

cranes & access

June/July 2007 Vol. 9 Issue 5

**Big All
Terrain
Cranes**

**Plant shutdown
Lift & Access tips**

**Push Around
Aerial Lifts**

**2007
UK & Ireland
Dealer Guide**



...UpRight buys Snorkel.....Hewden Exits Tool Hire.....New Jost Hydraulic Luffer...

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On the cover:

A Unic 370C works in a very confined space, lifting turbine components on a nuclear de-commissioning project.



C & a contents

17

All-Terrain cranes



29

Industrial lifting



45

Push around Lifts



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Comment 5 News 6

Tanfield buys Snorkel, Hewden exits tool hire, New man at Liebherr Ethingen, Tower crane topples in Croydon, Lavendon buys Wizard, Arcomet for sale? MBO at Outreach, 3i exits HSS-Archie Norman moves in, Lavendon UK gets an MD, Aichi to produce in Holland, Riwal exits crane market, Paylor takes top job at JLG, Ingersoll Rand to sell off Bobcat.

Large All-Terrain cranes 17

We look at the latest developments in the larger All-Terrain crane market focussing on the increasingly wide choice of 100 tonne cranes available, while taking a brief look at what the three big producers are doing at the top end.

What was new at SED 23



Almost forgotten now, we report on a very successful SED show in late May, with a short report on what was new.

Its plant shutdown time again 29

There are only a couple of weeks to go before a good number of major plants in the UK and Ireland will close for their annual summer vacation. Time then for a hive of activity as plant managers and maintenance crews scramble to carry out essential update work or reorganise assembly lines. We offer a few tips on industrial lifting and access.

The C&A 2007 dealer guide 37



Bigger than ever, our UK & Ireland dealer guide provides an extensive listing of lifting and access products, together with telephone numbers for the local dealers.

Pull it out and keep it for reference.

Push around lifts Mark

Darwin looks at the latest manually propelled powered access equipment which this year features a range of new low level access equipment with tow man platforms.

Face to face 49

This month Mark Darwin talks to Dr Peter Schiefer CEO and major shareholder of Wolffkran, the fast-growing tower crane producer and looks at highlights from its 154 year history.



Haydock is back 66

Vertical Days is a new event dedicated to cranes, telehandler and access equipment which will be held at Haydock Park on September 19th and 20th. We take a look at why it is different.



regulars

Books & Models 51

PASMA focus 53

Your Letters 54

ALLMI focus 57

IPAF focus 59

Training 61

Innovations 62

On-Line directory 64

What's on 67

Recruitment 68

In the next C&A

The C&A Top 30 UK/Ireland rental companies
Vertical Check, Rough Terrain scissor Lifts
Heavy lifting, Vertical Days preview



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

Aerial platforms



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c&a comment



Fit for purpose?

In the UK the Health & Safety Executive and Health and Safety Commission are currently going through a consultation process on whether or not they should merge into a single,

more powerful Health and Safety body. For most ordinary people this hardly needs a consultation process. Few will understand why we should bear the cost of two health and safety bodies when one will do.

A far bigger problem is the HSE's adversarial approach to accident investigation which distracts from making the workplace a safer place. Don't get me wrong, most inspectors I meet care very much about improving safety. However too much of the effort is spent on trying to blame and punish rather than improve safety.

The net effect of this is that efforts to learn from the mistakes and errors that cause accidents are stifled by the pressure to build a legal case against those held responsible and the length of time that it takes.

Accident investigations in the UK are unproductively long. The HSE appears to sit on evidence for years before publishing a report or deciding on prosecution. In the meantime we do not benefit from the lessons that might be learnt.

It need not be so. A large tower crane collapsed in mid November 2006 in Bellevue, Washington wiping out a building and killing an innocent man in his home. The accident investigation was complicated by the fact that it involved an engineering company that had designed the crane's foundation, the contractor, a tower crane erection company, a separate crane rental company, the crane manufacturer and the crane operator. In spite of this and the highly litigious atmosphere in the USA, a full report was published within six months, new rules proposed and agreed, fines issued and appeals dealt with.

In comparison the report on a tower crane accident at Canary Wharf in May 2000 was still being investigated three and a half years later. It was five years before the full report was published. A more straightforward accident in Worthing in February 2005 is still open with the crane owner unaware if the HSE will prosecute or not.

The lengthy and confrontational manner in which workplace accidents are investigated and tried in this country is detrimental to the effort to reduce risks and improve safety. It is about time that the establishment understood that and adopted a faster more open approach to accident investigation.

Mark Darwin

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

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Snorkel joins UpRight

Tanfield, the owner of UpRight Powered Access, has struck a deal to acquire Snorkel, the St Joseph Missouri-based manufacturer of self propelled boom and scissor lifts. The deal is worth around \$125 million, comprising \$95 million in cash plus 1,535,662 shares in Tanfield, worth a further \$5 million and the assumption of around \$25 million in debt.

The price is roughly seven times the multiple of the past 12 months

Earnings Before Interest and Tax. Tanfield expects the acquisition to boost its 2008 revenues to about £250 million, almost double what it expects to achieve in 2007 with five months contribution from Snorkel.

Tanfield has issued new equity in order to raise £115 million to cover the acquisition as well as covering the freehold of two Snorkel plants and fund the move of SEV electric vehicles into the North American market.



Snorkel brings a well respected boom line.

The addition of Snorkel will transform Tanfield's market position placing it close behind Skyjack which is currently the fourth largest in terms of self propelled aerial lift sales. Snorkel had revenues of \$132 million and built over 3,000 lifts in 2006, while UpRight has been expanding at a very rapid pace and is on target to build 4,000 to 5,000 units this year.

Snorkel will provide Tanfield with a strong market presence, as well as production facilities in North America and Australia/New Zealand adding to UpRight's strength in Europe and the Middle East. Frank Scarborough, CEO of Snorkel and his team are very positive about the development and are looking forward to the opportunities that it will bring.

Lavendon adds Wizard...

Lavendon has acquired Norwich-based Wizard Workspace. The company previously known as Independent Access Supplies (IAS) was acquired in a Management Buy In from administrators KPMG in October 2004. Wizard, which has a fleet of 1,300 lifts operating from nine locations, had revenues of £8.8 million in 2006 with a pre tax profit of £600,000. Net assets are around £8 million.

Lavendon is paying £1.7 million in cash on completion with an additional £450,000 payable in cash on 1st June 2008. Lavendon will also assume Wizard's net debt of £8.7 million. Kevin Appleton, Lavendon's chief executive, said: "The acquisition of Wizard has brought both a quality rental fleet and an important customer base into our UK Group."

...And appoints a UK MD

Shortly after the Wizard acquisition, Lavendon announced the appointment of Andy Wright, previously its group development director, to the new position of overall head of Lavendon UK. Wright will be responsible for a business that includes Nationwide Access, Panther Platform Rentals, AMP, Kestrel and now Wizard Workspace. The combined business operates a fleet of around 9,000 units.



Andy Wright

European assembly?

Aichi Europe is preparing to relocate to a new 62,000 square metre facility in its home town of Oosterhout, Holland. The new facility includes a 14,000 square metre 'production hall' located next door to Hitachi Construction Europe, where excavators are assembled and crawler cranes are prepped for European deliveries.

The new facility will provide Aichi with the opportunity to assemble and even manufacture its aerial lifts. Last year the company said that it was looking at designing products for local markets and even considering local production in Europe. Aichi when asked would only say: "The new facility is suitable for the task of assembling aerial lifts but that the company had not yet decided if it will begin production in Holland or not."

Paylor gets top job at JLG

Oshkosh finally announced in late May Craig Paylor as president and CEO of the McConnellsburg-based aerial lift and telescopic handler manufacturer.

Paylor joined JLG in 1978 as a district manager and has headed up the company's sales, marketing and support functions since 1999, assuming worldwide responsibility for these functions in August 2006.



Craig Paylor



Christoph Kleiner

New head for Liebherr Echingen

Liebherr has appointed Christoph Kleiner as a geschäftsführer of Liebherr-Werk Echingen, with responsibility for worldwide sales, effectively taking over Hans Georg Frey's position which was vacated following his departure in late April.

Kleiner, who has managed the Liebherr sales and service subsidiary in Saudi Arabia since 2004, will take up the post officially on November first of this year. He previously spent many years as export manager of Liebherr-Mischtechnik, its concrete batching plant and truck mixer business based in Bad Schussenried, Germany.



The top of the crane came to rest on the roof of the Croydon Park Hotel

Tower crane topples in Croydon

Another UK tower crane went down in early June, when the top of a recent vintage Terex-Comedil tower crane did a summersault, landing on the roof of an adjacent hotel. Miraculously there were no fatalities and only the crane operator was injured.

The crane, owned and operated by Select Plant, was being 'climbed' at the time, with six additional tower sections due to be added on a Saturday morning. It seems that the five man team unbolted the top of the crane from the tower but forgot to attach it to the climbing frame. The top was in balance with a tower section suspended from the hook at the correct radius. However as the operator 'trolleyed' the section in towards the tower, the crane became back-heavy and finally flipped over backwards. The counterweight slammed into the tower destroying the access ladders then continued turning full circle coming to rest on the roof of the Croydon Park Hotel.

The operator was winched to safety by another crane and taken to hospital where he remained for more than a week. 10 days after the accident the Health & Safety Executive confirmed that it was caused by a climbing error and issued a prohibition order against Select Plant, a division of contractor Laing O'Rourke. The order prevents Select from carrying out the climbing of any tower crane unless it is done by people who have adequate training - specific to the particular crane and climbing frame.

The nature of the prohibition order suggests that the crew involved in the Croydon accident were not trained or experienced with climbing Terex Comedil tower cranes.

Select Plant issued a statement saying: "We take this extremely seriously. Safety is absolutely critical and we are determined to understand all the causes of this accident to ensure that we can prevent anything like this happening again."

"We believe our crane crews are adequately trained and accumulate extensive on-site experience before taking part in any crane climbing operations."

"Clearly, however, there are lessons to be learned from this incident and we are determined to learn those lessons fast. We will not prejudge the outcome of the investigation and we continue to cooperate fully with the appropriate authorities."

"We are continuing to undertake climbing operations in accordance with the notice issued by the Health and Safety Executive and with their agreement."

The climbing frame was still attached to the tower.



photographs courtesy of Contract Journal/PMJ



Archie Norman in an HSS boom lift, (one of 1,900 units in its fleet)

3i exits HSS as Norman moves in

Private equity company 3i has sold its interest in the tool and light plant hire company HSS to a group of investors lead by Archie Norman, the ex MP and ex Asda CEO. 3i has netted £310 million for its shares in

the sale to an 'affiliation' of Och-Ziff Capital Management Group and Aurigo, the investment fund headed by Archie Norman. The HSS management team is involved in the deal and will remain.

Hewden downs Tools

After months of rumours, Hewden Stuart has sold its tool hire business to Speedy Hire, for £115 million, roughly equivalent to the net book value of the assts and goodwill. The deal includes 188 Hewden Hire locations, around half of which are owned by Hewden, with the balance being leased premises. Annual revenues of the tool hire business are around £90 million or 30 percent of Hewden's total. The purchase excludes the owned properties which have an estimated market value of between £25 and £30 million. Hewden is planning to dispose of these properties in an orderly fashion.

The transaction is expected to close on or about July 31, 2007, however the OFT has asked for an extra 10 days to study the competitive implications of the merger, delaying its approval at least until July 26th.

Hewden will be left with 102 locations which will focus on the rental of access, general plant and cranes.

A new IT system rolled out this month will allow any of these locations to rent out any Hewden asset.

Brian Sherlock head of Hewden Stuart told C&A: "The sale of Tools, is a result of a company-wide strategic review. It will allow us to concentrate on our core plant and large equipment business which is our strength and legacy. We are investing £50 million in new equipment and are already the largest plant hire company in the UK. This is a positive step for the business, its staff and customers."



Brian Sherlock of Hewden

Arise Sir Dick

Dick Schalekamp Senior, founder of Rival (previously Richards & Wallington International) has been made a Ridder in de Orde van Oranje Nassau (Knight of the Royal Order of Orange-Nassau) for his voluntary work over more than

three decades. During this time he gave his time and financial support to a number of clubs, foundations and charities, all while building the crane and access rental business that he bought out in 1980. The award was presented by the mayor of Dordrecht, Ronald Bandell, on behalf of Queen Beatrix.



Dick Schalekamp receives his knighthood while his wife Maria looks on. Rival exits Crane Hire see page 11.

Sling positioning critical

The consequences of miscalculating the centre of gravity of a load was highlighted dramatically during the dismantling of a tower crane in Castor Bay, Lurgan, Co. Armagh last month. Fortunately no-one was injured, just some damage to the cranes' jib and a few red faces.

The Farrrens Construction's Terex Comedil crane was being dismantled by specialists employed by Irish Cranes & Lifting who after

removing the crane's counterweights, attached the slings to the jib and allowed the Liebherr LTM500 supplied by McNally Crane Hire, to take the weight.

As the pins connecting the jib to the tower were removed, the jib rotated to the vertical due to the positioning of the slings and a miscalculation of the centre of gravity. Fortunately McNally says that it has a policy of oversizing by two all components when working on dismantling tower cranes.

Within four hours of the accident, McNally had mobilised a 300 tonner,

a 250 tonner and a 100 tonne crane to the site. A detailed lift plan and method statement were drawn up and the jib was removed safely from the 500 tonner later that evening.



Untangling the mess took a great deal more skill than the original lift

The consequences of miscalculating the centre of gravity of a jib



New head for Haulotte UK

Philip James has been appointed general manager of Haulotte UK which distributes Haulotte products throughout the UK and Ireland from its base in Telford, and includes UK Platforms - the wholly owned rental business that Haulotte acquired early in 2004.

Coming from outside the industry, James (46) was previously employed in a number of senior roles by the world's largest paint coatings company Akzo Nobel. In his new role he will report to Pierrick Lourdain who has managed Haulotte UK for the past

four years before being promoted to western area manager for Haulotte last year.



Philip James the new general manager of Haulotte UK.

Dodgy ladder swap

The Health and Safety Executive (HSE) is promoting a ladder exchange aimed at removing 4,000 'dodgy' ladders. Throughout the summer small businesses will get the chance to have their ladders checked and where necessary, trade them in for new ones at a discounted price. Every month nearly 100 people fall off a ladder at work and suffer serious injuries costing the economy £60 million each year.

Dr Elizabeth Gibby, HSE's Head of Injuries Reduction Programme said: "We want anyone working at height to use the right ladder for the job and to use it safely. In 2005/06 a total of 46 workers died and a further 3,351 employees suffered major injuries as a result

of a fall from height in the workplace. There is still a lot of poor standard equipment out there and we will do everything it takes to educate people and get rid of 'dodgy' ladders from workplaces. Simple precautions can save lives and help prevent injuries."

MBO at Outreach

Outreach, the Palfinger distributor for Scotland and specialist access platform manufacturer has been acquired by its two senior managers. Gary Potts, managing director of sales and marketing and Derek Payne operations director purchased the business from former directors and principal shareholders, Wilson Paton and Charles Johnston. Potts and Payne become joint managing directors, responsible for sales and marketing and operations, respectively.

Former chairman and managing director, Paton said: "Both Charles Johnston and I are delighted that Gary Potts and Derek Payne have decided to buy the company. It is important that our employees can look forward with confidence to a bright future under the leadership of young, capable and highly motivated management."

Outreach employs around 50 at its base in Falkirk, and had revenues of over £6 million in the year to April 2007. The company expects to reach around £10 million in the current year. With a forward order book of £11 million this looks to be a certainty.



Gary Potts (L) and Derek Payne have acquired Outreach

Böcker Power

Böcker has appointed Power Lifting Services as the UK dealer for its truck and trailer mounted aluminium cranes. The first unit has already been sold, a 30 metre trailer mounted AHK 30, to Connect Crane Management.

With depots in Central London and Stafford, Power Lifting Services specialises in contract lifting, hoists (van-mounted hoists) and traffic management. Currently the company has two AHK 27 trailer cranes in its hire fleet with an AHK 30 being added at the end of next month. The company is also taking delivery of the new 31 metre Böcker AHK 31 trailer crane which can also be converted into an access platform with a two man basket.

"The AHK 31 will be the first unit of its type in the UK which will be go into our hire fleet," said Matt Wood of Power Lifting Services.

New Böcker dealer Power Lifting Services will soon have three trailer mounted cranes in its hire fleet





Hi-Lift has taken delivery of 10 new 'environmentally friendly' Maeda mini cranes for its Eco-Lift division. Alan Peck of Maeda dealer Kranlyft, hands over to Hi-Lift's Paul Richards at SED

IPS opens UpRight UK

Independent Parts and Service (IPS), the Telford-based support specialist, has formed a new company, UpRight Powered Access Sales UK, to sell UpRight powered products to both end users and rental companies in the UK. The new subsidiary will be headed by Glen Poultney, who has been associated with UpRight for many years, both as a salesman and an independent sub dealer.

Richard Tindale, sales & marketing director for UpRight, said: "We do not share the UpRight brand name lightly. This is a long term, strategic investment by both parties and demonstrates that we are serious about winning significant market share in the UK."

Finning Flat in UK

Finning UK which includes Hewden Stuart, posted revenues of C\$388.2 million (£176 million) in the first quarter of 2007, an increase of 12.3 percent in dollar terms thanks to the a strong pound. In local currency revenues were flat.

At the end of 2006 Finning consolidated its UK operations into a single unit and no longer reports Hewden as a separate business. Total rental revenues in local currency fell due to lower utilisation and Hewden's inability to achieve pricing targets due to a competitive market in the U.K. They were C\$153 million (£69 million) for the quarter.

Bluelift goes with SkyKing

Bluelift the Italian producer of high-quality spider lift work platforms has appointed SkyKing as its UK distributor. The company had originally been preparing to appoint Allan Access, but switched when King became interested in order to avoid potential conflict with Allan's other suppliers.

SkyKing, which until now has specialised in vehicle mounted lifts, has recently expanded its access

division with the appointment of Ted Williams, ex managing director of Allen Drew and Martin Crowley who was previously with A-Plant Access.



Mark Carrington, MD of SkyKing with a Bluelift machine on his stand at SED

New European parts centre

JLG is planning a new European parts distribution centre next to its existing production facility in Maasmechelen, Belgium which should be operational by January 2008. JLG's distribution manager Erik

Goeleven will continue to be responsible for parts distribution operations. The factory space previously occupied by service parts will be released to provide additional manufacturing assembly capacity.



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Brian Fleckney of Panther (R) accepts first of ten units of the Octopussy 1715 TWIN from Simone Scalabrini of Oil&Steel.

Panther adds to range

Panther Platform Rentals, the Luton-based rental company now an independent part of the Lavendon group, has spent a further £12 million in new aerial lifts, including scissors from Skyjack, booms from Nifty and truck and track mounted lifts from Oil&Steel.



The operators of this trailer lift failed to extend the outriggers

Two injured as platform tips

A 12 metre Aerial K12 trailer lift being used by two painters on the Dairycoates pub on the Hesse Road in Hull tipped over after it was set up without the outriggers being extended. The jacks were screwed down in their retracted position. With close to full capacity and the machine fully extended it tipped over crashing across the roof of a parked car. Both men were taken to Hull Royal Infirmary where one was reported to have serious injuries.

Three rescued after platform tips

A truck mounted access platform from North East-based ES Access toppled when one of its outriggers sank into the pavement outside Athena House in Clifton Moor. Fortunately the three men in the platform were uninjured.

The operator of the machine was not an employee of ES Access and was fully trained with the necessary paperwork required to operate the platform. It would appear that he accepted that he was at fault by not using the supplied outrigger mats or inspecting the area around the outriggers more closely.

Beware counterfeit parts

Leading tower crane manufacturers are becoming increasingly worried that the use of counterfeit replacement parts may result in the collapse of a crane.

Some manufacturers claim that tests on parts produced by counterfeiters have revealed greatly reduced tensile strength, much lower impact toughness and inadequate weld joints.

