offering rapid transit to site with the comfort of a cab, up to 30m of operating height and the ability to drive on-site from the basket!

**Vertikal  
days**

See Merlo UK at Vertikal Days



Specialising in Solutions!  
[www.merlo.co.uk](http://www.merlo.co.uk)



# What a difference a year makes

In our last telehandler feature a year ago we reported on the enormous market expansion, growth of the compact machines and developments within the sector. Companies were claiming record sales and market leadership in almost a 'chest beating' fashion and all was sweetness and light. My, how times have changed. Mark Darwin takes a look at a sector a decimated by the current market conditions. Or is it?

**The telehandler sector appears to have gone from boom to bust within six months with sales to the construction sector in several major markets evaporating almost overnight.**

Rough estimates suggest that last year around 7,000 telehandlers were sold in the UK. About 3,000 of these were sold into the agriculture sector (which has been growing along with food prices) leaving in the region of 4,000 units going to the construction/industrial sector. The problem for the market-leading manufacturers such as JCB and Manitou, is that the vast majority of these (around 3,000) are employed in the house-building sector which has almost completely dried up. In stark figures this is a 43 percent fall in total sales or more than a 90 percent drop in that sector. However, as always, there is some hope in the form of the remaining

sales. Telehandler manufacturers offering specialist niche products such as higher reach, larger capacity, compact and 360 degree models are fairing quite well, with buyers looking for a telehandler to do a job rather than mass market, rental machines.

It is also apt that we feature self erecting cranes in this issue. Looked at logically, the self erector and telehandler should be in direct competition on low to medium level housing developments. In fact there should be many more self erector and small city tower cranes used in the UK than at present but the main advantage of the telehandler is its vast availability, low rental rate, (even more so at the moment), its ability to place and move materials inside a building and its ease of mobility.

Unfortunately for the self erector, its many advantages are all too often dismissed or overlooked by UK

*Liebherr has concentrated on growing its rental fleet.*



C&a

telehandlers

A 30 metre  
Manitou

contractors content to continue doing things "the way we always do it" or by looking at the low initial outlay rather than the space and productivity benefits. (See self erectors page 32).

## Still developing

Despite the global problems, manufacturers have continued to develop and improve their telehandlers and this includes several new entrants finally making it to market. Two relatively new machines trying to gain a foothold in the UK market a year ago were Haulotte and Liebherr. The Liebherr product was never intended or priced to be a big seller, and the company in the UK has concentrated on growing its rental fleet making it available to rental companies on a rehire basis. Haulotte after some initial success with its 14 and 17 metre machines is currently resigned to selling in small numbers and is

consolidating its operations to maximise sales when the market returns.

In the same way as a traffic jam equalises the performance of a supercar and banger - a recession hits all manufacturers - even market leaders. And both market leading telehandler companies - JCB and Manitou - have had their own set of problems recently.

## Troubled times

Manitou is going through a sticky time renegotiating the financing of North American telehandler, skid steer and mini excavator manufacturer Gehl that it acquired last September. The purchase, which looked expensive even at the time, is inevitably impacting on the whole company. Manitou had looked long and hard at ways to increase its market share in North America, however the market was already falling in September and has fallen drastically since as



*While being well received, Haulotte's 14 and 17 metre telehandlers have not yet achieved major sales.*



residential and some commercial construction has dried up. Six months after the purchase, and with a predicted 40 percent fall in revenues, Gehl was in serious trouble and in breach of its bank covenants. The company has currently entered into a forbearance agreement with its lenders while a deal is finalised, avoiding Manitou's threat to seek Chapter 11 protection. It has also repaid a portion of the outstanding credit line using cash generated from operations.

The collapse of the housing market in both the USA and UK has presented JCB with its own problems and it has made several sizeable headcount reductions in the UK as it slashed output. The company said that production in the first quarter of 2009 was 75 percent lower than the first quarter of 2008, and the anticipated upturn in the second quarter was showing no sign of materialising blaming the poor sales primarily on the lack of credit facilities from banks to fund machine purchases along with low levels of business confidence.

"Back in November we forecast a moderate second quarter recovery in 2009 based on the fact that Governments around the world had pumped a huge amount of money into recapitalising financial institutions and had committed to stimulus packages which included significant spending on public construction projects," said chief executive Matthew Taylor. "Two months later, despite the recapitalisation, customers are still struggling to buy machines because of a lack of available credit. And with Government-funded construction projects not moving forward quickly enough, this means the anticipated second quarter recovery simply won't happen."

### Agriculture saviour

For certain manufacturers, the impact of the decline has been partially offset by the buoyancy in the agricultural sector which after several hard years is replacing and adding new machines for feed and materials handling.

JCB has strong links in the agricultural side as does Merlo with more than half of its UK sales in the agriculture sector along with a strong range of specialist products including its market leading Roto models. The company says that "while the



The collapse of the housing market has meant a production reduction of 75 percent for JCB.



The Super Compact P25.6 takes Merlo back into the compact sector which it pioneered back in the early 1990's.

market is still tough it is fairing a lot better than most". It recently introduced two new models at the SIMA agricultural show, intended for 2010 production.

The Super-Compact P25.6 will take Merlo back into the compact sector which it pioneered with the P20.6 SC of the early 1990's. It says the most obvious feature of the new machine is the massive cab which has "fantastic visibility". At 995mm wide, the cab is identical to that of the larger Merlo models, even though the machine is just 1,800mm wide and 1,920mm high. With 2,500kg lift capacity and six metre lift height, the P25.6 uses Merlo's normal permanent four wheel drive hydrostatic driveline concept, albeit with a single speed central drop box, permitting a maximum road speed of 30 kph. The P25.6 was shown with its optional three point 2,500kg rear linkage and hydraulic Power Take Off.

The second new Merlo model was the Multifarmer 40.9 CS - the third line of Merlo tractor/telehandler products. Heavy duty axles from the P55.9 CS telehandler, gives this four tonne capacity machine a purposeful look. The Category 3,

rear mounted three point linkage will lift seven tonnes and has a standard 540/1000 rpm mechanical Power Take Off. The three section boom reaches 8.8 metres and Merlo says it will be making a two-section seven metre version available.

Another new feature on the Multifarmer is the 40.9 CS cab module - incorporating hydro-pneumatic cab suspension. Inside the cab, there is a completely new layout which will look very familiar to tractor drivers.

A 103kW diesel drives the permanent four wheel drive at up to 40 km per hour through a hydrostatic transmission and a three-speed drop box with oil-immersed clutch for 'on the go' range changes. Like the P25.6 this new Multifarmer will be homologated for use on the road as a farm tractor in many European countries.

Merlo UK, recently delivered its 7,000th telehandler - a 25 metre Roto 40.25 MCSS - to GT Lifting solutions of Lancing West Sussex, 15 years after it began importing the Italian-built machines.

GT's managing director, Graham Trundell said: "This brings our fleet to eight, 25 metre Rotos and demand

is continuing to grow, in comparison to the general house building market. The Roto offers spectacular performance and can often replace several machines on-site."

Trundell was one of the early converts to the Roto concept, buying his first unit in 1997 when he was special projects manager for Gamble Jarvis. GT Lifting Solutions now has several heavy-lift Merlo six and 10 tonne capacity telehandlers as well as the 18-strong Roto fleet with 16, 21 and 25 metre lift heights.

Merlo UK says that the specialised telehandler market remains strong, and believes the manufacturer is well placed to weather the current economic conditions with no borrowings, a very high percentage of its products manufactured 'in-house' and an unusually high level of automation.



One of the 18 Strong Merlo Roto machines in the GT Plant fleet.



## Attachment success

The combination of compact dimensions, loader-like performance and wide range of attachments has, says Bobcat, helped boost sales of its T2250. Now a new factory-installed second auxiliary line option and several more attachments extend its versatility further.

The second auxiliary line allows the machine to operate attachments requiring two hydraulic lines such as the angle broom attachment. It also allows the use of attachments with the hydraulic Quick-Tach system without having to disconnect the couplers.

Another feature on the latest version is the Speed Management System - a form of creep control - which is now standard. It allows the operator to decrease the forward speed at any engine speed and gives precise control on auxiliary flow when using attachments. Two new jib attachments are also available for



*The new Bobcat baler with tines attachment.*

the construction market. The first is a crane jib with hook. Bobcat is also offering a new extension jib, which like the crane jib, is Quick-Tach mounted.

The first of the new agricultural attachments is the Bob-Tach mounted pallet frame with bale spikes designed for transporting compacted hay or straw bales using two small-diameter forks.

With the new tubular bale squeeze handler, the T2250 telehandler can be used to transport straw bales with diameters from 1.0 to 1.3 metres. The handler is provided with two hydraulically operated tubular arms which retract to firmly grip the bale. The tubular bale squeeze handler is available with both Bob-Tach and Quick-Tach mounting systems.

## JLG manufacturing

JLG - with its Gradall, Lull and Skytrak as well as the JLG branded European and North American ranges - has by far the widest portfolio of any manufacturer in both product and brand terms, although only the JLG brand is marketed in Europe.

Late last year JLG announced that it is to drop the Gradall brand name re-badging the products as JLG but retaining the grey/blue colour scheme which will continue to be applied to the distinctive rear pivot steer models.

A much smaller player outside of its home market of North America, JLG also produces a range of ag machines for sale under its own name as well as building a version for Deutz-Fahr.

Three new JLG models at the SIMA show, the L2906H and 2906H both offer 5.8 metres lift height and 2,900 kg maximum lift capacity with the L model featuring a two metre overall height, while the 3507H has a 6.9 metre lift height and 3,500kg lift capacity.

Developed and produced at the JLG production facility in Maasmechelen, Belgium, all three feature Tier III Deutz engines and high-torque hydrostatic transmissions. Other enhancements include improved hydraulics with increased flow for smoother boom operation

*The new JLG 3507H*



*JLG launched three compact ag telehandlers including this 3507H model*



and a faster response for the bucket attachment. Optional automatic wheel alignment allows the operator to change more rapidly between the three different steering modes. Improvements also include a tighter turning radius, increased fuel capacity and enhanced access to service areas.

Robert Monteban, director of marketing for Europe, Middle-East and Africa, said: "The compact range of JLG telehandlers was developed to be a highly reliable and complementary work-tool on the farm. We see many business opportunities with the launch of this compact range of telehandlers."

In total there are eight JLG agricultural telehandler models with lift heights ranging from 5.6 to nine metres and lift capacities from 2,500 to 4,000kg.

eight and nine metres respectively with a 4,000kg maximum lift capacity.

The telehandlers are based on JLG's European model range, as such they have a slightly longer wheel base than some other purpose built ag telehandlers which, says Deutz-Fahr, helps provide a more stable base for heavier loads.

The new models include a new load-sensing high volume hydraulic system, powershift transmission with four forward and three reverse gears providing a top speed of 40 km per hour. The cab is equipped with air-conditioning and a high quality pneumatic seat as standard, while chassis levelling is optional.

## Telehandlers at Intermat

The recent Intermat show in Paris saw the launch of several new telehandlers including the first from a Chinese manufacturer, Sunward.



*The new Deutz-Fahr Agrovector telehandler built by JLG*

JLG also manufactures machines for Deutz-Fahr which has shown two new models at the UK agricultural show - LAMMA. The Agrovector 40.8 and Agrovector 40.9 have lift heights of

After showing its prototype at Bauma in 2007, Sunward is now ready to market the machine although it has still to appoint dealers or finalise a pricing structure for Europe. The Sunward SWTH3514 is a 3,500kg capacity, 13.65 metre lift height machine powered by a 75kW Perkins engine. Its two speed forward and reverse hydrostatic transmission claims a top speed of 35 km per hour and 60 percent gradeability.

The boom is stowed in a low position allowing the operator good visibility and the chassis - made from 22mm thick plate to reduce



twisting and deflection - can level on slopes up to plus or minus eight degrees and offers the usual three steering modes. This is not a compact machine (less than two metres high), the unit has a width and height of about 2.5 metres.

Compact telehandler manufacturer Bourgoin - based in Bournezeau, France displayed two of its three model compact telehandler range. Smallest is the 1,400kg, 4.80 metre CT1250 which weighing just 2,650kg, can be transported to site on a trailer behind a 4x4. The five metre CT1865 has an 1,800kg lift capacity and the CT2280 is capable of 2,200kg and 5.2 metres. Bourgoin is currently looking for dealers.

Another compact telehandler shown in prototype form at Bauma 2007 and now ready for sale following significant changes is the MZ 2706 from Imer. The compact, 2,030mm high, 1,860mm wide machine has a 2,500 kg maximum lift capacity and can lift 1,200kg to its maximum lift height of six metres. Powered by a Kubota 50kW, four cylinder engine

tradition of launching several new products at almost every show it attends. The largest machine on its stand was the new 10 tonne capacity Hercules 210.10. Two smaller models the 160.10 and 120.10 were shown at SAIE but the range has undergone several technical improvements including improved ground clearance.



The new larger T276H behind the T204H at Intermat.

The Icarus 40.17 will have a new cabin for next year and the Dedalus 26.8 - basically a 26.6 with an eight metre boom - will also be introduced. Dieci said that the Spanish market continues to be 'really bad', and that the UK was not much better. "We can see it being very quiet up to September after that maybe it will improve".

A few years ago its 14 metre Icarus 40.14 was a very popular model selling 4-500 per year. Now it is just four! Taking its place is the 17 metre Icarus 40.17 with man basket or jib, which will have a new cabin for next year. The company's current best seller is the 50.21 - a 360 degree, 21 metre machine - with the seven tonne capacity.

In 2007 it opened its new factory and produced 2,200 units, this would have grown to 2,500 last year, however production in the last two months of the year dropped considerably - running about 40 percent below 2007 levels.

### New Cats

The JLG/Caterpillar telehandler alliance has been rather quiet since the Cat TH255 was launched almost two years ago, however it has just introduced the new Cat TH514.

Aimed at tough applications, the TH514 has a load capacity of just



The smallest Bourgoin telehandler in the range - the 1,400kg capacity CT1250 is light enough to be trailered behind a 4x4.

under five tonnes, lift height of 13.7 metres and forward reach of 9.2 metres.

Load-sensing, flow-sharing hydraulics allow for all three boom functions to be operated simultaneously and proportionally.

The unit is powered by a 74.5 kW (101 hp) Cat C4.4 DITAAC mechanical control, turbo charged engine as standard and certified to Stage IIIA (Tier3) emission regulations. Also standard is a limited slip differential fitted in the front axle.

A range of Cat work tools extends



Another telehandler that was seen as a prototype at Bauma is the 2,500kg capacity MZ Imer.



The largest Dieci machine is its new 10 tonne capacity Hercules 210.10.

the versatility. A high visibility manual IT coupler comes as standard, with the option of a hydraulic quick coupler to allow work tool changes

Cat says the new cab has good visibility and features a new heating and ventilation system with optional air conditioning. The single lever

joystick with roller switches is easy to use, and all controls, including auxiliary hydraulics, are fully proportional. An in-cab LCD displays a wide range of information, and the keypad can be used to select various operating modes, including the three steering modes.



The 5 tonne capacity TH514 is aimed at more demanding applications



Two years after the first prototype, Sunward unveiled its SWTH3514 telehandler at the Intermat show.

with hydrostatic drive, it has a maximum speed of 25 km per hour.

Spanish producer Ausa unveiled its new Taurullift T276H which features a 6.1 metre lift height and a maximum capacity of 2.7 tonnes. A big brother to the two tonne capacity, 4.2 metre lift height T204H launched at Conexpo, it features permanent four wheel hydrostatic drive and Kubota power.

Italian telescopic manufacturer Farasin did not add to its range but said that its 4.5 tonne to 18 metre Roto 1845 Storm is the next telehandler to be updated. It also indicated that there may be a new 3.5 tonne capacity, 10 metre model ready for next year's Bauma.

With one of the most impressive outdoor stands, Dieci continued its



# The **RANGER** Equipment Company



It's all **new** at **RANGER** !

**New** products,  
**new** brands,  
a great **new** look  
and a **new** home  
for the UK leading  
supplier of  
premium access

**RANGER**

...real innovations real solutions

T: 0870 225 5554 F: 0207 900 2229 E: [info@rangergroup.co.uk](mailto:info@rangergroup.co.uk)

[www.rangergroup.co.uk](http://www.rangergroup.co.uk)



Specialist telehandler sales are holding up relatively well.

A Longitudinal Stability Indicator for the machine's forward stability provides a constant and progressive check on load safety with a cut-out for the extend and lift down functions should the rated load be exceeded. A built-in start code device reduces the risk of theft and unauthorised use. Service points are readily accessible and major components are at ground level. Service access points are conveniently located under the engine cover, and routine daily maintenance is now reduced to checking fluid levels and a walk-around inspection.

**Niche rules**

Looking at the current telehandler sales figures it would appear the sector is having a torrid time. For some this is true, however by offering specialist machines not used by the housing sector, sales are holding up relatively well. However, with more and more users experiencing specialist equipment, the 'run of the mill' telehandler may not have it all its own way when the market picks up. Contractors are now seeing

the benefits of the 360 degree, compact and large capacity telehandler models, while at the same time there appears to be a growing acceptance of the self erector and small city tower cranes for residential development. It will be interesting to see what sort of effect this will have on mid-range fixed frame telehandler sales when rental companies begin renewing their fleets.



The new Cat TH514



MCS Software for hire and rental companies

HI REACH

HI-REACH  
MAXIMISES  
ITS RENTAL  
POTENTIAL



*"The MCS hire system's extranet functionality has been great for our business. By giving our customers 24/7 access to their rental activity, we've not only noticed a reduction in queries to our hire desk but also to our accounts department ensuring an increase in our overall business efficiency."* Martyn Collier, Operations Manager, HI-Reach.

Hi-Reach provides complete on-site access platform hire management services for projects of any size throughout the UK, but whatever you hire, you can be assured MCS' comprehensive software can deliver tangible business benefits. Call us on +44 (0) 1628 828000 or visit [www.mcs.co.uk](http://www.mcs.co.uk) to discover more.

MCS

Hae Member

MCS Ltd  
Ashwood, Grove Business Park,  
White Waltham, Berkshire, SL6 3LW  
T: +44 (0)1628 828000  
E: [moreinfo@mcs.co.uk](mailto:moreinfo@mcs.co.uk) W: [www.mcs.co.uk](http://www.mcs.co.uk)

Microsoft GOLD CERTIFIED Partner

IPAF Member



# The largest assembly kit in the world?

What is possibly the largest assembly kit in the world - a 600 acre oil refinery in Milford Haven - is being moved to Pakistan by industrial process plant dismantling and erection specialist company, Ailsbury.

Built in 1964 the refinery now belongs to Dutch oil group Petroplus but has not been producing for the last 12 years. Grant Thomas, Ailsbury's logistics manager explains: "Many developing countries need to increase their processing output quickly. To design and build a plant like this would take 10 years and probably cost £10 billion. It seems an enormous undertaking, but dismantling a previously-used facility and re-assembling it on a new site can take a third of the time and have a similar cost saving."

Thomas has been on-site for two years and the project is now in the final dismantling stage. The scale of the work is staggering and has required 1,000 tonne cranes and

This kind of work can't be attempted without the right equipment and Thomas claims that the job would have been impossible without his fleet of 12 Merlo telehandlers.

"The Merlos have been fantastic," he says. "We currently have six of the largest Rotos, three 17 metre lift Panoramics and three 13 metre units."

## Specialist rental

All are rented from Scarborough based specialist Greenwood Hire, which with 140 units boasts the UK's largest Merlo fleet. He says that the attraction of the Roto is its ability to quickly and safely access difficult and tight spots and complete the lift far more rapidly than if he had to bring a mobile crane in.

"With many of the lifting jobs being pipe work, these four tonne capacity machines are seldom stretched for capacity. The Rotos are terrific for loading the containers and for dismantling within the confines of the refinery structures," adds Thomas.

Each Roto 40.25 MCSS is equipped with a four tonne intelligent winch attachment. The load control system of the MCSS machines was designed and built in-house by Merlo. Unlike off-the-shelf systems, it allows the maximum safe capacity to be used at all times, adjusting automatically to asymmetrically outrigger extension and the like, very useful in tight quarters.

So important are the Rotos to this operation claims Thomas, that Ailsbury has trained and certified 30 operators as 360 degree telehandler drivers.



Each part has to be individually tagged for identification.

twenty axle, self-powered, remote control hydraulic trailers. Five ship loads of the larger dismantled plant items have already been sent to the client, Bosicor Oil, along with some 400 shipping containers. In all, about 80,000 tonnes of parts have been carefully catalogued and bar-coded for 'easy' identification at the point of reassembly.

C&a

telehandlers

A four tonne capacity, 25 metre lift Roto 40.25 MCSS with 4 tonne winch attachment



## Versatility the key

Thirteen JCB Loadall telescopic handlers originally purchased for winter road maintenance duties are proving productive summer performers for highways maintenance specialist Ringway.

Horsham-based Ringway is responsible for the ongoing maintenance of large sections of the country's road network under long-term service contracts with several local authorities. The company purchased the JCB 531-70 models earlier this year to load salt-spreading vehicles at each of its county depots. However, as weather conditions improve, the machines are proving equally adept loading aggregates into the company's ongoing highway maintenance vehicle fleet.

"We are committed to providing services to highway authorities throughout the year so these machines are in regular operation," says Ringway group plant and fleet manager Gary Condon.

"To maximise our investment it is important they are permanently employed with material handling duties irrespective of seasonal weather changes, so versatility was a key consideration."

Supplied by dealer Holt JCB and purpose specified for the role, the JCB Loadalls - decked out in Ringway's white livery - feature an extensive list of features to ensure safe and efficient operation in the high pressure and confined depot environments.

Ringway Infrastructure Services offers a series of long-term maintenance, highway reconstruction and related services to highway authorities. These range from network management, asphalt surfacing, and specialist road treatments to routine highway maintenance to winter activities including snow clearance, salt-spreading and then a 24-7 service for all highway related incidents.



Originally purchased for winter road maintenance duties, 13 JCB Loadall telescopic handlers are proving productive summer performers for highways maintenance specialist Ringway.





## Free Syrinx® Training at Vertikal Days 2009 June 24th & 25th



At the Executive Hire Show in February and at SED in May, we put on a number of complimentary training workshops for those Syrinx® users that were able to attend the event. The workshops went down well, and the feedback we received was very positive...

**Access Hire Nationwide Ltd – “Very informative.”**

**Land & Water Plant Ltd – “Informative.”**

**Marwood Group Ltd – “Very good.”**

**Phoenix Surveying Equipment Ltd – “Excellent.”**

**Premier Concrete Pumping Ltd – “Informative, well presented and simple to follow.”**

**Quattro Plant Ltd – “Very clear and informative.”**

We are very pleased to announce that we have worked with the organisers of Vertikal Days to arrange more 'free to attend' workshops across the two days of Vertikal Days, which runs on June 24th and 25th.

The workshops will be run by our trainers who have experience of working directly in the Plant and Tool Hire industry. Topics covered will include **CRM** (Customer Relationship Management), **Fleet Servicing** and **Staff Management**. All attendees will be given a factsheet specific to the attended workshop and a complimentary gift!

We see this as a great opportunity for you and your colleagues; it is a great way for you to say thank you to your staff by giving them a day out of the office to attend the exhibition and to take advantage of our complimentary workshops.

Places on the workshops are available on a 'first come, first served' basis but there are limited places available. Entry will not be permitted without prior registration. If you are interested in attending then please contact Katy Williams at Higher Concept Software on **0118 947 6669**.

You can register for Vertikal Days by visiting the Vertikal Days website at [www.vertikaldays.net](http://www.vertikaldays.net).



### Syrinx® No.1 for Hire Software

550+ companies throughout the UK and Ireland use Syrinx®

[www.higherconcept.co.uk](http://www.higherconcept.co.uk) [info@higherconcept.co.uk](mailto:info@higherconcept.co.uk) + 44 (0)118 947 6669



# Don't write off Intermat yet...

Despite all the economic problems and lack of certain exhibitors, almost 185,000 visitors voted with their feet, made the effort to go to Intermat and had a very good show. Whilst attendance was almost 12 percent down on 2006, Intermat remains one of the world's largest international equipment shows with 45 percent or 85,000 overseas visitors.

Direct comparisons with Bauma with its half a million plus visitors are now unrealistic, but it still has a place in the three year, Bauma, Intermat, Conexpo cycle. Whether or not the show would have attracted more visitors if all the major manufacturers had attended is debatable, but even with total visitor numbers down, there were still major benefits for manufacturers attending the show. Contacts made and built-on here could pay dividends when customers think about buying in big numbers again. Were 1,470 exhibitors wrong to attend?

Those who decided to stay away, will point to the fact that there were times early in the week when stand personnel significantly outnumbered visitors. This was certainly true on some of the major construction equipment stands, however, it is rare for any stand - even at Bauma - to be constantly busy throughout a six day show. And there were deals being done.



Haulotte unveiled the Compact 14 - a 12 metre platform height, 1.2 metre wide scissor lift



On reflection - a good show

The show gained pace during the week with an exhibition 'buzz' on Wednesday and Thursday. We spoke with several companies in our sector that did not attend. The access manufacturers said they were uncertain if they had missed out however, the crane companies after visiting the show were sorry not to have been there.