Until recently, most spurious tower crane components have been produced in China and Korea. However, with counterfeit part production in Europe growing the problem is, they say, becoming more serious.

It should also be remembered that operators that use counterfeit components are in effect using a new crane and must therefore assume responsibility for certifying its compliance with European regulations.

Clunk Click - Click Clack

Hewden Instant Access, the fourth largest powered access company in the UK, has completed the fitting of Clunk Click stickers to its 1,300 boom lifts. Most, if not all of the UK's top 30 powered access rental companies are now promoting the Clunk Click campaign to help make the wearing of harnesses in boom type lifts second nature.

The Platform Company, one of the first companies to promote the use of harnesses has also made the wearing of harnesses in its yards compulsory.



Hewden has fitted Clunk Click stickers to all of its boom lifts

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Skyjack to expand and add telehandlers



Skyjack, now the darling of Linamar, will fast track its boom lift development and add telehandlers.

Linamar has announced that it is spending C\$24.79 million (£11.4 million) in research and development at its Skyjack division. The investment will fund the ongoing development of Skyjack's new boom lift line as well as an all new range of telescopic handlers.

The company will also benefit from an interest free C\$2.48 million (£1.1 million) government loan. Ontario's economic development and trade minister, Sandra Pupatello, announced the loan during a visit to Skyjack's manufacturing plant in Guelph, in late May.

Skyjack CEO Linda Hasenfratz said: "Over the past six months, the new assembly line for boom lifts has started production with new jobs already being created. The telehandler line is in development."

Overall the company is expecting to more than 350 new jobs. Skyjack, currently employs around 1,000 people in Ontario, the vast majority of them in Guelph.

Riwal crane business goes to Sarens



Martin Verzijl of Sarens, (L) confirms the deal with Jaap Schalekamp of Riwal

For Sarens the deal increases its crane fleet in the Netherlands to 115 units - 75 of them mobiles, the largest of which is a 700 tonner and 40 crawlers with capacities up to

250 tonnes. The combined business will have 200 employees. The Riwal access rental fleet now numbers almost 8,000 units putting it in contention for the number two slot in Europe behind Lavendon.

The transaction includes 30 mobile cranes and forty Riwal crane employees who will transfer to Sarens Dutch headquarters which are located close to Riwal in Dordrecht.

The company says that it has plans to invest €100 million this year. It recently purchased the Cummins building opposite to its Dordrecht location to provide more workshop and storage space while it seeks a site for a new purpose built headquarters.

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Towers boost UI

UpRight International (UI) - the alloy tower business that manufactures Instant, Zip-Up and UpRight access towers - has announced that it has increased its revenues by 60 percent in less than two years.

Sales of the company's towers and other light alloy access products reached €24 million for the 12 months to the end of March 2007, up from €15 million for the fiscal year which ended June 30th 2005. The company is forecasting €30 million of revenues by 2008.

Bryce takes on Manitowoc Crane Care

Larry Bryce has been appointed executive vice president of Manitowoc Crane Care, the crane group's product support operation. He will report to Eric Etchart, the recently appointed president of Manitowoc crane. Until recently Bryce was vice president of worldwide marketing, but moved to vice president of strategic planning and business development when Bob Hund joined the company in January. Larry Weyers, who currently heads the crane care business, is set to move to executive vice president of operations for

the Americas region, replacing John Wheeler who moves to a strategic operational role.



Larry Bryce

Flawed design caused crane collapse

Six months after the fatal tower crane collapse in Bellevue USA, the state has confirmed that it was caused by the base design and proposed fines for workplace safety violations amounting to \$5,600 for Magnusson Klemencic Associates, the engineering firm that designed the base and \$9,200 for the general contractor Lease Crutcher Lewis.

The official report on the accident says that the cause was clearly related to the inadequate design of the H-shaped I-Beam base which had, it says, less than 30 percent of the required structural strength. (for the full report see vertical.net)



The fatal accident in Bellevue caused millions of dollars of damage.

Lavendon trading statement

Lavendon has released its preliminary half year trading statement confirming that revenues for the first half are likely to be up by over 48 percent on the same period in 2006. UK revenues increased by 26 percent overall, 11 percent of which was due to organic growth with the balance due to acquisitions made during the year. Germany showed the strongest growth with a 136 percent increase due to the acquisition of Gardemann.

Hardaker moves to Rise

Rise Hire, the UK van mount business acquired by Lavendon, has appointed Peter Hardaker as business development manager. Hardaker was formerly managing director of Aquarius Leasing the UK's largest van mounted aerial lift rental company.

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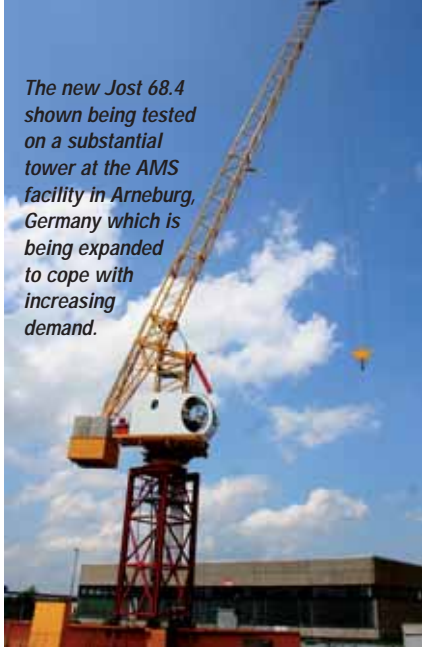


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The new Jost 68.4 shown being tested on a substantial tower at the AMS facility in Arneburg, Germany which is being expanded to cope with increasing demand.



New hydraulic luffer

Jost has extended its JTL Series of hydraulic luffing jib tower cranes with the introduction of the 68.4. The prototype, which was shown at Bauma, had its final testing last month with the first being delivered to Gloucester-based W.D. Bennett. City Lifting has also ordered a unit with 'several more in the pipeline'.

The JTL 68.4 is the smallest in the range with a four tonne maximum capacity and 1.5 tonnes at its maximum 40 metre radius. The unit has 1.14 metre tower sections and the jib can be raised to 82 degrees. The space required for the base is just five metres by five metres.

Dealer MTI-Lux has now sold more than 100 Jost tower cranes in the UK since it started working with designer Franc Jost in 2004.

Vertikal breaks records again

June was another record month for Vertikal.Net with over 2.3 million hits and almost 63,500 visits from 33,574 different servers and more than 633,939 pages viewed. All of which are new records for the site.

Work has begun on a major redesign which will add a number of new features. If you have any ideas about what you would like to see changed or improved please let us know.

Kranlyft springs into action

AB Kranlyft - the European distributor of Maeda and Kato cranes - has purchased AB Molnlycke Bilfjadarservice (MBS), Sweden's largest independent supplier of road springs for trucks and buses. Kranlyft has 25 employees and annual revenues of around €9.4 million while MBS has eight employees and revenues of €1.2 million.

Leader appoints UK dealer

Power Lift UK has been appointed UK distributor for the Leader Jumper range of tracked access (spider lift) platforms marketed under the TerrainScout brand. Leader has three models in its range with working heights of between 14 and 18 metres.



Power Lift UK is now the UK distributor for the TerrainScout range of tracked access platforms.

Ingersoll-Rand to sell off Bobcat

Ingersoll-Rand is looking to sell Bobcat the well known telehandler, skid steer and mini excavator manufacturer. Bobcat generated \$2.6 billion of the groups £11.4 billion of revenues last year, but no longer fits in with its overall strategy.

"We are exploring our options right now," said Paul Dickard, an Ingersoll-Rand spokesman. "We have made no secret of wanting to move away from the capital-intensive machinery profile."

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ANSI models shown.



- Netherlands based **Pon** holdings has bought access rental company **Milcon** from **Van Mils**, adding it to its Gunco and HDW businesses.

- J. Martin Benchoff**, The former ceo of Grove mfg mas admitted to hospital two weeks ago. He is now in a coma and not expected to recover.



Richard Tindale

- Richard Tindale** has been promoted to sales & marketing director at **UpRight Powered Access**.

- Bill Callaghan** chairman of the UK's **Health and Safety Commission** has been awarded a Knighthood for his services to health and safety.

- Spanish tower crane manufacturer **Comansa**, says that it can offer a six week delivery on its flat top cranes.

- Morrow Equipment** has boosted its **Alimak** hoist fleet to 200 units,

- UpRight Powered Access** has appointed a division of **Platform Sales Europe** as its distributor for France.

- The **London Low Emission Zone** will come into force next year.

- Terex** has been listed as the fourth best performing company in the 2007 Barron's 500 survey of North American companies.

- UpRight** powered access has appointed **PPK** as its new distributor for Austria.

- HWS**, the Dutch access rental specialist, has started construction of its new premises and spent 6 million on new lifts.

- Donegal crane manufacturer **Mantis Cranes** has secured a deal to distribute its self erecting cranes in North America.

- Newcastle based **Huntley Plant** has added 40 more units to its access fleet

- Speedy Hire**, one of the UK's largest rental companies, saw sales rise by 32% in the year to the end of March and has ordered its first electric powered delivery vehicles.

- Manitowoc** has sold the rights to produce and supply replacement parts for **Grove-Manlift** aerial lifts to Minneapolis based **MinnPar**.



Kirsten Skyba

- Kirsten Skyba** has been appointed as vice president of global marketing for **JLG**.

- Link Belt** has announced a \$24 million expansion at its Kentucky HQ, which will add 120 jobs and more crane production capacity.

- Six Greenpeace activists occupied one of **Mammoet's** MSD heavy lift cranes at a nuclear reactor site in Finland in early June

- Loxam** has moved into the Scandinavian market with the purchase of **DNE-JJ** the business formed from the merger of **DNE Materieludlejning** and **JJ Maskinudlejning**.

- Seaway Heavy Lifting** has ordered a 5,000 tonne revolving heavy lift ship crane for delivery in 2010.

- Suspended platform specialist **Power Climber** has appointed **Piet Theunis** as regional sales manager in Belgium.

- Maxim Crane Works** is staging a 'Dutch Auction' to buy back up to 25% of its outstanding shares.

- The **House of Lords** has once again voted against the UK's corporate manslaughter law.

- The **Manitowoc Crane Group** has appointed three new global product managers: **David Havard** for Potain tower cranes, **Neil Hollingshead** for Grove AT and RT cranes and **Ruben Olivas Saunders** for Grove Truck Mounted cranes and National Crane boom trucks.

- Ainscough properties** has announced new plans to expand its forty-five acre Leyland Business Park at Centurion Way, Leyland.

- MEC Aerials** has appointed **Frank Shanahan** as general manager of its manufacturing division



John Spillings

- John Spillings** has joined Scottish heavy lift specialist **Port Services (Invergordon)** as sales director.

- VP** the UK based telehandler to tool hire company saw revenues rise by 22 percent to £122 million in the fiscal year to the end of March 2007.

- PPE** equipment producer **Bacou-Dalloz** is set to change its name to **Sperian** over the summer assuming shareholder approval on July 26th. The company makes **Miller** fall arrest equipment.

- The famous **Swan Hunter** cranes on Tyneside in the UK, are to be dismantled and sent to India.

- Ramirent**, the Finnish based rental company has acquired **KMB Stavebni Servis**, a telehandler rental company in the Czech Republic.

- Ashtead**, owner of **A-Plant** in the UK and **Sunbelt** in the USA, has appointed **Bruce Edwards**, 51 as a non-executive director

- The world's largest crane rental company **Maxim Crane Works** has elected **Jack McGovern** as its new chairman replacing **Bill Redmond**.

- Manitou** has made four new dealer appointments in the UK in Devon and Cornwall, the East Midlands and East Anglia.

- Speedy Hire** has launched an apprentice scheme for potential equipment maintenance engineers.

- A tower crane collapsed at the Boguchany hydro power plant site in Siberia killing four.

- The first **Alimak** 'After sales academy' was held at the end of May in Sweden

- A man was killed after falling out of a **JCB** front end bucket on the farm of **JCB** owner, **Sir Anthony Bamford**.

- UK Platforms**, the **Haulotte** owned powered access rental company, has chosen **Inspire** as its software supplier.

- The Malaysian government has lifted its restrictions on the purchase of cranes.

- Lavendon** has announced that more than 200 employees will benefit from share option payouts.

- JLG** has promoted **Mike Rafi** (38) to the position of vice president and general manager for the **Caterpillar Alliance Group**.

- Nordic Heavy Lift** subsidiary **Avonway** has ordered a crane vessel with a 5,000 tonne single mast lifting capacity.

- Port Services (Invergordon)** has invested over £3 million in recent months on two new large mobile cranes.

- Kobelco cranes** saw revenues climb by 42% for its year to March 2007 while unit shipments increased by 38% to 730 units.

- SafeWorks** has promoted **John Purtle** to the newly created position of training manager.

- UpRight Powered Access** has appointed **Martin Connolly** as international sales manager.



Martin Connolly

- Euroloc**, the Spanish based rental company has acquired **Gruas Homs** a Catalonian based rental business.

- Abnormal Load Engineering** has acquired **John Gibson Projects**, an offshore lifting specialist.

- Cramo** the Finnish rental company has reported first quarter sales of €107 million, an increase of over 28% and has acquired **Oskarin Vuokrakone** a small rental company in central Finland.

- Danish lorry loader manufacturer **HMF** is celebrating 20 years trading in the UK.

- Equipment Parts Wholesale** has opened a custom decal facility supplying access and telehandler equipment.

- Terex Aerial Work Platforms** has appointed **Jennifer Swaim** as director of Environmental Health and Safety.

- The **Platform Company** entered the telehandler market just 12 months ago and has expanded its fleet to 154 units.

- Nationwide Access** has spent £2.5 million on Euro 5 truck-mounts in order to reduce CO2 emissions.

- The **Tanfield group** has appointed **Colin Thomas Billiet**, 59, as a non-executive director

- Manitowoc Crane Group** has opened its new sales and service facility in Dubai, UAE.



New premises

- An Auckland based construction company has been fined \$250,000 for a crane accident on top of \$250,000 compensation.

- Hi-Reach Access** has opened a new depot in Shildon Co. Durham. Sean Ward will manage the new location

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



The Grove GMK5220

Grove's 220 metric ton (243 US t) all-terrain crane features the MEGAFORM™ boom profile with hook height to 105 meters (344 ft) and best in class capacity. The 'steer by wire' hydraulic-electronic steering system and industry leading MEGATRAK™ suspension provide unparalleled off-road performance. And, as with all GMK's, the GMK5220 comes standard with all wheel steering, TWIN-LOCK™ boom pinning, ECOS and EKS5 systems, and hydraulic luffing swingaway.

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choosing a 100 tonner

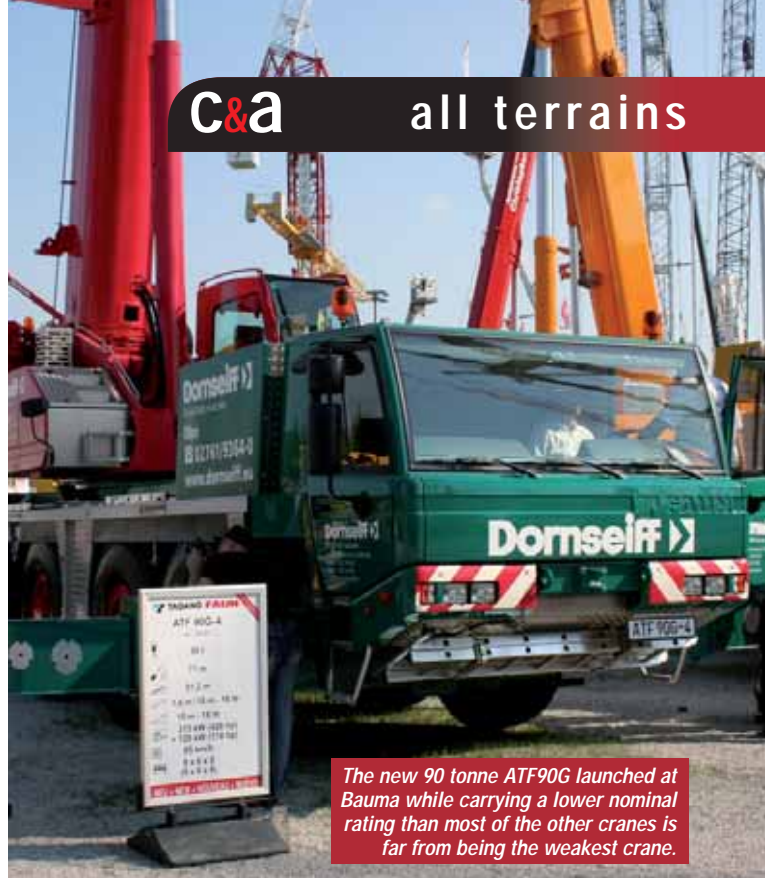
There was a time, not too long ago, when a 100 tonne crane was the top of the tree - a massive crane reserved for the largest crane hire companies. These days it has become almost a taxi crane with an increasing number of companies feeling that they can keep one busy in their fleet not to mention manage the logistics and planning skills required for the more complex lifts that these cranes are typically used for.

As such this sector has attracted the largest amount of research and development spending in recent years. With all major manufacturers introducing at least one new contender in the past two years it has created somewhat of a confusing cluster of products with nominal capacities of between 90 and 110 tonnes.

As many rental companies are only likely to buy one crane of this size, choosing the right one is not at all easy. The critical considerations are

boom length and type of work the crane is to be used for. For example, if the crane is likely to carry out a large number of one day heavy lift jobs with the possibility to squeeze in more than one job a day, then perhaps a five axle carrier that allows the crane to carry all or most of its counterweight in addition to all its equipment is the one to go for? Having the crane fully self-contained like this is also attractive for smaller operators who do not wish to carry the cost of additional support vehicles.

When equipped with all of its counterweight the AC100/4 out-lifts most of its four or five axle competitors offering a full 100 tonnes at three metres.



The new 90 tonne ATF90G launched at Bauma while carrying a lower nominal rating than most of the other cranes is far from being the weakest crane.

On the other hand for larger companies with a transport fleet on hand, a four axle carrier can offer lower operating costs and when on site is a more compact crane. The lower initial purchase price is also likely to appeal. We take a look at the most recent new launches and feature a comparison of the main features of each of the main models in this sector.

Terex Demag

Terex is claiming that its new four axle AC100/4 is the strongest four axle crane on the market and certainly looking at the basic headline specifications they do have a strong claim. It does though have the shortest main boom of all the 90 to 110 tonners that we reviewed, but at 50 metres it is not exactly stunted. Its bi-fold swingaway boom extension plus single, eight metre insert takes the maximum tip height up to 82 metres. Most buyers are likely to stay with the simple bi-fold swingaway which stows on the machine and still offers a 74 metre tip height.

This is an exceptional crane in that in the UK, it can travel on the road with more than 21 tonnes of its counterweight, its boom extension, hook blocks and slings. In this configuration it can still handle 12 tonnes on its fully extended main boom, nearly 28 tonnes at 10 metres and 1.5 tonnes at 44 metres radius.

When equipped with all of its counterweight the AC100/4

out-lifts most of its four or five axle competitors offering a full 100 tonnes at three metres, nearly 31 tonnes at 10 metres and over two tonnes at 44 metres.



Demag's five axle AC100 has the best lifting capacity at full boom - 13 tonnes.

One benefit of its shorter boom is that it is the most compact machine of the sector with a chassis length of less than 10.5 metres and an overall length of just over 13 metres. It is also the only crane in the range that can offer an overall width of just over 2.5 metres, but this is with 14.00 tyres. These are not a practical option for the UK or Ireland where the 16.00's are likely to be more popular. These increase the width to nearly 2.75 metres - the same as most competitors. All wheel drive and all wheel steer is standard.

In this sector outrigger spread is worth looking at, with a half metre difference between the models we have covered. The Terex is closer to the narrower end at 7.2 metres fully extended, with load charts for a total of four widths.