2012 will hopefully be more of an upbeat year for the next Intermat and it will be interesting to see if companies return or find an excuse to stay away. Overall, this year's show was good, and with an improving global economy 2012 should be even better.

Our Intermat preview in March and the Intermat stop press in last month's issue covered the major launches at the show. So we have focused our review on the products not previewed.

## Haulotte

Haulotte, the largest access company exhibiting had an interesting stand (in black, of course). As well as its new 10 metre, 4x4x4, zero tailswing articulated compact HA120PX, it unveiled the Compact 14 - a 12 metre platform height, 1.2 metre wide scissor lift. Based on the other Compact models, it features a short overall length and 350kg lift capacity. Also on display was a Holland Lift heavy duty scissor, marking the



Some stands early in the week were a bit quiet

recent distribution agreement between Holland Lift and Haulotte for France, Italy and former Yugoslavian states.

## Multitel

Multitel's new MX225 caught the attention not because of its 22.5 metres working height mounted on a 3.5 tonne chassis, but its 10 metre outreach with stabilisers set within the width of the vehicle.

According to export director Jerry Kist the machine's secret lies in the lift geometry with the first boom giving an increasing stabilising moment as it telescopes out. The unit has two outreach curves for 120kg and 200kg and utilises the same 180 degree cage rotation system as the larger MX270.

Overall travel height is just over 2.4 metres with overall length is

6.35 metres. Production is said to be starting this month with several orders already received. For those wanting a closer look, the MX225 will be officially launched in the UK at Vertical Days in June.

## Imer

Light construction equipment company Imer showed several new products including a compact telehandler, the MZ 2706 with 2.5 tonne capacity and six metre lift height and two models of a three model range of spider lift platforms, the fruits of its joint venture with Japanese manufacturer IHI. The 15 metre LEM 1500 and 18 metre LEM 1800 on display at Intermat will be joined by a 12 metre model. Maximum capacity in all three platforms is 200kg.



Multitel's new MX225 impressed with its 10 metres outreach with stabilisers within the width of the vehicle.



**Platform Basket**

At the centre of Platform Basket's stand was its new 21.70 metre working height 21.10 spider lift. With an unrestricted lift capacity of 200kg, the platform has a maximum working outreach of 10.3 metres. Features include two position adjustable stabilisers, radio remote control with a permanent cable connected control panel in the basket, a choice of either Kubota diesel or Honda petrol engines (and 220/110V), hydraulically adjustable tracks - from 940mm to 1,250mm - all internal hose and cabling in the boom for increased protection, a 1.5 metre jib and removable basket.

Chris Taylor of CAT Access Solutions shook hands on a deal for a new machine with Shaun Day of UK distributor Promax Access. Taylor has been steadily expanding his fleet of machines since purchasing the first Platform Basket early last year. Platform Basket has also been working with Promax to develop an articulated, 14 metre rail mounted platform which may be available later this year. The company is also working on several other new platforms including a 15 metre and 18 metre trailer lift aimed at the Scandinavian, German and UK markets for possible launch at SAIE in October, and a self propelled 18 metre and possibly 25 metre telescopic and articulated booms for next year.



Adrian Fekete, head of Traklift's international sales - the company has since been acquired.

**Traklift**

Traklift may be new to most in the industry but it has been around for quite a while under its corporate name, Teupen Hungary. Its future is now uncertain however following its acquisition by Teupen founder Alfons Thihatmer (see news page 6).

It used to manufacture the smaller tracked machines for Teupen, but was showing its own range of platforms under the Traklift brand. Four spider lift models were available with working heights of 12.1, 14.9, 17.6 and 20.6 metres respectively. Horizontal outreach ranges from 5.6 to 9.6 metres which is very similar to the up and over clearance heights. Adrian Fekete of Traklift said that the company had sold an 18 metre unit into Scotland and is looking at manufacturing van mounted platforms. What happens after the acquisition remains to be seen.



Traklift showed three tracked spider platforms with working heights up to 20.6 metres



Dieci had an impressive stand including the new Hercules 210.10 and 160.10.

**Dieci**

With one of the most impressive stands, Dieci continued its tradition of launching several new products at each show it attends. The biggest new machine on its stand was the Hercules 210.10. SAIE saw the introduction of the smaller 160.10 and both have undergone several technical improvements including greater ground clearance. Its Icarus 40.17 will have a new cabin for next year and the Dedalus 26.8 will be introduced, basically a 26.6 with an eight metre boom.

**Marchetti**

Italian crane manufacturer Marchetti unveiled its MTK 1006 mounted on a four axle Volvo FM 84R truck chassis although it can be mounted on any 8x4 commercial chassis. With a lifting capacity of 80 tonnes the crane has a maximum boom length of 40 metres and a



The Marchetti MTK 1006 mounted on a four axle Volvo FM 84R truck chassis has a lift capacity of 80 tonnes and max tip height of 55 metres with jib.



Chris Taylor of CAT Access Solutions buys another machine - this time the new Platform Basket 22.10 spider platform from Shaun Day of UK distributor Promax.



*Back in production and telling everyone about it - Raimondi Cranes SpA.*



*Seen by many for the first time is the 600 tonne Liebherr LR1600/2.*

max tip height of 55 metres with jib. Gross vehicle weight is 32 tonnes. Marchetti says that it currently produces around 50 AT, City and truck cranes a year.

**Liebherr**

We have extensively covered Liebherr's new mobile cranes - the 350 tonne LTM 1350-6.1 and the MK88 self erecting tower crane in our previews - but there were several other interesting products on display.

To meet the market's demands for heavy lift tower cranes, Liebherr has introduced the 130 EC-B 8 FR.tronic flat-top crane with a maximum lifting capacity of eight tonnes, replacing the 130 EC-B 6 FR.tronic. Power from the standard continuous FC hoist gear has been increased from 30 to 37kW and now allows hook heights up to 190 metres and hoist speeds up to 105 metres per minute. All loads are carried in two-line mode and at 60

although not seen by many in Europe - were the 600 tonne LR1600/2 (on Ainscough's recent crawler crane shopping list) and the 40 tonne heavy duty cycle HS 825HD.

The company was also promoting its remote diagnostic Teleservice product through a live crane simulator which is now an important part of crane driver instruction at Liebherr's Biberach training centre. Consisting of a software supported simulation and large screen graphics within a tower crane cab, it gives operators a very realistic but totally safe environment to practice and improve crane skills.

**Raimondi**

Making sure everyone knew it is still in tower crane business - albeit with new owners Ramco Group of Qatar - was Raimondi. After a cost reduction exercise which included about a third of its staff, the company is again in the market under the Raimondi Cranes S.p.A banner, this



and nine used machines. The range has now been reduced to six models although there are plans for a new 70 metre, seven tonne capacity crane to slot in between the MRT126 and the MRT294.

**Maeda**

Tucked away on the extremities of the crane area was Maeda. Even though it was hard to find, more than enough visitors saw the two new models, the six tonne capacity pick and carry LC1385 and the 590mm wide, 1.72 tonne MC174

which replaces the MC104. The company also has another new model in the pipeline, the 2.93 tonne capacity, 4.3 tonne GVW, LC383 mini crawler crane which should have a pick and carry capacity of about 1.45 tonnes and roughly 8.35 metre lift height - which 'will definitely be at Bauma'.

Also on the cards is a new 8-10 tonne capacity crawler unit. No doom and gloom here with Kranlyft saying its January and February sales months were its best ever.

**Furukawa Unic**

Furukawa Unic showed its range of straight boom loader cranes. Whilst not popular in Europe, its range of 11 models in five different categories offer lifting capacities from one to eight tonnes and it says, gives better capabilities than articulated loader cranes.

The smallest model, the A100 lifts just under a tonne at 1.8 metres and with a four stage boom can lift 250kg at its maximum radius of 4.8 metres. The larger W series cranes have capacities from 2.3 tonnes to more than four tonnes and are designed for light to heavy duty trucks. The W540W for example has a maximum of six boom sections and handles 250kg at 15.47 metres.



*One of the range of Furukawa Unic straight boom loader cranes.*



*Liebherr's realistic live crane simulator forms an important part of crane drive instruction at its Biberach training centre.*

metre maximum radius it has a lift capacity of 1.3 tonnes. Two crawler cranes that have been known about for some time -

follows a six month period where production totally ceased. Since starting up again it has sold 14 new cranes for use by its new owners





*Claiming to be the world's highest platform on a 3.5 tonne chassis, the Palfinger P260B.*

**Palfinger**

As well as its loader cranes and 103 metre Wumag WT1000 truck mounted lift, the first in France, sold to Mediaco - Palfinger also launched the P260B, a 25.8 metre working height platform mounted on a 3.5 tonne chassis.

Using extruded aluminium profiles to keep the weight down the platform has a 12.5 metre outreach to the side and front with 100kg in the platform which increases to 13.5 metres over the rear of the machine.

Four different outrigger modes are available giving the operator enough flexibility to set up in most terrain or space situations.

**Hinowa**

We only published very brief details of Hinowa's new 20.9 metre working height truck mounted Orchid Lift 21.11, its main attraction. The company's first truck mounted platform uses the popular 3.5 tonne Nissan Cabstar and double pantograph boom arrangement, with parallel vertical movement up to a height of nine metres at a constant outreach of 10.6 metres, lift capacity is 200kg. The two position, vertical stabilisers can be used within the width of the chassis reducing outreach to about eight metres and working height to more than 18 metres.



*Hinowa's first truck mounted platform - the Orchid Lift 21.11 has a 20.9 metre working height and 10.6 metre outreach.*

**Oil&Steel**

Italian truck and spider platform company Oil&Steel probably had more new products on show than any other manufacturer. We were expecting four new platforms - two truck mounts and two tracked spider machines - but an additional spider was also unveiled.


The Snake 1770 Compact and the 2512 Compact mounted on a six tonne chassis join the Snake 2010 launched last year. The three machines now cover 17 to 25 metre working heights and use three different stabiliser systems - within the width of the chassis, variable stabiliser width and the Gekko system. The new tracked 15 and 18 metre Octopussy EVO series machines were on show for the first time,

priced above the existing Octopussy machines they offer extendable tracks, rotating basket, and jib and new offset outrigger system - to justify the additional expense.

The other 'brand new' machine on show was the 'bare bones' tubular steel frame Octopussy 1400 Classic. Available in two versions - the 120kg capacity 4001 and 200kg 4002 - the unit is a more basic machine that will obviously be popular with plant hirers.

**Giraf Track**

Giraf Track's has already delivered 10 units of its impressive - particularly with its 13 metre long platform - tracked boom lift/crane/telehandler. It is currently working with an electrical supply/maintenance contractor for projects in the UK. The final machine





Make the move too ...


**Make the move to:**

- Maximum Reliability
- Ultimate Durability
- Excellent Platform Rigidity

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







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





*Oil&Steel's 'bare bones' tubular steel framed Octopussy 1400 Classic is aimed at the plant hirers.*

can be seen at Vertical Days at Haydock in June and will feature an operator cab with joystick controls and front blade for stabilisation. The tracked machine can lift two people with a 250kg transformer outperforming regular boomlifts.



*Impressive with its 13 metre long platform, the Giraf Track can be seen at Vertical Days this month with operator cab and front blade.*

### ATN

French mast boom manufacturer ATN showed its first boom lift, the Zebra 12, a 12 metre Rough Terrain articulated boom with 8.5 metres outreach. Sales manager Patrick Biasin said that the company is looking to extend the range, to include 16, 18 or 20 metre models. The Zebra 12 has good ground clearance, is simple to operate and has its own in-built diagnostic screen allowing users to monitor the machine's performance without plugging in laptop computer.



*ATN's first boom lift - the 12 metre rough terrain Zebra 12 has its own built-in diagnostic screen.*

### Böcker

Böcker unveiled two new products, the 2.3 tonne material or 12 person rack and pinion Superlift LX which fits between the Superlift MX and the Giant Lift, it offers lifting speeds up to 40 metres per minute up to a maximum lifting height of 200 metres and the more interesting 31.4 metre hook height AK 32/1500 PLC aluminium truck crane. The company says that the combination of a smaller chassis and a fixed semi-trailer means that driving license class BE is sufficient to drive the crane.



*By using a combination of smaller chassis and fixed semi-trailer, Böcker says that a BE class driving license is sufficient to drive the crane.*

### GGR Unic

The GGR stand was a mixture of red and yellow as it launched its new GGR AL series of Airlift mini cranes. In its bright yellow livery, the air-powered mini cranes claim to be the world's first fully Atex certified Zone 1 spider cranes. Designed primarily for the petrochemical, offshore and underground controlled sectors the AL Series can work in Zone 1 and Zone 2 environments with all the attributes of the standard Unic mini crane. GGR has developed six models from the 2.9 tonne AL529 to the six tonne AL660. Included in the range is the AL740 which is based on the new four tonne capacity Unic URW-547 but which has an improved working radius of 17.83 metres and 18.6 metres lift height.



*GGR introduced its new AL series of Atex certified Zone 1 spider cranes.*

**c&a**

**intermat**



**AERIAL WORK PLATFORMS**



*The easy choice*

**www.gsrspa.it**

Distributor for UK & IRL: King Highway Products Ltd.  
sales@skyking.co.uk - Tel. +44 (0)1858/467361

GSR S.p.A. Via Lea Giaccaglia, 5 - 47900 Rimini - Italy  
Tel. +39 (0)541/397811 - Fax +39 (0)541/384491  
e-mail: info@gsrspa.it





Kobelco Weldex deal

Mediac takes Wumag WT1000

Manitowoc Orbcomm partnership





**TADANO**



 **Premiere of  
the HK series!**

**All-Terrain ATF 220G-5 'Crane of the Year 2008'<sup>®</sup>**

**biggest on Show accompanied by the**

**All-Terrain ATF 40G-2**

**All-Terrain ATF 50G-3**

**Truck Mounted HK 40**

**We are looking forward to welcome you again!**

**Vertical  
days**

**Haydock Park, June 24th - 25th 2009**

**TADANO FAUN**

TADANO FAUN GmbH  
P.O. Box 10 02 64  
D-91207 Lauf a.d. Pegnitz  
Tel.: +49 (0) 9123/955-0 • Fax: +49 (0) 9123/3085  
Web: [www.tadanofaun.de](http://www.tadanofaun.de)  
E-Mail: [info@tadanofaun.de](mailto:info@tadanofaun.de)

**CRANES UK LTD**

Cranes UK Ltd.  
1-4 Wentworth Way  
Wentworth Industrial Park  
Tankersley, South Yorkshire S75 3DH  
Tel.: +44 (0) 870 066 5466 • Fax: +44 (0) 870 066 5501  
E-Mail: [joelyon@cranesuk.net](mailto:joelyon@cranesuk.net)

**In case of any questions, please get in touch with CRANES UK!**



# Good problems & bad problems?

As if the current economic climate isn't hard enough to deal with, self erecting tower crane rental companies (particularly those with small fleets) have a variety of other problems to deal with. Cranes & Access takes a closer look at this and at the pros and cons of using small tower cranes rather than telehandlers for on-site material handling.

When a customer wants to extend the hire of your self erector or top slewing city crane, you would initially think that the extra revenue would be welcome. It can, however, cause a major headache for the smaller rental company, particularly if the crane is already booked on another long-term contract - which it often is. If the crane remains on site - even for a few more months - it may mean losing the other contract which could be for a year or more. Passing the work on through a cross-hire deal rarely works in this market, and even if it does, the company then has the challenge to find a similar contract for its own crane when it comes free a month or two later. A tricky situation in the current environment, but one that smaller companies relying on full utilisation have to deal with on a regular basis.

However, there is a growing trend for the opposite to happen but with

a very similar end result. Feedback from crane rental companies suggest some customers are increasingly negotiating 'long term' hires (50 weeks plus) to obtain a very good rate but then off-hire the crane well before the end of the hire contract, often after just 30 weeks or so. Again a tricky situation.

If the rental company enforces the original contract period and goes looking for the money through the legal system, most hirers said that they were concerned that they would not obtain work from that customer again so this route is rarely followed. The practice is all the more galling if as many think the customer 'over estimated' the rental period for financial gain. The problem is further compounded if the crane was purchased specifically for the long-term contract with financing/purchase/cash flow arranged around the length of the hire. Occasionally there are instances



where contracts actually end early, possibly because the tower crane - in this instance its own worst enemy - has enabled the contractor to save time during the construction and complete the work much quicker than envisaged. The use of a self erector or small city crane is - despite having first arrived in the UK more than 40 years ago - still in its infancy in this country and the speed and efficiency of the equipment compared to more traditional plant and equipment can be a surprise to new users. However, the general sentiment of the tower crane rental

companies we spoke to thought there is a definite trend for the original rental period 'exaggerated' just to get a lower rental rate. Perhaps this is an area where the industry ought to agree strict contract terms or better still rental companies maintain their pricing but making the last month or two free of charge. For the genuine contractor he still benefits from the keen contract price, while the fraudster doesn't. So what are the benefits of using a self erector or small city crane rather than its main competition, the telehandler?

## Self erecting crane v telehandler

Benefit	Self erecting crane	Telehandler
Reach across entire site?	Yes	No
Lift into/out of smallest spaces?	Yes	No
Quiet operation?	Yes	No
Immediate mobility?	No	Yes
Precision movement?	Yes	Varies
Superior visibility	Yes	No
Position material inside covered structures?	No	Yes
Widespread availability?	No	Yes
Minimal environmental impact?	Yes	No
Radio control?	Yes	No
Electric power?	Yes	No
Reduced manpower?	Yes	No

Taken from a Manitowoc 'The Advantages of self erecting cranes' presentation





The above table (with an addition and 'tweak' or two) was taken from a Manitowoc presentation on 'The Advantages of self erecting cranes' aimed at convincing users in North America of the benefits of the self-erector.

Ignoring the obvious manufacturer bias, the article highlights the self erector's advantages which are still applicable and which more and more customers in the UK and North America are now realising. The combination of superior reach, safer operating techniques and quieter operation means self-erecting cranes can outperform telehandlers on many projects. The cranes can be used in areas not accessible by a telehandler and reach across the entire jobsite instead of one area, place materials exactly where they are needed - and not on the edge of the building requiring further handling - improving safety and speeding up the construction process.

Radio remote controls have really boosted the efficiency and safety of the self erector, by allowing operators to place themselves in a location with the best visibility to handle the lift. Users also benefit from the crane's ability to work on environmentally sensitive sites or in residential areas with electric power, even when generated, being quieter and cleaner than mobile diesels. A final advantage is the ground is not cut-up by heavy machinery moving around the work site and site traffic is significantly reduced.

Many users also claim that self erecting cranes save on manpower with one company stating that on average, it has six to eight fewer workers on site when using compact tower cranes.

### Key attributes

Whatever the manufacturer, all self erectors have the same key attributes. They are easy to set-up - if you know what you are doing - have a small on-site footprint and good lifting characteristics. The site power supply can be used, if available, although most cranes have a standard or optional generator to obtain power.

Self erectors can be positioned in some of the tightest, most inaccessible areas of a site. There are occasions however where this is not possible, purely because the positioning/towing vehicle - usually a telehandler - cannot position the crane without blocking itself in or it cannot physically get into the space. Even this problem has now been solved with a motorised mobile power pack such as the Italian-built Gapo, available in the UK from Ladybird Crane Hire.

### Bigger is better

Sales of self erector tower cranes in the UK or Ireland have never been large, although in Ireland contractors have been far more willing to adopt the technology than in the UK. The current economic climate has seen a drop from those low levels. The reduction in the smaller residential and retail/office developments means that utilisation among the larger crane rental fleets has fallen significantly, to the point where Belgian-based Arcomet has shipped a portion of its UK inventory to other markets.

However it seems that it is common for many users to 'overspec' the crane, selecting a model with more reach and capacity than necessary, even if it costs slightly more. Hence the demand for the smaller radii self erector is not as great as for the larger cranes, particularly 40 metre working radius cranes.



C&a

self erectors

Liebherr 26K.1



### Small city or self erector?

Let's suppose you are one of the enlightened, and have decided on a small tower crane for your project, what do you go for, a large self erector or small city crane? From a rental point of view, the city crane will be cheaper, the complicated self erector being more expensive to purchase (possibly twice the price in the case of a large crane) and therefore also to rent. Both need a similar pre-prepared base although size for size, the self erector is heavier and therefore tends to have the higher foot loading. But the three main criteria that will decide one way or another are: the under hook height, maximum jib radius and space to position the crane on site.

Generally higher under hook heights and risk of lower level obstructions, tend to suit a city crane. Most self erectors have fixed mast heights and jib lengths whereas a city crane can add sections up to its maximum. There are exceptions, of course, with a self erector such as the Potain Igo T85 and the San Marco 45N, both launched last year.

The Igo T85 has a lattice mast that can offer working heights of between 20 metres and 35 metres either by telescoping or adding sections. With its jib luffed to maximum it has a maximum tip height of 51 metres and an on-site footprint of 4.5 metres square. With the jib fully extended to 45 metres the crane can lift 1,250kg, or with the jib folded to 33.8 metres the crane picks 2,350kg at jib tip.

San Marco's 45N has a maximum capacity of 1,500kg at 45 metre radius and is the first model in a new series that can add up to four, 2.5 metre tower sections, giving various under hook heights from 26.5 - 36.5 metres.

The 45N has a maximum lift capacity of 6,000kg and final testing and

certification should now have taken place with production scheduled to start this year.

City cranes tend to have greater working radii and the base takes up less space on the site. The downside is that the self erector is easier and cheaper to erect (about half the price) so for contracts under about 20 weeks or so it is the obvious choice given that it fits the other criteria.

Dunham Cranes, the Ramsbottom/Bury-based developer and distributor for Italian-built FB Gru self erectors, is one company that sees the benefits. It did a job last year with one of its self erectors that reduced the build time by three months. This alone saved the client £50,000 in finance costs without even counting any of the other financial savings through having a crane permanently on site.

Why the UK construction industry has not yet realised the benefits of small tower cranes is a mystery. True, the popularity of the machines in mainland Europe is probably as much related to contractors owning their own cranes as anything else. In the UK the tendency to rent equipment, means that contractors rely on what rental companies have available and most are still unsure or unwilling to invest in self erectors which are less versatile than mobile cranes. Using a self erecting tower crane does mean organising the site differently and changing some of the existing working practises. But with significant time and cost savings to be had, it can't be too long, before they are more widely adopted, can it?



San Marco 45N





# Mantis looks overseas

Irish self erecting crane manufacturer Mantis, launched its new four tonne capacity 36.10 at Intermat and plans to expand its export markets further. The new model supersedes the 35.10 and has been designed to utilise ballast weights from the Mantis 32.10 thereby providing a cost saving to owners who may have both models. The 36.10 also shares the same hoist and trolley motors and other components.



Fabrication of crane base

One of the key features of the 36.10 is the relocation of the trolley motor to the bottom of the tower which simplifies maintenance work, and allows adjustment of the trolley brake, without need to dismantle the crane.

The new crane can set up with jib lengths of 36, 32, 28 and 14 metres, giving a maximum hook height with jib fully luffed of 27 metres or 22 metres with a horizontal jib. The crane can also operate in winds of up to 72 km per hour depending on load dimensions.

A new radio remote control unit is used which, apart from operating the crane, also displays a variety of information, including the weight on the hook, trolley distance, hook

height and wind speed. As an alternative the crane can be operated using a cable control, while few operators will choose this option, it is useful as a backup in the event of the radio remote control unit being damaged.

The 36.10 requires a 400V, 50Hz mains electricity supply or a 30 to 40kVa generator. Just two trucks are required for transportation - a low-loader for the folded crane itself and a flat-bed for the ballast. With its own wheeled chassis it can be quickly dismantled and moved around on site to different positions using a site vehicle equipped with tow hitch or a powered tug such as the Gapo.



Mantis 36.10 prototype

If required, Mantis can supply an axle kit with brakes, incorporating lights and other features to comply with road regulations, allowing the crane to be towed behind a truck on its own wheels - common in mainland Europe but seldom used in the UK or Ireland.

The new model is the largest in a growing, range of six self-erecting tower cranes manufactured by Mantis at its facilities in Ireland. Its current line-up comprises the 23.09, 30.10, 32.10, 35.10, 36.10 and the TC 25. Apart from manufacturing, the company also has a fleet of self-erecting tower cranes for hire throughout the UK and Ireland.

General manager Robert Rowlette says: "We are trying to educate contractors and builders of the economics that self-erecting tower cranes provide, their ease of use, flexibility and adaptability. We have

also designed our own range of self-erecting tower cranes to meet the specific requirements of the construction industry in the UK, namely the Mantis TC 25 which has its own on-board generator and can be transported with its full complement of ballast enabling the crane to be erected for work in less than 30 minutes from delivery."

"We are now looking to expand into other countries," he adds. "Although we are initially focusing on Poland, CIS, Czech Republic and the Baltic States we are prepared to talk to dealers anywhere. We have already sold cranes directly into mainland Europe, Africa and the USA.

I believe that now is a good time to start working with dealers who can deliver the required level of customer service. Being small has its advantages, we can react to customer needs quickly and efficiently."



Mantis TC25 being towed by a Tractor

## Back in production

Raimondi's recent problems - six months out of production - are now in the past, with the company - under new owners Ramco Group of Qatar and exhibiting at the recent Intermat show.

A review of costs meant about one third of its staff were let go, but the new company is back in

the market and selling cranes under the Raimondi Cranes S.p.A banner and has already sold 14 new cranes to its new owners. The range has been reduced to six models although there are plans for a new 70 metre, seven tonne capacity crane to slot between the MRT126 and the MRT294.





**STRONGER THAN EXPECTED**

**SPIERINGS**  
MOBILE CRANES

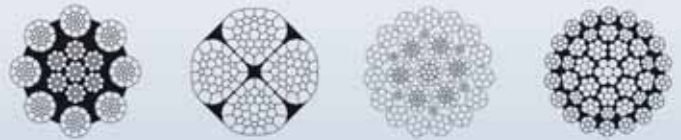


www.spieringscranes.com  
Merwedestraat 15 5347 KZ OSS The Netherlands Tel +31 412 697777

Your partner for  
special wire ropes



Please get in  
contact with us!



www.carlstahl.com

# 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](mailto:info@sarumhardwood.co.uk)

web site: [www.sarumhardwood.co.uk](http://www.sarumhardwood.co.uk)



# Easy does it

Manitowoc's latest self erector, the Igo 30, is available in two versions: a 30 metre jib version that has a tip capacity of 900kg and a 28 metre jib version that can handle 1,000kg.

**Maximum capacity for both versions is 2.2 tonnes, which the crane can take to 14.6 metres radius. Height under hook is 21 metres and the jib can luff to either eight or 20 degrees. With a total weight of less than 26 tonnes, it can be transported on a single truck in most markets, reducing transportation costs.**

The crane also features the SmartCom system that incorporates special sensors and an on-board computer to improve efficiency and bring additional safety to folding and unfolding operations. For ease of set-up, it has side ballast, which means the counterweight does not need to be moved during erection and dismantling. This is especially



useful on job sites where 'free slew' is not possible or where there are strict rules regarding the position of the jib during out-of-service operation. All of the mechanisms are frequency controlled and radio remote control is included.

"The emphasis on the Igo range is to make everything about the job as

easy as possible," says Vincent Milan, Manitowoc's senior product manager for self-erecting cranes. "When designing the cranes, we focus on transporting it to the site, rigging, maintaining, operating on site and then moving on to the next job."

## Looking for something bigger

Dunham Cranes, the Ramsbottom/Bury-based distributor for FB Gru self erectors which introduced its largest machine, the 1,000kg at 36 metre radius GA136 last year, has seen the demand for the longer radius self erecting cranes increase in the UK. Unfortunately its request for a larger FB crane has so far gone unheeded, so it has entered into an agreement with Benazzato to distribute its 40 metre self erector.

Dunham director, Alan Dunham said: "We now have an arrangement with Benazzato and its UK dealer to take the 40 metre crane should we need it. We have been asking FB for a while to produce a larger self erecting crane but this does not look like happening in the near future."

Dunham also thinks that the small city tower crane has great potential in the UK.

"FB Gru's new GHS 401 is much lighter and needs a much smaller base than a self erector - 2.8 metres by 2.8 metres compared with

about 4.5 metres square," he says. Dunham took delivery of the first GHS 401 in the UK last year. Designed in six metre modules, the unit can be easily handled and transported to site on one truck. The units can also increase its height with the addition of more tower sections, unlike the fixed height self erector.



## New four axle MK

While the UK has something of a blind spot for self erectors, it does like the mobile version which can offer many of the advantages of a regular self erector while retaining the mobility of an All Terrain crane. Liebherr has recently introduced its four axle MK88 mobile tower crane, the successor to the MK80 of which sold nearly 150 units. Like the three axle MK63 and five axle MK100 models in the Liebherr's range, the new MK88 is an extremely compact, manoeuvrable design and therefore ideal for use in town centres where space between buildings is limited.

Transport dimensions are similar to the MK80 but the crane superstructure is distinctly larger allowing a maximum hook height with the jib in the 45 degree 'super steep-angle' position to increase to more than 57 metres

and the maximum working radius to more than 44 metres.

The completely new design, the two-section lattice-construction telescopic tower is said to be exceptionally rigid and has three standard steep-angle jib settings: 15, 30 and 45 degrees.

The electric power supply for crane erecting and operation can be taken either from the standard compact 48-kVA generator on the superstructure or by connecting to an outside source. The generator allows the crane to be erected and operated where no suitable outside power supply is available - a major bonus in town centres and noise protection areas.

The cranes radio remote control includes a full display of the essential load and operational information, including actual working radius, hook height, lifting speeds and the load on the hook.





# The **Vertikal** Guide

for buyers and users of lifting equipment

---



Access Equipment  
Cranes  
Telehandlers

# Vertikal

# days

Haydock Park  
24th & 25th June 2009

[www.vertikaldays.net](http://www.vertikaldays.net)



# Even bigger and better

Despite the current economic climate, Vertikal Days - the only UK event aimed specifically at the crane, access and telehandler industry - will have more exhibitors, more worldwide new product debuts and product launches than ever before.

Now in its third year, the event has firmly established itself as THE lifting show for the UK and Ireland, with its relaxed atmosphere conducive to networking, making new contacts, discovering new products and ideas and in some cases, trying out the equipment in the demonstration area.

Almost 60 access manufacturers from Aichi to Youngman will be represented as well as more than 30 crane and telehandler producers and more than 20 other related associations and companies.

Haydock Park is once again the venue, with the two day show taking place on June 24th and 25th.

There is plenty to see including:

- Aerial Lifts**
- Mobile Access Towers**
- Mast Climbers and Hoists**
- Mobile Cranes**
- Tower and Trailer Cranes**
- Loader Cranes**
- Telescopic Handlers**
- Safety Equipment**
- Training Centres**
- Components & Accessories**
- Affiliated Trade Associations**



Entry and parking is free of charge to anyone employed by companies that buy or use the wide array of products and services on display. And when at the show all refreshments - tea, coffee snacks and lunch is also provided - no charge! Register on line before the event at [www.vertikaldays.net](http://www.vertikaldays.net) and then just pick up a badge at the entrance to the show. You can also obtain a VIP ticket (exchanged for a badge at the entrance) from an exhibitor or just turn up on the day and complete a registration form. If you are a manufacturer of lifting equipment and are not exhibiting you will need to contact the organisers to purchase a non-exhibiting manufacturers pass. The Vertikal evening networking event on Wednesday evening is strictly by ticket only. The event is already close to capacity but any spare tickets will be offered on the day on a first come, first served basis.



Aerial view of 2008



## Meetings and Seminars

There are a number of meetings and seminars being held on-site throughout the two days.

### New Crane Hire/Contract Lift guidelines - Wednesday 24th

The CPA/HSE will unveil a major revision of the CPA Best Practice Guide for Crane Hire and Contract Lifting, which companies will be able to comment on prior to the HSE rolling it out with training sessions for hire desk staff in the second half of this year.

Time: 10am for coffee with a 10.30am start in Leverhulme suites 1 and 2 on the second floor of the Tommy Whittle stand.

### Construction Hoists Best Practice - Wednesday 24th

The CPA Construction Hoist Interest Group (CHIG) is launching a Best Practice Guide on Work At Height on Construction Hoists.

Time: 2.30pm in Leverhulme suites 1 and 2 on the second floor of the Tommy Whittle stand.

### IPAF Hirers open meeting Wednesday 24th

IPAF is holding its annual hirers committee open meeting which is open to all IPAF rental company members.

Time: 2:00pm in the Newton Stand

### IPAF Rental Plus meeting Wednesday 24th

There is a seminar on IPAF Rental Plus, the quality standard for powered access rental companies, open to both members and non members.

Time: 11.30am in the Newton Stand

### ALLMI Operators' Forum - Thursday 25th

The ALLMI Operators Forum will be holding its General Meeting.

Time: 10.00am in the Whittle suite.

### Higher Concept Syrxn workshops - Both days

Higher Concept Rental software is organising a series of training workshops on both days of the event for its clients, in the Newton stand.

### 'Protect yourself through the credit crunch' - Both days

Top Service will host short seminars on Wednesday morning and throughout the day on Thursday entitled 'Protect yourself through the credit crunch'.

## Show information

**Venue:** Haydock Park Racecourse Newton-Le-Willows Merseyside WA12 0HQ (just off Junction 23 of the M6 motorway)

**Dates and times:** Wednesday 24th June - 10am to 5.30pm  
Thursday 25th June - 10am to 4:30pm

### How to Register:

- On line at [www.vertikaldays.net](http://www.vertikaldays.net) and pick up your badge at the gate.
- Obtain a VIP ticket from an exhibiting supplier and exchange it for a badge at the gate
- Turn up on the day and complete a registration form.



**AGS**

AGS, the French-based crane electronics safety specialist will be exhibiting with Falcon Cranes its UK distributor, displaying its latest overload and anti-collision devices for tower cranes.

**Access Industries**

- see Multitel

**Aichi**

- see Ranger Equipment

**Altec**

- see Kalmar

**ALLMI**

The Association of Lorry Loader Manufacturers and Importers will once again be exhibiting at Vertikal Days and hosting the general meeting of its Operators Forum.

**APS**

APS will show the recently launched 23 metre Hinowa Light-Lift 23:12, some of the smaller Hinowa models along with products from the Omme range. The company will also co-man the UPAS stand with IPS which will show models from the UpRight aerial lift range.

**Ascendant Access**

Expanding UK-based manufacturer of truck mounted platforms Ascendant Access will show two of its latest platforms designed primarily for outreach rather than height - the 17 metre outreach Ascendant A17-12 in Facelift colours mounted on a 3.5 tonne chassis and the A22-17 mounted on a 7.5 tonne platform in Midland Truck Mounts livery.

**ATN**

French-based mast boom manufacturer ATN will be showing its all new 12 metre Rough Terrain articulated boom lift, the Zebra 12, with 8.5 metres outreach. Known for its wheeled and tracked mast boom machines, the company is looking to develop a full articulated boom lift range up to 20 metres and is seeking distributors and partners to expand its export sales. Vertikal Days will also be the first time that the company has displayed its well known track and wheel mounted mast booms in the UK, with an eight metre tracked model and a more traditional 10 metre wheeled unit on display.

**Australian Crane and Machinery**

Australian Crane and Machinery, exhibiting for the first time in the UK, will be based in the Marketplace where it will have details on three new products. The ACM-200 Super Platform, aimed at the mining industry for maintenance of large earth moving equipment and tunnel operators for general maintenance; the ACM-280 truck mounted aerial platform which has the ability to travel in any direction with a single lever control and the new 20 tonne capacity ARC-20 articulated pick and carry tractor type crane which is so popular in Australia. It is also looking for dealers in the UK and Ireland.

**Baker Access**

Newly formed Baker Access will launch the SUP-Elefant spider lift and CMC truck mounted product range in the UK with a 15 metre compact articulated tracked spider lift on display.



ATN Zebra 12

**Bil-Jax**

- see Promax Access

**Bison Palfinger**

- see SkyKing

**Böcker**

- see Power Lifting Services

**Broderson**

- see Cranes UK

**Bronto**

Finnish-based Bronto Skylift will be showing one of its XDT - Extra Duty Telescopic truck mounts - the 46 metre S46 XDT, mounted on an 18

**FALCON CRANE HIRE**

**AGS**  
TECHNOLOGIES POUR GRUES ET CHANTIERS

Haydock Park Racecourse  
**VERTIKAL DAYS**  
Stand MP3  
24-25 June 2009

**2 Market Leaders joining forces for global safety in United Kingdom**

- Falcon Crane Hire is the largest independent tower crane supplier in UK.
- AGS is the Market Leader for zoning & anti-collision safety systems for Tower Cranes.

**Falcon Crane Hire is the distributor for AGS product in United Kingdom.**

**FALCON CRANE HIRE Ltd**  
Shipdham - Norfolk  
Tel + 44 (0) 1362 821048  
Fax +44(0) 1362 821233  
Email : enquiries@falconcranes.co.uk  
Web : www.falcon-crane-sales-hire-uk.com

**AGS (head office)**  
24 rue du 35ème régiment d'aviation  
69500 BRON - France  
Tel: +33 (0)4 37 42 15 00  
Email: contact@ags-btp.fr  
Web: www.ags-btp.fr



tonne GVW chassis which provides up to 25 metres of outreach and a 700kg platform capacity.

**City Lifting**

City Lifting is hoping to surprise everyone with a brand new K type jib, compact city-type tower crane. Although with delivery due the week before the show, it is far from certain that it will be ready. The company will also have a six axle Spierings self erecting tower crane on display.

**CMC**

- see Baker Access

**CPA**

The association representing plant hire company's will be on hand to meet with members and will host two important seminars (See meetings and seminars)

**Cranesafe**

Cranesafe - the UK affiliate of SMIE the leading manufacturer of tower crane anti-collision and safety electronics systems - will have a variety of products for tower cranes including anti-collision and zoning systems, remote monitoring and data logging systems, along with products for all types of cranes include anemometers and wind speed alarms and load view cameras.

**Cranes UK**

Tadano Faun distributor Cranes UK will probably be showing the largest crane at Vertikal Days - the 220 tonne ATF 220G-5 as well as the UK launch of the HK40 truck mounted crane in John Sutch colours. Also making an appearance on its stand will be the 40 tonne ATF40-G2 and 50 tonne ATF50-G3 All Terrain cranes. The company



Genie

has also been appointed as the Broderson pick and carry industrial crane distributor for the UK and Ireland and hopes to launch the range by showing the IC80 crane.

**CTE**

New equipment from CTE includes the CTE 230 a 23 metre straight boom platform mounted on a 3.5 tonne chassis fitted with variable position 'H' frame jacking. Also on show will be its 13 metre Traccess 135 and 17 metre Traccess 170 tracked spider lifts, the 21 metre Zed 21 mounted on a 3.5 tonne Nissan Cabstar, the compact 32 metre Bizzocchi KJF320 and the Effer 585 loader crane.



CTE Zed 21

**Custom Equipment**

- see R2 Access

**Dinolift**

- see Ranger Equipment

**Eazzi Access**

Eazzi Access, the recently founded company will be showing its new range of UK-built push-around scissor lifts. Together with R2 Access it will be auctioning a special 'Pink' machine for womens' charities.

**Easi-Uplifts**

Easi Uplifts - the Irish-based international crane, access and telehandler rental company will exhibit a selection of its specialist equipment which it offers on both a retail and re-rent basis in the UK. The centre piece of the company's display will be a new 70 metre Bronto S70XDT truck mounted lift which will be based in London. The company is also looking for staff and partners to support its UK expansion plans.

**Effer**

- see CTE

**EPW UK**

Equipment Parts Wholesale, the California-based parts supplier has recently opened its Flintshire-based European parts business and will be showing a range of OEM parts that it stocks for Genie, JLG, Skyjack,

Snorkel, Upright and MEC machines. Take a look at its video presentation and interactive demonstrations of its online ordering system which will be running throughout the show and pick up its latest European catalogues and parts cd's available on the stand.

**Facelift**

The Hickstead-based access specialist will show a range of products from its specialist sales and hire division, and will most likely include Denka and Falck Schmidt atrium lifts.

**Galizia**

- see GGR-Unic

**Genie**

Genie will display a raft of products including the first UK showing of the GRC-12 Genie Runabout Contractor. The steel mast and platform on the GRC-12 comes with a standard slide-out extension deck that provides 440mm of outreach. With a lift capacity of 227kg, two operators can work to a height of 5.5 metres. The GRC-12 is also drivable when fully elevated.

Other products will include the trailer mounted TZ-34/20, the AWP-25S portable personnel lift, the SLA-15 portable material lift, the Z-51/30J RT articulating Rough Terrain boom with jib and the GTH-2506 compact telehandler.

**GGR Unic**

The GGR stand will be a mixture of red and yellow as it launches its new six model range of GGR AL series of Airlift spider cranes. In their bright yellow livery, the air-powered mini cranes claim to be the world's first fully Atex certified Zone 1 spider cranes. Designed primarily for the petrochemical, offshore and underground controlled sectors the AL Series can work in Zone 1 and Zone 2 environments with all the attributes of the standard Unic cranes. Models range from the 2.9 tonne AL529 to the six tonne AL660.

Also on show will be the six tonne Unic URW-706 and the new four tonne capacity Unic URW-547 which has an improved working radius of 17.83 metres and 18.6 metres lift height. Completing the stand is the two tonne Galizia G20 pick and carry crane.

**Giraf Track**

- see Test Centrum

**Grove**

- see Manitowoc



Unic URW-547

**GSR**

- see Skyking

**Hiab**

- see Muni-Serv

**Higher Concept Software**

Higher Concept will be providing complimentary training workshops on its Syrx rental software giving customers an extra incentive to visit Vertikal Days. The workshops, being held in the Newton Stand, will be run by HCS trainers with experience of working directly in the Plant and Tool Hire industry. The sessions are intended to help customers maximise the return from their existing IT investment, hopefully strengthening and driving their businesses forward in 2009. All attendees will be given a fact sheet specific to the attended workshop and a complimentary gift.

**Hinowa**

- see APS

**HMF**

Danish-based loader crane manufacturer HMF will display a variety of its current model range, including the HMF 1720K3, HMF 2420K7, HMF ODIN OK6, HMF 1643 Z2 and the HMF 340 K3.

**Holland Lift**

- see Russon Access

**inspHire**

Making its third appearance at Vertikal Days, inspHire will be demonstrating its Hire Management Solutions designed to handle all the day-to-day tasks associated with the running of a hire business.

Now using Windows 2007 look and feel, inspHire has streamlined menus for quick and easy system navigation and live two-way integration with 'best of breed' accounts packages like Sage and Microsoft, for easy month end procedures. New features include 'Smart Views' which allow the user to create live, dynamic and interactive reports - to interrogate



and analyse 'just the information' required.

Latest developments include Vista Certified InspHire CRM which is intuitively simple and created specifically for the rental industry to harness customer information to help build stronger more profitable relationships - now with remote synchronisation. InspHire MobileWorking provides the freedom to work away from a hardwired workstation. Using the latest Net technology and features such as barcode or RFID functionality and signature capture on-site.

#### IPAF

The International Powered Access Federation will be looking to meet with members and promote its Powered Access Licence PAL card training programme while also hosting two rental meetings - see meetings and seminars.

#### IPS

IPS, the international parts and service supplier, will have a new line of automotive, plant and access parts on display including bulbs, alarms and will be promoting its on line parts ordering system.

#### Isoli

No confirmation yet of Italian platform manufacturer Isoli's UK

distributor but the company will have its Land Rover-based 14.2 metre, 6.7 metre outreach MPT 140 on display and hopes to announce its new UK distribution arrangements at the show.

#### Iteco

- see Russon Access

#### Jekko UK

Italian crane manufacturer, Jekko will unveil an all new tracked mini crane, the SPX1040, as well as showing the MPK 20W and the SPD360. The new model, its largest to date, has a maximum lift capacity of four tonnes and a maximum tip height of 23.5 metres. The new crane is a narrow aisle pedestrian controlled crane although it can pick and carry up to



Jekko SPX1040



Isoli MPT 140

2.4 tonnes and is available in a variety of configurations.

The standard model comes with narrow fixed chassis and rubber tracks, a 14.5 metre four section boom and heavy duty 4.8 metre swingaway with optional 2.7 metre stinger extension, which gives it a class leading tip height of 23.5 metres with an offset capability of up to 25 degrees.

Options include an extendable steel tracked chassis for maximum pick and carry duties, a shorter three section boom and three counterweight options, including

a chart for the crane without counterweight, which reduces the GVW to just 5,000kg.

#### JLG

JLG is going electric, displaying five electric-powered aerial work platforms. The 13.72 metre E450AJ articulated boom lift, specifically designed where space is limited and claimed to be the fastest boom in its class.

For lower level access work, and in confined or weight-restricted applications, JLG's 'ultra-compact' mast lift model 1230ES, with a platform height of 12ft, provides

## ASCENDANT ACCESS

See the New Ascendant 12.5 and 15 metre Van Mounts at Vertikal Days, 24th-25th June 2009 Haydock Park

Setting the standard - The New Ascendant 12.5m/15m Van Mounts

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



#### Special features - Ascendant Van Mounts

- A spare payload capacity of 370kg
- Kerb Side access to rear doors
- Safe working load of 230kg
- Two boom reverse articulated lift mechanism with mechanical stops
- Full pressure proportional hydraulic controls
- Engine stop start at platform controls
- Stabiliser controls in cab with automatic activation of platform control when set
- DC power pack for emergency operation of booms and stabilisers, plus manual rotation and descent
- Jacks/boom and PTO/handbrake interlocks



convenient access for routine interior repair and maintenance work. The Toucan 10E is the company's latest mast boom with a 10 metre working height. Electric scissor lifts - the 19ft 1930ES and a 20 metre Liftlux 180-12 - will also be on show.

## Kalmar

Kalmar, the Altec and most recently Socage distributor in the UK, will be showing two new products including the Socage Apache DA 320, its latest 20 metre working height truck mounted platform unveiled at Intermat. Mounted on a 3.5 tonne chassis, the platform has a 9.2 metre outreach with a 250kg platform capacity. The company will also be showing a new 13 metre Altec boom lift mounted on a Ford Transit van.

## Kingfisher

One of the more unusual products on show will be a new platform emergency escape/rescue device from Kingfisher Access. The compact device incorporates a friction descent reel which, combined with one of the company's multi-link harnesses, allows an operator stranded in an elevated platform to safely lower himself to the ground under his own control. The device will be demonstrated every hour from a 60ft boom.

The company will also be promoting its wide range of training courses and its range of harnesses to cope with all manner of working at height situations.

## Kingfisher



## Kirby Tyres

Kirby Tyres has entered the UK market with the Triple Coin range of All Terrain crane and truck tyres. Effectively breaking the two supplier - Michelin and Bridgestone - hold on the crane tyre market. Early indications on the durability and wear characteristics of the tyres are promising with several crane hirers having made the switch.

## Kranlyft

Kranlyft will be showing for the first time in the UK its new six tonne mini crawler crane, the Maeda LC1385-B with its 16.7 metre main boom and two tonnes pick and carry capability. Another first for is the 2.8 tonne capacity Maeda MC285 ultra compact spider crane, which will be shown with a glass suction unit mounted to the head of the crane with full radio remote controls. Other mini cranes on the stand include the LC785 mini crane, and full line of Maeda spider cranes - the MC405 with fly jib, MC305, MC174 CRM-G and the MC104 CR-G.

## Liebherr

Liebherr will use Vertikal Days for the first showing of its new LTM 1150-6.1, 150 tonne, 66 metre main boom All Terrain crane in Ainscough livery. The new crane will be used to demonstrate the very latest version of the company's Bluetooth remote control system which so impressed visitors at last year's Vertikal Days. The system has moved on dramatically in the 12 months since then.

Also on show will be the four tonne maximum capacity 32TT fast-erecting tower crane which offers seven different jib lengths and three different under-hook heights. Also on show is the LTM 1095-5.1 and the MK110.

The Liebherr after-sales product support team will be out in force, with a display of service vehicles, and an example of the automotive quality respray service offered by Liebherr's state-of-the-art paint shop. Also look out for the company's in-house CPCS Training School information desk which will have an instructor on hand to discuss the many training schemes on offer.

## Manitou

Access and telehandler manufacturer Manitou will be showing a selection of its diesel and electric articulated booms including its new 17 metre bi-energy lift, one of its VJR mast booms and an 18 metre telehandler.

## Manitowoc

Manitowoc has taken a booth in the Marketplace and will be demonstrating its exciting new CraneStar fleet management system for cranes which it is planning to make standard on all of its Grove, Potain and Manitowoc cranes.



Maeda LC1385-B

## Mayfield Publishing

Dick Lloyd will once again be selling and signing copies of his book '40 years a salesman'.

He has announced that this is his last show and that he is selling off his remaining inventory at half price. So this may be your last chance to obtain a signed copy of his entertaining book.

## MCS

Software supplier MCS is attending Vertikal Days for the first time and says that it has worked alongside a number of access and lifting hire companies to develop and refine its comprehensive software solutions - automating many critical business processes without the need for extensive customisation or radical changes to existing business processes. Features include the Allocation Chart - a colour-coded visual calendar showing each machine's booking status; Daily Diary - a daily 'to do' list of a depot's deliveries, collections and projected returns; Associated Specification Documents - a useful option providing a machine's safety and operating instructions printed (or emailed) with the contract or delivery note at the point of hire, ensuring the customer is supplied with the pertinent information at the right time and Scheduled Maintenance Alerts which collate each machine's maintenance and service intervals into a work to-do list displayed in ascending date order for workshop staff.