Viewed as an overall package, this new crane looks like a winner, at least on paper.

The GMK 4100 is more compact and offers better lifting capacities than its longer-boomed sister the GMK 4100L



Grove

Grove now has a packed range of offerings in this sector with no less than four cranes and possibly two more new models on the way. If main boom length is what you want then the four axle Grove GMK4100L leads the sector with an outstanding 60 metres extendable to 82 metres with a bi-fold swingaway.

Like its regular 52 metre sister machine, the new GMK4100L launched late last year, is selling like hot cakes. The shorter boomed model has until now been the more popular, probably due to the fact that 52 metres is more than enough for most companies and

probably offers the most usable combination for taxi crane type work. It is more compact, offers better lift capacities, and can carry more equipment for a given weight. However the longer boomed version does not need the bi fold extension to reach the same heights.

The fact that the 4100's are selling so well suggests that capacity is not critical. The two models, while rated as 100 tonners, are only 70 and 69 tonners at three metres and neither will lift 10 tonnes on fully extended main booms. However they remain strong in the middle of the chart and offer between 28.5 and 29 tonnes at 10 metres radius. The company is working on two

new models, the GMK4100B whose provisional data indicates a 51 metre boom, most likely from the Grove GMK 5100 and the GMK 5110-1 a 110 tonne machine that shares much of the componentry from the existing GMK5100.

While few details are yet available, it looks as though the company has fitted its new carrier cab to the 5100 and upgraded a number of other aspects while giving the crane a higher nominal capacity rating.



Liebherr currently has four mobile cranes that it considers to be in or around the 100 tonne sector. This is the LTM 1100 4.1

Liebherr

Liebherr currently has four mobile cranes that it considered to be in or around the 100 tonne sector, The 90 tonne LTM1090-4.1 and 100

five axle machines both carry 95 tonne ratings.. In the UK the 1090-4.1 is the more popular of the two in that it can carry more counterweight on board than the 1100, however it sacrifices two metres of boom length and mid range lift capacities as a result. The 1090 also has the distinction of being the shortest crane in this sector in terms of overall length.

LTM 1095-5.1, launched just over two years ago, has a 100 tonne nominal rating in spite of its name, chosen to avoid confusion with the 1100, but it offers a 58 metre main boom, bettered only by the Grove GMK4100L. The long boom compromises its long reach capacities, dropping to a poor 6.2 tonnes at full extension. You need to think of the last boom section in the same terms as a lattice extension. At 50 metres boom length the 1095 offers a respectable 10 tonnes ideally suited to tower crane work. One advantage particularly for those markets where 12 tonne axle loads are the rule, is its ability to carry 15 tonnes of counterweight within the 12 tonnes.



The LTM 1095-5.1, launched just over two years ago, has a 100 tonne nominal rating in spite of its name.

tonne LTM1100-4.1 both with four axle carriers and two five axle units, the LTM 1095-5.1 and the LTM1100-5.2. At three metres radius the four axle units are both rated at 90 tonnes, while the two

In the UK it can of course carry all if its counterweight with relatively low axle weights.

The LTM1100 also comes in four or five axle guise, the five axle being the more popular in the UK and Ireland. These units have the advantage of Liebherr's active, speed-sensitive rear-axle steering and disc brakes.

Tadano-Faun

Tadano-Faun has two models in this sector including the new 90 tonne ATF90G launched at Bauma, the successor to the popular ATF 80-4. While carrying a lower nominal rating than most of the other cranes we have looked in this feature it is far from being the weakest crane. Its 51.2 metre main is right in the middle of the field, as are its 10

The five axle GMK 5095 has an 83 metre maximum tip height



Make	Model	axles	Drive / Steer	Width m	Overall length mm	Chassis length mm	boom length	Max tip ht	O-R Spread	at 3m	at 10m	w/full boom
Demag	AC100/4	4	8x8x8	2.55	13,105	10,456	50m	82m	7.2m	100t	30.7t	12.0t
Demag	AC100	5	10x6x8	2.75	14,043	11,030	50.2m	86m	7.0m	85.5t	30.7t	13.0t
Grove	GMK4100	4	8x6x8	2.75	13,120	10,750	52m	82m	7m	70t	29t	9.5t
Grove	GMK4100 L	4	8x6x8	2.75	13,470	10,750	60m	83m	7m	69t	28.5t	8.0t
Grove	GMK 5095	5	10x6x10	2.75	13,476	11,447	60m	83m	7.5m	69t	29.5t	8.0t
Grove	GMK 5100	5	10x6x10	2.75	14,468	11,940	51m	88m	7.5m	100t	37.5t	12.2t
Liebherr	LTM 1095-5.1	5	10x8x10	2.75	14,090	11,313	58m	86m	7.0m	95t	26.7t	6.2t
Liebherr	LTM1100-4.1	4	8x8x8	2.73	13,050	10,525	52m	89m	7.0m	90t	28.7t	10.7t
Liebherr	LTM1100-5.2	5	10x8x10	2.75	13,643	11,443	52m	88m	7.0m	95t	32t	11.4t
Linkbelt	ATC 3130 II	5	10x8x8	3.00	14,950	11,950	52m	84.7m	7.5m	110t	44.9t	12.5t
Tadano	ATF 90G-4	4	8x8x8	2.73	13,222	10,782	51.2m	73m	7.2m	81.6t	28t	8.9t
Tadano	ATF 110G-5	5	10x6x8	2.75	14,908	12,051	52m	84.2m	7.5m	110t	38.1t	11.5t
Grove	GMK 4100	4	8x6x8	2.75	13,120	10,750	52m	82m	7m	70t	29t	9.5t
New												
Grove	GMK4100B	4	8x6x8	2.54	12,530	10,308	51m	75m	7m	69t	26.5t	7.1t
Grove	GMK5110-1	5	10x6x10	2.75	-	-	51m	85m	7.5m	-	-	-

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metre and full boom capacities. It's only weakness in comparison to the 100 tonners is its 73 metre maximum tip height.

The ATF90 also offers Tadano's Lift Adjuster system which is intended to automatically compensate for boom deflection as a load is lifted clear of the ground. While this is a fine idea in theory and does work, it has not captured the imagination of crane buyers in Europe, many of whom would consider that a decent driver should manage this with standard controls and preferring not to pay for the option. The company's five axle ATF110G-5. is at the top end of our sector and as a result has the longest chassis at more than 12 metres. The benefit though is a very strong lift chart starting with its 110 tonne rating at three metres and with more than 38 tonnes it was our strongest machine at 10 metres. On a fully extended main boom though it is beaten by both of the Terex cranes and the Grove 5100 but then they all have shorter main booms so.....

Linkbelt

One crane we have included in the chart but not yet mentioned is the Linkbelt ATC 3130 II. Although not marketed in Europe and not even CE approved, the company is currently testing the European waters for a possible launch, initially of its HTT 8690 truck crane. If the positive response so far is anything to go by, Linkbelt may well look to distribute more of its mobile cranes in Europe.



The ATF110G-5 has a very strong lift chart starting with its 110 tonne rating at three metres and with more than 38 tonnes it was our strongest machine at 10 metres.

The ATC 3130 performs well. Although slightly wider at 3.0 metres, the unit is very competitive in terms of boom length, maximum tip height and lifting capacities. It also uses all German running gear including Mercedes power and ZF transmission.

Although slightly wider at 3.0 metres, the Linkbelt ATC3130 is very competitive in terms of boom length, maximum tip height and lifting capacities.

The conclusion

It is totally impossible of course, for us to say which is the best. They are all different and as we have already said it depends on what applications you are using it for. On top of that of course is who is selling it and what sort of deal they can offer you. This along with delivery time is likely to sway the decision far more than our chart will. One thing is clear though, nominal lift capacity is even less of an indicator than it used to be and if you are looking at this sector you should have no problem finding a machine that is ideally suited to your work.

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Bigger & better?

The biggest and most anticipated crane launch this year had to be the Grove GTK 1100 at Bauma. However at the same time, Liebherr unveiled its LTM 11200-9.1 and Terex has its own 1000 tonner on the drawing board which should be available next year. Mark Darwin takes a brief look at the new telescopic cranes in the 1,000 tonne range.

Grove

Manitowoc has had a major challenge on its hands keeping up with Terex and Liebherr in both the big crawler and big telescopic crane markets. However rather than simply trying to catch up in the big AT stakes, it decided to take a totally different path - the GTK 1100.

At its launch at Bauma, Grove already had more than 10 orders. The launch machine - sold to part

designer/developer Wiesbauer Krane in Germany - will not be delivered until October time so it will be 2008 before production really starts.

While not an All Terrain crane, its lift capacities place it firmly at the top end of the 1,000 to 1,250 tonne telescopic crane bracket and it should be every bit as mobile as the big Liebherr and Terex AT's. Until final load charts have been released it is difficult to compare but we understand that it will lift 70 tonnes to 120 metres, enough for the current biggest wind turbines. It is a bold design that has certainly grabbed the attention of people even outside of the crane industry.

Liebherr

Liebherr's more traditionally styled LTM11200 claims to be the strongest telescopic crane on the

market and at 100 metres, has the longest telescopic boom in the world. A four section 'short' telescopic boom, created by removing boom sections, for easier transport is a design that has already proved itself on the LTM 1500-8.1.

For both booms various lattice extensions are available, reaching lifting heights of up to 170 metres.

The Y-Guy Superlift system gives remarkable increases in load capacity, more than tripling the capacity in some parts of the chart. With the guying system in place the Liebherr looks able to compete with Grove's claim of 70 tonnes at 120 metres.

Terex

Styled as 'an AC 700 plus 50 percent', the Terex AC 1000/9 is due sometime next year and is said to have a load moment of around 3,000 metre/tonnes. One of its main features is that it has been designed for boom-on transportation to avoid assembly on site and reduce moving costs. The standard boom will be 50 metres with an optional 100 metre boom which would offer performance similar

The GTK 1100 - seen here at its launch at Bauma - is a bold design that has grabbed people's attention



Conclusion

Three machines, one radically different, but all appearing to offer similar performance, at least when it comes to heights of over 100 metres. Given the global demand

Liebherr claims the LTM11200's 100 metre boom is the longest telescopic boom in the world.



Styled as "an AC 700 plus 50 percent", the Terex AC 1000/9 is due sometime next year.



to both the Grove and Liebherr cranes. The maximum luffing fly jib will be 126 metres. The nine axle unit will ride on 16.00x R25 tyres and with the 50 metre main boom and front outriggers in place can travel within 12 tonne axle loads.

for all cranes at the moment, I am sure that all three will sell in sufficient volumes to keep the manufacturers happy. It will be interesting however to see which of them customers prefer when they can make a more rational choice.

A brand new Terex Demag AC700 teams up with its twin for a series of tandem lifts.



Tandem twins

A brand new Terex Demag AC700 delivered to Wiesbauer in Germany went straight from the Zweibrücken factory heavy load wharf at the Port of Heilbronn, where it joined another AC700 in a series of tandem lifts to load five MAN marine engines onto a cargo vessel. Each of the massive engines weighed 225 tonnes.

Marco Wilhelm of Wiesbauer said: "What was unusual about this job was that, with the number of motors involved, the cranes had to be moved and re-positioned several times to move the engines from the back of the wharf to the front, so both 700 tonners were equipped with short main booms and 100-tonne part ballast."

It's a wrap

At 124 metres high, the Spire or Tower of Light in O'Connell Street, Dublin needs careful consideration when cleaning or maintenance is required. To help solve the tricky problem, Dublin City Council contacted McNally Crane Hire.

Two areas had to be sorted - working at more than 120 metres and the problems caused by the tapering of the Spire which is three metres diameter at its base and just 150mm at the tip.

Its height meant that an access platform could not carry out the task, and careful consideration had to be given to the regulations governing the use of a crane man-basket. McNally also had experience of working on such structures and quickly realised that this was not an option.

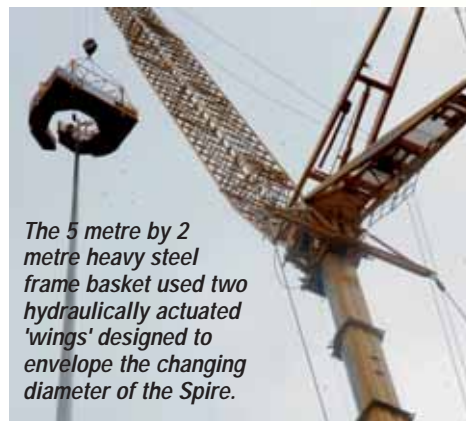
"In a previous role I have hoisted personnel to the top of a tapering spire and 'square peg in a round hole' is very apt!" said Declan Corrigan, McNally's operations manager. "We quickly realised that any work at this height would have to be self-contained i.e. no power leads or hoses could

be allowed to trail from the ground to basket. Therefore we decided to design and build a specialist man-basket."

The basket consists of a five metre by two metre heavy steel frame with two hydraulically actuated 'wings' designed to envelope the Spire. The floor area was spacious enough to accommodate a generator/ hydraulic power pack, two power washers, 800 litres of water (in 205 litre barrels), 4 tonne of ballast and personnel to carry out the work.

"We mobilised one of our 500 tonne, Liebherr LTM 1500 cranes complete with 68 metres of main boom, 63 metres luffing jib, Y-guy and spacer and 90 tonne of counterweight," said Corrigan. "This combination gave us 13 tonne capacity at 34 metre radius - unrivalled in the 500 tonne class. We were also most fortunate that the wind speed was negligible and every part of the operation went very smoothly.

Despite all the work that had gone into the preparation, the cleaning operation took just over eight hours on a wet Monday in early June.



The 5 metre by 2 metre heavy steel frame basket used two hydraulically actuated 'wings' designed to envelope the changing diameter of the Spire.



McNally had to design and build a specialist man-basket to work on the 124 metre high Spire.



The cleaning operation itself took just eight hours on a wet Monday in June.

Something different

While not the largest stand at Bauma, Tadano-Faun launched the largest number of truly new models, including its new flagship the 360 tonne ATF360G-6. Nominally the largest six axle AT on the market, the 360 is impressive in many respects with its 60 metre main boom and lift capacities that go head to head with Demag and Liebherr in spite of lacking a super lift or guy system.

The most remarkable aspect of this new model though is its telescopic boom extension option. Literally a second 31 metre four section boom that mounts to a 1.6 metre support base on the tip of the main boom. It takes the tip height to 96 metres, all of which is telescopic. We have yet to see a final load chart for this 'second boom', but with an offset of up to 40 degrees it promises to be a popular option. Mounting can apparently be carried out easily without the need for an assist crane.

The ATF360G-6's telescopic boom extension option is literally a second 31 metre four section boom that mounts to a 1.6 metre support base on the tip of the main boom taking the tip height to 96 metres.



Tadano's new flagship is the 360 tonne ATF360G-6

SED still Rockingham two years on?

All eyes were on this year's SED - the second year at Rockingham Circuit in Northamptonshire. Would the horrendous traffic problems of last year be sorted? Would visitors be 'showed out' with Bauma and Hillhead this year? Cranes & Access brings you the highlights of SED 2007.

Official figures indicate that the show attracted almost 19,000 visitors, down on last year and 15 percent off the record 22,000 in 2005. There may have been fewer people, but visitor quality was well up according to most exhibitors. Three exceptionally sunny days helped keep the numbers up, with Wednesday - the middle day - the most popular.

With most new products shown at Bauma, there were only a few novelties this year, here are some of the most newsworthy.

Facelift

In conjunction with Finnish manufacturer Bronto Skylift, Facelift has developed an unusual boom attachment for its 52 metre platform. A small lattice extension and chain hoist fitted to the main boom allows it to lift a load up to 1,300kg to a height of 27 metres whilst maintaining the full functionality of the work platform. This gives installers the ability to lift, guide and fix objects such as glazing and cladding panels, mobile phone masts, lamp columns and small wind turbines from one machine.



The Ascendant 17 has an unrestricted outreach of 12.2 metres with 230kg lift capacity.

Facelift also showed the new Ascendant 17, a 17 metre working height machine that has unrestricted 12.2 metre outreach with 230kg platform capacity and a working width of just 3.2 metres thanks to its one-sided outrigger system.

Facelift has ordered the first 15 off the production line.

Bobcat

Bobcat launched its new T2250 telehandler in the UK - its first all new telehandler since Bobcat took over Sambro. The new machine is claimed to be a new concept, positioned between a conventional telehandler, skid steer and articulated loader and has the option of being fitted with the Bobcat quick hitch system.

Russon Access



Alan Russon (L) with Mike Wishart and the first of two new 32 metre Holland Lift scissor lifts.

Russon Access had an excellent show particularly with its Holland Lift scissor lift range. Managing director Alan Russon was kept busy with 'UK first' machine hand-overs, including the new high capacity 23 metre 4x4 scissor to Paul Richards of Hi-Reach and then the first of two, new 32 metre G-320DL30 4WD units to Mike Wishart of Access Rentals.

Access Rentals has also ordered four, 27 metre high M250-27 with full platform length, 1.2 metre wide side deck extensions - specifically developed for the company. The machines should be delivered in time for next year's SED/Access Days. Access Rentals has opened its 11th depot in Reading and is hoping to end the year with a fleet of 2,000 machines.

Bravi

Although not showing anything new, Bravi is benefiting from growing demand for its small lifts. The UK is now its best market and it is expecting to deliver around 500 units this year, doubling to 1,000 in 2008.

Gardner Denver

Main attraction on the Gardner Denver stand was the new VM135, a 13.5 metre working height platform mounted on a Landrover 110 chassis. The unit has a 6.4 metre outreach with 200kg lift capacity. Because the basket is stowed within the length of the vehicle the full tow bar functionality is retained as is the front winch option. The first unit has already been sold to SHB Hire, and the company hopes that a further 30-35 machines will be sold this year. A 13.5 metre Unimog based platform is also under development.



David Heaney (L) and Gary Seaborn with one of their new van mounted platforms from Gardner Denver.

Van mounted platforms are making a strong recovery with more than 50 units sold in the first quarter. Claiming to be the UK's largest van mounted operator, David Heaney, sales director of Aquarius Leasing, was on the stand for the hand-over of an additional 12 van mounts with working heights from 12.5 metres to 16.5 metres. The company has 210 van mounts in its fleet and will add a further 30 by the end of the year.

UpRight

The speed of UpRight's development has taken even its owners by surprise. Its biggest challenge now is building enough machines but at 120 per week it is way ahead of predictions made a year ago.



The small extension to the main boom means installers have the ability to lift, guide and fix objects.

The latest development is the company's return to larger boom lifts with the refreshed 46ft AB46 articulated boom in both Electric, RT 4x4 and eventually a new Bi-Energy versions. Another new machine is the UL35E push around lift with fork-truck type aluminium mast.



Keeping a low profile on the UpRight stand was the new UL35E platform.

Allan Access

At Allan Access it was more a case of what wasn't new than what was. Custom builds, spider lifts, 3.5 tonne and 7.5 tonne, 4x4 and van mounted vehicle mounts - they were all on show.

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Mounted on a Merc 7.5 tonne chassis, the Esda TG1800 has an 18 metre working height narrow operational width.

New machines included: The Esda TG1800 mounted on a Mercedes Benz 7.5 tonne chassis with 18 metre telescopic boom, 180 degree rotating jib and 280kg lift capacity. Main features include vertical jacks and the ability to drive with the boom extended.

The new Socage Navaho DAJ17 spider lift has a working height of 16.6 metres, an outreach of 7.5 metres and 200kg platform capacity.

The Overland Arbtruck uses a 4x4 Mitsubishi Canter chassis with a 15 metre Niftylift boom to create a vehicle specifically aimed at arborists. Shown originally at last year's APF forestry show, Allen Access is working with Arbtruck to refine the basic design which will hopefully be available later in the year.