MEC 5492 RT

## MEC

Back again this year, MEC has two new machines making their UK debut - its largest scissor lift to date, the new 54ft platform height turbo powered 5492 RT with optional Ultra Deck and the electric powered 3084 Speed Level which is a must see product in that it extends the self levelling concept into possible new applications.

The Californian-based manufacturer will also display a wide range of electric scissor lifts including 1932ES, 2033ES, 3247ES and the 3772ESHD machine which it says is unique in its class, being fully electric with four wheel drive and self-levelling outriggers.

## Mecaplus

Spanish company Mecaplus is exhibiting for the first time in the UK and will be demonstrating its unique 12 metre, self levelling ME1254 self propelled articulating boom aimed at high volume tree pruning applications, although a more general construction version of the lift is also available. The platform is also available with half and full tracked chassis.

If you are looking for a product that can truly revolutionise a sector then some time spent on this stand will pay dividends.

## Merlo

Italian telehandler manufacturer Merlo is showing one of its popular Roto 40.25 MCSS 360 degree telehandler fitted with an EN280 compliant 300kg capacity variable width platform with has a maximum width of 4.5 metres.



Liebherr LTM 1150-6.1



# Brand listing

Access Equipment	
Access Industries	114
Aichi	135
Altec	140
APS	111
Ascendant	106
ATN	113
Baker Access	127
BilJax	137
Bison Palfinger	142
Bizzocchi	101
Böcker	105
Bronto	100
CMC	127
CTE	101
Custom Equipment	125
Denka	145
Dinolift	135
Eazzi Lift	124
Facelift	145
Genie	147
Giraf Track	123
GSR	142
Hinowa	111
Holland Lift	132
Hy-Brid	125
Isoli	103
Iteco	132
JLG	130
Kalmar	140
Manitou	118
Matilsa/SkyKing	142
Mecaplus	143
MEC	128
Merlo	136
Multitel-Pagliari	114
Niftylift	122
Oil & Steel	120
Omme	111
Palazzani	110
Palfinger Platforms	142
PB Lifttechnik	135
Platform Basket	137
Powerlift	131
Power Lifting Services	105
Power Tower	101
Promax Access	137
Pyrascaf	139
R2 Access	125
Ranger Equipment	135
Russon Access	132
Skyjack	138
Skyking	142
Socage	140
Teupen	135
Test Centrum	123
The Spider Lift Company	135
Tracked Access	110
SUP Elefant	127
UpRight	111/112
Versalift	117
Wumag	142
Youngman	115



## Cranes and Lifting Equipment

AGS	MP
Australian Crane & Machinery	MP
Böcker	105
Broderson	154
City Lifting	109a
Crane Safe	MP
Cranes UK	154
Effer	101
Galizia	129
GGR	129
Glasboy	129
Grove	MP
Hiab	104
HMF	102
Imai	141
Jekko	141
Kalmar	140
Kranlyft	144

Liebherr	152
Maeda	144
Manitowoc	MP
Moffett	104
Muni-Serv	104
Penny Hydraulics	102
Power lifting services	105
PM	120
Potain	MP
SMIE	MP
Speedy Lifting	133
Spierings	107
Tadano Faun	154
Terex AWP	147
Test Centrum	123
Tinsley Trailers	151
Tracked Access	110
UNIC	129
Valla	119

## Telehandlers

Genie	147
JLG	130
Liebherr	153
Manitou	118
MEC	128
Merlo	136
Skyjack	138
Terex	147
Test Centrum	123
Other	
ALLMI	102/103
CPA	MP
Cranes Today	MP
Crown Battery	MP
EPW	MP
Higher Concept Software	MP
Inspire	MP

IPAF	MP
IPS	112
Kingfisher Access	MP
Kirby Tyres	116
Mayfield Publishing	MP
MCS	MP
Myerscough College	MP
Nooteboom	148
Shield Batteries	MP
Syrinx	MP
Thermoil	MP
Tinsley Trailers	151
Top-Service	MP
Triple Coin Tyres	116
Trojan Battery	121
Union Power Systems	121
Will Leftwich Associates	MP
Wynne Systems	MP
ZF	115



**Multitel**

Multitel and its UK distributor Access Industries has two models making their UK launch. The 22.5 metre working height Multitel MX225 truck mounted platform is mounted on a 3.5 tonne chassis with stabilisers that set up within the width of the vehicle and provide a 10 metre outreach from its narrow footprint.

Also new is the SMX 170 tracked spider lift, launched late last year. The unit incorporates the boom structure from the MX 170 truck mounted platform mounted on a Palazzani developed crawler chassis. Weighing just two tonnes the platform has a small operational footprint but has close to eight metres outreach with 200kg lift capacity. Finally a 35 metre J335ALU truck mounted lift - destined for Rapid Platforms - will be shown with variable outrigger jacking, 400kg payload, 22.5 metres of outreach and 300 degree jib rotation. The MX 270 and MX200 truck mounted platforms complete the company's line up.

**Muni-Serv**

Muni-serv specialist vehicle solutions, the Hiab authorised service centre for the North West will be launching and demonstrating the Hiab XS MEWP, a completely EN280 certified aerial work platform combined with the benefits of a state of the art loader crane. In addition there will be a variety of equipment from the Hiab XS range and the Multi-Lift demountable range.

**Myerscough College**

Myerscough College offers a wide range of courses for crane and general plant service engineers. Apprentices will be on hand at the show to explain more about courses and the College.

**Niftylift**

The UK's leading manufacturer of self propelled and trailer platforms Niftylift will be showing two new

products at Vertikal Days. The 15 metre, track mounted TD150T which fits in between the compact 12 metre TD120T and very large TD170 offering a greater working height in a much more compact package. The other new product on show will be the 12 metre self drive SD120T low weight self propelled boom lift.

**Nooteboom**

Nooteboom will show a brand new semi-trailer designed specifically to transport aerial lifts with hydraulic ramps, standard superwinch and the ability to carry a load on the gooseneck for maximum carrying capability.

**Oil&Steel**

Oil&Steel will be showing its four brand new aerial lifts including the 17 metre Snake 1770 Compact, mounted on a 3.5 tonne chassis and offering up to seven metres of outreach and the 25 metre Snake 2512 Compact with an outreach of 12 metres specifically developed for the next level up from a 3.5 tonne truck.

Also on show will be the new Octopussy EVO tracked spider lift platforms which feature a new multi-area stabilisation system, 45 degree right and left rotating platform, tracks extendible from 780 to 1,080 mm and an optional 45 degree articulating jib.

**Omme**

- see APS

**Palazzani**

- see Tracked Access

**Palfinger Platforms**

- see Skyking

**Penny Hydraulics**

Penny Hydraulics will show a wide range of its vehicle mounted lifting products, including the new 500kg capacity FV500 and 1,200kg capacity, 4.3 metre reach FV1200 SwingLift. Also on the stand will be its Davit, Easy Loader, Sidelift, Steplift, Miniloader 250 and 500 and Knuckle joint cranes. Also look out for its new track mounted crane developed with Hinowa.

Penny Hydraulics



Multitel MX225



Muni-Serv Hiab XS



**Platform Basket**

- see Promax

**PM**

The loader crane company is expected to exhibit alongside its sister company Oil&Steel

**Potain**

- See Manitowoc



Easy Lift R150

**Power Lift UK**

Back again this year with two new products is Easy Lift distributor Power Lift UK. The new Easy Lift R160 tracked spider lift is more compact yet has an additional one metre of working height than the R150 spider. Also new is the K-Lift LV125 van mounted platform which can be seen alongside the LV145 van mount.

**Power Lifting Services**

UK distributor for Böcker trailer cranes will be showing one of the company's aluminium cranes while Industrade will show off the manufacturers hoists, including a ladder frame type roof hoist.

**Power Tower**

- see CTE

**Promax Access**

UK distributor for Platform Basket spider lifts and Bil-Jax trailer and self propelled lifts, Promax Access, is launching the new 22 metre

21.10 spider from Platform Basket. With an unrestricted lift capacity of 200kg, the lift has a maximum outreach of 10.3 metres. Features include two position adjustable stabilisers, radio remote control with a permanent cable connected control panel in the basket, a choice of either Kubota diesel or Honda petrol engines (and 220/110V), hydraulically adjustable tracks - from 940mm to 1,250mm - all internal hose and cabling in the boom, a 1.5 metre jib and removable basket.

Alongside will be the new Platform Basket 1890 compact tracked access platform with 18 metre working height and increased outreach of nine metres. The platform weighs in at 2,350kg and includes features such as radio control and extending tracks.

**Pyrascaf**

Irish company Pyrascaf will unveil its new, patented mobile alloy tower that it says is 'safe to build, safe to climb and safe to work from'. The company has found a new method of erecting and using a 5.5 to 6.5 metre working height mobile work platform using lifting bars, therefore eliminating the need to climb the tower during the build process. An integral fall arrest system allows the scaffold to be climbed in safety and once on the work platform, the harness is fixed to a central, stainless steel rotating harness point giving 360 degree access around the platform without having to move the harness position.



Merlo 40.25MCSS



Niftylift



Oil&Steel Snake 1770 Compact



Platform Basket 21.10



# JOIN THE BRONTO FAMILY

See us at Vertikal Days  
See us at Platformers' Days  
See us at Bauma 2010



BRONTO SKYLIFT OY AB

Teerivuorenkatu 28  
FI-33300 TAMPERE  
Finland  
Tel +358 20 7927 111  
Fax +358 20 7927 300  
[www.bronto.fi](http://www.bronto.fi)

BRONTO SKYLIFT AB

Okvistavägen 38  
SE-18640 VALLENTUNA  
Sweden  
Tel +46 8 5816 6040  
Fax +46 8 5816 6035  
[www.bronto.se](http://www.bronto.se)

BRONTO SKYLIFT AG

Ifangstrasse 111  
CH-8153 RÜMLANG  
Switzerland  
Tel +41 44 818 8040  
Fax +41 44 818 8050  
[www.bronto.ch](http://www.bronto.ch)

Above all



Aichi SR14CJ



**Ranger Equipment**

Ranger Equipment is launching not one but two major new brands into the UK market - PB Liftechnik, the German-based heavy duty and narrow aisle scissor lift manufacturer as well as the leading Japanese aerial lift manufacturer Aichi. The company which also distributes Teupen spider lifts will also have four brand new models on the stand, the Leo 13GT spider, Aichi SR14CJ boom and PB S171-16ES and PB S225-12ES scissor lifts.

The 13 metre Teupen Leo 13GT is a new, low cost entry level model, while the Aichi SR14CJ is a 14 metre self propelled 'crawler' boom, one of Aichi's brand new 'global' series. The PB S225-12ES is a technically advanced 1.2 metre wide, 22.5 metre working height electric scissor lift that claims to be shorter, lighter and more manoeuvrable than the competition and has a self

levelling stabiliser system, a full outdoor rating and travel at full height. PB's S171-16ES has a 17 metre working height, a 1.6 metre 'wide body' with a self levelling stabiliser system.

Also on display will be the Leo 23GT and Leo 30T, while the 50 metre Leo 50GT will be performing in the demonstration area.

**R2 Access Platforms**

R2 Access Platforms will be using Vertikal Days as the UK launch pad for Custom Equipment's Hy-Brid range of lightweight compact scissor lifts designed for working both in carpeted areas and on upper floors during construction where load bearing is critical. The company will also debut the Eazzi Lift.

**Russon Access**

Russon Access - the Holland Lift and Iteco distributor for the UK - will be showing several new models, including the new Holland Lift

B195-25, a 19.5 metre diesel powered scissor lift with an increased capacity of 750kg. Also new is the Holland Lift Q135- 24 battery powered scissor lift. Both are drivable at full height.

The Iteco scissor lift range will be represented by several models including the IT 4680 MC battery powered with side deck extension, the IT12122 and IT12151, both offering 14 metre working heights but in narrow and wide versions.



**Shield Batteries**

Bishop's Stortford-based Shield Batteries will be showing the high quality range of Crown deep cycle batteries that it says even manages to outperform the other high quality American built aerial lift batteries on the market.



**Skyjack**

Skyjack will have five platforms on its stand as well as the telescopic boom SJ66T in the demonstration area. Making its first appearance in the UK is the 51ft articulated boom SJ51AJ which is now beginning to ship. Also on show are two rough terrain platforms, the full size 50ft platform height SJ9250 and the compact 6832RT. The highly popular 3226 and 3219 electric scissor lifts complete the line-up.

**SkyKing**

Skyking will show the all-new 12 metre Land Rover mounted platform using the Matilsa-built super structure, as well as the GSR E228TJ and E200PX. It will also have a Wumag WT450 on display alongside the largest Wumag in the country - a 70 metre WT700.





### Smie

- see Cranesafe

### Socage

- see Kalmar

### Speedy

The UK's largest supplier of lifting gear will display a wide range of lifting and rigging equipment. Speedy is also a major provider of generators for the tower crane industry and will have units on display.

### Spierings

Spierings is exhibiting in its own right this year with a full range of its mobile self erecting tower cranes in customer colours. Cranes on show will include a John Sutch three axle SK377-AT3, a four axle K-Lift S498-AT4, a five axle City Lifting SK599-AT5, a six axle BCHC SK1265-AT6 and a seven axle NMT SK2400-AT7.

### SUP Elefant

- see Baker Access

### Tadano Faun

- see Cranes UK

### Terex AWP

- see Genie

### Test Centrum

This will be the first opportunity for the UK to see Giraf Track's impressive, particularly with its 13 metre platform, tracked boom lift/crane/telehandler. The company is currently working with an electrical supply/maintenance contractor to build a machine specifically for the UK utility market. The resulting platform will feature an operator cab with joystick controls and front blade for stabilisation. The tracked machine can cope with two people plus a 250kg transformer.

### Teupen

- see Ranger Equipment



Giraf Track

### Thermoil

Terry Fellner, president of Thermoil Inc, USA - the Wisconsin-based supplier of battery protection and refurbishment products - will be on the Thermoil Europe stand explaining both the cost saving and environmental benefits of the products. Fellner will also be doing live demonstrations of both the Battery De-Sulfater and Battery De-Mister throughout the show. Interactive CD's and product literature will be available for visitors and product available for purchase.

### Tinsley Trailers

Tinsley Special Products designs, develops and manufactures specialist HGV trailers and ancillary equipment for both the UK and continental European markets. It will display its award winning crane counterweight trailer with built in fall protection system.

### Top Service

Specialist construction industry credit reference agency Top Service will be demonstrating its online credit check and debtors exchange service. Exhibiting with O Donovan Solicitors it will also be hosting seminars 'Protecting Yourself Through The Credit Crunch' in the Newton stand. See seminars and workshops.

### Tracked Access

Tracked Access will have several tracked Palazzani Ragno spider platforms and is hoping to have a mini crane on show.

The Ragno TZX 170 was developed with Multitel and is a low weight 17 metre spider lift that weighs 2,000kg. The larger 19 metre Ragno TSJ19 is available with either wheeled or tracked chassis and has an outreach of nine metres. The 27 metre tracked Ragno TSJ27C has 14 metres of outreach controlled by Palazzani's patented 'automatic outreach limiting system'.

Also on show is a four tonne capacity Merlo Roto 40.25 MCSS telehandler which can lift 1,500kg to its maximum 25.25 metres lift height.



Palazzani

### Trojan

- see Union Power Systems

### Union Power Systems

Union Power Systems - the recently appointed Trojan batteries master distributor/importer for the UK - will

be showing the range of Trojan products including two volt cell batteries, the Trojan battery programme and the Platinum VRLA battery programme.

### UpRight - UPAS

The joint venture between APS and IPS will show a range of UpRight products, including the X27BE bi-energy scissor lift and the XT24AL trailer mounted scissor lift.

### Valla

Valla Lifting Solution (VLS) is the new lifting equipment division of Valla Crane UK will exhibit a selection of its electric powered pick and carry cranes. Its specialist lifting equipment vehicles have a full range of lifting tackle enabling its lifting teams to undertake almost any small to medium lifting job on site. VLS will also be showing a small range of powered access equipment from Genie and Bravi. Valla UK is also the UK distributor for 3B6 load monitoring systems offering a full range of parts and after sales services throughout the UK.

### Versalift

Versalift - the market leading producer of van mounted and insulated lifts will be showing five platforms on its stand including British Telecom 3.85 tonne Ford Transit ET36NF van and 5.2 tonne Iveco mounted ET38NF van; a Scottish & Southern Energy five tonne Mercedes Sprinter mounted ET38NF with street lighting specification; a Mercedes Unimog U4000 mounted ET36NF 'Low Voltage Insulation' utility specification vehicle and a new Mercedes Sprinter Versalift service van.

### Vertikal Press

Located inside the Entrance tent, Vertikal Press will have the latest issue of Cranes & Access magazine available plus a number of back issues. A 50 per cent discount on subscriptions will apply for the two days of the event.

### WLA - Will Leftwich Associates

WLA offers a wide range of consultancy services for the rental industry, from recruitment, hire websites, company management and operating and safety guide services.

### Wumag Palfinger

- see SkyKing

### Wynne Systems

Wynne Systems, one of the world's largest rental software suppliers is stepping up its activities in Europe and will be demonstrating why

Youngman Boss X3



companies such as United Rentals, RSC and Sunbelt use its Rentalman software to manage its rental business.

### Youngman

Youngman will have a wealth of access equipment on display including its new push around scissor lift the Boss X3 which offers a working height of up to 4.55 metres. The machine incorporates big scissor features such as overload and tilt alarm cut-outs and a platform descent interrupt switch.

The company will also have its new BoSS Evolution aluminium access tower system on display. The tube to tube design eliminates T-Joints providing a stronger frame that is both stiffer and lighter. Teleguard, an innovative telescopic platform ladder and single-person work station and Transforma, a professional multi function ladder will also be on show. Visitors will also see an improved version of the BoSS Zone 1 fibreglass tower and P1000 podium steps. Completing the display is a new range of staging boards available with both plywood and composite decking.

### ZF

ZF supplies most of the transmissions used in Europe's mobile cranes as well as running gear for telescopic handlers. Stop by and see its latest ideas as well as its product support team.



Helping you focus....

**...on your own Business.**

### **We'll guide you there.**

When times are harsh, time is even more precious and time spent negotiating with suppliers is better spent focussing on your customers and finding new revenue streams.

With an in depth knowledge of the access market, massive buying power and a large inventory of new machines ready for immediate delivery and the best prices guaranteed. One call to us is all it takes.

Saving you valuable time and eliminating hassle leaving you free to concentrate on your core business.

We are the genuine one stop shop for access equipment and fantastic after sales support.

Give us a try, you'll be glad you did!



  
**PlatformSales**  
EUROPE

PlatformSales Europe • Maxwellstraat 6 • 3316 GP Dordrecht • The Netherlands

T. +31 78 65 217 65 • F. +31 78 65 217 60 • E. [sales@platformsaleseurope.com](mailto:sales@platformsaleseurope.com) • I. [www.platformsaleseurope.com](http://www.platformsaleseurope.com)



# Some assembly required

At the recent IPAF summit in Dublin, Kevin O'Shea of Mastclimbers Inc made a presentation extolling the virtues of renting mast climbing work platforms, particularly during the current recession. His pitch focussed both on the contractor benefits of using mastclimbers on a project, as well as the profitability potential for access rental companies.



Kevin O'Shea at the IPAF Summit

It is surprising that some 50 years after the first mastclimbers were first introduced, they are still not - perhaps with one or two exceptions - the façade access product of choice. No matter how you look at it, mastclimbers provide a more convenient, safer and more efficient working platform for the vast majority of façade work than regular scaffold, whether system or tube and fitting.



In spite of the obvious benefits that mast climbers offer façade scaffold is still the by far the most widely used access method for buildings.

There are of course a few applications where the façade scaffold, even a tube and fitting façade scaffold is the best tool for the job. However they are few and far between and

limited to the occasional job where it is essential to have tradesmen working on multiple levels at the same time. Multi-level mastclimbers are available but probably best for long term jobs such as cathedral/large church renovation and cleaning where the shapes are very awkward and where the platforms will remain in place for several years.

When it comes to costs O'Shea quoted savings of more than 50 percent when using mastclimbers on a typical façade job. Most of the saving comes, of course, from the fact that the delivery cost and set up time is substantially lower. When you add the other benefits to the equation, such as the time saved climbing ladders, the elimination of a material or personnel hoist, the fact that

## Mastclimbers vs scaffold

**Typical application: Facade 50 metres high by 40 metres wide, requires brick finish 2,000 square metres of coverage for six months**

Scaffold: \$175,000

Mastclimbers: \$90,000

Scissors or Booms: Not suitable

Cradles/Swingstage: Not suitable

## Scaffold v mastclimbers

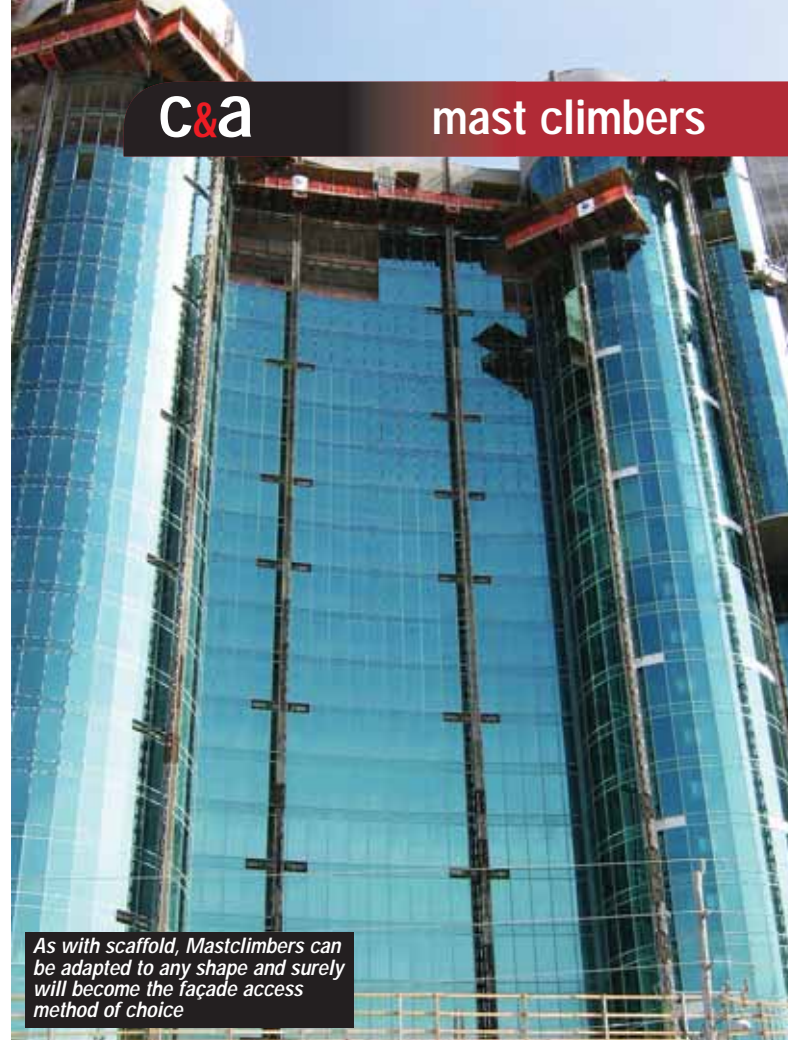
Footprint on ground

- Scaffold: 100 square metres
- Mastclimbers: 4 square metres

## Mastclimbers also benefit from:

- No repetitive strain from climbing = lower absenteeism
- Exactly the right working height at all times = better productivity and quality of work.
- No hoist required = further cost saving

Source: Kevin O'Shea actual example, USA East coast



c&a

mast climbers

As with scaffold, Mastclimbers can be adapted to any shape and surely will become the façade access method of choice

tradesmen are always working at the optimum height, which in itself brings in productivity and quality of work benefits and it is hard to imagine why mast climbers are not always the access method of choice for façade work.

O'Shea argues that given the fact that mastclimbers, like scaffolding, are an integral access solution for a building, it must be designed even on the most basic level - unlike just turning up and unloading a scissor lift. This fact tends to favour the better organised companies, which run solid quality control procedures and can prove their competence to serious contractors.

It also allows, he points out, companies to be paid for their expertise, something that has all but vanished from most day to day crane or powered access rental businesses.

The design and build element, along with the fact that most mast-climbers tend to be tied into the building, make the rental far more permanent, not subject to mid contract undercutting and temporary off-hiring, allowing the rental company to safely predict the contribution over the life of the project. With a mast climber placed on say a four month project, the rental company has all that time to seek out a new

contract for it and can generally plan his sales efforts far better than the day to day nature of mobile work platforms.

If you go back to the late 1980's, mastclimbers were the hottest new product in the UK and Ireland and a good number of powered access rental companies added them to their fleets. On the whole it was a disaster as everyone cut the rates for the simplest jobs and then found that they had underestimated the work required to design and install the equipment and lost money while distracting themselves from their core boom and scissor business.

Gradually all of them exited the market, with the net beneficiary being Andrew Reid and his young company Mastclimbers. Having spotted the fact that the logistics and design skills were more important than the product itself, he set out steadily building a business based on these lines. Mastclimbers gradually acquired most of the competitive fleets in the UK to a point where it almost had a monopoly. It became part owned by SGB after absorbing its mastclimber fleet and today is an integrated division of SGB UK, itself owned by the US-based conglomerate, Harsco.