Mantis Cranes

A prototype at last year's SED, the Mantis TC25, 30 minute, self erecting tower crane is now in full production. Improvements include a swing-out draw bar for towing, an optional 30 kVa on-board generator to power tools and equipment, modified magna-type ballast, repositioned to make towing easier and curved hydraulic outriggers. The unit is proving popular with UK rental companies says Mantis, while Irish sales have largely been to contractors. The crane offers a 25 metre jib, with 19 metres under hook and has a footprint of just five metres square. Production of one machine per week will double with a new extension at the factory.

No longer a prototype, the Mantis TC25 is proving very popular in the UK with rental companies.



Ladybird Cranes

Distributor for Terex Comedil in the UK and Ireland, Ladybird Crane Hire showed the new CBR 32 Plus - the Plus indicating the control panel being integrated into the ballast. The CBR26 now has single or three phase power and 2,000kg maximum capacity with 800kg at 26 metres. The CBR 26 Plus will be available from the end of July.



The CBR 32 Plus now features the controls within the ballast. Look out for the CBR26 Plus in July.

Access Industries Group

Access Industries showed the latest Multitel MX truck-mount, the MX170 - a development of the MX200 the fastest selling truck mounted platform in Europe with more than 500 units delivered since its unveiling barely 18 months ago.

The MX170's shorter telescopic booms reduce the work height by three metres compared to the MX200, but it is 500mm shorter, straight down jacks and has 7.85 metres of outreach.



MD and designer Alan Watt with his 4.5 metre platform height, towable Monkey Tower.

Monkey Towers

The UK produced Monkey Tower is a towable, quick erect access system that can be hand winched in 250mm intervals to a maximum working height of 6.5 metres. The unit's total weight of 300kg means that it is easily towed and manoeuvred on site. With the



The new off-road platform from Gardner Denver is available on both the Landrover 110 and 130 chassis.

roadwheels at their narrowest position and stabilisers removed, it can pass through a single doorway.



This novel sheet/materials handler (for crane or telehandler) was spotted on the Nethergate Developments stand.

The company sold two units at the show (retail price is £4,300) and hopes to sell 'a few hundred a year' through a new dealer network.

Vanson Cranes

Vanson Cranes launched its LCL 20.1 hydraulic luffing tower crane claimed to be the smallest crane of its type on the market. Operated via radio remote control, the unit has a maximum jib length of 20 metres with a jib tip capacity of 1,000kg and 3,500kg at three metres radius.

Trevor Vanson, managing director, says that its compact design and luffing jib action make it ideal for congested city centre and urban

redevelopment areas where over-sailing adjacent airspace is a problem. The new crane can be mounted on a tower, used on its own feet at ground level, be bolted onto steelwork or on a rooftop base on the top of a building.



The Bil-Jax tomCat 24 is fully CE marked.

Bil-Jax

As well as its new range of trailer machines, Bil-Jax showed one of its tomCat push around lifts. So far only the 7.21 metre (24ft) platform height tomCat 24 is CE marked but the 4.47 (15ft) and 5.87 (19 ft) models will also be available soon.

For more photos from SED see Vertical.Net

Versalift recruited a double decker bus to transport visitors to its recently extended factory



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

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

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Plan ahead for shutdown success

While many of us think of jetting off to the sun and getting away from all the rain for a summer vacation, those involved in plant maintenance are gearing up for one of their busiest periods of the year.

This is the time to maximise the time available and carry out that essential repair, replace old equipment, change the layout or simply carry our routine maintenance that would be difficult and disruptive when the plant is operating normally.

With most businesses having enjoyed a very busy 12 months, much equipment is in need of a good service and overhaul. With such a variety of equipment and situations - from changing a light bulb to installing a 500 tonne reactor - the methods and equipment needed is truly diverse.

Elsewhere in this issue, we look at the growth in the range of small two man push around lifts and the relationship with the Work At Height Regulations introduced about two years ago. These new lifts are providing a safer alternative to ladders, trestle

tables, boxes and chairs - still considered by many as basic access equipment for

simple maintenance and repairs.

Remember, working at height is any height or situation where there is ANY risk of causing personal injury from a fall. An average

Equipment such as this push around lift provide a safe alternative to ladders, trestle tables, boxes and chairs for maintenance and repairs.



Tracked spider platforms can access most problem areas

of 14 people die and a further 1,200 are seriously injured as a result of falling from low-level ladders and steps, so take the correct measures to prevent injuries and correctly re-evaluate the access equipment to be used.

Access all areas

Deciding on which type of access machine is needed for a specific task should always take into consideration how and where the unit can gain access. Many push around/ self propelled lifts have been designed to go through single door openings and fit into elevators. This makes entering buildings and moving between floors much easier.

For larger plants where space is not critical, larger scissor lifts and articulated and straight boomed machines can be used. For those almost totally inaccessible areas, crawler mounted spider platforms may be able to help. Their ability

to reduce height and width in transport mode means they can get through very narrow entrances. Good gradability means they can often travel up and down staircases and go over rough terrain before unfolding and offering good working heights. All this means that most 'problem' areas can be reached.

Articulated platforms offer the 'up and over' facility which again may make access to certain areas much easier. If space is not a problem, the straight boom platform takes some beating. Faster and more rigid than articulated machines, the straight boom is also much less expensive to hire.

Large, narrow width scissor lifts with platform extensions adding to both the length and now the width are available. And if you are concerned about black tyres marking a floor, they can be covered with 'socks' to reduce the damage.



Pick and carry

The traditional method for smaller machinery moves and lifts is the pick and carry crane, most of which are now produced in Italy.

The two leading manufacturers, Valla and Ormig are both represented in the UK and Ireland with an increasing number available for hire. Ormig offers practical capacities from 10 to 60 tonnes, While Valla has a wider range of mostly electric/ battery powered pick and carry cranes from two tonnes to 90 tonnes. These cranes are ideal for installing or moving heavy machinery having been designed to work in space-restricted, low headroom situations.

While the larger pick and carry cranes are best suited to specialist plant installation crews, the smaller pedestrian controlled Valla cranes are also a useful tool for plant maintenance staff to use for routine equipment shifting and placing.

Pick and carry cranes such as this Ormig are designed to work in space-restricted, low headroom situations.





City cranes are another alternative when needing a lift in a confined space

Light footprint with compact crawlers

A more recent option to industrial lifting is the tracked mini crane from suppliers such as the Unic and Maeda. The compact lightweight cranes can move into tight locations close up to the machinery to be moved, raising it enough to place in skids or trolleys. When it comes to placing the machinery in a new location, they can be ideal in a wide range of situations. One major advantage they have over the wheeled pick and carry cranes is their very low weight and ground bearing pressure, ideal for sensitive floors.

The larger mini crawler cranes also offer pick and carry capability. Kranlyft, the Maeda distributor, is due to bring in two new models in this category. The larger model - the LC1385M-2 - is significantly bigger than the other cranes in the Maeda range, with a capacity of between 7 to 8 tonnes at two metres. Fitted with a 16 metre five section main boom, the unit can lift 2.6 tonnes to full height and more importantly can pick and carry to a maximum of two tonnes.

If space really is a problem, Italian manufacturer Kegiom Lifting introduced a mini crawler crane earlier in the year. Kegiom claims that the 350 E4 Plus mini crawler can lift more than two tonnes with

an outrigger base of just 1.7 metres - the best in its class. However, the crane can also pick and carry up to 1.25 tonnes adding additional versatility for plant maintenance and replacement work.

Another item of lifting equipment that is finding uses outside of its usual sector is the loader crane. Large lorry loaders are not new, but mounted on a tractor unit and used primarily as a crane, they have taken the place of small All Terrain or City cranes in some areas. The largest can lift to about 30 metres and can be fitted with a double winch rope on remote control giving the best of both worlds - lorry loader and crane. One big advantage of this system is the fact that the lorry loader uses remote control allowing the operator to be alongside the lift giving better control and precision when lifting and placing the load. Additionally the articulated boom is excellent in low headroom situations, while its zero tailswing can offer advantages in tight spots.

When the going gets impossible.....bring in the experts

For the most challenging of machinery moves, there is often no option but to call in specialist industrial rigging companies such as LGH Megalift or Ainscough Vanguard. With their vast experience and equipment, they will usually be able

to find a solution no matter how tricky the lift or shift.

However for all lifts, planning thoroughly is the critical key. The total cost of dropping a load can be astronomical - in one case where a wire rope broke, the costs amounted to over \$1.5 billion! And this in an accident where no-one was injured.

Plan and allow for surprises

Poor planning and the lack of ability to adapt to unforeseen changes are often the main causes of accidents. And when planning a lift don't just concentrate on the cranes - check items such as chains and web slings and other lifting items are adequate for the job and in good condition. These items are often more liable to mis-use and damage.

One method to prevent damage when using chain blocks, is to use an overload protection system such as Load Safe. Currently available for Bulldog chain blocks and lever hoists it uses a special clutch mechanism which eliminates the risk of the equipment being excessively overloaded and subsequently damaged.



To prevent damage when using chain blocks, use an overload protection system such as Load Safe.

When lifting with conventional blocks there is no safeguard incorporated in the design of the equipment to prevent excessive overloading, so correctly judging when the block or rigging reaches its acceptable limit is often down to the skill and experience of individual operators. It is an all too common practice to increase lift capacity by adding leverage in the form of slipping a long pipe over the lever hoist handle or using additional personnel to increase the manual effort on the hand chain. This practice is suicidal and has no place in the modern workplace.

As already mentioned the most important aspect of any lift is planning. Most accidents are caused by a lack of or poor planning combined with unforeseen changes on the day.

Anticipating and planning for unexpected changes is often the difference between a safe controlled lift and a panic solution, particularly given the time constraints on plant shutdown work. The key is to not to try and 'make-do' but to know where you can obtain different slings or lifting gear quickly, if for example, a vessel or machine arrives on site with different lifting points than were planned for.



An unusual application for a truck mounted lorry loader. The largest can now lift to about 30 metres.

With such a wide variety of equipment now available, the skill is in choosing the right item and using it safely and efficiently. There is a saying - 'most problems are caused by the nut between the controls and the seat'. Plan ahead and make sure you have all the right elements - equipment and personnel - in place before you start.

When its really tight, call in the specialist rigging and moving companies.



Larger mini cranes also have a pick and carry capability. Here a Maeda is being lifted into its operating area.

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Working under cover

Installing heavy machine parts under a very low roof is not the normal environment for a 500 tonne mobile crane. However a recent job for one of Ainscough's new Liebherr LTM 1500-8.1 mobiles demonstrated that anything is possible.

The area where the new parts had to be placed was surrounded by sensitive service trenches, which meant that the installation crane could only be positioned in an adjacent assembly bay of the building.

The task was further complicated in that there was only 14.5 metres of headroom to pass the new machine parts under the existing overhead crane girders between the two building bays. Because of this

height limitation it would subsequently be necessary to extend the 500 tonne crane boom with the load suspended, in order to achieve the necessary set down radius.

Having positioned the outriggers, the LTM 1500's counterweights were installed using the client's overhead crane, as the roof above the mobile crane was too low for these to be assembled in the normal manner. Ainscough then used a 100 tonne Liebherr LTM

1100/2 to offload and install the LTM 1500's rear winch assembly as it was too heavy for the overhead cranes.

The 35 tonne machine parts were lifted and slewed under the overhead crane girders on a 21.3 metre boom and then, with the load still suspended, the crane boom was telescoped out to a 26.5 metre length, in order to reach the necessary 24 metre set down position.

While passing under the overhead cranes, and at the final set down radius, clearance between the underside of the roof and the top of the crane boom was only a few centimetres.

This clearance was maintained by having an observer positioned on the top of the overhead crane to direct the crane operator in this delicate task, particularly when releasing the load.



Ainscough's 500 tonne Liebherr working under cover.

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Record reactor

Moving a 477 tonne reactor last month tested specialist heavy-haulage and lifting contractor Felbermayr's equipment to the limits. With a length of 23.5 meters and a height and width of more than seven meters, the reactor is sizeable. However at almost 500 tonnes, the assembly-hall crane did not have the load-carrying capacity necessary to transfer the reactor to the low-loader for the 200 metre journey to the ship.

The solution was to erect another lifting frame with a maximum load-carrying capacity of 300 tonnes, using it in combination with the assembly-hall crane.



Once positioned on the low-loader, its short journey from the manufacturing hall to the harbour basin was still not straightforward. In order to achieve the necessary tractive force, a 600 hp, 8x8 drive tractor was used. However the vehicle - weighing 17 tonnes - had to be ballasted to a total of 40 tonnes to allow the tyres enough grip to pull the trailer.

The next problem for Felbermayr was loading the reactor onto the boat. Although there were two gantry cranes capable of lifting

loads of up to 600 tons together, the reactor - at 23.5 metres - was too short to be attached to both gantry cranes. After much consultation and calculations it was decided that just one of the cranes could complete the lift. "Overall, this was the toughest lift for Felbermayr," explains project manager Peter Stöttinger.

The reactor was built in Hall 10, situated on the premises of the Felbermayr branch in Linz. With an area of 220,000 square metres it is the only place in Austria where

these reactors can be manufactured because it offers the facility for onward transport.



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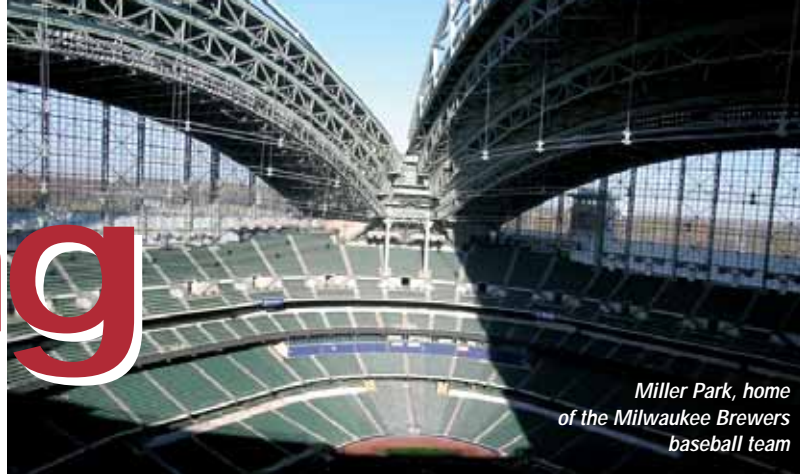
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Raising the roof?



Miller Park, home of the Milwaukee Brewers baseball team

Not quite a plant shutdown as we know it, but certainly a major repair job that had to be completed in a tight 'time window' with an impossible to move deadline. Here we look at how Millar Park the Milwaukee Brewers' 12,000 tonne baseball stadium's sliding roof was refurbished.

Costing about \$400 million, the Milwaukee Brewers' baseball stadium was built in 2001 with a capacity for 42,400 fans. The structure uses a sliding roof with a span of 183 metres to cover the spectators and the 122 metre natural grass centre field.

Work began on replacing ten powered carriages (bogies) supporting the five movable roof sections the day after the Brewers finished their final game of the season at Miller Park in September 2006.

Designed in the shape of a fan, each of the roof sections making up the 12,000 tonne roof is pivoted at its home-plate end and riding on two bogies at its wide (outfield) end 183 metres away.

The original-equipment bogies proved inadequate for their massive burden, and the day after the Brewers September home finale, the roof had to be left in a partially open position when a bogie guide roller shattered.

The 6.7 metre long original-equipment bogies, two at each of the far corners of each fan-shaped roof section, were fitted with pairs of double-flanged wheels to ride in an in-line fashion on an eight inch-wide single circular track approximately 42 metres above ground level.

Additional safety is provided by guide rollers that follow the sidewalls of the main track bed. A drawback of the old bogies was that with a relatively wide bearing surface the outside of the wheel wanted to travel further than the inside, about 140 mm in the worst case. It was this differential that may have caused a snapping sound as the bogies rolled along the rail and possibly the failures.



Part of one of the ten two-wheel bogies being replaced.

The wheels on the new bogies have spherical rolling surfaces, to allow for minor bogie tilt, and the wheel axles are turned such that the bogie naturally follows the curved track. Additionally, the new bogie design employs four wheels arranged in two pairs, instead of the previous two-wheel design.

The new 7.3 metre long bogies each weigh either 49 or 66 tonnes, depending upon its location and are powered by 45 kW motors via gear boxes and massive roller chains.

Raising the roof

In principle, the replacement of each bogie was straightforward: lift the roof a little, remove the old bogie, then position the new bogie and lower the roof onto it. In practice it proved a little more complicated. There was extensive work to prepare the roof panels for jacking - brackets to lift against had to be designed, fabricated, and installed, as well as jacking platforms.



An old bogie being moved out. Two hydraulic Enerpac jacks are lifting against an add-on jacking bracket, as are another two jacks on the other side of the tracks.

Lateral movement during the lifting process also had to be taken into account. Working 183 metres from the pivot ends of the roof panels, thermal expansion and contraction were significant, and wind effects could not be ignored.

The stadium roof sections were jacked in ten separate lifts, one for each bogie replacement. Each time,

A new bogie in place. One wheel and two guide rollers are visible.



the roof was lifted 102 to 152 mm, the old bogie driven out under its own power, a new bogie rolled in, and the roof lowered back into place on a spindle bearing. A 500 tonne crane lifted bogies to and from the ground. The lifting weight of the roof panels ranged up to about 800 tonnes, so a capacity safety margin was provided by using four Enerpac 300 tonne, 700 bar, 300 mm stroke hydraulic cylinders for each lift. The cylinders were connected to a common manifold fed by an Enerpac 9.3 kW, 700 bar electric pump.

To provide for lateral movement during lifts, the jacks rested on a 38 mm thick steel plate, then a sheet of Teflon, and then a sheet of polished stainless steel.



In this lift, the hydraulic jacks were arranged in a quad-cluster, fitted with spherical load caps and resting on a Teflon 'sandwich' to allow for lateral movement.

The bottom line

All ten of the new bogies were in place and the roof ready for the new season, at a total cost of between \$13 and \$15 million.



The roof is being lifted at the point circled in order to replace a bogie.

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2007 dealer guide

Cranes

Telescopic
Handlers

Access
Equipment

Loaders Cranes

Components &
Accessories

Lifting Gear

**UK &
Ireland**

Our UK & Ireland dealer guide has once again expanded as we build it into a source guide. This year we have added trailer manufacturers and thanks to your input last year have added further entries, not to mention picked up several corrections.

Once again we would very much appreciate it if you would inform us of any errors or omissions, not to mention any ideas you might have for next years edition.



Mobile Cranes

Manufacturer / Brand	Production Base	UK Distributor	UK Telephone	Ireland Distributor	Ireland Telephone
ACE	India	Seeking	0091 11 26953623		
Bendini	Italy	Terex Demag UK	020-82317400	Terex Demag UK	004420-82317400
Bencini	Italy	Not distributed	00378 0549/988111	Not distributed	00378 0549/988111
Demag	Germany	Terex Demag UK	020-82317400	Terex Demag UK	004420-82317400
EuroRigo	Italy	Kranlyft UK	0117 9826661	Kranlyft UK	0044117 9826661
Frana	Australia	Terex Demag UK	020-82317400	Terex Demag UK	004420-82317400
Grove	Germany	Manitowoc UK	01895 430053	Manitowoc UK	00441895 430053
Kato	Japan	Kranlyft UK	0117 9826661	Kranlyft UK	0044117 9826661
Liebherr	Germany	Liebherr GB	01767 602167	Liebherr GB	0044117 9826661
Link-Belt	USA	Seeking		Seeking	
Locatelli	Italy		0039035 4945066		0039035 4945066
Luna	Spain	Not distributed		Not distributed	
Marchetti	Italy	Direct	00390 523573711	Direct	00390 523573711
Ormig	Italy	Crowland cranes	01733-210561	Crowland cranes	00441733-210561
PPM	France	Terex Demag UK	0186-9232443	Terex Demag UK	0044186-9232443
Rigo	Italy	See Euro Rigo			
Sennebogen	Germany	EH Hassell & Sons	01782 644299	Jim Macadam Equipment	01 4601530
Spierings	Holland	Spierings Holland	0031-412626964	John Rome	0031-412626964
Tadano-Faun	Germany	Cranes UK	01226-731500	Cranes UK	00441226-731500
Terex	Germany	Terex Demag UK	020-82317400	Terex Demag UK	004420-82317400
Valla	Italy	Valla UK	01482 227333	Valla UK	00441482 227333
XCMG	China				
Zoomlion	China	Appointment pending	01733-210561	Appointment pending	00441733-210561

Crawler Cranes

Manufacturer / Brand	Production Base	UK Distributor	UK Telephone	Ireland Distributor	Ireland Telephone
Demag	Germany	Terex Demag UK	020-82317400	Terex Demag UK	004420-82317400
Enteco	Italy		0039 0421 679977		
Fushun	China	Crane Business			
Hitachi-Sumitomo	Japan	NRC	01375 361616	NRC	00441375 361616
IHI	Japan	AGD Equipment	01789 292227	AGD	00441789 292227
Kobelco	Japan	Kobelco cranes Europe	01473 716302		00441473 716302
Liebherr	Germany	Liebherr GB	01767 602167	Liebherr GB	00441767 602167
Link Belt	USA	Not distributed	See	Hitachi-Summitomo	
Manitowoc	USA	Manitowoc UK	01895 430053	Manitowoc UK	00441895 430053
Mantis	USA	Seeking	001 615 7944556	Seeking	001 615 7944556
Marchetti	Italy	Direct	00390 523573711	Direct	00390 523573711
Sennebogen	Germany	EH Hassell & Sons	01782 644299	Jim Macadam Equipment	01 4601530
Shenyang Sanyo	China		0024 88093131		
Terex	D//USA	Terex Demag UK	020-82317400	Terex Demag UK	004420-82317400
XCMG	China				

Tower Cranes

Manufacturer / Brand	Production Base	UK Distributor	UK Telephone	Ireland Distributor	Ireland Telephone
Arcomet	Belgium	Airtek-Arcomet	01252 360550	Airtek Safety (Ireland) Ltd	066 9152390
Benazzato	Italy	Falcon Crane Hire	01362 821048	Quality Hire	01 4010111
Cattaneo	Italy	Weaving Machinery	01386 49155	Weaving Machinery	00441386 49155
Cinomatic	Italy	Seeking	00390 341281961	Seeking	00390 341281961
Clever Crane	Italy	Seeking	00390 522 518415	Seeking	00390 522 518415
Cobra	Switzerland	Not distributed	0041266 751530	Not distributed	0041266 751530
Comedil Top Slew	Italy	Select Plant	01375 390666	Select	00441375 390666
Comedil S Erect	Italy	Ladybird		Select	004413575 390666
Comansa	Spain	City Lifting	01708 805550		00441708 805550
Conducta	Italy		0039 0445 57 6229		
FB Gru	Italy	Dunham Crane Hire	01706 828285	Dunham Crane Hire	01706 828285
FM Gru	Italy	Wanted	00390 523510446	Wanted	00390 523510446
Gelco	Italy	Seeking	00390 522 518415	Seeking	00390 522 518415
Jaso	Spain	Falcon Crane Hire	01362 821048		00441362 821048
Jost	Germany	MTI-Lux SA	00352-26745480	MTI-Lux SA	00352-26745480
JWY Jarlway	China		0086 20 86042696		
Kroll cranes	Denmark	Direct	00 454818 7400	Direct	00 454818 7400
Liebherr	Germany	Liebherr GB	01767 602167	Liebherr GB	00441767 602167
Mantis	UK	Manits	00353 749149981	Manits	00353 749149981
Peiner	Germany	Select Plant	01375 390666	Select	00441375 390666
Potain	France	Manitowoc-Potain UK	01895 430053	Manitowoc UK	00441895 430053
Potain	France	Arcomet tower cranes	0176 7677511	Arcomet Ireland	01 825 16 44
Potain S-E	France	Midland Crane	07799 824182	Midland Crane	00447799 824182
Raymond-SMIE	Italy	Vanson Cranes	01476 861011	Vanson Cranes	00441476 861011
Shenyang Sanyo	China		0024 88093131		
Spierings	Holland	Spierings Holland	0031-412626964	John Rome	0031-412626964
SAEZ	Spain	London Tower Crane	020 83274060	London Tower Crane	004420 83274060
San Marco	Italy	Dieci UK	028 3082 1230	Dieci	0044 28 3082 1230
Terex Comedil	Italy	Ladybird		Select	004413575 390666
Vanson	UK	Vanson Cranes	01476 861011	Vanson Cranes	00441476 861011
Wilbert	Germany		0049 6724606 273		
Wolffkran	Germany	HTC	0049-713198150	HTC	0049-713198150
Zoomlion	China	Zoom Lion UK	01795 425425	Zoom Lion UK	00441795 425425
Yongmao	China	Yin Long Europe	01707 226 522	Yin Long Europe	0044-1707 226 522

Mini Cranes

Manufacturer / Brand	Production Base	UK Distributor	UK Telephone	Ireland Distributor	Ireland Telephone
Benelli gru	Italy	No distribution		No Distribution	
Imai	Italy	Direct	00390 438430171	Direct	00390 438430171
Italmecc	Italy	PowerLift	01480 407771	Powerlift UK	00441480 407771
Kegiom	Italy	Wanted	00390 143822031	Wanted	00390 143822031
Maeda	Japan	Kranlyft UK	0117 9826661	Kranlyft UK	0044117 9826661
Palazzani	Italy	PASS	0845 230 0903	PASS	0044845 230 0903
Reedyk	Holland	Seeking	0031 186 57 20 44	Seeking	0031 186 57 20 44
UNIC	Japan	Unic Cranes Europe	01844 202071	Unic Cranes Europe	00441844 202071
Valla	Italy	Valla UK	01482 227333	Valla UK	00441482 227333

Lorry Loaders

Manufacturer / Brand	Production Base	UK Distributor	UK Telephone	Ireland Distributor	Ireland Telephone
Amco Veba	Italy	Tip N Lift	01473 747222	Tip N Lift	00441473 747222
Atlas Terex	Germany	Atlas Terex UK	0870 0556700	TBF Thompson Plant Ltd	01 6715711
Copma					
Cormach	Italy	Earnest Doe	01245 380311	Doe	00441245 380311
Effer	Italy	Effer UK	0845 8693031	Effer UK	0845 8693031
Effer Marine	Italy	Preffered Ltd. (marine)	01634-297733	Preffered Ltd. (marine)	00441634-297733
Fassi	Italy	Fassi UK	01926 889779	Fassi UK	00441926 889779
Ferrari	Italy				
Hiab	Sweden	Hiab UK	01691 623100	Cahir House Machinery	052 41 300
HMF	Denmark	HMF UK Ltd	01733 558145	HMF UK	00441733 558145
Kennis	Holland				
Maxilift	Italy	Next Hydraulics	0039 0522 963008		0039 0522 963008
MKG					
Next Hydraulics	Italy		0039 0522 963008		0039 0522 963008
Palfinger	Austria	TH White	01380 722381	Palfinger Ireland	0506-52525
Palfinger	Austria	Outreach-Scotland	01324 888900	Palfinger Ireland	0506-52525
Penny Hydraulics	UK	Penny Hydraulics	01246 811475	Penny Hydraulics	0044 1246 811475
Pesci	Italy	Crane Sales Ltd	0161 272 6699		056 31332
PM autogru	Italy	Technocrane Ltd.	01246 856900	Looby Bros Johnston Ltd.	
Soosan	Korea	No dealer	0031 181 64 7194		
Tirre	Germany				

Self-Propelled Boom Lifts

Manufacturer / Brand	Production Base	UK Distributor	UK Telephone	Ireland Distributor	Ireland Telephone
Aerial	UK	Tanfield	0191 4871311	Tanfield	0044191 4871311
Aichi	Japan	Aichi Europe	0031-162431543	Achi Europe	0031-162431543
Airo	Italy	No dealer	0039-0522977365	No dealer	0039-0522977365
Basket	Italy	Promax	01226 716657	Promax	0044 1226 716657
Dinolift	Finland	Promax	01226 716657	Promax	0044 1226 716657
Genie	USA	Genie Europe	01476 584333	Genie Europe	0044 1476 584333
HAB	Germany	Not distributed		Not Distributed	
Haulotte	France	Haulotte UK	01952 292753	Haulotte UK	01952 292753
Hitachi	Japan	Hitachi Netherlands			
Iteco	Italy	Seeking dealers	0039 0376554011	Seeking Dealers	0039 0376554011
JLG	USA-Belgium	JLG UK	0870 2007700	Access Platform Sales	074 9721017
Kesla	Finland	AJ Access Ltd	01291 423930	Height for Hire	01835 2835
Kreitzler	Germany	No dealer	0049-2302698418	No dealer	0049-2302698418
Leguan	Finland	APS	01480 891 251	APS	00441480 891 251
Lehmann	Germany	Seeking	0049-4884903131	Seeking	0049-4884903131
Manitou	France	Russon Access	01384 482492	NA	0044 1384 482492
Manitou	France	Manitou Sitelift Ltd	01202 825331	Manitou Sitelift Ltd	0044 1202825331
Matilsa	Spain	Seeking	0034-976535093	Seeking	0034-976535093
Nifty	UK	Niftylift Ltd	01908-223456	Nifty UK	0044 1908 223456
Platform Basket	Italy	Promax	01226 716657	Promax	0044 1226 716657
Skyhigh	Belgium	SkyKing	01536 403140	SkyKing	00441536 403140
Skyjack	Canada	Skyjack UK	01691 676235	Skyjack UK	00441691 676235
Snorkel	Holland	APS	01480 891251	APS	0044 1480 891251
Tadano	Japan	Direct	0049 9123 1850	Direct	0049 9123 1850
Toucan	France	JLG UK	0870 2007700	JLG UK	0044870 2007700
UpRight	UpRight UK	UpRight UK/IPS	0845 900 0202	Purcell Plant	04 548792

Scissor Lifts

Manufacturer / Brand	Production Base	UK Distributor	UK Telephone	Ireland Distributor	Ireland Telephone
Access-Zipper	UK	Access Industries	01422874534	Access Industries	00441422874534
Aichi	Japan	Aichi Europe	0031-162431543	Achi Europe	0031-162431543
Airo	Italy	No dealer	0039-0522977365	No dealer	0039-0522977365
Bravi	Italy	APS	01480 891251	Wanted	0039-0717819090
Faraone	Italy	Max Access	01865 373566	Max Access	00441865 373566
Genie	USA	Genie Europe	01476 584333	Genie Europe	0044 1476 584333
HAB	Germany	Not distributed		Not Distributed	
Haulotte	France	Haulotte UK	01952 292753	Haulotte UK	01952 292753
Holland Lift	Holland	Russon Access	01384 482492	Russon Access	00441384 482492
Iteco	Italy	Seeking dealers	0039 0376554011	Seeking Dealers	0039 0376554011
JLG	USA-Belgium	JLG UK	0870 2007700	Access Platform Sales	074 9721017
Kreitzler	Germany	No dealer	0049-2302698418	No dealer	0049-2302698418
Leguan	Finland	APS	01480 891 251	APS	00441480 891 251
Liftflux	Belgium	JLG UK	0870 2007700	JLG UK	0044870 2007700
Manitou	France	Manitou Sitelift Ltd	01202 825331	Manitou Sitelift Ltd	0044 1202825331
MEC	USA	MEC Europe	0031-786521765	MEC Europe	0031-786521765
Omega	Holland	Direct	0031-174525998	Direct	0031-174525998
Oxley group	Italy	Wanted	00390 171857036	Wanted	00390 171857036
PB	Germany	Materials Movement Ltd	00353 18241893	Materials Mov.Ltd	01 8241893
PLE	USA	Planet Platforms			
Pop-Up	UK	Pop Up	01244 833 111	Pop Up	00441244 833 111
Power Tower (CTE)	UK	CTE-UK	01924 268103	CTE UK Ltd	0044 1924 268103
Skyjack	Canada	Skyjack UK	01691 676235	Skyjack UK	00441691 676235
Snorkel	USA	APS	01480 891251	APS	0044 1480 891251
Techoil	Italy		0039 0547 662464		
Tadano	Germany	Direct	0049 9123 185-0	Direct	0049 9123 185-0
UpRight	UpRight UK	UpRight UK	0845 900 0202	Purcell Plant	04 5487927

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Trailer Lifts

Manufacturer / Brand	Production Base	UK Distributor	UK Telephone	Ireland Distributor	Ireland Telephone
Aerial	UK	Tanfield	0191 4871311	Tanfield	0044191 4871311
Bil Jax	USA	Wanted	001 419445 8915	Wanted	001 419445 8915
Böcker	Germany	Power Lifting Services	0121 270 7100	Pfaff Silverblue	0044151-6090099
Custers	Holland	No dealer	0031478 553000	No dealer	0031478 553000
Denka	Denmark	Facelift	01444 882127	Direct	0045-66131100
Dino	Finland	Promax	01226 716657	Promax	0044 1226 716657
Falck Schmidt	Denmark	Direct	0045-66131100	Direct	0045-66131100
Genie	Genie Europe	Genie Europe	01476 584333	Genie Europe	0044 1476 584333
Haulotte	France	Haulotte UK	01952 292753	Haulotte UK	01952 292753
JLG	USA-Belgium	JLG UK	0870 2007700	Access Platform Sales	074 9721017
Manitou	France	Manitou Sitelift Ltd	01202 825331	Manitou Sitelift Ltd	0044 1202825331
Matilsa	Spain	Seeking	0034-976535093	Seeking	0034-976535093
Nifty	UK	Niftylift Ltd	01908-223456	Aerial	0044 1908 223456
Omme	Denmark	APS	01480 891 251	APS	0044 1480 891 251
Paus	Germany	Not distributed		Not Distributed	
PLE	USA	Planet Platforms		Planet	
SkyHigh	Belgium	SkyKing	01536 403140	SkyKing	00441536 403140
Snorkel	Holland	APS	01480 891251	APS	0044 1480 891251
Teupen	Germany	Ranger Equipment	0870 2255554	Ranger Equipment	0044870 2255554
Thomas	Belgium	Not distributed		Not distributed	
UpRight	UK-Tanfield	UpRight UK/IPS	0845 900 0202	Purcell Plant	04 5487927

One Man Push Around Lifts

Manufacturer / Brand	Production Base	UK Distributor	UK Telephone	Ireland Distributor	Ireland Telephone
Bil Jax	USA	Wanted	001419445 8915	Wanted	001 419445 8915
Böcker	Germany	Pfaff Silverblue	0151-6090099	Pfaff Silverblue	0151-6090099
Faraone	Italy	Max Access	01865 373566	Max Access	01865 373566
Genie	USA	Genie Europe	01476 584333	Genie Europe	0044 1476 584333
Haulotte	France	Haulotte UK	01952 292753	Haulotte UK	01952 292753
JLG	USA-France	JLG UK	0870 2007700	Access Platform Sales	074 9721017
Kuli/Kempkes	Germany				
UpRight	USA	UpRight UK	0845 900 0202	Purcell Plant	04 5487927

Crawler Spider Lifts

Manufacturer / Brand	Production Base	UK Distributor	UK Telephone	Ireland Distributor	Ireland Telephone
BlueLift	Italy	Skyking	01536 403140	Cherry Picker	01 8354788
Cela	Italy	Promax	01226 716657	Promax	00441226 716657
CTE	Italy	CTE UK Ltd	01924 268103	CTE UK Ltd	0044 1924 268103
Falck Schmidt	Denmark	Direct	0045-66131100	Direct	0045-66131100
Hinowa Gold lift	Italy	APS	01480 891 251	APS	0044 1480 891251
Imai	Italy	Direct	00390 438430171	Direct	00390 438430171
Italmec	Italy	Powerlift UK Ltd	01480 407771	Powerlift UK	00441480 407771
Leader	Italy	Powerlift UK Ltd	01480 407771	Wanted	00390 522619270
Leguan	Finland	APS	01480 891 251	APS	00441480 891 251
Lionlift	Italy	IJ Access	01788 510747	IJ Access	00441788 510747
Nifty	Niftylift Ltd	Niftylift Ltd	01908-223456	Aerial	0044 1908 223456
Oil&Steel	Italy	Oil&Steel UK Ltd	020 78712700	Oil&Steel UK Ltd	0044 20 78712700
Oil&Steel - End Users	Italy	Panther platforms	0845 0611999	Cherry Picker	01 8354788
Omme	Denmark	APS	01480 891 251	APS	0044 1480 891 251
Palazzani	Italy	PASS	0845 230 0903	PASS	0044845 230 0903
Platform Basket	Italy	Promax	01226 716657	Promax	00441226 716657
RAM	Italy	Gardner Denver	01274 683131	Gardner Denver	00441274 683131
Socage	Italy	Allan Access	1858 469400	Allan Access	00441858 469400
SRL Elefant	Italy	Not distributed		Not Distributed	
SUP Elefant	Italy	Not distributed	0039 0573 919 196		
Teupen	Germany	Ranger Equipment	0870 2255554	Ranger Equipment	0044870 2255554

Truck Mounted Lifts

Manufacturer / Brand	Production Base	UK Distributor	UK Telephone	Ireland Distributor	Ireland Telephone
Access-Zipper	UK	Access Industries	01422874534	Access Industries	00441422874534
Ascendant	UK	Blueline Access Ltd	01926-484173	Blueline Access Ltd	00441926-484173
Altec	USA	Seeking		Seeking	
Bison-Palfinger	Germany	TH White	01380 722381	Palfinger Ireland	0506-52525
Bison-Palfinger	Germany	Outreach Scotland	01324 889000		
Bizzocchi	Italy	CTE UK Ltd	01924 268103	CTE UK Ltd	0044 1924 268103
Bronto	Finland	Blueline Access Ltd	01926-484173	Blueline Access Ltd	00441926-484173
Barin	Italy	Manlift Hire	0035391 787 000	Manlift Hire	091 787 000
Cela	Italy	Promax	01226 716657	Promax	00441226 716657
CMC	Italy				
CTE	Italy	CTE UK Ltd	01924 268103	CTE UK Ltd	0044 1924 268103
Dino lift	Finland	Promax	01226 716657	Promax	00441226 716657
Esda	Germany	Wanted	0049 55138590	Wanted	0049 55138590
Gardner Denver	UK	Gardner Denver UK	01274 683131	Gardner Denver UK	00441274 683131
Gardner Denver	UK	Outreach Scotland	01324 889000		
GSR	Italy	SkyKing	01858 469 400	SkyKing	0044 1536 403140
Isoli	Italy	Manlift Ireland	0039-0499438611	Manlift Cork	0039-0499438611
LionLift	Italy	IJ Access	01788 510747	IJ Access	00441788 510747
Moog	Germany	Direct	0049-755593327	Direct	0049-755593327
Multitel-Pagliero	Italy	Access Industries	01422874534	Access Industries	00441422874534
Nifty	UK	Allan Access	01858 469 400	Allan Access	01858 469 400
Oil&Steel	Italy	Panther platforms	0845 0611999	Cherry Picker	01 8354788
Oil&Steel	Italy	Oil&Steel UK Ltd	020 78712700	Oil&Steel UK Ltd	0044 20 78712700
Pagliero	Italy	Access Industries	01422874534	Access Industries	00441422874534
Power Lift	UK	Powerlift UK Ltd	01480 407771	Powerlift UK	00441480 407771
Powered Access	UK	See Gardner Denver	1274 683131	See Gardner Denver	00441274 683131
Priestman	UK	See Gardner Denver	1274 683131	See Gardner Denver	00441274 683131
RAM	Italy	Gardner Denver	01274 683131	Gardner Denver	00441274 683131
Ruthmann	Germany	ASI	0871 8714284	ASI	0871 8714284
Skyking	UK	SkyKing	01536 403140	Skyking	0044 1536 403140
Socage	Italy	Allan Access	01858 469 400	Allan Access	00441858 469400
TCM	Italy		0039 0875 752076		
Tecchio	Italy	Wanted	00390 42990648	Mr Pietro Tecchio	00390 42990648
Terex Utilities	USA	Allan Access	01858 469 400	Allan Access	00441858 469400
Teupen	Germany	Ranger Equipment	0870 2255554	Ranger Equipment	0044870 2255554
Versalift	Denmark	Versalift UK	01536 721010	Versalift UK	00441536 721010
Wumag	Germany	SkyKing	01536 403140	SkyKing	0044 1536 403140