While powered access companies took a stab at the market in the 1980's the scaffold industry largely ignored it, seeing it as a competitor to their products and services. This in spite of the fact that the skill sets required to operate mastclimbers efficiently are precisely those needed for contract scaffolding.

The big scaffolders made and are still making the same mistake as the coaching companies when the railways arrived, thinking that they were a coaching company rather than a transporter of people. One or two scaffold companies are now getting the message and we take a look at one of the fastest growing companies below.

O'Shea certainly makes the mastclimbing rental business look very appealing and it has been shown to be a first class, highly rewarding business. Is it a good bolt-on for boom and scissor rental companies? We think not - it needs to be set up as a specialist stand alone business or division. While scaffold companies already have most of the skill sets and stand to



Complex design problems and tying into the building allows companies to be paid for intellectual contribution and prevents mid contract undercutting

With no space on the ground for the above application the company designed a unique solution proving an elevated base for the mast climbers

lose most from the growth of mastclimbers, they also appear to be highly conservative and slow to adopt new technology so perhaps it will be the new entrants that will benefit the most. Much will depend on the demands from contractors

and the speed that they switch over from scaffold. One interesting recent development is the arrival in the market of one or two tower crane rental companies, such as HTC. While they may not be well versed in the access industry, they

have the design, delivery and erection skills and are usually one of the first companies on site. Maybe over the next 10 years we will see the emergence of the specialist tower crane/hoist/mastclimber supplier?

# Going from strength to strength



BFT has dedicated itself to Mastclimbers dropping its scaffold business

One UK company that has gone from strength to strength by spotting trends in façade access and putting its money where its mouth is, is BFT Mastclimbers of Leighton Buzzard, Bedfordshire. The company started out as a traditional tube and fitting scaffolder. After some years in the business it spotted the potential and the benefits of switching to system scaffold and dropped most its traditional inventory and invested in large volumes of Layher equipment, which helped it to grow and move ahead of the pack.

Then three years ago BFT recognised the fact that for the vast majority of applications, (90 percent it claims) mastclimbers would or should be replacing scaffold. As a result the company began buying mastclimbing work platforms from Spanish manufacturer Aher. The company's managers quickly realised that to make the most of the new equipment it had to fully stake its belief in the concept and exit the scaffold business in order to focus all of its efforts on mast climbers. Managing director, Robin Head says that trying to keep a foot in both camps is a

hard balance to pull off well. "If you are passionate about what mastclimbers can do and believe that they are the best tool for the job you effectively end up selling against traditional scaffolding. If you also have a scaffold division and try and put the same passion and belief into that product, you need to be selling against mastclimbers and can end up tearing yourself apart as two parts of the business compete with each other."

"There is also the case of course where most of the company's mastclimbers are out on rent but you have scaffold sitting in the yard. At that point, that is what you would inevitably end up selling to the customer regardless of whether it is the best solution for his application."

"Once we got into the mastclimber business it became very clear to us that this was the way forward - the future - and that few if any contactors will return to scaffold once they have used a mastclimber," adds Head.

BFT currently operates a fleet of 220 mast climbers all of which are





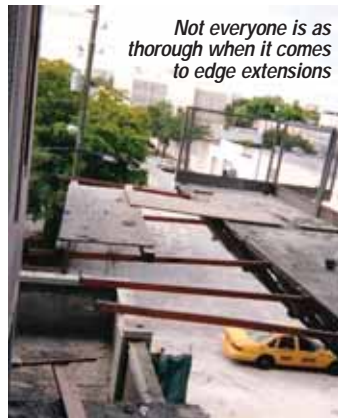
*BFT prides itself on proper profiling of buildings using slide out extensions*

made by Spanish manufacture Alher. Until recently utilisation has been as close to 100 percent as is physically possible, which has caused some problems with availability. A further 30 units were added late last year, in spite of the poor exchange rate between sterling and the Euro, simply to keep up with demand. After a slightly slower start to the year utilisation is back in the high 90's with a reasonable forward order book. Head says that he expects to add further platforms during the year as the market grows and, he says, due to winning increased market share.

The company's latest product from Alher is a lighter weight, more compact mastclimber, the PM60 with easier to handle triangular mast. BFT says that it is targeted at the London market where it feels its compact, lighter weight components will suit the space limitations so often found in the capital. The ultra compact base is just 800mm wide and can be moved with a simple stack truck. 1.5 metre mast sections weigh just 44kg and yet the PM60 retains

much of the versatility of the larger products with up to 60 metres lift height, and 750kg lift capacity on a single mast or 900kg in double mast configuration.

The company prides itself on the fact that when profiling a building it always uses purpose designed mesh floored deck extensions rather than loose scaffold boards. Details such as this, combined with a real 'can do' customer service attitude, together with the small specialist company focus should help ensure the company's continued growth as it plays its part in expanding the market.



*Not everyone is as thorough when it comes to edge extensions*



*British Aircraft warning light solution specialists Delta Obstruction Lighting, is currently installing a lighting system on the cooling towers at the new Cairo West power plant in Egypt. In order to transport men and materials to the top of the 150 metre towers and to carry out the installation work, the company used a rack and pinion hoist to reach a slip-form type cantilever platform.*



[www.geda.de](http://www.geda.de)

**GEDA**  
ORIGINAL

TEMPORARY INSTALLATIONS

## GEDA<sup>®</sup> TRANSPORT PLATFORMS SUSPENDED WORKING PLATFORMS

GEDA rationalizes construction work:  
For transport of persons or material – a versatile orientated platform concept can be individually arranged for every use. Up to 400 m height, max. 3200 kg (persons and material), European type test certified, thousand fold in action at constructions sites worldwide.

GEDA<sup>®</sup>  
Dechentreiter GmbH & Co. KG  
D-86663 Asbach-Baerumenheim  
Phone +49 (0) 906 9809-0  
Fax +49 (0) 906 9809-50  
E-Mail: [info@geda.de](mailto:info@geda.de)  
[www.geda.de](http://www.geda.de)



## Raising the profile



The Fraco mastclimber wrapped around the façade to provide full access

The Guggenheim Building in Rochester, Minnesota is one of the landmark features of a city center which is steeped in the highest traditions of architecture and design. Built in 1974 and part of the Mayo Clinic's portfolio, it recently required some serious renovation work. The contact was awarded to local company, Building Restoration Corporation and Tom Fee, project manager for the job explains the main work involved.

"The support steel which holds the stone cladding in place required replacement. To achieve this we had to remove around 200 stone panels, each weighing between 550kg and 1,100kg. Our personnel



Working with a mobile crane over 200 stone cladding panels were removed in order to replace the steel supports and then refitted.

needed a stable working platform which could access 100 percent of the profile of the façade so that we could achieve high productivity. Working with Atlanta-based Mastclimbers, we developed a square profiled 'U' shaped, twin-mast platform which enveloped the full façade."

Mastclimbers worked closely with Canadian manufacturer Fraco to customise an ACT8 Electric, mastclimber. Kevin O'Shea of Mastclimbers said: "Fraco worked closely with us to design a tailor-made solution which, since

its introduction to the project, has revolutionised the task. The productivity benefits are huge, and operationally the task is infinitely easier with mast climbers than any other form of access."

"The training requirement consisted of taking experienced construction trades people and introducing them to new technology. You won't get them on any other type of access now!" adds Fee.

## Sloping distillery

When we think of malt whisky distilleries in Scotland, traditional building's steeped in tradition come to mind. However the new Diageo distillery at Roseisle, Speyside is a futuristic building with sloping sides that presented several challenges when it came to cladding. Contractor Rok quickly understood that this was a job for mastclimbing work platforms and called in SGB's Mastclimber division.

The £40 million building is the first new distillery to be built in Scotland for 30 years and while it adopts traditional malt whisky methods within the dramatic architecture by Austin Smith Lord, the building houses traditional copper stills.

The long 10 bay, 15 metre high façade, inclines 15 degrees ruling out the use of scissor lifts and would also have been a challenge for traditional scaffold - not to mention the inefficiencies of using non powered access for the job.

SGB used a 15 metre high twin mast assembly which covered half of the building's length. Once the cladding was completed the masts were dismantled and relocated to

complete the other half.

Working closely with Rok, SGB developed a design which minimised interference with the installation of the cladding and insulation materials, allowing the cladding subcontractor to install thermal insulation as well as the cladding panels over the steel frame. The inclined towers were supported on a special base unit with the built-in offset, designed by SGB to transfer the loads directly to the ground. The masts were also supported at the top of the façade and at intermediate points to provide the necessary lateral stiffness.

Rok senior project manager Tom McLaughlan said: "We were

originally going to use scissor lifts with extending platforms, but this presented problems of instability at maximum working height. Scaffolding seemed to be the only alternative until we consulted SGB who proposed the use of mastclimbers, which it had used on inclined facades before."

"SGB was very involved in the design process, working with us

and the designers to determine the anchor points for the masts and taking into account the position of the various openings in the façade. What started out looking like a very complicated access problem actually turned out to be a straightforward operation that worked well and went very smoothly", added McLaughlan.

SGB Mastclimbers provided a solution to a challenging cladding job that turned out to be remarkably straightforward





# The answer to your prayers

A new Geda Multilift P18 Comfort passenger and material hoist is at work on Munich's famous Frauenkirche



Munich's Frauenkirche is currently hidden behind scaffolding in order to deal with serious moisture damage - particularly on the windward side of the building - which is costing €500,000 a year. The renovation work currently being carried out on the north tower, is being assisted by a new Geda Multilift P18 Comfort passenger and material hoist supplied by Geda's dealer BNS in Chemnitz, working closely with the Munich scaffolder SGM.

The 90 metre hoist can stop at any one of 23 levels. The hoist's integrated

level pre-selection control system with digital display is simple and practical to use, with each level to be reached selected with the simple push button, like any hotel elevator. The hoist's inbuilt frequency control eliminates jerky starts and stops, while reducing wear and tear on the brakes, track rollers, etc. Numerous safety features have been built in to allow for the combined passenger and material application, including the overspeed safety brake, overload protection with top and bottom limit switches and interlocked safety gates.

## A Titanic development

Belfast-based mast climber rental company AER is working with Harcourt Construction on the regeneration of the historic Titanic Quarter in Belfast. Harcourt gave AER the challenge of finding a practical way to provide access to all areas of the Gateway Building, a key part of phase one of the huge project. The building has a concrete frame with an external façade consisting of stone cladding and glazed screens to a large double atrium.

The solution consisted of a number of single and twin masted Alimak-Hek mastclimbing platforms, equipped for a combination of light duty work and brick-laying. The machines have to be positioned in 30 different



configurations throughout the duration of the project, working at widths of up to 24 metres with

heights of up to 25 metres. AER staff make daily calls to the site in order to ensure that all platforms are functioning as planned and to discuss any fine tuning or platform repositioning. The site was originally planned for system scaffold, but having carried out a feasibility study concluded that mast climbers would be both faster, provide better access and be less costly.

*Mastclimbers are being used for construction and renovation of Belfast's Titanic Quarter currently one of the largest redevelopment projects in the British Isles.*



TRANSPORT PLATFORMS



MAST WORKING PLATFORMS



- HANDINESS
- RELIABILITY
- QUALITY
- MAX SAFETY



**MABER**<sup>®</sup>

36050 Bressanvido (VI) Italy - Via S. Benedetto, 14 / P  
 ☎ +39 0444 66 08 71 r. a. - Fax +39 0444 66 08 72  
 www.maber.eu - E-mail: info@maber.eu



## TROJAN DEEP-CYCLE GEL™

The Power of Maroon...  
The Convenience of Maintenance Free



- Long lasting runtime and battery life - cycles longer and deeper than AGM
- Sealed construction - no risk of acid leaks or spills
- Never needs watering - completely maintenance free
- Ideal for use in Health and Safety-sensitive Environments (HSE) Safe for schools, hospitals, airports and office buildings

### TROJAN DEEP-CYCLE GEL™ BATTERY USAGE GUIDELINES



Non-spillable certified (UN2800) - safe for air, land and sea transportation



No watering required (do not attempt to open vents)



Always use a voltage regulated temperature compensated charger

**Trojan**  
BATTERY CONTACT

# Don't Miss

# Vertikal days

## Haydock Park June 24th & 25th 2009

[www.vertikaldays.net](http://www.vertikaldays.net)



## ALLMI accredited Lorry Loader Operator Training Providers

### Nationwide

T H WHITE

Contact: David Ottaway 01380 722381

Email: [cranes@thwhite.co.uk](mailto:cranes@thwhite.co.uk)

[www.thwhite.co.uk](http://www.thwhite.co.uk)

Nursted Road Devizes

Wilts SN10 3EA

**PALFINGER**



### Ireland



Church Road, Tullamore, Co. Offaly, Ireland

Tel: 086 2500 825 Mobile: 086 1042 787

### Nationwide

**TEREX | ATLAS**

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

Tel: 0870 017 0606

Web: [www.atlascranes.co.uk](http://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](mailto:training.uk@hiab.com) • Web: [www.hiab.co.uk](http://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 Unit 7b, Prince Maurice House, Cavalier Court, Bumpers Farm, Chippenham, Wiltshire. SN14 6LH

TEL: 01249 659150 email: [enquiries@allmi.com](mailto:enquiries@allmi.com) web: [www.allmi.com](http://www.allmi.com)



# Next meeting of the Operators' Forum - 25th June 2009

Vertikal Days, the UK's only show dedicated to the lifting equipment industry, will host the next ALLMI Operators' Forum General meeting on the 25th June at Haydock Park. The meeting will include updates on the issues currently affecting lorry loaders and the Association's activities.

Members will also receive presentations from Serge Cren of business communication specialists, Difference Corporation, and ALLMI technical manager, Alan Johnson, on the projects he has planned for 2009. Mike Hodson, formerly of British Standards, will talk about standardisation and legislation and the part that the UK industry plays in the generation of standards.

Following the meeting, members will have the chance to visit the numerous companies exhibiting at this year's show and see and try some of the latest lifting equipment to hit the market.

**Vertikal days**



*'The Operators' forum vehicle sticker*

## Review of ALLMI General Meeting

On the 21st April, ALLMI held its first General Meeting of 2009 for manufacturer/service agent members. In addition to a trading update, members heard from Serge Cren of Difference Corporation on the benefits of various business communication systems, and how they can help members to work more efficiently and to deal with the challenges they face in the current economic climate. The meeting concluded with a presentation from ALLMI's technical manager, Alan Johnson, who informed members of the projects he will be addressing throughout 2009, including ALLMI's ongoing negotiations with CPCS, gaining Driver CPC accreditation for the ALLMI training scheme, further work on the Engine Management Systems project, development of ALLMI's auditing system, Whole Vehicle Type Approval guidance, and guidance relating to the forthcoming amendment of EN12999.

## New ALLMI Guidance Note

ALLMI has released a new guidance note covering the calibration of reduced capacity areas for loader cranes.

Fitting a loader crane requires careful selection of the vehicle to suit the size of the crane being fitted (see ALLMI Guidance Note 007). Even so, it may not always be possible to achieve the required stability for the rated capacity of the crane through 360 degrees, with some installations requiring reduced capacity in areas, such as over the vehicle cab. In such cases the stability limit has to be found and the rated capacity indicator and limiter need to be

calibrated accordingly, and it is these issues that the guidance note aims to address. It can be downloaded from [www.allmi.com](http://www.allmi.com)



## ISO Crane Conference

Speaking after ALLMI's recent sponsorship of the ISO Crane Conference 2009, chairman, Mark Rigby said: "It was a very interesting and worthwhile event, which led to us making numerous international contacts. As a result of the conference, it has been decided that ALLMI will take the lead on the revision of ISO 15442, which covers the Safety Requirements for Loader Cranes."

C&a

ALLMI focus



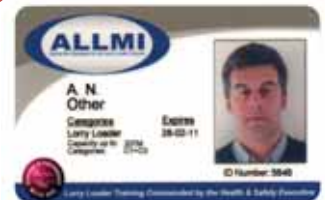
## ALLMI at Vertikal Days

ALLMI will once again have a presence at Vertikal Days, Haydock Park on 24th/25th June. Following the success of last year's event, ALLMI will exhibit alongside a variety of loader crane manufacturers which so far includes: Effer, Muniserve/Hiab, HMF Penny Hydraulics and PM

ALLMI executive director, Tom Wakefield, said: "We're delighted to be involved with this year's show and we expect to build upon the success we experienced last year. ALLMI fully supports the event and it's pleasing to see loader crane manufacturers using Vertikal Days as the platform to promote their latest products."

## New Look Identity Card

ALLMI has launched its new look identity card (pictured right), which is awarded to operators who successfully complete one or more of the Association's training programmes.



ALLMI executive director, Tom Wakefield, said: "We're very pleased with the new design, we feel that it builds upon the professional image already established, whilst continuing to provide the important information

relating to the operator's training. The card will also continue to be the only one for lorry loader training to bear the HSE's 'Working in Partnership' logo and commendation."

## New Guidance for ALLMI's Hire Company Members

ALLMI recently produced comprehensive guidance for its hire company members on product familiarisation training.

Produced by technical manager, Alan Johnson, in conjunction with the Operators' Forum Executive Committee, the guidance comes in two sections - the first provides guidance on the required level of information and familiarisation that should be given to those who hire lorry loaders, as well as details of the audit trail that should be put in place. The second document is a

template form that can be used by people delivering the familiarisation training.

Johnson says: "we have quite a few members involved in the hire of lorry loaders and it was felt that whilst these companies already operate to very high standards, it would be helpful to have guidance that clarifies exactly what is expected of the hire company, and to assist them by providing a template document they can use. So far the feedback on the guidance has been extremely positive."



# Are your staff **properly trained?** **Don't risk it** call a certified local company today



Tel: 08707 871511  
Email: [training@afi-uplift.co.uk](mailto:training@afi-uplift.co.uk)  
[www.afi-uplift.co.uk](http://www.afi-uplift.co.uk)



Hull  
Tel: 01482 227333 • Fax: 01482 587710  
Email: [enquiries@peter-hird.co.uk](mailto:enquiries@peter-hird.co.uk)  
[www.peter-hird.co.uk](http://www.peter-hird.co.uk)



Midlands & North 0844 856 0001  
South West 0844 856 0002  
South & South East 0844 856 0003  
[training@panther.uk.com](mailto:training@panther.uk.com)



Local, reliable access rental  
[www.platform-rentals.co.uk](http://www.platform-rentals.co.uk)



All you need in access rental



Central Booking Line 0845 601 1032  
[training@nationwideplatforms.co.uk](mailto:training@nationwideplatforms.co.uk)  
[www.nationwideplatforms.co.uk](http://www.nationwideplatforms.co.uk)



Tel: 01793 766744  
Email: [training@hi-reach.co.uk](mailto:training@hi-reach.co.uk)  
[www.hi-reach.co.uk](http://www.hi-reach.co.uk)



Tel: UK 08457 66 77 99 ROI 1850 924 381  
Email - [training@hss.com](mailto:training@hss.com)  
[www.hss.com/training](http://www.hss.com/training)



Tel: 0115 9008855 • Fax: 0115 9008880  
Email: [drobinson@loxam-access.co.uk](mailto:drobinson@loxam-access.co.uk)  
[www.loxam-access.co.uk](http://www.loxam-access.co.uk)



[www.ltctrainingservices.co.uk](http://www.ltctrainingservices.co.uk)

tel: 01752 485308



Offering a range of courses including...  
- Abrasive Wheels  
- CISRS Scaffolding Courses  
- IPAF Powered Access Training  
- PASMA Aluminium Tower Courses

- Manual Handling  
- Working At Height  
- Combsafe

BE SAFE  
GET TRAINED



Wixenford Depot, Colesdown Hill, Plymouth, PL9 8AA



Tel: 0845 27 ACTIVE(228483) • Fax: 01698 281 735  
Email: [andrewmccusker@activesafetytraining.co.uk](mailto:andrewmccusker@activesafetytraining.co.uk)  
[www.activerentals.co.uk](http://www.activerentals.co.uk)



instant training  
Tel: 0845 068 4594 • Fax: 0845 815758  
Email: [info@instant-training.com](mailto:info@instant-training.com)  
[www.instant-training.com](http://www.instant-training.com)



Contact: Access Training  
Tel: 01925 860826  
Email: [accesstraining@hewden.co.uk](mailto:accesstraining@hewden.co.uk)  
[www.hewden.co.uk](http://www.hewden.co.uk)



For further information on our  
IPAF Access Safety Training  
courses please contact:

Web: [www.aplant.com](http://www.aplant.com)  
Tel: 0845 600 8573  
E-mail: [cts@aplant.com](mailto:cts@aplant.com)



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](http://www.ipaf.org) for full listing



# Fall costs £4,700 due to lack of training

Thornett Mechanical Services, of Napier Street, Coventry, was fined a total of £2500 plus costs of £2151.50 on 13th May, following an accident on 2nd December 2008 at a unit in Bilton Industrial Estate, Coventry, in which an employee fell 3.5 metres dislocating two fingers, fracturing his left wrist and injuring his eye socket.

The employee was constructing the roof of a 3.5 metre high acoustic booth. A mobile scaffold tower was used to gain access to the top of the booth, however in order to undertake the roof work, it was necessary for the employee to work on the roof and so two planks were placed on top of the booth to kneel and stand on. He was kneeling on the edge of the booth, drilling, when his drill bit broke, jolting him forward. As a result, he lost his balance and fell onto a concrete floor.

HSE investigating inspector Pam Folsom said: "Thornett Mechanical

Services failed to carry out a risk assessment or plan a safe system of work. This could have involved fabricating the roof at floor level and lifting it into position so that the perimeter fixings could then be undertaken from the tower scaffold, or erecting edge protection around the roof's perimeter as the tower scaffold only covered the width of the booth.

"The injured man had not been trained to work at height and his supervisor had not been trained to conduct risk assessments. Furthermore, the supervisor had not done any work at height training himself."

"Such failures are unacceptable, especially as HSE has published a wealth of advice and guidance for employers to help them reduce the risk of falls from height. HSE has also recently launched the 'Shattered Lives' campaign to raise awareness of slips, trips and falls in the workplace."

## Pyeroy attributes safety record to training

Gateshead, UK based Pyeroy Group has recorded a million man hours without a single lost time accident. While it's Construction Division has chalked up three years without a 'lost time accident'.

The fast growing industrial services company employs over 1,000 people working on industrial, construction and marine projects throughout the UK and Ireland, frequently at height. It also provides access equipment for its customers.



A typical job for a Pyeroy employee, painting a beam in the ceiling of a large hall

Over the past 18 months Pyeroy says it has enhanced its investment in training, with an emphasis on 'behavioural safety training' designed to enhance its safety ethos and encourage people to take more personal responsibility for on-site safety.

Hugh Pelham, managing director, said: "Health and safety is of paramount importance and our investment is paying dividends in enabling us to consistently achieve a high standard of safe working standards on-site across all areas of our business."

"Customers will also see the value of the safety practices in place, which can help to prevent injuries, improve the long term health of our workforce and avoid on-site accidents from occurring."



John Ball presents the A-Plant training award

## IPAF Iapa training awards

UK based A-Plant won the first IPAF/Iapa Access Industry Training award, while the Best marketing campaign for IPAF training went to

Camillo Vismara of Switzerland and the IPAF instructor of the year was won by Mauro Potrich of CTE, Italy.

## Training award for Lavendon

Lavendon Access Services (UK) has won this year's Hire Association of Europe's 'Excellence in Training' Award.

One of the areas that the judging panel identified as key to winning the award was the Lavendon Access Services Academy in Lutterworth, Leicestershire. The Academy is responsible for welcoming new employees to the company, along with the ongoing development of over 900 staff through a suite of courses and projects.

## Mentor gains first LEEA accreditation

Training company Mentor has become the first training company to have a two day lifting and slinging course accredited by the Lifting Equipment Engineers Association (LEEA). Following the recent launch of the LEEA "Accredited Training Companies" scheme, Mentor was

keen to ensure that its two day course met the exacting requirements of the scheme. After a thorough audit the LEEA awarded Mentor with the first accreditation for a course under the new scheme.



## Who trained him then?

Spotted in Montreal, Canada recently not quite what is meant by using a van mounted access platform. Note the second ladder just prior to the photo being taken a second man was working on the other step ladder.



## New IPAF training centres

The following UK based companies gained their IPAF training centre accreditation in May:

- Wakefield, Yorkshire, based **Horizon Platforms** which also gained Rental Plus status.
- The Bradford depot of **Caledonian Access** has become the first of the company's locations to achieve IPAF training centre accreditation.
- The Doncaster depot of **Peter Hird & Sons**, which also achieved IPAF Rental Plus status.



# Readers Letters



In response to our training article (page 55) in the April issue regarding a telehandler equipped with a work platform working with its tail protruding into a busy street, we had a call from Mark Clarke a health & safety consultant representing Frank Rodgers the contractor responsible. He told us that the photograph misrepresented the facts and did not show that a site supervisor was located on the opposite side of the telehandler and was guiding the youngsters around the back of the machine. He also said that it was not possible to put out any cones as it was too close to a busy side road. He also referred to the fact that the company has an exceptional safety record on this site and that it does take safety very seriously.

We agreed to publish his response and explanation of events and all of his written correspondence follows. While we respect that Frank Rodgers is a reputable company we are still unconvinced that it was not at fault in this case. The reader who took and sent us the photos is a safety professional and was totally shocked when he saw this and pulled over to take the photo. Clarke argues, perhaps validly, that if it was so dangerous the photographer should have ran over and intervened, rather than stand and take a photo - Perhaps? The fact is that the machine could have been properly cordoned off, or a different more compact machine used that was able to pull off the road?

**Leigh,**

Thank you for taking the time to discuss the article that was printed in last month's magazine on page 55 concerning Frank Rogers. As I discussed with you on the phone this photograph is a total false impression of the operation being taken at the time.

I have enclosed an email from Dean Rogers who is the son of Frank Rogers. Frank is recently deceased and Dean is the MD of the company.

The article in the magazine has caused a lot of problems for Frank Rogers from their client who is also mentioned in the article.

The client is now insisting that Dean Rogers ensures that their name be exonerated from any bad publicity and as well as publishing something in your

magazine the client who is mentioned in your magazine has asked for a letter from your organisation to clear their name.

Thank you for your cooperation.

**Mark Clarke MA CFIOSH MIIRSM CRSP**

**Leigh,**

Please find below a document from the Considerate Contractors which was issued to Frank Rogers. As you will see this is one of the highest awards to contractors within the Construction Industry. This is further evidence of the high standard of safety on this site where this distorted photograph was taken and sent to your magazine. If you require any further information please let me know.

Regards

**Mark Clarke.**



Dear Sir,

I very much appreciated your Comment in the latest Cranes & Access 'When is pricing predatory' I think if we are all honest with ourselves we would like to be able to discuss pricing with our competitors, not that it would be likely to work in this industry. I recall 'in the bad old days' when crane hirers used to get together at industry meetings the discussion of rates was one of the main subjects, that and crane driver's pay. And we did make agreements on pricing, but any such agreement would barely last a week before someone broke it and the whole thing would collapse with recriminations fired back and forth at the next meeting.

However most of us also recognise that any suggestion of such practices is just not even worth contemplating these days, just watch the faces at any association meeting if you even mention the word! It has almost become socially unacceptable ...like drink driving. BUT the laying down of some strong professional guidelines by associations like the CPA, IPAF and others, would be a good start. Other trades or professional bodies (lawyers, doctors etc ) do it in order to foster a professional and consistent approach by their members and if in doubt we can always cite the favorite excuse of the day "It is for Health and Safety reasons" after all as you say in your article changing equipment over mid contract can be construed as adding increased and unnecessary danger - Imagine how a site agent would feel if one of his men was killed while unloading or loading equipment during such a change over?

Perhaps we members should lobby our associations to draw up some solid codes of practice and then be prepared to strike off those who disregard them? I seem to recall reading somewhere that one of the scaffolding associations is starting to do something along those lines and suggesting that contractors should not employ non certified companies.

This was only meant to be a quick note. Just really wanted to say that I like the fact that you are prepared to speak out-we need more of that, especially in these difficult times, Keep up the good work.

**Name withheld on request**

*We asked this correspondent if we could publish the letter and attribute it, he agreed to publication but after saying yes to including his name called back and said " After reading my words over again better not put my name - you never know I might have the police around here investigating cartel plotting or old price fixing rings or something? "*



# IPAF report puts rentals in good position to weather crisis

Rental revenues in Europe for MEWPs peaked in 2007 at almost €5 billion, according to the IPAF European Powered Access Report 2008 released at Intermat in Paris. According to the report MEWPs account for 24 percent of the total European market for construction equipment rental. While the overall market increased by almost 21 percent in 2007, it is estimated to have slightly declined during 2008 and will decline further in

2009 as a result of the current economic crisis.

However, the report predicts that the reduction in rental revenues due to lower overall demand will not reduce the incidence of equipment rental within the various national markets. Lower rental rates and poor credit availability will make rental a more viable option for many users both within and beyond the construction industry. Despite the economic downturn, rental penetration rates for MEWPs are expected to rise.

The IPAF European Powered Access Rental Report 2008 can be purchased at €175 (IPAF members) or €265 (non-members). IPAF has also published the IPAF US Powered Access Rental Report 2008.

The two reports can be purchased together at a special price of €290 (IPAF members) or €435 (non-members) at the publications section of [www.ipaf.org](http://www.ipaf.org).



## Access awards celebrate the winners

Close to 400 access industry professionals attended the first ever International Awards for Powered Access (IAPAs) in Dublin last month, with big winners including Riwal, Netherlands (Access Rental Company of the Year); JLG (product of the year for the LiftPod); Denis Ashworth and John Fuller (jointly awarded the Lifetime Achievement Award); and Mauro Potrich of CTE, Italy (IPAF Instructor of the Year).

Other winners included Andy Studdert of US-based NES Rentals (IPAF Safety Champion of the Year) and UK-based A-Plant (Access Industry Training Award). Atlanta-based Mastclimbers took the Mast Climbing Work Platform Achievement Award and Camillo Vismara, Switzerland won for the Best Marketing Campaign for IPAF Training.

The 2010 IAPAs will be held in London. The date and venue will be announced shortly. Details at [www.ipaf.org/iapa](http://www.ipaf.org/iapa).



Pat Cox, a former president of the European Parliament, gave the audience an insight into the process of European enlargement and the current economic crisis. Other speakers on the panel (left to right): John Ball of Height for Hire Ireland, Michael Kneeland of United Rentals and Kevin O'Shea of Mastclimbers, with IPAF managing director Tim Whiteman.

## Seize market opportunities in difficult times, says United Rentals CEO at IPAF Summit

Access rental companies should face the current economic crisis with "open minds and open eyes" and dare to take strategic decisions, be it changing their sales structure or leveraging on size, said United Rentals CEO Michael Kneeland at last month's IPAF Summit in Dublin.

The chief executive of the world's largest construction equipment rental company was addressing more than 200 delegates who had come to learn more about "Dynamic powered access solutions in difficult times".

"Price is something we shouldn't play with," said Kneeland, highlighting recent United Rentals research that showed customers putting price as their fifth priority. "Your best customer will pay a higher price, because you are giving them something they value. Go out and create value. Be good stewards of the industry."

Commenting on the role of IPAF in the powered access industry, Kneeland said: "That's what excites me about

this federation - the collection of people, the collection of ideas."

United Rentals' application for IPAF membership was approved at the IPAF Council meeting earlier that day, taking the federation's membership to a record 673.

Also speaking at the Summit was John Ball, managing director of Height for Hire Ireland and IPAF president. Ball charted the company's strategic route through several recessions. He pointed to specific solutions for powered access including diversification from construction, investing in new equipment and internal systems, developing maintenance, and building and expanding on training.

The IPAF Summit 2010 will be held in London, together with the International Awards for Powered Access (see next story).



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

[www.ipaf.org](http://www.ipaf.org) [info@ipaf.org](mailto:info@ipaf.org)  
Offices in France, Germany, Italy, the Netherlands, Spain, Switzerland and the USA.

*Celebrating a lifetime of achievement: John Fuller (extreme left), recently retired from Genie, receives his award from Access International managing editor Murray Pollock. Denis Ashworth (extreme right), one of the access industry pioneers who started with Simon, receives his award from IPAF president John Ball.*



# Readers Letters



The following letter was in response to an accident in Turkmenistan in which a truck crane tipped and the beams then retracted/collapsed as the outrigger beam cylinder anchor points gave way pushing the beams out of the back of the boxes.

Hi Leigh,

Thanks for your response reference pins in legs! I would imagine that you found all mobile cranes have a simple pin system relying on the operator to use it!

I will say that the only mobile crane that I know of that doesn't rely on this both cheap and antiquated system is the Boecker truck crane (we run the only one in the UK) however this started life as an access platform which appears to be an industry that has always successfully relied upon lock valves! (I can't ever remember seeing a picture of an access platform in the same sort of predicament)

Just another observation! How efficient are the authorities in dealing promptly in Taiwan when a crane tips over! Not that I'm saying that were not! You have to wonder if such prompt action was to be taken in the UK if careless oversights/ accidents would be reduced.

Regards,

Neil Berry, Berry Crane, Towcester, UK.

The Taipei reference refers to the fact that when a tower crane collapsed in Taipei in April, the District Prosecutors Office and police immediately arrested the six people that made up the crane team, including an engineer, the team leader, a crane operator and three other workers from the crane operations team - only releasing them later after eight hours of interrogation and following the posting of bail of between NT\$100,000 (\$3,000) and NT\$500,000 (\$15,000). It also issued a fairly comprehensive report of what went wrong within 24 hours and announced a hefty fine on the construction company.



The accident that prompted the letter

Dear Sir,

Please keep my company, my name and my email details confidential -

I am only reporting this for your general information.

We supplied PSS Lifting with our traffic management services back in mid Jan 2009 and we shall never work for them ever again as we are left with unpaid bills and threatening letters. I am only telling you this because had I known what I have read since on your website about Lee Rowe and his company I would have given them a wide berth and avoided the cost and hassle of dealing with this disgraceful business from day one.

Name and details withheld on request.

We have in this case decided to take the cautious route and have deleted the references to the company and its co owner. In spite of the fact that we have satisfied ourselves that the complaint is totally valid and simply mirrors the experiences of many other suppliers in the crane and access business. We have highlighted the antics of this company or rather companies - the name changes slightly every couple of years or so - in this publication before and repeating individual complaints may look like persecution and that is not our role. What it does highlight is the need for an information exchange on such companies. We are planning to host a free seminar at Vertical Days by a company that is building a database such as this for the construction and allied industries.

**A TOUCH OF FUTURE**

www.haulotte.com

**Haulotte GROUP** BLJAX  
Experience in innovation

THE SPECIALIST FOR PEOPLE AND MATERIAL LIFTING EQUIPMENT

Haulotte Group - La Péronnière - BP 9 - 42152 l'Horme - France • Tél : +33 (0)4 77 29 24 24 - Fax : +33 (0)4 77 29 43 95 - email : haulotte@haulotte.com



# David Walker appointed southern regional auditor

David Walker



PASMA has appointed David Walker, 43, as its new southern regional auditor. As one of three auditors, he will now be responsible for ensuring that PASMA training centres in the south of England meet the stringent requirements of

the PASMA training scheme and consistently achieve agreed standards. He brings to the post a wealth of experience in the access industry. As chairman of the Ladder Association he was a founder member of the Access Industry Forum and has worked closely with the Health & Safety Executive - in particular to introduce the industry standard Ladder Association training scheme. Walker has served on several standards committees and has long time experience of internal quality systems and management audits, especially QA management systems to ISO 9000.



Christine Shepherd (L) and Jill Couttie (R)

## PASMA at Safety & Health Expo 2009

As in previous years, the PASMA stand was one of the most popular in the Access Village sponsored by the Access Industry Forum.

Seen here are administrative assistant, Christine Shepherd, and communications officer, Jill Couttie. VIP visitors included Judith Hackett, chair of the Health and Safety Executive.

## 2009 AGM

The 2009 AGM will again take place at Moxhull Hall Hotel. The hotel 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. The date is Tuesday, 14 July. For more details please visit [www.pasma.co.uk](http://www.pasma.co.uk) or email [jill.couttie@pasma.co.uk](mailto:jill.couttie@pasma.co.uk)

## New Online Training Registration System

The new online training registration system is now up and running. Designed to speed and simplify the whole process, it delivers a number of distinct advantages.

These include a new messaging function between PASMA and its nationwide training centres; a new online booking calendar allowing centres to book multiple courses on the same day; a facility to select training locations from a drop down menu rather than having to enter them manually; and fewer mandatory fields to search

when looking for a particular delegate. PASMA managing director Peter Bennett says: "The new system represents a major step forward in the way cards are produced and managed. There are a significant number of new features and benefits which will quickly become apparent to users."

## Latest leaflets

The association took the opportunity to launch its stamp of approval 'Tower trained: Competence without compromise' and a new set of leaflets at Expo 2009, including:

- **Become a member of PASMA**  
Enjoy the status and recognition of belonging to YOUR trade association.
- **To get ahead in training, you need to stand out from the crowd**  
Apply to become an Approved PASMA Training Centre.
- **PASMA safety-related products**  
A unique source of tower guidance and information  
For copies email [jill.couttie@pasma.co.uk](mailto:jill.couttie@pasma.co.uk)



## Workshop week

The association has arranged a series of 'Managers/Supervisors' and 'Advance Modules' workshops for approved instructors and training centre staff. The aim is to introduce instructors to the revised course syllabus and support documents. Free of charge, the courses will also revise the 'Work at Height Awareness (Basic)' and 'Low Level Access' courses. Dates and locations are:

- |   |  |
|---|--|
| <b>4 June:</b> Kingfisher Access Services, Hornchurch | <b>10 June:</b> HSS Hire Service Group, London |
| <b>9 June:</b> Capital Training (SW) Ltd, Cardiff     | <b>10 June:</b> Instant Upright, Dublin        |

More details from the website or email [jill.couttie@pasma.co.uk](mailto:jill.couttie@pasma.co.uk)

## Sign Up! Safely

PASMA is joining forces with the NASC and the Ladder Association to deliver a joint presentation 'Working at height - getting it right' at a day-long event in Barnsley, South Yorkshire, organised by the HSE and the British Sign and Graphics Association. The date of the event is Tuesday, 30th June 2009. More details from Chris Kendall on +44 (0)7973 727356.

Under the AIF umbrella, the association will also be taking part in a series of presentations and demonstrations organised by the Association for Project Safety at Lingfield Park Racecourse on Monday, 28 September 2009.

## Cranes & Access Tower Supplement

The date for publication of the special tower supplement has now been fixed for October 2009. Further details will be circulated shortly.

### Contact details



PO Box 26969,  
Glasgow G3 9DR  
Tel: 0845 230 4041  
Fax: 0845 230 4042  
Email: [info@pasma.co.uk](mailto:info@pasma.co.uk)  
[www.pasma.co.uk](http://www.pasma.co.uk)



# Top Notch



*A superb quality model*

The Liebherr LG1550 lattice boom mobile crane is an older design which has a maximum capacity of 550 tonnes and can lift to heights of up to 180 metres. It has a range of boom options available and is mounted on an eight axle carrier. This 1:50 scale model is made by the small Taiwanese company YCC which has built a reputation for highly detailed models. The model is licensed by Liebherr but is not sold by them directly.

It comes in some exceptionally high quality packaging, and is complete with good instructions, and technical information about the real machine. As a more complex model it takes a

good few hours to build but the effort is well rewarded.

The underside of the carrier is excellent with very good transmission and suspension components detailed, and they are all-metal too. The tyres even feature the 'Michelin' logo on the outside. This level of excellent detail continues throughout the

carrier, and the metal outrigger beams are beautifully made with hydraulic lines detailed within the castings. The spreader beams and pads contain magnets which allow them to stick together which is a first rate design detail.

The high quality continues into the crane body. The sheaves used are metal and are painted to match the crane colour so they look very good indeed, and the counterweight slabs are top notch, with each one having excellent lifting points and the Liebherr name and weight clearly visible within the casting detail.

Moving on to the boom sections, YCC's skill continues to be evident with fine metal mesh walkways and



*Lifting a smaller crane*

very nice rollers for allowing ropes to run smoothly. Two alternative boom head sections are provided with either 16 or four metal sheaves. Also included is a rooster head/auxiliary boom nose, this difficult section is superbly made with a folding line pulley and tiny rollers to enable it to roll on the ground if needed during erection. Three hook blocks are supplied with the model and this approach is to be particularly commended as it gives the collector flexibility in rigging the crane. Each one is excellent in its own right and would look great on any Liebherr crane model.

All the crane functions work well, the four winch drums in the superstructure body are accessed by using removable magnetic side panels. This excellent design feature allows the model to be operated without having unsightly access holes in the side of the structure. A strong feature of the model is that

it is made in the modular system which replicates the real machine and can therefore be configured in many different ways.

This model from YCC sets the highest of standards in mobile crane models, at a price of around €640. It is made in limited numbers and some versions are produced in various rental company liveries which suggests that it is likely to hold its value in the longer term. It fully deserves an 'Outstanding' rating.

To read the full review of these models visit [www.cranesetc.co.uk](http://www.cranesetc.co.uk)

## Cranes Etc Model Rating

Packaging (max 10)	9
Detail (max 30)	29
Features (max 20)	18
Quality (max 25)	22
Price (max 15)	13
Overall (max 100)	91%



*The LG1550 carrier*



*Excellent boom details*



*Rigged for the high lift*



# A truly International affair

The 2009 IPAF summit and awards dinner is now long past, however as promised in the last issue of Cranes&Access we are once again publishing our alternative photo album of the event. This year has presented us with a major challenge in that we had way too many photos to choose from, due to the fact that the event, held in Dublin, ran over two days kicking off with an evening at the Guinness Brewery, sponsored by Height for Hire/Easi UpLift. Add to that the fact that the dinner attracted well over 360 industry people and perhaps you can understand how many photos we had to deal with. Hopefully the following pages will give just a flavour of the event, albeit in a humorous and irreverent manner. We apologise in advance for any sensitive souls that we might have offended with our captions.

Next years summit and awards dinner will be held in London, with the dates to be announced shortly.



The event kicked off with an evening at the Guinness brewery



"Stop posing and get on the bus" Chris Buisseret moving in on John Ball.



Wow look it's a bus! Tim Whiteman happy that the busses have arrived for the Guinness outing.



"We're done" Tony Groat of AWPT with Roy Funk and Toodie West of Hoj Engineering



The Italian communicators from top left: Renata Bernardini, Emanuela Pirola, Mauro Potrich, Pierangelo Cantù and Marta Lucani.



Tony Mort with John and Carrie Jordan



"We call it being Versatile" The Versalift team Ken Cooke, Steve Couling, Lisa Guerin and Steve Cockayne.



Trouble on back of bus .....spot the ringleader!



"Looks like a big cold espresso!" Roberto Ferramola and Ilaria Benassi of Airo survey a pint of Guinness.



"Smile and stay put we'll be needing two more in no time"



"What do you think of this then?" Gordon Leicester of Facelift flashes his chest, showing a stolen badge



"Stop tickling me Gordon" hosts Patrick and Harry McArdle with Gordon Leicester of Facelift



Sino Italian relations - JCHI and Airo partake in a Guinness or two.



"Don't worry we're taking him home" Steve Smith, Steve Kissinger and with the Cheshire Cat smile - Kevin O'Shea"



"You just stay here my dear" Richard Rawlings of RM Marketing ensures his supply of Guinness.



Will Holloway and Guy Harris pose with John Ball as man gets mugged in the background



Teutonic Knights - Holger Johan, Wilhelm Buchtmann, Jan Schumacher, Peter Cramer and Carsten Bielefeld





"Oh no - now what's he saying?" John Ball and Tim Whiteman go electioneering



"Go away and don't be so silly" Richard Rawlings of RM Marketing



Happy birthday Mr President ..... not that it was his birthday! John Ball and Linda Betts.



"Vat is ze problem? Don't you know who I am?" Rheinhold Willenbrock looking for his badge



"Come back to Chile with me?" Rupert Douglas Jones with Sandra Franco of Alo Rental- Chile



"I can't believe you just did that..... in public....."



"Lunch can't be too far off can it?" Tony Mort of AF Access with Peter Grant of Merlo at the AGM.



"So its true then that grass never grows on a busy street?" John Jordan with Lars-Petter Godenhielm of Dinolift.



"Come on John it's not that interesting!" John Ball goes over the Summit programme with Peter Power while Tim Whiteman waits.



"And then they made me president!" John Ball shares a joke with Peter Power - Ireland's development minister.



"Oh Murray you are such a beast...but i like you!" Maria Hadlow looks on as Murray Pollock asks a question.



A calm approach is best of all. A serene Cees van der Kooij of Loxam listens at the summit.



"These Anglo Saxon types are a strange bunch" Michel Petitjean of the ERA with Dan Kaplan.



"This is a bit like my bar" Alistair Robertson, John Ball, - bar owner and Terex man - Bob Backer, Chris Goodwin and Steve Kissinger.



"Help I am outnumbered" Julie Houston surrounded by a bevy of British men.



"Sloncha!" Leigh Sparrow and John Ball



"What is he going on about?" Reinhard Willenbrock at the summit.



"So why do you want this job then?" Tim Whiteman and Andrea Certo of Oil&Steel.



Most of, but by no means all of the IPAF team





*"Why don't you come up and see me sometime?" Maria Hadlow with Peter Jones and Peter Whittall*



*"He is not really on his knees" Macarena Garcia of Movicarga with Maurizio Bonaldi of Nacanco.*



*Dennis Ashworth and wife Ann with his IPAF lifetime achievement award.*



*"Isn't he cute?" Jean Harrison of IPAF with Jan Denks of Bronto.*



*"Meet my mate Pat" Kevin O'Shea puts his arm round Pat Cox, previous president of the European Commission with Alison O'Shea and John Ball.*



*"Don't look now but they are taking our photograph" Mark van Osten shares a confidence with Tim Ward of Niftylift.*



*"You said to say cheeeeeeeeeeeeeese" Marzia Giusto with Roberto Marangoni - JLG Italia.*



*"You must come to Russia we do things differently there" Peter Hird gets the Russian message from Yana Gorokhova and Mikhail Malvinskiy of LTech.*



*"Let me take you back to my castle" Jean Harrison and Rupert Douglas Jones with Vlad the card man.*



*No its not big band night, the Gecko travel club organised by Mastclimbers. Back row: Arthur Shapiro, Steve Smith, Jeff Johnson, Alex Slatapolski and Tom Fee. Front row: Mike Radigan, Bobby Reese, Kevin O'Shea, Mike Pitt and Bob Backer.*



*Andy Wright prepares to accept Lavendon's award for safety*



*"So these are my chums from IPAF that I have been telling you about" Sheila and John Ball during the dinner.*



*Simon Rush with Dave Stuart and Ken McDougal of Skyjack*



*"And best of all I am going to be your next president ha ha ha" Steve Shaughnessy - deputy president of IPAF, asks an animated question at the summit.*



*Yo Ho Ho and a bottle of rum Neil Wilkinson of Urban Access, Andy McCusker of Active Rentals, Ian James of APS and Alex Lee of Access Rentals.*



*"Oh what a wonderful life it is" Gerhard Hillebrand of IPAF Italia sandwiched between Romina Vanzi and Marta Lucani.*



*"No No No that does not mean I'll have two" Mikhail Malvinskiy and Simone Scalabrini.*



*"Look how I can tickle Jean's nose, then we show her how to dress like Russian woman" Jean Harrison accosted by Mikhail Malvinskiy and Yana Gorokhova of LTech*



And so to dinner and...

This year the dinner attracted record numbers and included the first IPAF - IAPA awards.









# Whats on?

Visit [www.Vertikal.net/en/events](http://www.Vertikal.net/en/events)  
for a full listing of events with direct links to the organisers.