Mast Climbers & Hoists

Manufacturer / Brand	Production Base	UK Distributor	UK Telephone	Ireland Distributor	Ireland Telephone
Alba					
Alimak	Sweden	Alimak-Hek UK	01933 354700	Alimak-Hek UK	00441933 354700
AS Climber	Spain	Direct	0034 91 84 143 25	Direct	0034 91 84 143 25
Böcker	Germany	Pfaff-silberblau Ltd.	0151-6090099	Pfaff-silberblau Ltd.	0044 1516090099
Camac	Spain	Direct	0034 93 7771050	Direct	0034 93 7771050
Electroelsa	Italy	Direct	0039-0577984364	Direct	0039-0577984364
Euroscaff	Italy	Direct	0039 423 950 262	Direct	0039 423 950 262
Fixator	France				
Fraco	Canada	Fraco UK	0208 979 0930	Fraco UK	0044208 979 0930
Geda	Germany	Haki Ltd	01827 285525	Haki Ltd	0044 1827 285525
Goian	Spain	Wanted	0034 902 365284	Wanted	0034 902 365284
Haki	Sweden	Haki Machine Ltd	01827 25 90 00	Haki Machine Ltd	00441827 25 90 00
Hek	Holland	Alimak-Hek UK	01933 354700	Alimak-Hek UK	0044 1933 354700
Liftec	Korea		0082 31 322 3000		
Maber	Italy	Immer Direct UK	01902 353252	Maber	0039 0444660871
MP-Haki	Sweden	Haki Machine Ltd	01 827 25 90 00	Haki Machine Ltd	00441827 25 90 00
Patti	Italy	Direct	0039 041 927824	Direct	0039 041 927824
Rovers	Italy	Wanted	0039-0897724134	Wanted	0039-0897724134
Safi	Italy	Insa International	+ 39 423 639 321	Insa International	0039 423 639 321
Scanclimber	Finland	Scanclimber (UK) Ltd	01505 702600	Scanclimber (UK) Ltd	00441505 702600
Shenyang Sanyo	China		0024 88093131		
Steinweg	Germany	Haki Ltd	01827 285525	Haki Ltd	0044 1827 285525
SMEA.N.	Italy	Wanted	0039081281030	Wanted	0039081281030
Stros	Slovakia	Not Distributed	00420 318 842 408		

Telehandlers

Manufacturer / Brand	Production Base	UK Distributor	UK Telephone	Ireland Distributor	Ireland Telephone
Bobcat	France	Bobcat UK	020 8723 0161	Pat O'Donnell	01 6161000
Caterpillar	UK	Finning UK	01543 461461	McCormick Macnaughton	01 464-3500
Claas	Germany	Claas UK	01284-763100	Harvest Machinery	
Deutz	Belgium	Same Deutz Fahr UK	01788 891892	I.A.M. machinery	05 67765826
Dieci	Italy	Dieci Ltd	028 30821230	Dieci Ltd	028 30821230
Faresin	Italy	Seeking	0039 0445 343511	Seeking	0039 0445 343511
Galmax	Portugal	Seeking	00351 214 692 731		
Genie	Italy	Genie Europe	01476 584333	Genie Europe	01476 584333
Gradall	USA	JLG UK Ltd	0870 2007700	JLG UK	0044870 2007700
Haulotte	Spain	Haulotte UK	01952 292753	Haulotte UK	01952 292753
JCB	UK	JCB Ltd	01889 590312	Contact UK	01889 590312
JLG	Belgium	JLG UK Ltd	0870 2007700	JLG UK	0044870 2007700
John Deere	Discontinued				
Kramer	Germany	Seeking	0049 7551 802 - 0	Purcell Plant	04 5487927
Landini	Italy	Landini UK		Dansd	
Liebherr	Austria	Liebherr GB Ltd	01767 602167	Liebherr GB Ltd	01767 602167
Lionlift	Italy	IJ Access	01788 510747	IJ Access	00441788 510747
Lull	USA	JLG UK Ltd	0870 2007700	JLG UK	0044870 2007700
Manitou	France	Manitou sitelift ltd	01202 825331	Manitou sitelift ltd	00441202 825331
Merlo	Italy	Merlo UK Ltd	01425 480806	Merlo UK Ltd	01425 480806
MEC	USA	PSE	0031-786521765	PSE	0031-786521765
MZ Imer	Spain	Seeking	0034 976 571 159		
Neuson Kramer	Germany	Seeking	0049 7551 802 - 0	Purcell Plant	04 5487927
New Holland	Italy	New Holland Construction		01268 292270	
Pettibone	USA	Pettibone UK	001 262.334.9093	Pettibone UK	001 262.334.9093
Sennebogen	Germany	EH Hassell & Sons	01782 644299	Jim Macadam Equipment	01 4601530
Skytrak	USA	JLG UK Ltd	0870 2007700	JLG UK	0044870 2007700
Sunward	China		0086 731 4020660		
Terex	Italy	Genie Europe	01476 584333	Genie Europe	01476 584333
VHS Manirail	Holland	Direct	00 31497 331033	Direct	00 31497 331033

Lifting Gear

Manufacturer / Brand	Production Base	UK Distributor	UK Telephone	Ireland Distributor	Ireland Telephone
Al-Vac		Al-Vac UK Ltd	0870 2418772	Al-Vac UK Ltd	0044870 2418772
Enerpac		Enerpac Ltd	01527 598 900	Enerpac Ltd	00441 527 598 900
Hydrospex		Direct	0031 742422045	Direct	0031 742422045
LGH		LGH Megalift	01942 898068	LGH Megalift	00441942 898068
Lift systems		Claxton Int'l	01244 661000	Claxton Int'l	0041244 661000
Modulift		Modulift UK			
Probst		Probst UK	01939 235325	Probst UK	00441939 235325
Scanlift		Scanlift Ltd	01206 396111	Scanlift Ltd	00441206 396111
Sumner Lift		Sumner UK	01952 815730	Sumner UK	0044 1952815730

Alloy Towers

Manufacturer / Brand	Production Base	UK Distributor	UK Telephone	Ireland Distributor	Ireland Telephone
Aliscaff	UK	Aliscaff Ltd.	020 8808 5005		
Alto	UK	Alto Tower Systems Ltd	01527 596644	Carey Lifting Gear	01 4567773
Altrex	UK	Seeking	0031 38455 7733	Seeking	0031 38455 7733
Euro Tower	UK	Euro Tower Ltd	01604 644774	Euro Tower Ltd	00441604 644774
Frigerio	Italy	Seeking	0039-035525115	Seeking	0039-035525115
Haki	Sweden	Haki Machine Ltd	01 827 25 90 00	Haki Machine Ltd	00441827 25 90 00
instant	Ireland	UpRight UK	01925-685200	Upright Ireland	01 620 9300
Lama Due	Italy		0039 0423 485 380		
Layher	Germany	Layher Ltd	01462 475100	Layher Ltd	00441462 475100
Monkey Tower	UK	Monkey Tower	01277 840221	Monkey Tower	0044 1277 840221
NSG-Eiger	UK	NSG	01244 833100	NSG	00441244 833100
Svelt	Italy	Wanted	00 39035681663	Wanted	00 39035681663
Turner Access	UK	Turner Access	0141 309 5555	Turner Access	0044141 309 5555
UpRight	Ireland	UpRight UK	01925-685200	Upright Ireland	01 620 9300
Youngman	UK	Youngman	01621745912	Youngman	00441621745912
Zarges	Germany	Zarges UK Ltd	01908 641118	Zarges UK Ltd	0044 1908 641118
Zip Up	Ireland	UpRight UK	01925-685200	Upright Ireland	01 620 9300

Transport Trailers

Manufacturer / Brand	Production Base	UK Distributor	UK Telephone	Ireland Distributor	Ireland Telephone
Broshuis	Holland	Broshuis Trailers UK	01844 343582	Broshuis Trailers UK	01844 343582
King	UK	King trailer	01536 403140	King Trailer	0044 1536 403140
Goldhoffer	Germany	Andover Trailers	01264 35 89 44	Andover Trailers	01264 35 89 44
Nooteboom	Holland	HSE	01536 204233	HSE	00441536 204233
Faymonville	Belgium	Trafco(GB)	01536 206915	Ashbourne Truck Centre	01 83 50 573
Schuler & Schlomert	Switzerland	Seeking	0041 41 8507744	Seeking	0041 41 8507744
Nicolas	France	Allen Monroe	01704 897003		

Components & Accessories

Manufacturer / Brand	UK Distributor	UK Telephone	Ireland Distributor	Ireland Telephone
3B6	3B6 UK	01482 227333	3B6 UK	00441482 227333
AGS	Wanted	0033 32848 2642	Wanted	0033 32848 2642
Autec	Wanted	00390 444901000	Wanted	00390 444901000
Ascorel	Direct	0033 474576263	Direct	0033 474576263
Boscaro	Wanted	00390 444866520	Wanted	00390 444866520
BPE	Wanted	00390 522662357	Wanted	00390 522662357
Braden Winch	Koppen & Lethem	01 636 676794	Koppen & Lethem	00441 636 676794
Casar		00 49 68418091350	Wire Ropes Limited	0404 67375
Cavotec				
Conquip	Conquip	01420 488835	Conquip	00441420 488835
Crosby	Crosby UK	01226 290516	Crosby UK	00441226 290516
Dakota Shine	Future Products Ltd	01935 863377	Future Products	00441935 863377
David Brown Hydraulics		01202 627500		
Deutz	Deutz UK Ltd	020 8781 7246		
Dyno	Dyno Belgium	00 3256617977	Dyno Belgium	00 3256617977
Dynamic Oil	Direct	003905981 2611	Direct	003905981 2611
Eco Outrigger Pads	PLC Sales	01449 674154	PLC Sales	00441449 674154
Gearmatic	Koppen & Lethem	01 636 676794	Koppen & Lethem	00441 636 676794
G. Fluid	Seeking	00390 59828543	Mr Mauro Guglielmi	00390 59828543
Hatz	Hatz GB Ltd	01455 622100		
HBC Radiomatic	Crane Care Ltd	0121 333 39 95	Crane Care Ltd	0121 333 39 95
Hetronic	HQ Joysticks Ltd	01733 311997	JMG Systems Ltd.	0044 2882244-31
Hirschmann	PAT Kruger BV	31 7364433-66	PAT Kruger BV	31 7364433-66
IGUS	IGUS UK Ltd	01604 490000	IGUS UK Ltd	00441604 490000
Ikusi				
Imet	Simal Ltd	01663 732496	Simal Ltd	00441663 732496
Imo	Direct	0049919350818-0	Direct	0049919350818-0
Knott	Knott Ltd	01283 531541		
Kubota	Kubota UK	01844 268151		
Loadlift	Loadlift Ltd	01225 671187	Loadlift Ltd	00441225 671187
Lombardini	Lombardini UK Ltd	01865 793299		
Michelin	Michelin UK Ltd	01782 401 596		
Moba	Direct	0049-643195770	Direct	0049-643195770
Nylacast	Nylacast Ltd	0116 2768558	Nylacast Ltd	0044116 2768558
Optima Batteries	Four Leaf batteries	01953 881330		
Orlaco	Cranesafe Ltd	01483 894 136	Cranesafe Ltd	0044 1483894136
PAT	PAT Kruger BV	0031 7364433-66	PAT Kruger BV	0031 7364433-66
Penny & Giles	Penny & Giles Ltd	01495 202000	Penny & Giles Ltd	00441495 202000
Rexroth/Bosch	Hyquip Ltd	01204 699959		
Rösler	Seeking	0049 421 8022700	Seeking	0049 421 8022700
Rugged Solutions	Rugged Solutions Ltd	0208 2625595	Rugged Solutions	0044208 2625595
Sarum Mats	Sarum Hardwood	01264 811005	Sarum Hardwood	00441264 811005
Scanreco	Koppen & Lethem	01 636 676794	Koppen & Lethem	00441 636 676794
Secatol Skips	Whitney Engineering	01785 282811		
Sevcon	Sevcon UK	0191 497 9000	Sevcon UK	0044191 497 9000
Smie	Cranesafe Ltd	01483 894 136	Cranesafe Ltd	0044 1483894136
Span Set	Span Set Ltd	01606 737494	Span Set Ltd	00441606 737494
Tecsis	Direct	0049695 8060	Direct	0049695 8060
Tele radio	Tele Radio UK Ltd	01663 732200	Tele Radio UK Ltd	00441663 732200
Trojan Batteries	Energy	01536 408901	Energy	00441536 408901
UK Generators	UK Generators	01536 747500	UK Generators	0044 1536 747500
US Batteries	Manbat	01743 460790	Manbat	00441743 460790
Welex outrigger mats	Direct	0031347 341215	Direct	0031347 341215

Discontinued Brands

Manufacturer / Brand	Production Base	UK Distributor	UK Telephone	Ireland Distributor	Ireland Telephone
ABM	Haulotte	Haulotte UK	01952 292753	Haulotte UK	01952 292753
Condor	TIME	Versalift UK	0153-6721010	Versalift UK	0044 153-6721010
Coles	Absorbed by Grove	Manitowoc UK		Manitowoc UK	00441895 430053
Delta	Now JLG	JLG UK	0870 2007700	JLG UK	0044870 2007700
Economy	Snorkel	APS	01480 891251	APS	0044 1480 891251
Iron Fairy	Jones Cranes Ltd	Jones Cranes Ltd	01273 494020	Jones Cranes	0044 1273 494020
Jones	Jones Cranes Ltd	Jones Cranes Ltd	01273 494020	Jones Cranes	0044 1273 494020
Linden-Alimak	Linden-Comansa	City Lifting	01708 805550		00441708 805550
Grove Manlift	JLG	JLG UK	0870 2007700	JLG UK	0044870 2007700
Pinguely	Haulotte Group	Haulotte UK	01952 292753	Haulotte UK	01952 292753
Simon	Genie Europe	Genie UK	0147-65843350	Genie UK	0147-65843350







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Easy to push around

It is now more than two years since the Work at Height Regulations (WAHR) came into effect in an effort to cut the biggest single cause of workplace deaths in the UK.

Each year on average between 40 and 50 people die and nearly 4,000 suffer serious injury as a result of a fall from height in the workplace. However a more surprising statistic is that an average of 14 people die and a further 1200 are seriously injured as a result of falling from low-level ladders and steps.

The Work at Height Regulations do not ban ladders but require 'consideration' to be given when they are chosen. They should only be used when more suitable work equipment is not appropriate and then only for light work of short duration.

The introduction of the WAHR coupled with the general increase in health and safety awareness has made many trades that work at height, and 'height' is where there is ANY risk of causing personal injury, to take measures to prevent injuries and therefore re-evaluate access equipment used.

The Health and Safety Commission (HSC) is so concerned about these incidents that it has made reducing falls from height one of its nine Priority Programmes. According to the HSC, every business in the UK is affected as virtually all perform work at height in some fashion, from major construction projects to the simple task of climbing a ladder to change a light bulb.

So which equipment should we choose?

There are still an estimated two million ladders in daily use throughout the UK. In certain situations they are still the best or only method of working at height. However as mentioned above, for anything other than light, short-term duties, an alternative has to be found.

Podium steps and towers are the next alternative and are seeing a growth in business. Compared to a ladder, they offer a more secure and superior working platform, but take longer to set up. Working at varying heights also causes problems and a tower generally has to be dismantled if moved between rooms or floors, usually a two-man operation.

This demand for equipment that is easy to move, has variable working heights and offers increased safety at a reasonable cost were the prime factors in the growth of the low level push around platform. However there have been several variations on the theme with a number of recently launched items.

Monkey see monkey do



The Monkey Tower

The Monkey Tower is a car-towable, quick to erect tower-type system that can be hand winched with the platform locking at 250mm intervals up to a maximum height of 4.5 metres.

The aluminium unit has a total weight of 300kg which means that any vehicle can tow it to and from site and it is easy to push around when on the job. With the road wheels in their narrowest position and stabilisers removed, it is narrow enough to pass through a single doorway. Retailing for £4,300 the unit is the brain-child of managing director and designer Alan Watt, who started work on the unit a few years ago after working in the oil refinery sector.

With features similar to a fully adjustable aluminium tower, the unit has a 225kg platform capacity when locked in position but can also winch 75kg of materials and tools up to the required level.

The towable Monkey Tower has a platform height of 4.5 metres which can lock in 250mm intervals.

Access to the platform is via a side ladder and platform trap door with all safety barriers and handrails automatically in place. Watt is also working on a smaller three metre platform height machine.

Is it a scissor or is it a tower?

Part scissor lift part alloy access tower, the Towermatic T4 is a crossover product combining many of the benefits of the alloy tower with those of small to medium size scissor lifts.



The Towermatic T4 combines the benefits of the alloy tower and a small scissor lift.



A total of 12 AFI Pop-Up machines are being hired by EA Electrical Limited to help install the fire prevention and alarm systems at the new Bankside 2/3 development on Southwark Street behind the Tate Modern in south east London.

Once it has been safely set-up and the platform cage assembled, depressing the mechanism release bar unlocks the height adjusters and activates the failsafe tension system. This allows the operator to manually raise or lower the work platform to a maximum height of four metres. Stepping off the foot control bar double locks the tower at the desired height and access to the work platform is then gained by the integral ladder. The manufacturers highlight the Towermatic's light weight at 320kg, the fact that it requires no batteries or hydraulics and its ease of use, requiring no PASMA or IPAF certification.

The product has been on the market for almost three years now and while it has sold well has not been the raging success that its designers might have hoped. Erecting it to full height requires a certain technique and at almost 900mm wide it is too fat for most single doors.

Pop-Up setting the pace

In contrast the Pop-Up, a simple inexpensive push around battery powered scissor lift, launched barely a year ago has taken the UK market by storm, with more than 1,500 units already delivered.

With a platform height of just 1.63 metres, it offers an alternative to ladders for low-level access work at heights of up to around 3.5 metres. Designed specifically to meet the 2005 Work at Height Regulations, the Pop-Up claims it is the smallest and most easily transportable scissor lift on the market and is able to fit into spaces previously only accessible by ladder.

A fully charged battery is good for up to 400 cycles (the equivalent of two weeks use) while simple controls make it an easy machine to become familiar with. In order to expand on the theme the company has recently launched the Pop-Up Plus+ which has an additional one metre of platform height.

Low-level and two man push around lifts.

Brand/Model	Platform height	Capacity kg	Manual/Powered lift	Platform size mm	o/a weight kgs	Towable
Pop-Up	1.6m	240	Power	520 x 1,010	215	N
Pop-Up Plus	2.6m	240	Power	520 x 1,010	300	N
CTE-Power Tower	3.1m	250	Power	650 x 1,500	310	N
Towermatic T4	4.0m	250	Manual	750 x 1,400	320	N
Monkey Tower	4.5m	250	Manual	600 x 2,000	300	Y
Planet TP9000	7.0m	225	Power	1200 x 2,400	1100	Y
Genie DPL 25S	7.7m	340	Power	700 x 1,830	622-672	N

Take to the road

Another variation on the theme is the TP9000, a towable, trailer mounted scissor lift with a seven metre platform height. Imported from PLE inc in the USA it is a refined CE version of the PLE24 which has been selling in the USA for several years. With a platform height of 24ft and an all up weight of only 1,100kgs it should tow nicely behind most cars. Once on site with the outriggers set it offers a good sized platform at 1,200mm x 2,400mm and 225kg lift capacity.

The king of push around?

Low level powered push around lifts were pioneered in the UK by Brian King with the Go Industries' Hop-Up in

the early 1990's. King later introduced the higher and more sophisticated towable Power Tower at Access Machines. Although an excellent machine with a platform height of over 24 ft, it was ahead of its time and never took off.