## CTT

Russian equipment show  
June 2-6, 2009  
Moscow, Russia  
Phone: +49 89 949 22 116  
Fax: +49 89 949 22 350  
E-mail: miedaner@imag.de

## Vertikal Days

Meeting for the UK crane  
and access industry  
Haydock Park June 24-25th 2009  
Tel: +44 (0) 8707 740436  
Fax: +44 (0) 1295 768223  
E-mail: info@vertikal.net  
Web: www.vertikaldays.net



## Platformer Days

German access equipment meeting  
August 28-29th, 2009 Hohenroda, Germany  
Phone: +49 (0) 5031972923  
Fax: +49 (0) 5031972838  
E-mail: 2009@platformers-days.de

## Verticaaldagen Benelux

A specialist lifting event for the  
Benelux region September 25-26th, 2009  
Safaripark Beekse Bergen, Netherlands  
Phone: +31 (0)6 30 421 042  
Fax: +31 (0)84 710 0518  
E-mail: info@verticaaldagen.net

## SAIE 2009

Bologna Fair, Italian Building  
products exhibition.  
October 28-31st, 2009  
Bologna, Italy  
Phone: +39 051 282111  
Fax: +39 051 6374013  
E-mail: saie@bolognafiere.it



## Conexpo Asia

An American show in China  
November 16-19th, 2009,  
Guangzhou, China  
Phone: +1-414-298-4123  
E-mail: pmonroe@aem.org

## Europlatform

September 15th 2009  
Milan, Italy  
Tel: +44 (0) 15395 62444  
Fax: +44 (0) 15395 64686  
E-Mail: info@ipaf.org



## Big Five 2009

Middle East construction show in Dubai  
November 23-27, 2008 Dubai, UAE  
Phone: +49 (0) 89 949 22 0  
Fax: +49 (0) 89 949 22 350  
E-mail: info@imag.de

## ARA / Rental Show 2010

Atlanta Georgia Feb 8th to 11th 2010  
Tel: +1800 334 2177  
Fax: +1309 764 1533  
E-mail: info@therentalshow.com



## Middle East Cranes Conference

Conference on Crane safety  
February 23-24th 2010 Dubai, UAE  
Tel: +44 (0) 208 269 7781  
Fax: +44 (0) 208 269 7803  
E-Mail: info@progressivemediagroup.com



## Bauma 2010

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



## Safety & Health Expo

Health and safety show  
May 18-20th, 2010 Birmingham, UK  
Phone: +44 (0) 207 921 8067  
Fax: +44 (0) 207 921 8058  
E-mail: tbond@cmpinformation.com

## SED 2010

UK's premier construction  
equipment exhibition  
May 18-20th, 2010 Rockingham  
Speedway, Corby, UK  
Phone: +(44) 020 8652 4810  
Fax: + (44) 020 8652 4804  
E-mail: jackie.hanford@rbi.co.uk



## Conexpo 2011

The leading American equipment  
show March 22-26th 2011 Las Vegas,  
Nevada, USA  
Phone: +1 414-298-4133  
Fax: +1 414-272-2672  
E-mail: international@conexpoconagg.com

## Intermat 2012

International construction equipment show  
April 21-26th, 2012 Paris, France  
Tel: +33 1 49685248  
Fax: +33 1 49685475  
E-mail: info@intermat.fr



# Marketplace

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

## ADVERTISEMENT

**M. Stemick GmbH**  
Kran- u. Baumaschinenhandel

**CRANES FOR SALE**

**ALL TERRAIN-CRANES**

Make / Type	Y. o. m.	Drive	Boom / Fly Jib
20 t Krupp KMK 2020	1994	4x4x4	20,50m + 3,80m
25 t Demag AC 25	1998	4x4x4	25,00m + 1,20m
25 t Demag AC 25	2000	4x4x4	25,00m + 13,00m
30 t Kato KA 300 E	1990	4x4x4	26,40m + 7,30m
30 t PPM ATT 335	1997	4x4x4	27,40m + 15,00m
30 t Liebherr LTM 1030-2	2002	4x4x4	30,00m + 15,00m
35 t PPM ATT 400	1998	4x4x4	30,40m + 15,00m
35 t PPM ATT 400-2	2000	4x4x4	30,40m + 8,00m
40 t Terex-Demag AC 40L	2009	4x4x4	37,40m + 8,00m
40 t Liebherr LTM 1040-1	1994	6x4x6	30,00m + 8,00m
50 t Demag AC 155	1993	6x4x6	40,00m + 17,60m
50 t PPM ATT 500	1996	6x4x6	40,00m + 15,00m
50 t Faun ATF 50-3	1997	6x4x6	38,00m + 16,00m
50 t Demag AC 50-1	2002	6x4x6	40,00m + 17,00m
50 t Grove GMK 3050	2006	6x4x6	38,10m + 15,00m
55 t Liebherr LTM 1055.3-1	2004	6x4x6	40,00m + 16,00m
60 t Faun ATF 60-4	2000	8x6x8	40,00m + 16,00m
70 t Grove TT 865	1997	8x6x8	38,00m + 18,50m
75 t Grove GMK 4075	2001	8x6x8	43,20m + 27,00m
75 t Grove GMK 4075	2001	8x6x8	43,20m + 17,00m
80 t Liebherr LTM 1080/1	1999	8x6x8	48,00m + 17,00m
80 t Demag AC 80-1	2001	8x6x8	50,00m + 17,60m
80 t Grove GMK 4080-1	2006	8x6x8	51,00m + 15,00m
90 t Liebherr LTM 1090/2	1998	8x6x8	52,00m + 18,00m
90 t Faun ATF 90G-4	2008	8x6x8	51,20m + 19,00m
120 t Faun ATF 120-5	1997	10x8x10	49,00m + 16,20m
120 t Demag AC 395	1996	10x8x10	60,00m + 17,60m
250 t Demag AC 665 SL	1996	12x8x8	57,80m + 65,00m

**TELESCOPIC - TRUCK CRANES**

Make / Type	Y. o. m.	Drive	Boom / Fly Jib
25 t Kato NK 250 E	1997	6x4x2	30,00m + 7,50m
25 t Tadano TL 250 E	1997	6x4x2	30,00m + 7,50m

**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.	Drive	Boom / Fly Jib
3 t JCB Telehändler 535-95	2003	4x4x4	9,50 m
3,3 t JCB Telehändler 535-105	2006	4x4x4	10,50 m
3,5 t JCB Telehändler 535-125	2007	4x4x4	12,50 m
5,0 t Terex Giniuft 5022	2001	4x4x4	22,00 m

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

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

Import • Export

# cranes & access

FOR USERS & BUYERS OF LIFTING EQUIPMENT

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

Promote your goods, jobs and  
services on a regular basis to  
over 15,000 lifting professionals  
around the world - via the  
printed and on-line editions of  
this magazine. You'll be surprised  
how inexpensive it can be.

## ADVERTISING:

The Vertikal Press Ltd.  
PO Box 6998, Brackley,  
NN13 5WY UK.  
Tel: +44 (0)8448 155900  
Fax: +44 (0)1295 768223  
E-mail: advertising@vertikal.net

## GERMANY:

+ (49) (0)761 189786615.

**Vertikal**  
.net

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









AccessPlatforms.com

www.accessplatforms.com

FILL WAY, SEVERN BRIDGE IND ESTATE, CALDICOT, MONMOUTHSHIRE, NP23 5PU - UK

+44 (0) 1291 421155

This is a small selection of our available stock.

Please visit our regularly updated website to view our full selection.



experts in  
powered access  
solutions



**Genie S60 2X4**  
Self Propelled Telescopic Platform  
1999, 20.3m (66.9ft) working height  
2 Wheel Drive



**Genie Z60-34 2X4**  
Self Propelled Articulated Platform  
1999, 20.3m (66.9ft) working height  
Fly Jib, 2 Wheel Drive



**Upright SL30N 2X4**  
Diesel Scissor Platform  
1998, 11m (36.3ft) working height  
2 Wheel Drive, Narrow Chassis



**Skyjack 3219**  
Electric Scissor Platform  
2006, 7.6m (25ft) working height  
Slide Out Deck, Non Marking Tyres



**Genie Z34-22J 2X4**  
Self Propelled Articulated Platform  
1999, 12.2m (40.2ft) working height  
Bi-Energy, Fly Jib



**Genie S85 4X4**  
Self Propelled Telescopic Platform  
1999, 27.7m (91.1ft) working height  
Fly Jib, Foam Filled Tyres



**Upright SL26RT 4X4**  
Diesel Scissor Platform  
1988, 10m (33ft) working height  
Rough Terrain, Oscillating Axle



**Genie GS2668 DC**  
Electric Scissor Platform  
2000, 9.9m (32.6ft) working height  
Non Marking Tyres, Slide Out Deck



**Genie Z45-25J 2X4**  
Self Propelled Articulated Platform  
1999, 15.8m (52.1ft) working height  
Bi-Energy, Fly Jib

**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

**MANUFACTURER OF  
CRANE AND FORKLIFT  
ATTACHMENTS**

- ◆ Concrete skips
- ◆ Self Discharge Boat Skips
- ◆ Circular Muck Skips
- ◆ Access Platforms
- ◆ Plastic Mortar Skips
- ◆ Crane Man Cages
- ◆ Bricks Forks
- ◆ Block Grabs
- ◆ Crane Forks
- ◆ Manhole Ring Clamps
- ◆ Gas Bottle Carriers
- ◆ Fork Lift Tipping Skips



TO DISCOVER MORE, CALL:

Head Office & Accounts  
+44 (0)1420 592 900

OR EMAIL: sales@conquipindustrial.com



DISTRIBUTORS REQUIRED  
MANUFACTURING, SALES & HIRE



# Don't miss the UK lifting event

ACCESS EQUIPMENT - CRANES - TELEHANDLERS



If you buy, use or have a professional interest in Access equipment, working at height, Mobile cranes, Tower cranes and Loader cranes, not to mention Telehandlers then register now for the UK and Ireland's event for lifting professionals – Vertikal Days.

See the latest equipment and services, meet the experts and enjoy a day of networking, deal-making and socialising.

## Haydock Park

June 24th & 25th 2009

Be part of the UK's only specialist lifting equipment event.

Register on-line today for your FREE visitor ticket

[www.vertikaldays.net](http://www.vertikaldays.net)

email the Vertikal Team at

[info@vertikaldays.net](mailto:info@vertikaldays.net)

Telephone: UK Office +44 (0) 8707 740436

**vertikal**  
**days**



## ACCESS EQUIPMENT MANUFACTURERS

Aichi	<a href="http://www.aichi.de">www.aichi.de</a>
AIRO	<a href="http://www.airo.com">www.airo.com</a>
Alimak	<a href="http://www.alimak.co.uk">www.alimak.co.uk</a>
Altrex B.V.	<a href="http://www.altrex.com">www.altrex.com</a>
Barin	<a href="http://www.barin.it">www.barin.it</a>
Basket	<a href="http://www.basket-platforms.com">www.basket-platforms.com</a>
Bil jax	<a href="http://www.biljax.com">www.biljax.com</a>
Bison - Palfinger	<a href="http://www.bisonpalfinger.com">www.bisonpalfinger.com</a>
Bravi	<a href="http://www.braviisol.com">www.braviisol.com</a>
CMC	<a href="http://www.cmc-platforms.com">www.cmc-platforms.com</a>
CTE	<a href="http://www.ctelift.com">www.ctelift.com</a>
Denka Lift	<a href="http://www.wi-industries.com">www.wi-industries.com</a>
Dino Lift	<a href="http://www.dinolift.com">www.dinolift.com</a>
Esda	<a href="http://www.esda-fahrzeugwerke.de">www.esda-fahrzeugwerke.de</a>
Genie	<a href="http://www.genieindustries.com">www.genieindustries.com</a>
GSR Spa	<a href="http://www.gsrspa.it">www.gsrspa.it</a>
Haulotte	<a href="http://www.haulotte.com">www.haulotte.com</a>
Hinowa Tracked Aerial Platforms	<a href="http://www.hinowa.com">www.hinowa.com</a>
Holland Lift	<a href="http://www.hollandlift.com">www.hollandlift.com</a>
Isoli	<a href="http://www.isoli.com">www.isoli.com</a>
Iteco	<a href="http://www.itecolift.it">www.itecolift.it</a>
JLG	<a href="http://www.ilgeurope.com">www.ilgeurope.com</a>
Leguan Lifts	<a href="http://www.leguanlifts.com">www.leguanlifts.com</a>
Manitou	<a href="http://www.manitou.com">www.manitou.com</a>
Matilsa	<a href="http://www.matilsa.es">www.matilsa.es</a>
MEC	<a href="http://www.mec-awp.com">www.mec-awp.com</a>
Nifty Lift	<a href="http://www.niftylift.com">www.niftylift.com</a>
Oil&Steel	<a href="http://www.oilsteel.com">www.oilsteel.com</a>
Omega Platforms	<a href="http://www.omegaplatforms.com">www.omegaplatforms.com</a>
Omme Lift	<a href="http://www.ommelift.dk">www.ommelift.dk</a>
PB Liftechnik	<a href="http://www.pbgmbh.de">www.pbgmbh.de</a>
Ranger tracked access	<a href="http://www.tracked-access.co.uk">www.tracked-access.co.uk</a>
Ruthmann	<a href="http://www.ruthmann.de">www.ruthmann.de</a>
Skyhigh	<a href="http://www.skyhigh.be">www.skyhigh.be</a>
Skyjack	<a href="http://www.skyjack.com">www.skyjack.com</a>
Snorkel	<a href="http://www.snorkelusa.com">www.snorkelusa.com</a>
Socage	<a href="http://www.socagefassi.it">www.socagefassi.it</a>
SUP	<a href="http://www.supelefant.com">www.supelefant.com</a>
Teupen	<a href="http://www.teupen.info">www.teupen.info</a>
Turner Access	<a href="http://www.turner-access.co.uk">www.turner-access.co.uk</a>
Upright International	<a href="http://www.uprighteu.com">www.uprighteu.com</a>
Versalift distributors (UK) Ltd	<a href="http://www.versalift.co.uk">www.versalift.co.uk</a>
Worldlift	<a href="http://www.wi-industries.com">www.wi-industries.com</a>

## MAST CLIMBERS & HOISTS

Alimak-HEK	<a href="http://www.alimakhek.com">www.alimakhek.com</a>
LTC Hoists	<a href="http://www.ltcscaff.co.uk">www.ltcscaff.co.uk</a>
LTECH	<a href="http://www.ltech.ru">www.ltech.ru</a>
Safi	<a href="http://www.safi.it">www.safi.it</a>

## PLATFORM RENTAL

2 Cousins Access Limited	<a href="http://www.2cousins.co.uk">www.2cousins.co.uk</a>
AA Access (Specialists)	<a href="http://www.aaaccess.co.uk">www.aaaccess.co.uk</a>
Access Link	<a href="http://www.accesslink.biz">www.accesslink.biz</a>
Access Platforms Direct	<a href="http://www.accessplatformsdirect.co.uk">www.accessplatformsdirect.co.uk</a>
Advanced Access Platforms	<a href="http://www.accessplatformsuk.com">www.accessplatformsuk.com</a>
Aerial Platforms Ltd	<a href="http://www.aerialplatformsltd.co.uk">www.aerialplatformsltd.co.uk</a>
AFI- Uplift	<a href="http://www.afi-uplift.co.uk">www.afi-uplift.co.uk</a>
Bucks Access Rentals Ltd	<a href="http://www.bucksaccessrentals.co.uk">www.bucksaccessrentals.co.uk</a>
Easi up Lifts	<a href="http://www.easiuplifts.com">www.easiuplifts.com</a>
ES Access Platforms Ltd	<a href="http://www.esaccess.co.uk">www.esaccess.co.uk</a>
Facelift	<a href="http://www.facelift.co.uk">www.facelift.co.uk</a>
Hi-reach	<a href="http://www.hi-reach.co.uk">www.hi-reach.co.uk</a>
LTC Powered Access	<a href="http://www.ltcaccess.co.uk">www.ltcaccess.co.uk</a>
LTECH	<a href="http://www.ltech.ru">www.ltech.ru</a>
Manlift Hire	<a href="http://www.manlift.ie">www.manlift.ie</a>
Max Access	<a href="http://www.maxaccess.co.uk">www.maxaccess.co.uk</a>
Nationwide Access	<a href="http://www.nationwideaccess.co.uk">www.nationwideaccess.co.uk</a>
Panther Platform Rentals	<a href="http://www.platform-rentals.co.uk">www.platform-rentals.co.uk</a>
Peter Hird	<a href="http://www.peter-hird.co.uk">www.peter-hird.co.uk</a>
Rapid Platforms	<a href="http://www.rapidplatforms.co.uk">www.rapidplatforms.co.uk</a>
Skylift Hire	<a href="http://www.skylift.ie">www.skylift.ie</a>
Socage	<a href="http://www.socagefassi.it">www.socagefassi.it</a>
Spiderlift	<a href="http://www.spiderlift.co.uk">www.spiderlift.co.uk</a>
Socage	<a href="http://www.socagefassi.it">www.socagefassi.it</a>
Trac-Access	<a href="http://www.trac-access.com">www.trac-access.com</a>
Universal Platforms	<a href="http://www.universalplatforms.com">www.universalplatforms.com</a>
Wilson Access	<a href="http://www.wilsonaccess.co.uk">www.wilsonaccess.co.uk</a>

## NEW & USED PLATFORMS

Access Business	<a href="http://www.accessbusiness.nl">www.accessbusiness.nl</a>
Access Platforms Direct	<a href="http://www.accessplatformsdirect.co.uk">www.accessplatformsdirect.co.uk</a>
Access Platform Sales	<a href="http://www.accessplatforms.co.uk">www.accessplatforms.co.uk</a>
Access Sales International	<a href="http://www.accesssalesint.co.uk">www.accesssalesint.co.uk</a>
Advanced Access Platforms	<a href="http://www.aaplatforms.co.uk">www.aaplatforms.co.uk</a>
AFI Resale	<a href="http://www.afi-resale.co.uk">www.afi-resale.co.uk</a>
A.J. Access Platforms	<a href="http://www.accessplatforms.com">www.accessplatforms.com</a>
Baker Access	<a href="http://www.maxaccess.co.uk">www.maxaccess.co.uk</a>
Baulift	<a href="http://www.baulift.de">www.baulift.de</a>
Brodrene Jorgensen AS	<a href="http://www.brjorgen.no">www.brjorgen.no</a>

Caunton -Access	<a href="http://www.cauntonaccess.com">www.cauntonaccess.com</a>
Don Maq Inc	<a href="http://www.donmaq.com">www.donmaq.com</a>
Easi-uplifts	<a href="http://www.easiuplifts.com">www.easiuplifts.com</a>
Facelift	<a href="http://www.facelift.co.uk">www.facelift.co.uk</a>
Flesch	<a href="http://www.Flesch-Arbeitsbuehnen.de">www.Flesch-Arbeitsbuehnen.de</a>
Genie	<a href="http://www.genieindustries.com">www.genieindustries.com</a>
Instant Holland	<a href="http://www.instant-holland.nl">www.instant-holland.nl</a>
JLG	<a href="http://www.ilgeurope.com">www.ilgeurope.com</a>
Kermco	<a href="http://www.kermco.co.uk">www.kermco.co.uk</a>
Kunze GmbH	<a href="http://www.KUNZEgmbh.de">www.KUNZEgmbh.de</a>
Lisman	<a href="http://www.lisman.nl">www.lisman.nl</a>
LTECH	<a href="http://www.ltech.ru">www.ltech.ru</a>
Manlift Sales	<a href="http://www.manlift.ie">www.manlift.ie</a>
Mech-Serv (GB) Ltd	<a href="http://www.mech-serv.co.uk">www.mech-serv.co.uk</a>
Nationwide Access	<a href="http://www.nationwideaccess.co.uk">www.nationwideaccess.co.uk</a>
Peter-Hird Ltd	<a href="http://www.peter-hird.co.uk">www.peter-hird.co.uk</a>
Tracked Access	<a href="http://www.trackedaccess.com">www.trackedaccess.com</a>
Platform Sales	<a href="http://www.platformsales.co.uk">www.platformsales.co.uk</a>
Platform Sales Europe	<a href="http://www.platformsalesseurope.com">www.platformsalesseurope.com</a>
Promax Access	<a href="http://www.promaxaccess.com">www.promaxaccess.com</a>
Rapid Platforms	<a href="http://www.rapidplatforms.co.uk">www.rapidplatforms.co.uk</a>
Ritchie Bros auctions	<a href="http://www.rbuction.com">www.rbuction.com</a>
Skylift Hire	<a href="http://www.skylift.ie">www.skylift.ie</a>
Thanner	<a href="http://www.USED-Worklift.com">www.USED-Worklift.com</a>
Turner Access	<a href="http://www.turner-access.co.uk">www.turner-access.co.uk</a>
TVH - Group Thermote & Vanhalst	<a href="http://www.tvh.be">www.tvh.be</a>
Universal Platforms	<a href="http://www.universalplatforms.com">www.universalplatforms.com</a>
Wilson Access	<a href="http://www.wilsonaccess.co.uk">www.wilsonaccess.co.uk</a>

## ALLOY SCAFFOLD TOWERS

Altrex	<a href="http://www.altrex.com">www.altrex.com</a>
Instant	<a href="http://www.instantupright.com">www.instantupright.com</a>
Svelt	<a href="http://www.svelt.it">www.svelt.it</a>
Turner Access	<a href="http://www.turner-access.co.uk">www.turner-access.co.uk</a>

## SPECIAL/BESPOKE ACCESS & LIFTING SOLUTIONS

Kermco	<a href="http://www.kermco.co.uk">www.kermco.co.uk</a>
Platform Sales	<a href="http://www.platformsales.co.uk">www.platformsales.co.uk</a>
Ranger Equipment	<a href="http://www.spiderlift.co.uk">www.spiderlift.co.uk</a>
H&A Height Services	<a href="http://www.ha-heightservices.com">www.ha-heightservices.com</a>

## SPECIAL & NICHE PLATFORM RENTAL

CAT Access Solutions	<a href="http://www.cataccessolutions.co.uk">www.cataccessolutions.co.uk</a>
Easi UpLifts	<a href="http://www.easiuplifts.com">www.easiuplifts.com</a>
Easy Reach Scotland	<a href="http://www.easyreachscotland.co.uk">www.easyreachscotland.co.uk</a>
Facelift	<a href="http://www.facelift.co.uk">www.facelift.co.uk</a>
Max Access	<a href="http://www.maxaccess.co.uk">www.maxaccess.co.uk</a>
Panther Platform Rentals	<a href="http://www.platform-rentals.co.uk">www.platform-rentals.co.uk</a>
Spiderlift	<a href="http://www.spiderlift.co.uk">www.spiderlift.co.uk</a>
Tracked Access	<a href="http://www.trackedaccess.com">www.trackedaccess.com</a>
Rapid Platforms	<a href="http://www.rapidplatforms.co.uk">www.rapidplatforms.co.uk</a>
Universal Platforms	<a href="http://www.universalplatforms.com">www.universalplatforms.com</a>
Wilson Access	<a href="http://www.wilsonaccess.co.uk">www.wilsonaccess.co.uk</a>

## SPECIALIST SCAFFOLDING

LTC Specialist Scaffolding	<a href="http://www.ltcscaff.co.uk">www.ltcscaff.co.uk</a>
----------------------------	--

## TRAINING CENTRES & TRAINERS

Access Platforms Direct	<a href="http://www.accessplatformsdirect.co.uk">www.accessplatformsdirect.co.uk</a>
Access Platform Sales	<a href="http://www.accessplatforms.co.uk">www.accessplatforms.co.uk</a>
Active Safety	<a href="http://www.activerentals.co.uk">www.activerentals.co.uk</a>
Advanced Access Platforms	<a href="http://www.accessplatformsuk.com">www.accessplatformsuk.com</a>
AFI	<a href="http://www.afi-uplift.co.uk">www.afi-uplift.co.uk</a>
Ainscough	<a href="http://www.ainscoughtraining.co.uk">www.ainscoughtraining.co.uk</a>
AJ Access	<a href="http://www.accessplatforms.com">www.accessplatforms.com</a>
Avon Crane	<a href="http://www.avoncrane.co.uk">www.avoncrane.co.uk</a>
Central Access	<a href="http://www.central-access.co.uk">www.central-access.co.uk</a>
Davis Access Platforms	<a href="http://www.davisaccessplatforms.com">www.davisaccessplatforms.com</a>
ES Access Platforms Ltd	<a href="http://www.esaccess.co.uk">www.esaccess.co.uk</a>
Facelift	<a href="http://www.facelift.co.uk">www.facelift.co.uk</a>
HCS	<a href="http://www.hydrauliccraneservices.co.uk">www.hydrauliccraneservices.co.uk</a>
Hi-Reach	<a href="http://www.hi-reach.co.uk">www.hi-reach.co.uk</a>
Hiab	<a href="http://www.hiab.com">www.hiab.com</a>
Hird	<a href="http://www.peter-hird.co.uk">www.peter-hird.co.uk</a>
HSS	<a href="http://www.hss.com/training">www.hss.com/training</a>
JLG Training	<a href="http://www.ilgeurope.com">www.ilgeurope.com</a>
Kingfisher Access	<a href="http://www.kingfisheraccess.co.uk">www.kingfisheraccess.co.uk</a>
L&B Transport	<a href="http://www.lbtransport.co.uk">www.lbtransport.co.uk</a>
Loxam	<a href="http://www.loxam-access.co.uk">www.loxam-access.co.uk</a>
Lifting Equipment Training	<a href="http://www.letltd.co.uk">www.letltd.co.uk</a>
LTC Training Services	<a href="http://www.ltctrainingservices.co.uk">www.ltctrainingservices.co.uk</a>
Nationwide Platforms	<a href="http://www.nationwideaccess.co.uk">www.nationwideaccess.co.uk</a>
Norfolk Training Services	<a href="http://www.norfolktraining.co.uk">www.norfolktraining.co.uk</a>
Panther Platform Rentals	<a href="http://www.platform-rentals.co.uk">www.platform-rentals.co.uk</a>
Rapid Platforms	<a href="http://www.rapidplatforms.co.uk">www.rapidplatforms.co.uk</a>
Skylift Hire	<a href="http://www.skylift.ie">www.skylift.ie</a>
Southern Crane & Access	<a href="http://www.southerncranes.co.uk">www.southerncranes.co.uk</a>
TH White	<a href="http://www.thwhite.co.uk">www.thwhite.co.uk</a>
Terex Atlas (UK) Ltd.	<a href="http://www.atlascranes.co.uk">www.atlascranes.co.uk</a>
The Platform Company	<a href="http://www.platformcompany.co.uk">www.platformcompany.co.uk</a>
Turner Access	<a href="http://www.turner-access.co.uk">www.turner-access.co.uk</a>
Universal Platforms	<a href="http://www.universalplatforms.com">www.universalplatforms.com</a>
Wilson Access	<a href="http://www.wilsonaccess.co.uk">www.wilsonaccess.co.uk</a>