Now heading up CTE-UK, King is set to launch a new low level powered access platform called the CTE Power Tower. The new model is manufactured by a sub contractor in the Birmingham area and uses an in-line sigma type lift mechanism which provides a platform height of 3.1 metres, good for working up to five metres.



The CTE Power Tower uses an in-line sigma type lift mechanism providing a 3.1 metre platform height.

for an easily transportable platform for low-level work of up to five metres working height."

Lavendon UK has ordered 300 units, largely for Nationwide Access but with some units destined for A.M.P. while Planet Platforms has placed an order for 200 units.

"We're delighted with the end product, and we've already placed an option for 'several hundred' additional units. The number of applications is enormous, from M & E and Facilities Management through to the end-user market where the Power Tower could replace the traditional smaller aluminium towers used everywhere from to factories to hospitals," said Douglas.

The official launch the Power Tower will be later in the year when availability will be more reasonable.

Going Up

Higher push-around powered platforms have never been as popular in the UK or Ireland as they have in the USA. Here the alloy tower was traditionally the quick access method of choice with numerous rental companies providing a deliver and erect service with the capability to solve all manner of access challenges.

In spite of this the market for these units has consistently ranged from an average of 750 units a year to a peak of nearly a 1,000 in the mid 1990's. They are still a popular choice for many end users who prefer to own their access equipment.

With platform heights ranging from 20ft (6m) to over 40ft (12.1m) they are well suited to institutional and industrial markets, with schools,

A towable trailer scissor lift, the TP9000 has a seven metre platform height and good sized platform.

With a 250kg lift capacity and a 1,500 mm by 650 mm platform there is room for two men and tools. However, as it is also rated for outdoor use, it is restricted to one man. Its overall width of 780mm is ideal for single doors, while its unique brake system locks the castors automatically when the platform is raised - a significant safety benefit.

Developed in partnership

The new CTE lift has been developed over the past 12 to 15 months in close partnership with the Lavendon Group. Peter Douglas, commercial director at Lavendon's Nationwide Access said: "We are meeting a demand from the marketplace





The new UpRight UL35 abandons the usual box section mast adopting a similar configuration to other manufacturers.

museums, sports halls, theatres and plant maintenance departments all appreciating the low cost per foot of working height that these lightweight machines offer and the fact that they are easy to use and easy to store.

Powered access manufacturers UpRight and Genie both built their businesses on the back of the vertical aluminium push around lift and both still produce this type of platform in significant numbers. In more recent years they have been joined by JLG, Haulotte, Faraone and Böcker with its Alp lift range.

While all of these producers build machines with aluminium masts, Ohio based Bil-Jax largely builds its units with steel masts which it hopes to sell in Europe.

A new mast for UpRight

Until recently UpRight has always taken a different approach to its push around lifts, preferring to use a thin wall aluminium box section mast which it claims gives greater rigidity compared to the fork lift type masts used by most other producers. Its UL range has changed little over the years and currently comprises the UL25, UL32 and UL40 with platform heights from 7.62 metres to 12.15 metres and basket capacities between 136kg and 159kg. A new addition to the range is the UL35 unveiled at SED. This unit is different in that it abandons the box section mast, adopting a similar configuration to the other manufacturers.

Genie rules OK

Unlike UpRight, Genie has consistently invested in its push around lifts and has a dominant position in the world market. It now offers three ranges, from its original AWP line with heights up to 12.29 metres to its IWP line which was conceived for industrial applications



Genie has three ranges and a dominant position in the world market.

where portability is less critical and a compact base that does not require outriggers is appreciated. The IWP range offers platform heights of up to nine metres. Finally Genie still produces the DPL dual mast range that offers a two man platform for working up to 12.62 metres.

In addition to expanding its range Genie has invested in a wide range of options and accessories including a powered drive assist system for its IWP DC models which takes all of the effort out of moving these heavier machines around.

Later arrivals

JLG was a late entrant into the

'aluminium' market, with the acquisition of Alumaloft. Today its AM series comprises seven push around lifts with platform heights from 4.57 metres to 12.42 metres. The company also has the SP series of push around stock picker machines with improved basket capacities and platform heights from 3.58 to 4.62 metres. Haulotte is though the most recent self propelled manufacturer to enter the market, launching its Quick-Up range barely two years ago. With platform heights of up to 11.9 metres it has a full range but has barely dented what is a relatively mature and hard to reach end-user market.

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personnel lifts C&a



This 'far eastern' push around spotted on the Tacklestore stand at SED will soon be marketed in the UK.

The number of options for these machines is endless and includes auditorium kits for working over fixed seating in cinemas, theatres, lecture halls and churches, so configuring an ideal machine for the job is usually possible.



The tomCat from Ohio

With Genie having such a strong market position in Europe, particularly in the UK and Ireland, few companies even try to challenge it. However Bil-Jax is intent on winning a share, not only in the European trailer mounted platform market but it is also keen to sell its push around lifts. The company has several ranges and models in this category including the Odyssey 34 (10.36 metre platform height) the Stockpicker Lifts (227kg capacity, bigger basket and a 4.5 metre platform height), Cougar Lift and XLT Cat lift. However only one is currently CE marked the tomCat 24.

The largest in a range of three with 15, 19 and 24ft platform heights and rugged steel forklift type masts. The tomCat's lift capacity is higher than most at 159kg in spite of its compact base. The Bil-Jax models have always sold well in North America, particularly into industrial applications where the heavier steel mast is often preferred, particularly as it traditionally came with a lower price tag.

The options for these machines are endless and include kits for working over fixed seating.

Whether or not it succeeds in the European market will depend ultimately on distribution, a problem for all new entrants.



Only one model - the tomCAT 24 - is currently CE marked, but more will follow from Bil-Jax.

Get off the chair

The dropping of the two metre platform rule, the arrival of the work at height directive and a strong focus on low level access by the HSE has made the UK a strong potential market for innovative products that are realistic alternatives to ladders not to mention podium steps or low level towers.



Push around powered access is likely to replace a good number of step ladders, but more importantly it is also hoped that they will replace the practice of standing on a chair, table, box or bodged up trestle to carry out work at height.

Late entrant into the market is JLG



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In for the long haul

German crane manufacturer Wolffkran has had an eventful 150 year history surviving the ups and downs of an entire industry not to mention the challenges of significant ownership changes. Following its purchase by a Dr Hans-Peter Koller and Dr Peter Schiefer in 2005, the company is now setting a new course for even greater achievements.

Cranes & Access recently caught up with chief executive officer Peter Schiefer to get an insight on the person driving the new Wolffkran forward into its fourth half century. Mark Darwin reports...

Wolffkran has had a long and varied history which started way back in 1854 in Heilbronn, Germany. (see history) Peter Schiefer has been around less than a quarter of that time, but has also had just as exciting and varied history although rather untypical for the owner of a crane company.

Schiefer was just 32 years old, the youngest ever Siemens division chief, responsible for a DM1.2 billion business which employed 1,200 in Germany and a further 400 abroad. An impressive achievement. However he then left Siemens to pursue a financial career with global investment banking and securities



Peter Schiefer (above) and Hans-Peter Koller are now driving Wolffkran into its fourth half century.

were totally different in their outlook and business philosophy as Schiefer explains: "Siemens was a traditional type of company with high values and ethics. Goldman Sachs was purely financial driven, money in - money out, impersonal and extremely straight-forward. Its sole purpose was to make money with a short turnaround of a couple of years."

After leaving Goldman Sachs in 2003, he bought a company involved in wind farms (part of ABB) for an investment fund. Although a small company with just 30 people he says he thoroughly enjoyed running the company which ended as the biggest wind park in Germany.

When Wolffkran came onto the market it was ideal for Schiefer geographically and because of its long emotional history was a company that needed total commitment - similar, says Schiefer, to the wind farm company and Siemens.

"I had no clue about the crane business, my strength is getting the best people and motivating them. That also includes getting rid of people who do not fit but you have to take the tough decisions."

"Goldman Sachs did this in a sense bringing in 100 good people but getting rid of 300, but only for the short-term gain," he said. "Wolffkran is not a short-term play, it is a long-term project which can't be done remotely. It is a hands-on job and I'm looking at a 15 to 20 year horizon."

Wolffkran is building up its rental fleet (the manufacturing businesses largest customer), according to Schiefer rental is the asset base for

the company with the benefit of a monthly income. He is also investing in property - something its previous owners MAN did not want to do.

"We understand financing which is a major plus in arranging and structuring finance deals," he adds.

So were there many worried Wolffkran employees when they heard the news that Schiefer was one of the new owners?



One of the latest luffing cranes unveiled at Bauma 2007.

Originally from Western Germany, he graduated as an electrical engineer from the technical university in Munich. He gained a scholarship from Siemens to complete his PhD thesis in 'semi conductor compression video' before working for the company in a business development role during the early 1990's in 'Silicon Valley' USA.

Running projects in the US and Germany resulted in several promotions leading to the top job at Siemens' growing Power Generation division.

Overseas markets such as the UK were becoming increasingly important. In 1954 Wolff cranes were used on the world's first commercial nuclear power station at Calder Hall.

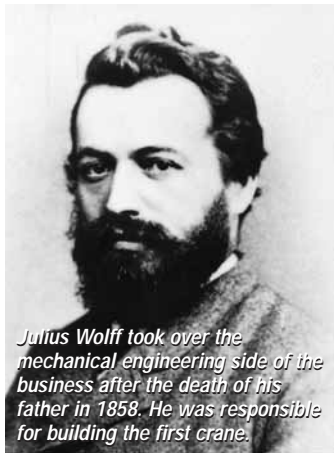
company Goldman Sachs becoming managing director of private equity for Europe.

As well as being two totally different career paths, the two companies



The Hilton Hotel in Manchester.





Julius Wolff took over the mechanical engineering side of the business after the death of his father in 1858. He was responsible for building the first crane.

"I think that most employees were pleased that we had purchased the company because Wolffkran had been in trouble for sometime."

"We made the business model clear from the first meeting and we are working hard to carry this through. The demand for cranes has pushed employment from 190 in 2006 to more than 300 people in just 18 months."

"I am not a fan of labour unions, I feel responsible for the employees and need to take care of them. This is a cyclical business we will have good years and bad years. When it's good we pay good wages and bonuses to everyone in the company."



The company celebrated its 100th anniversary in 1954 - a year after MAN took a 51 percent share.

"But if there is a lean period, the employees must understand and accept the situation."

Although Schiefer intends to run the company for the next 15-20 years he feels there is a need to grow the management team. "If there is just one person responsible, it puts the whole company at risk," he said. "We are fortunate in having many capable senior managers already within the company, but at the moment both myself and Hans-Peter Koller make the major decisions - two heads are better than one."

"I can work 24/7 if I need to, but you end up brain-dead and it is then impossible to make the right decisions," he said. "I am always on duty - just take some time in between."

Schiefer is a big sportsman enjoying sailing, surfing, tennis and golf when away from the business.

So what of the future for Wolffkran?

"The markets around the world look good at the moment - Eastern Europe and Dubai have at least 5-6 good years, Russia 10 years, UK until 2012 - even Germany is experiencing growth," said Schiefer. "But I only plan two years ahead - just in case, I always ere on the safe side."

Wolffkran history

1854 - Friedrich August Wolff establishes an iron foundry and mechanical workshop in Heilbronn

1858 - Julius Wolff takes over iron foundry and concentrates on mechanical engineering

1870 - Wolff starts to specialise in making cranes and elevators

1890 - Julius' son Richard takes over expanding crane production

1898 - First slewing crane leaves Wolff workshop

1908 - Designer Gottlob Gobel appointed - later part owner of the business

1910 - First 'quick erect' top slewing luffing jib tower crane developed taking four days rather than the normal 10-14 days.

1913 - Crane is awarded 'gold medal' at the international Leipzig Exhibition

1920 - 1935 The growth of the new Italian architectural style needed cranes to lift several tonnes up to

28 Wolff cranes were involved in the construction of Canary Wharf between 1989 and 1992.



40 metres and created a huge demand for Wolff cranes in Italy and Switzerland and later in France and Germany.

1928 - The trolley jib crane introduced so that it was not necessary to drive the whole crane on rails to reach the various parts of the site.

1938 - Richard Wolff dies at the age of 75, and son in law Eduard Hilger takes over. Wolffkran name introduced reflecting the company's most important product line.

1944 - Production ceased after the Allied bombing of Heilbronn destroyed the factory

1948 - Manufacturing resumes to cope with the building boom to rebuild Germany. Most early production goes into the Swiss market.

1952 - Wolffkran enters luffing jib crane market with boom transported on the roads. This H crane was quick to use and ideal for smaller construction sites replacing the Form crane.

1953 - MAN becomes partner with 51 percent share in Julius Wolff & Co bringing much needed expansion funds

1956 - Expansion starts with new building at Austrasse

1963-68 Wolffkran helps with the dismantling and reassembling of two ancient Ramses temples at Abu Simbel in Egypt to make way for an extended Aswan Dam

1963 - The first Wolff WK60S delivered to Robert Aebi in Switzerland. This crane used standard elements 4.5 metres long allowing the tower crane height to be varied and grow with the building. Also introduces the easy-to-assemble bolt connection

1970s - Modular crane construction meant customers could combine modules already owned - even with the introduction of new cranes such as the SL series in 1973.

1977 - Wolffkran developed offshore, slewing and overhead cranes with high load capacities.



Wolff cranes were involved in the dismantling and reassembling of the two 13th century BC Ramses temples between 1963 and 1968

1984 - Turnover increased to DM52 million and the company employed 317

1987 - First B series revolving tower crane with luffing jib introduced

1989 - Introduction of electronic crane control.

1989-1992 - 28 Wolff cranes are used in the Canary Wharf development including 14 luffing cranes all supplied by Wolff Davis Tower Cranes

1993 - Demand from the Tiger economies - Malaysia, Singapore, Thailand and Korea increased demand enormously.

1995 - The company opened its own office in Thailand

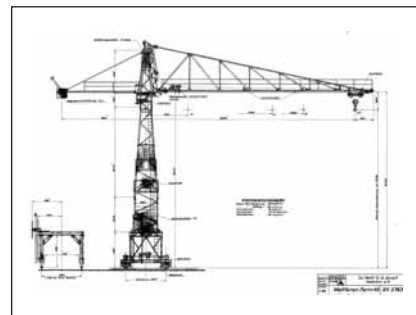
1996 - First optional add-on module for radio transmission of machine data

2000 - Introduction of the new XXL series cranes

2004 - 150 year anniversary

2005 - Takeover by German-Swiss consortium

2006 - New Wolff City class cranes



A technical drawing of an early Form 45 crane - one of three models with a maximum load capacity of 10 tonnes and hoisting heights of more than 40 metres.

The first Mobile self erector scale model?

The mobile self erecting tower crane has become an important part of the mobile crane scene, thanks largely to Dutch company Spierings, whose beautifully crafted cranes are still individually checked over by Leo Spierings himself before each one ships.

A company in Holland, WSI models has developed a 1/50th scale model of the five axle Spierings SK599 AT5N, the crane that some say is the most attractive model in the company's range. You might have seen the prototype of this model on display in the Spierings hospitality area on its stand at Bauma. The company has now incorporated a number of improvements into the final production run.



The five axle is possibly the best looking Spierings crane?

The scale model is fantastically detailed and fully operational, it even comes with its own set of outrigger mats. Given the complexity of the structure, not to mention its price, it is certainly not a model for children.

The manufacturer has priced the model at €269 including VAT - roughly £185.

WSI Collectibles is a new brand that the company has adopted for the development and production of its top end 1/50th scale models.



A view from the top



The model can be fully extended

It claims that it uses the latest techniques in the field of model building, aiming for constant perfection, in which detailing and brand based features play a critical role.

The company also produces larger scale less costly models under the Thematoys (1:64) and Promotoys (1:87) brand names.

*The models are available in the UK and Ireland through WSI's local dealers
In Ireland: Diecastheaven Models, Meneval Place 11, Farnleigh Waterford, Tel. 0386 191 6613*

In the UK: DMB Models, Maple Row 7, Brierley Hill, DY5 2RG. Tel: 0138 474 744

A big big scissor

JLG launched the scale model of its 26 metre Liftlux 260-25 late last year, we have now had a chance to review it in detail. This is one of JLG's 1/32nd scale models, making what would have been a large model in 1/50th scale into a very large model indeed. It is very substantial, weighing 1.5 kg and standing 840mm (33 inches) high when fully extended. A built in

spring loaded pawl and ratchet type device prevents the platform from dropping except at the lowest heights.

With extending deck and four opening equipment chests it is accurately detailed, while the screw down stabilisers provide similar levelling characteristics to the real thing. Priced at £65.79 including VAT or just under \$90 in North America, the model can be ordered through the JLG website, there is a link from www.vertikal.net.



The model stands 840mm high



The Liftlux 260-25



Outrigger leveling is possible



Know your wire rope

If you use wire rope or are responsible for cranes or other equipment that uses wire ropes, then the books published by Casar special wire ropes will be of interest. The books are written by renowned rope expert Roland Verreet of Wire Rope Technology of Aachen, Germany with some of them co-authored by Dr Isabel Ridge, a principal research fellow at the University of Reading.

The five books that we have looked at are: Steel wire rope for cranes, Wire rope forensics, The inspection of steel wire ropes, Handling, installation and maintenance of steel wire ropes and Are you safe?

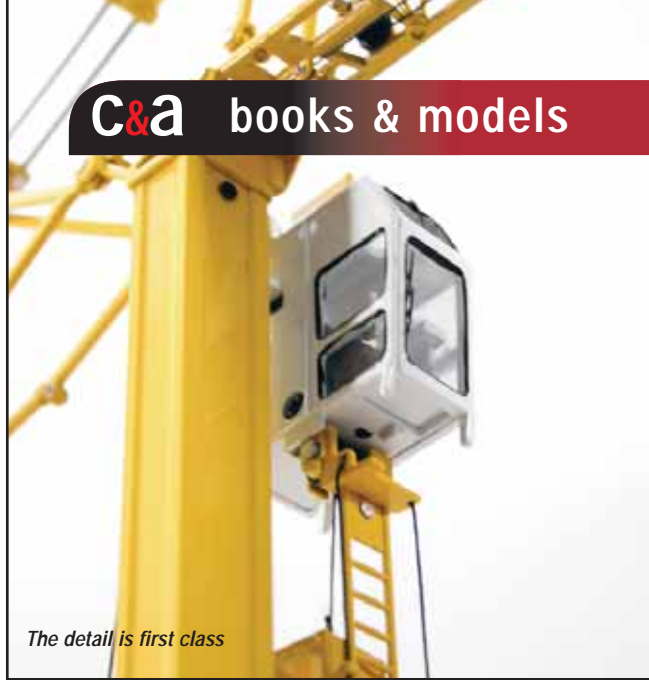
The books are full of very practical information and yet they are written in a very readable style even for the non engineer. Verreet uses interesting real life case studies along with plenty of photographs, drawings and cartoons to illustrate the points and make them an interesting as well as informative read. We plan to review the individual books in future issues of Cranes&Access.

For information on obtaining copies of the books contact Casar on +49 6841 8091-0 or email: sales.export@casar.de



The detailing is good and includes hinged compartments

The steel wire rope books written by Roland Verreet are first class



The detail is first class

Universal

New Spider widens the fleet

The new Falcon Spider FS290 has arrived and is ready to hire. With 29 metres of working height and able to enter through a doorway of 0.8 by 2m, it allows internal applications rarely available. Not only will the spider FS290 set up on uneven ground conditions but can give outreach of 14m with one man operation.

Universal Aerial Platforms now runs the UK's widest range of narrow access equipment for hire or purchase. For more information on the spider and any of our machines call today or visit www.universalplatforms.co.uk

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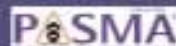
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AGM Confirmed for 17 July 2007

The Annual General Meeting of PASMA will take place on Tuesday, 17 July 2007, at The Belfry, Wishaw, Sutton Coldfield, West Midlands. Registration is from 12:00 - 12:30 with lunch scheduled from 12:30 to 13:30. The formal proceedings will begin at 13:30.