## TRAINING ASSOCIATIONS & NETWORKS

Allmi [www.allmitraining.co.uk](http://www.allmitraining.co.uk)  
AWPT [www.awpt.org](http://www.awpt.org)  
IPAF [www.ipaf.org](http://www.ipaf.org)  
National Access and  
Scaffolding Confederation [www.nasc.org.uk](http://www.nasc.org.uk)  
Pasma [www.pasma.co.uk](http://www.pasma.co.uk)

## CRANE MANUFACTURERS

Grove [www.groveworldwide.com](http://www.groveworldwide.com)  
Kobelco [www.kobelco-cranes.com](http://www.kobelco-cranes.com)  
Liebherr [www.Liebherr.com](http://www.Liebherr.com)  
Maeda [www.maedaminicranes.co.uk](http://www.maedaminicranes.co.uk)  
Mantis Cranes [www.mantiscranes.ie](http://www.mantiscranes.ie)  
Sany [www.sany.com.cn](http://www.sany.com.cn)  
Tadano Faun [www.tadanofaun.de](http://www.tadanofaun.de)  
Terex-Demag [www.terex-cranes.com](http://www.terex-cranes.com)  
Unic Cranes [www.unic-cranes.co.uk](http://www.unic-cranes.co.uk)  
Unikran [www.unikran.ru](http://www.unikran.ru)  
Valla [www.valla-cranes.co.uk](http://www.valla-cranes.co.uk)  
Vanson [www.vansoncranes.com](http://www.vansoncranes.com)

## CRANE HIRE

Ainscough [www.ainscough.co.uk](http://www.ainscough.co.uk)  
Berry Cranes [www.berrycranes.co.uk](http://www.berrycranes.co.uk)  
Bob Francis Crane Hire [www.bobfranciscranehire.co.uk](http://www.bobfranciscranehire.co.uk)  
City Lifting [www.citylifting.co.uk](http://www.citylifting.co.uk)  
Hewden [www.hewden.co.uk](http://www.hewden.co.uk)  
Ladybird tower crane hire [www.ladybirdcranehire.co.uk](http://www.ladybirdcranehire.co.uk)  
Mantis Cranes [www.mantiscranes.ie](http://www.mantiscranes.ie)  
McNally crane hire [www.cranehire-ireland.com](http://www.cranehire-ireland.com)  
Port Services Ltd Heavy Crane division [www.portservices.co.uk](http://www.portservices.co.uk)

## MINI CRANE HIRE

Easy Reach Scotland [www.easyreachscotland.co.uk](http://www.easyreachscotland.co.uk)  
JT Mini Crane Hire [www.jtminicranes.co.uk](http://www.jtminicranes.co.uk)  
LTECH [www.ltech.ru](http://www.ltech.ru)  
Peter Hird [www.peter-hird.co.uk](http://www.peter-hird.co.uk)  
Tracked Access [www.trackedaccess.com](http://www.trackedaccess.com)

## NEW & USED CRANES

AGD Equipment Ltd [www.agd-equipment.co.uk](http://www.agd-equipment.co.uk)  
Cranes UK [www.cranesuk.net](http://www.cranesuk.net)  
Crowland Cranes [www.crowlandcranes.co.uk](http://www.crowlandcranes.co.uk)  
Immo Cranes [www.immo-cranes.com](http://www.immo-cranes.com)  
Jones-Iron Fairy [www.jonesironfairy.co.uk](http://www.jonesironfairy.co.uk)  
Kobelco [www.kobelco-cranes.com](http://www.kobelco-cranes.com)  
Mantis Cranes [www.mantiscranes.ie](http://www.mantiscranes.ie)  
M. Stemick [www.stemick-krane.de](http://www.stemick-krane.de)  
P.V. Adrighem BV [www.adrighem.com](http://www.adrighem.com)  
Terex Demag [www.terex-cranes.com](http://www.terex-cranes.com)  
Used Cranes CCK [www.used-cranes.de](http://www.used-cranes.de)  
Valla UK Ltd [www.valla-cranes.co.uk](http://www.valla-cranes.co.uk)  
UCM [www.ucmholland.nl](http://www.ucmholland.nl)

## SELF ERECTING TOWER CRANES

Airtek safety [www.airteksafety.com](http://www.airteksafety.com)  
City Lifting [www.citylifting.co.uk](http://www.citylifting.co.uk)  
Ladybird tower crane hire [www.ladybirdcranehire.co.uk](http://www.ladybirdcranehire.co.uk)  
London Tower Cranes [www.londontowercranes.co.uk](http://www.londontowercranes.co.uk)  
Mantis Cranes [www.mantiscranes.ie](http://www.mantiscranes.ie)  
Vanson [www.vansoncranes.com](http://www.vansoncranes.com)

## LORRY/TRUCK LOADER CRANES

Effer [www.effer.it](http://www.effer.it)  
Fassi UK [www.fassiuk.com](http://www.fassiuk.com)  
Hiab [www.hiab.com](http://www.hiab.com)  
Palfinger [www.palfinger.com](http://www.palfinger.com)

## TELESCOPIC HANDLERS

Genie [www.genieindustries.com](http://www.genieindustries.com)  
Haulotte [www.haulotte.com](http://www.haulotte.com)  
JLG [www.jlgeurope.com](http://www.jlgeurope.com)  
LTECH [www.ltech.ru](http://www.ltech.ru)  
Manitou [www.manitou.com](http://www.manitou.com)  
Mec Telehandlers [www.mecawp.com](http://www.mecawp.com)  
Merlo [www.merlo.co.uk](http://www.merlo.co.uk)

## OUTRIGGER PADS, MATS & ROADWAYS

Eco power pads [www.outriggerpads.co.uk](http://www.outriggerpads.co.uk)  
TMC lifting supplies [www.crowlandcranes.co.uk/tmc](http://www.crowlandcranes.co.uk/tmc)  
TPA Ltd [www.tpa-ltd.co.uk](http://www.tpa-ltd.co.uk)

## USA DISTRIBUTION & LOGISTICS

Pacific Equipment Logistic [www.pacificlogistic.com](http://www.pacificlogistic.com)

## NEW & USED TELEHANDLERS

Lisman [www.lisman.nl](http://www.lisman.nl)  
LTECH [www.ltech.ru](http://www.ltech.ru)  
Skylift Hire [www.skylift.ie](http://www.skylift.ie)  
VHS Viissers Heftruck Service [www.vhsbladel.nl](http://www.vhsbladel.nl)

## PARTS & SERVICE SUPPLIERS

Caunton - Access [www.caunton-access.com](http://www.caunton-access.com)  
Crowland Cranes [www.crowlandcranes.co.uk](http://www.crowlandcranes.co.uk)  
Davis Access Platforms [www.davisaccessplatforms.com](http://www.davisaccessplatforms.com)  
IPS [www.ips-ltd.biz](http://www.ips-ltd.biz)  
JLG [www.jlgeurope.com](http://www.jlgeurope.com)  
Mech-Serv (GB) Ltd [www.mech-serv.co.uk](http://www.mech-serv.co.uk)  
TVH - Group Thermote & Vanhalst [www.tvh.be](http://www.tvh.be)  
Unified Parts [www.unifiedparts.com](http://www.unifiedparts.com)

## SAFETY EQUIPMENT

AGS [www.ags-btp.fr](http://www.ags-btp.fr)  
Airtek equipment [www.airteksafety.com](http://www.airteksafety.com)  
SMIE [www.smie.com](http://www.smie.com)

## STRUCTURAL REPAIRS

Avezaat Cranes [www.avezaat.com](http://www.avezaat.com)  
Crowland Cranes [www.crowlandcranes.co.uk/tmc](http://www.crowlandcranes.co.uk/tmc)  
John Taylor Crane Services Ltd [www.jtcranes.co.uk](http://www.jtcranes.co.uk)

## WIRE ROPE

Teufelberger Seil [www.teufelberger.com](http://www.teufelberger.com)  
Casar [www.casar.de](http://www.casar.de)

## BATTERY MANUFACTURERS/SUPPLIERS

Energy Batteries [www.energy-batteries.com](http://www.energy-batteries.com)  
ManBat [www.manbat.co.uk](http://www.manbat.co.uk)  
Trojan Battery [www.trojanbattery.com](http://www.trojanbattery.com)

## CONTROL SYSTEMS

MOBA Automation [www.moba.de](http://www.moba.de)  
Intercontrol [www.intercontrol.de](http://www.intercontrol.de)

## SOFTWARE

MCS Rental Software [www.mcs.co.uk](http://www.mcs.co.uk)

## EQUIPMENT AUCTION HOUSES

Ritchie Brothers [www.rbauktion.com](http://www.rbauktion.com)

## INDUSTRY ASSOCIATIONS

ALLMI [www.allmitraining.co.uk](http://www.allmitraining.co.uk)  
EWPA [www.ewpa.com.au](http://www.ewpa.com.au)  
IPAF [www.ipaf.org](http://www.ipaf.org)  
OSHA [www.osha.gov](http://www.osha.gov)  
PASMA [www.pasma.co.uk](http://www.pasma.co.uk)

## RENTAL MANAGEMENT SOFTWARE

Higher Concept Software [www.higherconcept.co.uk](http://www.higherconcept.co.uk)  
Inspire [www.inspire.com](http://www.inspire.com)

## ANCILLARY EQUIPMENT

TMC lifting supplies [www.crowlandcranes.co.uk/tmc](http://www.crowlandcranes.co.uk/tmc)

## HEAVY LIFT PLANNING & SUPERVISION

HLI Consulting [www.hliconsulting.com](http://www.hliconsulting.com)

## EVENTS

APEX [www.apexshow.com](http://www.apexshow.com)  
Bauma [www.bauma.de](http://www.bauma.de)  
Conexpo [www.conexpoconagg.com](http://www.conexpoconagg.com)  
Intermat [www.intermat.fr](http://www.intermat.fr)  
Platformers Days [www.platformers-days.de](http://www.platformers-days.de)  
SED [www.sed.co.uk](http://www.sed.co.uk)  
Vertikal Days [www.vertikaldays.net](http://www.vertikaldays.net)

Don't see a category that fits your product/service?  
Let us know and we can always add one.

**Vertikal**  
.net

OVER 4.5 million Hits / Month • OVER 100,000 Visitors / Month  
OVER 1.5 million Pages Viewed / Month

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

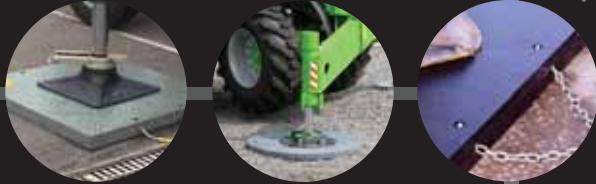
An entry in our online directory with hot-link to your website  
and publication here costs just £175/€280 for a whole year



# 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, Lymington, 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



# WELEX: SPECIALIST IN EKKI MATS

**W**ellex 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.



**B**y 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.



**FOR SALE**  
**FOR HIRE**

**A**s 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



# Subscribe to **cranes & access**



# cranes & access

The only way to guarantee that you receive every issue

## 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 Vertical Press, PO Box 6998, Brackley, NN13 5WY, UK. Tel: +44 (0)8707 740436

Name \_\_\_\_\_

Company \_\_\_\_\_

Job Title \_\_\_\_\_

Telephone \_\_\_\_\_

Address \_\_\_\_\_

Zip/Postcode \_\_\_\_\_

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 Vertical Press

Please invoice me

I enclose an international money order

Please charge to my credit card

Name \_\_\_\_\_

Card number \_\_\_\_\_

Expiry date \_\_\_\_\_

Security code \_\_\_\_\_

**Vertical**.net

Subscribe online at [www.vertical.net](http://www.vertical.net)



# RIVERTEK SERVICES LTD.

NEW CRANES AVAILABLE IMMEDIATELY



NEW KATO 25TON CITY CRANE



NEW KATO 13TON CITY CRANE



NEW IHI 70TON CRAWLER CRANE



NEW KATO 20TON ROUGH TERRAIN CRANE

ALSO IN STOCK :-

- 2008 KATO 35 TON CITY CRANE • 2007 KATO 25 TON CITY CRANE
- 2007 KATO 13 TON CITY CRANE • 2003 TADANO 35 TON CITY CRANE
- 2002 HITACHI CX500, 50TON CRAWLER CRANE
- 1996 HITACHI CX500, 50 TON CRAWLER CRANE
- 120 TON IHI CRAWLER CRANE complete with Full boom, fly Jib and tower attachment.

Choice of KATO & TADANO 25TON TRUCK CRANES & CITY CRANES from 1994-2000  
All Cranes are owned by us & are supplied with New Test Certificates, Inspection Certificates & CE Marked. Shipping arranged to any worldwide destination.

Coolowen, Blarney, Co. Cork, Ireland.  
TEL + 353 21 4385342 • FAX + 353 21 4381504  
www.rivertekservices.com • info@rivertekservices.com

# 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



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

FML Insurance Services LTD

Authorised and regulated by the Financial Services Authority 309970

# 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](http://www.accessplatformsdirect.co.uk)







## A higher level of insurance

The challenges of the construction industry require a broker who is familiar with your activities, contracts and insurance needs. We work closely with you to ensure that we keep on top of your changing requirements and you keep abreast of the market demands.

For a quotation or review of your current insurance arrangements please call our construction team on **0113 393 6300**.

[www.hibl.co.uk](http://www.hibl.co.uk)

Henderson Insurance Brokers Limited is authorised and regulated by the Financial Services Authority.





▶ **Portable Roadways**  
 ▶ **Pedestrian Walkways**  
 ▶ **Bridges** ▶ **Fencing**  
 ▶ **Barriers**

**0870 240 2381**  
**www.tpa-ltd.co.uk**

**TPA**  
 a Vp plc company

**Vertikal**  
 100,000 visitors/month! .net



**USED SPIDERS FOR SALE**

TS/18 SPIDERS	from £7,000
TS/24 SPIDERS	from £14,750
TS/30 SPIDER	£32,500
FS290 SPIDERS	from £49,250
TSB/34 SPIDERS	from £36,250
NIFTYLIFT ALLEYCAT	(used) £6,000
UPRIGHT MB26	(used) £7,950
GOLDLIFT 14.70	(used) £15,500

Contact Nigel Baker  
 Baker Access Limited

**Tel: 01993 844938 • Fax: 01993 866410**  
**Mobile: 07970 270425**

**Kran & Bühne**  
 DAS MAGAZIN FÜR KRAN- UND ARBEITSBÜHNENANWENDER

**Ihr Vorteil!**  
 Um leistungs- und wettbewerbsfähig zu bleiben, benötigt die Industrie gerade bei härteren Marktbedingungen hochqualifizierte und ihre Märkte betreffende Informationen. Diesem Verlangen kommt Kran & Bühne mit praxisorientierten Artikeln nach, die dem Leser helfen, fundierte Entscheidungen zu treffen. Die Artikel werden von einem erfahrenen, international und in Deutschland tätigen Journalistenteam verfasst. Kran & Bühne liefert dem Leser harte Fakten darüber, welche Ausrüstung für welche Einsätze geeignet ist, sowie Neuigkeiten und Baustellenberichte.



Name/Vorname: \_\_\_\_\_  
 Firma: \_\_\_\_\_  
 Umsatzsteuer Nummer (nur bei Firmen): \_\_\_\_\_  
 Straße/Postfach: \_\_\_\_\_  
 Postleitzahl/Ort: \_\_\_\_\_  
 Land: \_\_\_\_\_  
 Tel: \_\_\_\_\_  
 Fax: \_\_\_\_\_  
 E-mail Address: \_\_\_\_\_  
 1. Unterschrift des Abonnenten: \_\_\_\_\_

Ich wünsche folgende Zahlungsweise:  
 Bargeldlos per Bankeinzug (nur in Deutschland)  
 gegen Rechnung

Kontonummer: \_\_\_\_\_  
 Bankleitzahl: \_\_\_\_\_  
 Geldinstitut: \_\_\_\_\_  
 Firma: \_\_\_\_\_  
 Postleitzahl/Ort: \_\_\_\_\_

Hiermit bestätige ich, dass die Abbuchung des jährlichen Abo-Betrages von € 26.00 für o.g. Firma/Anschrift vorgenommen werden kann.

2. Unterschrift des Abonnenten: \_\_\_\_\_

**Abonnieren Sie jetzt einfach und bequem!**  
 per Fax: (0761) 88 66 814  
 oder per Post: Kran & Bühne  
 Sundgauallee 15 D-79114 Freiburg  
 Tel: (0761) 89 78 66-0 Fax: (0761) 88 66 814  
 E-mail: info@Vertikal.net www.Vertikal.net

**Vertikal**  
 .net



Lift your image!




**MTI-LUX S.A.**  
 2a, Rue Prince Henri  
 L-6735 Grevenmacher  
 Luxembourg  
 Tel. +352 / 267 454 80  
 Fax +352 / 267 454 83  
 MTILUX@aol.com  
 MTILUX@pt.lu  
 www.mti-lux.com

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

Grove Maniowoc National Crane Britain



## Used Mobile Cranes



For further information, please contact :

**Manitowoc UK Buckingham**  
 John Cantle  
 M : +44 (0) 7713 084 948

[www.grove-used.com](http://www.grove-used.com)

**JOHN TAYLOR** CRANE SERVICES LTD

# MINICRANE

**HIRE**

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](http://www.jtminicranes.co.uk)



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



**THE FIRST ITALIAN EVENT FOR THE LIFTING INDUSTRY**



**The Italian Cranes & Access Show**

**Piacenza, Italy  
11 - 13 June 2009**

[www.fieragis.it](http://www.fieragis.it)

Supported by: IPAF ITALIA  A.N.N.A. 



Head Offices and Exhibition Centre



PIACENZAEXPO

 [www.piacenzaexpo.it](http://www.piacenzaexpo.it) 

**Keigiom** lifting

mini grues grúas mini cranes mini krane



Tel./Fax (+39) 143 822031 - 81217  
e-mail: [info@keigiom.com](mailto:info@keigiom.com) - [www.keigiom.com](http://www.keigiom.com)

**Vertikal days**

**Haydock Park**  
June 24th & 25th 2009  
[www.vertikaldays.net](http://www.vertikaldays.net)

**QUALITY USED MOBILE CRANES DIRECT FROM THE MANUFACTURER**

 35T Terex Demag AC35L, 2003	 Compact city class
 80T Demag AC80-2, 2003	 35T PPM ATT400/3, 2002
 30T PPM ATT350, 1999	

We can also offer the following cranes available now:

- 50T Tadano Faun ATF50-3, 2000
- 50T Grove GMK3050, 1999-2002
- 55T Terex Demag AC55L, 2006
- 80T Demag AC80-1, 1998
- 80T Tadano Faun ATF80-4, 2005
- 35T Terex Demag AC35L, 2005
- 35T Terex AC35, 2003 X 2
- 35T PPM ATT400, 1998
- 60T Terex A600, 2005
- 200T Demag AC200-1, 2003

For more details on these cranes and others contact :



United Kingdom  
Kent Clarkson  
TEL: +44 1844 203715  
FAX: +44 1844 203739  
EMAIL: [kent.clarkson@terex.com](mailto:kent.clarkson@terex.com)  
[www.terex-demag.com](http://www.terex-demag.com)





Available for  
**RE-Rent & Cross Hire**  
Working heights from 15 - 50 metres



**TEUPEN**  
...work safely, smart

## Why choose SPIDERLIFT?

- Works on delicate floors
- Tackles rough terrain
- Access through narrow doorways
- Climbs stairs
- Fast set up on uneven ground
- All machines run on both diesel & electric
- Re-Rent programme available from 3 months to 5 years

# SUCCESS WITHIN REACH...

CALL US NOW ON  
0870 225 5554

OR SEE OUR WEBSITE AT  
[www.spiderlift.co.uk](http://www.spiderlift.co.uk)

PART OF THE  
**RANGER**  
GROUP OF COMPANIES



Don't Miss



Haydock Park  
June 24th & 25th 2009

[www.vertikaldays.net](http://www.vertikaldays.net)

Platformers' Days 2009



28<sup>th</sup> and 29<sup>th</sup> of August 2009 in  
Hohenroda/Germany

10  
years



**Mobile lifting and moving** — The leading show for lifting and access equipment in the German-speaking region with domestic and international exhibitors presenting a wide range of current and new technology: Aerial work platforms, cranes, hoisting devices, mobile scaffold towers, telehandlers, etc.

When: 28<sup>th</sup> and 29<sup>th</sup> August 2009  
Where: Hesse Hotelpark Hohenroda (Germany)

For further information please email us at: [2009@platformers-days.com](mailto:2009@platformers-days.com)

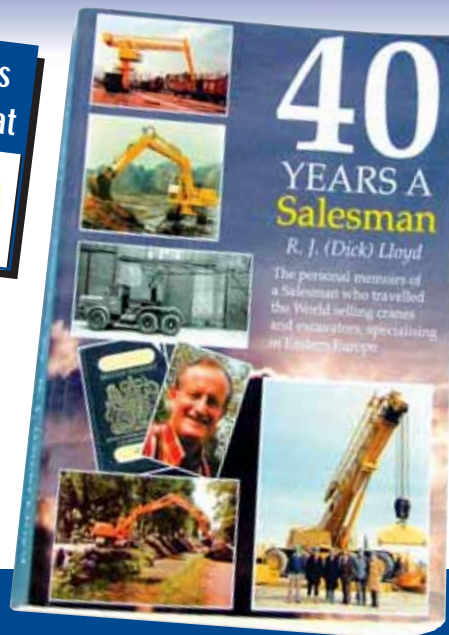
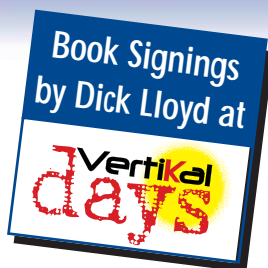
[www.platformers-days.com](http://www.platformers-days.com)

# Special Show Offer

## 40 Years a Salesman

Anyone who has been involved in selling cranes or plant will love this book. Stacked full of photographs and printed on high-quality paper.

This is a book not to be missed.



NOW ONLY

£10

Tel: 01548 531068



# Machinery For Sale



Genie S-65  
Stick boom  
21.8m - 2001/5/6/7



Genie S-85  
Stick boom  
27.9m - 2005/6/7



Genie Z-45/25RT  
Articulated boom  
16m - 2004/5/6/7/8



Genie Z-80/60  
Articulated boom  
26.4m - 2004/5/6/7/8



Genie GS-2632  
Battery scissor  
8.1m - 7/6/2005



Genie GS-3246  
Battery scissor  
11.75m - 2004/5/6/7



Genie GS-3384 RT  
Diesel scissor  
12.06m - 2006



Genie GS-5390 RT  
Diesel scissor  
18.5m - 2005/6/7



Manitou MT 1030  
Telescopic forklift  
10m/3 Tonne - 2005/6/8



Manitou MT 1335  
Telescopic forklift  
13m/3.5 Tonne - 2005



Manitou MT 1740  
Telescopic forklift  
17m/4 Tonne - '2005/6/7



Manitou MT 2150  
Telescopic forklift  
21m/5 Tonne - 2004/5



Genie Z-45/25J Bi Energy  
Articulated boom  
16m - 2002/3/4/5/6



JLG 245-25  
Diesel scissor  
24.5m - 2007/8



Genie S-125  
Stick boom  
40.15m - 2004/5/6/7/8



Genie Z-135/70  
Articulated boom  
43.15m - 2007

Contact:  
Patrick McArdle  
23 Ashbourne Business Centre  
Ballybin Road, Ashbourne, Co.Meath. Ireland  
Tel: +353 (0) 1 835 2835  
Fax: +353 (0) 1 835 2781

 **Easi UpLifts**  
LIMITED

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

E-mail: [patrick.mcardle@heightforhire.ie](mailto:patrick.mcardle@heightforhire.ie)

the access specialists



See us at  
**Vertical days**  
 24-25 June 2009  
 Haydock Park  
 Stand 144  
[www.vertikaldays.net](http://www.vertikaldays.net)



Consider the possibilities...



A range of cranes, some narrow enough to fit through a standard doorway yet powerful enough to lift up to 4.9 tons in weight, a crane with Petrol/LPG or Diesel/3 hp electric operation allowing you to work indoor and outdoors. There is a wide array of below the hook accessories including vacuum lifters for glass handling available and remote control operation comes as standard on all MC machines.

From specialist applications such as glazing installations, panelling or cladding right through to general lifting work, the Maeda Mini Crane excels in all areas of operation and saves you both time and money.

..... Find out how Maeda Mini Cranes could help you

**CALL US NOW**

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



MC104 Lifting Capacity 995kg x 1.1m  
 MC174 Lifting Capacity 1.72t x 1m  
 MC285 Lifting Capacity 2.82t x 1.4m  
 MC305 Lifting Capacity 2.98t x 2.5m  
 MC405 Lifting Capacity 3.83t x 2.7m  
 LC785 Lifting Capacity 4.9t x 2.1m  
 LC1385 Lifting Capacity 6t x 2.6m

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