This is an opportunity for PASMA members to hear about the Association's substantial progress over the last 12 months and to keep up-to-date with the latest news and developments.

A limited number of rooms have been reserved for the night of Monday, 16th July, and these can be booked on a 'first come, first served basis' by contacting the secretariat for a booking form on 0845 230 4041.

2007 AIF Conference gets it right!

PASMA was one of five trade associations that presented a paper at the 2007 AIF Conference 'Working at Height...Getting it Right'. Given by Paul Pritchard, chair of the Manufacturers' Technical Committee and sales director of Alto Towers, Pritchard described using a mobile access tower to remove and replace a down pipe on a four-storey building. The keynote speaker was Bill Callaghan, chair of the Health and Safety Commission.

Seminar topics & speakers

Falls From Height - Justine Lee, HSE

Product Standard Certification - Colin Bywater, BSI

PASMA Instructor Training - Mick Aston

The Audit Process - Joy Jackson & Karen O'Neill

Manufacturers' Viewpoint - Paul Pritchard

Case Study SAMPLE - Risk Assessment & Method Statement

Training Centre Software - David Frost, Soter Solutions

Where are we going? - Andy Weaver

www.pasma.co.uk

If you were unable to attend the recent seminar, all the presentations are now available on the PASMA website, along with a whole host of association and tower-related information. And, if you missed the AIF Conference, go to www.accessindustryforum.org.uk for more details about this showcase event in the access calendar.



C&a PASMA focus

New PASMA Poster

Why Gamble? is the theme of a new A2 poster launched at the Safety and Health Expo 2007. The first in a series of three, it has been created to promote PASMA training and features the association's training identity card.



Seminar sets the scene

PASMA members from all over the UK attended the first ever Continuing Professional Development (CPD) Seminar held at The Hilton Metropole Hotel in May on the site of the National Exhibition Centre, Birmingham.

Various speakers addressed a range of topics including, from the HSE, Falls from height - are we making a difference? and from BSI Product Testing, Product standard certification - separating the wheat from the chaff.

Andy Weaver, chairman - elect of the PASMA Training Committee, talked about the PASMA projects earmarked for 2007/2008. These included, amongst others: a formalised procedure for tying and anchoring; a proposed new disciplinary code to ensure the health, safety and welfare of all

delegates involved in PASMA training courses; a new training course notes booklet and an equipment reporting sheet for recording sub-standard equipment.

For his part, lead instructor, Mick Aston, described the new criteria for novice instructors. In future, as reported in the last issue of 'Cranes & Access', all new PASMA instructors will be assigned a PASMA mentor. This mentor will actively monitor the experience, knowledge and delivery of would-be instructors, covering both theory and practice.

Aston explained that novice instructors would not be allowed to deliver PASMA training until their competence had been assessed and approved by their respective mentor.

PASMA, PO Box 168, Leeds LS11 9WW Tel: 0845 230 4041

Fax: 0845 230 4042 Email: info@pasma.co.uk www.pasma.co.uk



Readers

Letters



Dear Sirs,

It must be 25 or so years ago when the late Joe Pendrich of Pendrich Steeplejacks rigged a Monti -Breaker onto a similar three legged rig to the pictures in your latest issue. This was lifted and rigged by winch at the top of the chimney.

Pendrich went into receivership, I believe, after Joe passed away and was then bought out by Bierrum & Partners who took over the Pendrich name and operations. Over the years Bierrum advanced and developed Pendrich's machine. The two 650ft (197m) chimneys at West Burton, Retford, Notts, were dismantled using a modified version along with a new rig.

This equipment is I believe now the property of Bierrum International Ltd, the latest version is assembled inside the chimney base and lifted to the top by strandjacks and then works from inside the chimney.

Before you go to press you might want to contact Gary Eastman at Bierrum who I am sure will confirm the above and fill in any blanks.

Regards,

I D. Avey, H&A Steeplejacks Ltd
Balderton, Newark, Notts

We did check with Mr Gary Eastman who turned out to be a veteran of the chimney industry. He told us that he too had seen the photos from the magazine and had cut them out and put them on the wall as a reminder of what some people will do.

He explained the system that his company uses, he confirmed the essence of Mr Avey's letter and explained that Bierrum had invested a great deal of engineering developing the Pendrich idea into the Bierrum Spider which uses an articulated loader crane type arm and hydraulic breaker to cut the chimney into panels that are then lifted to the ground. All debris falls inside the chimney and no manual handling is required.

Due to the interest in this subject we have included some details on the Bierrum device on our innovations page.

Dear Sir,

Why has it taken so long for vertikal.net to post picture galleries from Bauma? I was unable to attend for business reasons and was expecting a far quicker and more in depth coverage of the event...

I had planned to attend to view new developments in the telehandler industry...

Edward Barnes
Nash Plant
Australia

We replied to Mr Barnes explaining that with almost 1,500 photos and a heavy spring exhibition schedule we were working on it. The article, which features over 180 photos from Bauma was finally posted on May 16th and can be seen by going to: www.vertikal.net/en/stories.php?id=3998

Mr Barnes responded:

Leigh,

Thanks for your early reply I look forward to seeing the developments from Bauma, especially Merlo's new Roto concepts...

On a more positive note than my previous e-mail, I would like to congratulate you on your fantastic, informative website and also Cranes & Access. Too often on this side of the world we are kept in the dark about new ideas and products and often have to wait till they are released in Australia. I find vertikal.net and Cranes & Access very valuable in keeping me up to date, and often ahead of the Australian Dealers...!

Keep up the good work...

Ed Barnes

Dear Sir

Having just gone through the May issue I was shocked to see the photos on page 49.- the ones of the chimney demolition. I can only hope that the company in the photos have had charges brought against them. In this day and age of the HSE on the case of anyone that works at height, I am more than surprised that anyone would let this work start let alone get as far as the photos show. Where was their Method Statement and Risk Assessment.

M Meager

Mark Meager, Contracts Manager, R Bellamy Ltd
Steeplejacks and Lightning Protection
West Horndon, Essex

Dear Sir,

The photos and comments on page 49 of your May issue, concerning the demolition of a chimney were misleading in that they suggested that this was bad practice. In fact this has been a perfectly acceptable method of doing this work for over 30 years.

Received from a crane man, name withheld on request.

This was the only letter we received condoning the method: Ed

Dear Mark,

I was pleased to read in your May editor's column that you had passed on to your readers my all-too-practical suggestion that we should try to do more with refurbishing older equipment while we see what shakes out in terms of Hybrid technology.

At Terex, we will, of course, be responsive to what our customers want for engines. We also have the advantage of not being an engine manufacturer ourselves, in the sense that we will be able to work with our customers to select the best alternatives from what may be developed.

Best Regards,

Ron DeFeo, CEO, Terex

Letters to the editor

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

UNIC

CRANES EUROPE

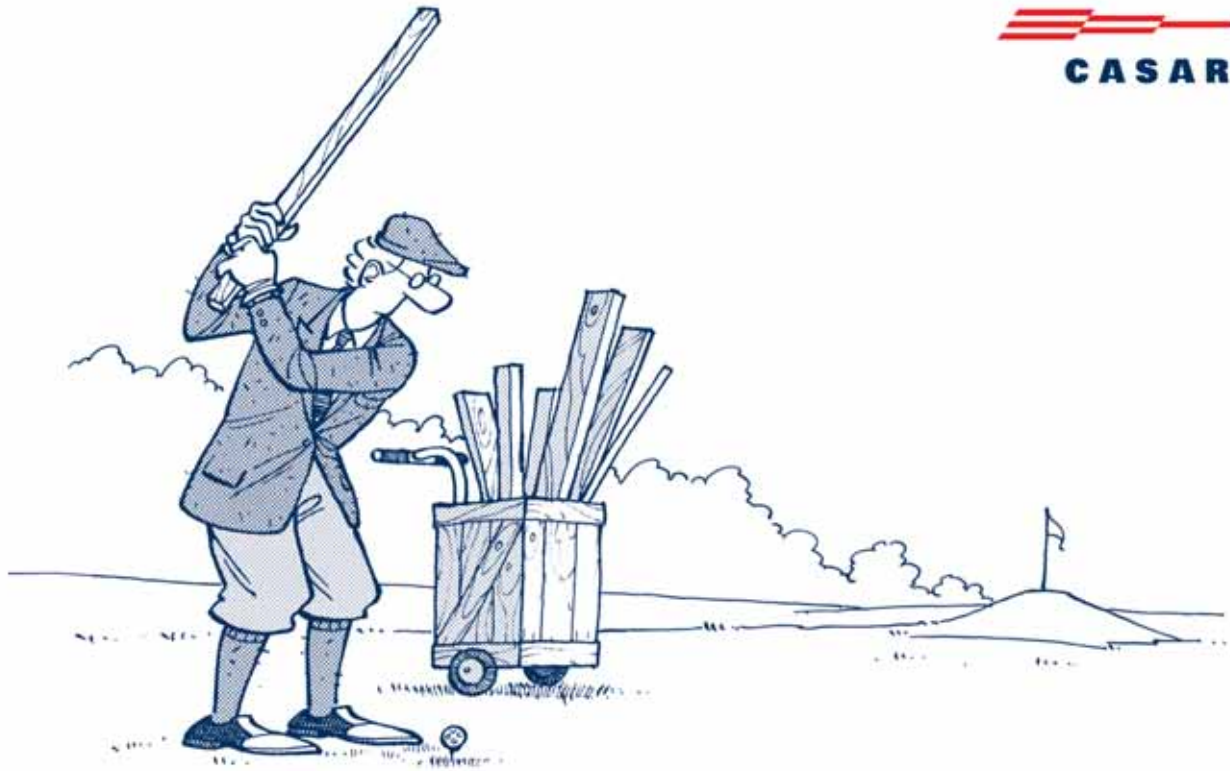


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Operators Forum at Vertikal Days

ALLMI will hold the 5th General Meeting of its Operators' Forum at Haydock Park Racecourse on 19th September in conjunction with the Vertikal Days event for lifting professionals.

The meeting will include a presentation from Sarah Hague of the HSE, who will be discussing its forthcoming Working at Height campaign, which starts in October. A second guest speaker is likely to be a representative of a supplier involved with the ALLMI buyers co-operative. ALLMI is in the process of surveying the Forum membership to establish the next step with its group buying programme. Forum chairman, Steve Frazer-Brown said: "We are trying to establish which products and services are most in demand by members and which areas they would like to see the co-operative move into." An insurance facility for members was launched this year and several Forum companies



have already benefited from substantial savings and enhanced cover. Bob Toon, managing director of the Gatwick Group, said: "We're extremely pleased with the service we've received from ALLMI's insurance provider, AIPS. They were very professional in reviewing our policies, providing an extremely personal and thorough approach, which led to us not only achieving a much better premium, but also an improved level of cover."



Balfour Beatty Utilities signs up to ALLMI Slinger / Signaller Training

Balfour Beatty Utilities, a provider of solutions for distribution asset management to the UK utilities sector, and a member of the ALLMI Operators' Forum, has started a training initiative that will see all of its drivers put through the ALLMI Slinger / Signaller training programme. Having already converted its drivers to ALLMI lorry loader training, Balfour Beatty sees the ALLMI Slinger / Signaller programme as a natural progression. Abigail Nockall, the company's project team leader for training, said: "Health, safety and training are always at the top of our agenda and so after seeing the quality of the ALLMI lorry loader course, we decided to move our Slinger / Signaller training over to the ALLMI scheme as well. The course content is extremely comprehensive and ensures that our operators have all the necessary skills to do their job safely and efficiently."



Annual Product Update for ALLMI Instructors

ALLMI will hold its first ever product update event for instructors on the 20th September at Haydock Park Racecourse, during the Vertikal Days event. ALLMI general manager, Tom Wakefield, says 'ALLMI Instructors already have direct access to the loader crane manufacturers via the ALLMI Instructor Information lines, and receive guidance via their annual audits, but with loader cranes becoming increasingly sophisticated, we feel it would be beneficial to go one step further and hold an annual event, which will allow instructors to keep abreast of the latest developments in loader crane technology.' Presentations will be delivered by manufacturers' representatives, and will cover a product overview, technical features and maintenance requirements. An outdoor practical element will include a demonstration of the latest crane systems to hit the market.



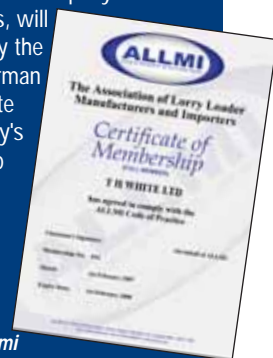
ALLMI will hold its first product update event at Vertikal Days

Appointment of a New ALLMI director

Following elections carried out in June, ALLMI has announced that Ben James, works manager of Bristol based Avon Crane and Commercial Repairs, will become ALLMI's sixth member of the Board of directors, replacing David Gardner, who retired from Hiab at the start of this year. James was previously part of the ALLMI Steering Group, a committee set up five years ago with the aim of transforming ALLMI into a more effective trade association. He said 'I've been heavily involved with ALLMI in the past via the Steering Group and the Executive Committee, and whilst Avon Crane has continued to support the association, it's good to be back in a more hands-on role, representing the members and driving the association forward.' ALLMI will hold its next Board meeting on 26th July, where Ben James will be formally appointed and the areas of responsibility of for all directors will be reviewed.

New ALLMI Membership Certificate

ALLMI has recently issued a new look membership certificate. The certificate, which will be issued to every member company on an annual basis, will be signed by the ALLMI chairman and will state the company's membership number.



The new Allmi membership certificate

New Risk Assessment Template for Forum Members

ALLMI has recently launched a new template risk assessment form for Operators' Forum members. Developed by the Forum Executive Committee, the template was made available to members in June and will soon be uploaded to the members' area of the ALLMI website, which is undergoing a number of significant developments to bring more benefits to members.

ALLMI Training Levels Soar

For the period February to May 2007, ALLMI trained 1,226 lorry loader operators; more than a 28 percent increase on the same period in 2006. "We're extremely pleased with the number of operators trained so far this year," said ALLMI

general manager Tom Wakefield. "We believe it reflects the quality of the training programme, which is the only one for lorry loaders to be commended by the HSE and to be developed and maintained by the loader crane

manufacturers. We're also experiencing a boom in the number of people wanting to achieve ALLMI instructor accreditation, with more than a 50 percent increase in the number of instructors trained from February to May compared to last year."

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"Not macho, just dumb"

c&a

IPAF focus

Operating a boom without a harness is not macho; it's just dumb, said IPAF managing director Tim Whiteman at the SED construction show in May.

Whiteman was speaking as IPAF and the CPA (Construction Plant-hire Association) stepped up the Clunk Click campaign calling for all users of boom type platforms to wear a full body harness with a short restraint

lanyard attached to a suitable anchor point. Approximately 15,000 Clunk Click sticker sets have been bought up since the campaign started, and with about 25,000 booms in the UK, Clunk Click is on the march. Information on how

companies and individuals can support the Clunk Click campaign is available at www.ipaf.org/clunkclick

The correct use of harnesses was the focus of the IPAF stand at SED.



Access industry called to vigilance

Bill Callaghan, chairman of the Health and Safety Commission, called on the access industry to "attack the complacency that leads to accidents". Callaghan made the keynote speech at the AIF Conference in May at the NEC Birmingham.

His words were echoed by Justine Lee, Health and Safety inspector, who stressed that planning is crucial to safe work. She congratulated IPAF, one of the organisers of the conference, on the work it has done to create the MEWPs for Managers course which stresses the need for sensible risk management.

Callaghan also stressed that migrant workers who may not understand English have an equal right to a safe working environment and identified information and training as key issues in ensuring that they work in a safe environment.

Other speakers included representatives from the NASC, PASMA, IRATA and the LA. Representing IPAF was international training manager Rupert Douglas-Jones, who used an actual job site to demonstrate and explain how risk assessments are prepared. About 150 people attended the conference which HSE Falls from Height boss Ian Greenwood declared a resounding success.



Bill Callaghan, Chair of the Health and Safety Commission, addressing the Access Industry Forum.

A plus for Hird

Rental company Peter Hird in Yorkshire has become the latest company to be awarded the IPAF Rental+ quality mark. There are about half a dozen companies that hold this prestigious award, which ensures that rental companies are independently audited and certified as meeting defined standards in customer

service, safety, staff training, contract terms and machine inspection. Owner Peter Hird said, "We are constantly striving to improve our all-round performance as we increase the size of our rental fleet and we felt that this would be an essential part of our operating infrastructure." Full list at www.ipaf.org

Access experts gather at Europlatform

Ten experts from different backgrounds in the European access industry have confirmed that they will speak at the Europlatform conference on 11th September 2007 in Basel, Switzerland. The one-day conference - co-organised by IPAF - is dedicated to access platform safety and rental management issues, with quality presentations aimed at executives, senior managers and owners of access rental companies across Europe.

Europlatform will see the international debut of the world's largest truck mount. Wumag's 103 metre ATA 1003 from Eisele will be on display next to the 105 metre conference hotel tower. Details and registration information are at www.europlatform.info. The IPAF Rental Forum, open to all IPAF rental members, will be held on the evening of 11th September. More details at www.ipaf.org/events

New staff

Two new members of staff have joined the IPAF head office in Milnthorpe. Barry Lewis focuses on accounts, while Christine Park assists with PAL Card applications. Welcome!

Billion dollar market

Europe's rental market is estimated at € 21.5 billion, said IPAF managing director Tim Whiteman at the ERA Convention held in early June. Whiteman was delivering the report of the ERA Statistics Committee which he chairs.

Machines fit to use

CAP Card



Machine examinations have become a hot topic in the light of recent construction industry accidents. Remember: Everyone involved, directly or indirectly, in using MEWPs or MCWPs, is responsible for ensuring that thorough examinations have been carried out. This includes the owner or supplier, the cross-hirer and the user (who may be a contractor, site owner, operator or controller). All platforms must carry proof of examination, which may be a sticker with a report reference or a copy of the inspection certificate. Machines must have been examined by a competent person.

How competent is 'competent'? Engineers who carry a CAP Card from IPAF are certified as competent persons to plan, manage or carry out examinations of platforms in the context of current legislation (including the Work at Height

Regulations, LOLER and PUWER). CAP stands for Competent Assessed Person and the card is issued following assessment by experienced engineers from IPAF-approved training centres.

More details at www.ipaf.org



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

See www.ipaf.org for full listing

AFI adds courses

AFI has received accreditation from the British Ladder Manufacturers' Association (BLMA), enabling the company to introduce a one-day user course on ladders and stepladders. It has also added two additional PASMA alloy tower courses - Low Level Access, covering access products with platform heights of up to 2.5 metres, such as podium steps, folding room scaffolds and wide area low level access towers; and the Supervisor's Access Tower Inspection course, helping delegates understand current safety legislation, inspect erected towers for faults, accurately check components against the manufacturer's instruction manual and be more aware of potential risks and hazards.

Demolition company fined twice in a week

Capitals Demolition (UK) Ltd of Woodham, Surrey pleaded guilty to two separate work at height offences in seven days. The prosecutions arose from site visits in May and June 2006 at Crampshaw Lane, Ashted and Gresham Road, Staines. At the first site the Inspector found that necessary precautions had not been taken to prevent falls through fragile asbestos cement sheets and the site had not been properly fenced to prevent risks to the public. The company was fined a total of £11,000 and HSE costs of £5,861 were awarded. In a second visit to a Capital Demolition site in Staines the HSE found employees working from an unsafe working platform and at a clear risk of falling from a height of around four metres. The company pleaded guilty to the offence and was fined £10,000 plus costs of £4,295.

Harness saves life

Roger Gunnoe, 35, an employee of Cheney Electric in Wichita Falls, Texas is alive today thanks to the fact that he put his harness on and connected it to the platform he was using before starting work. Gunnoe was using a truck mounted lift to change light bulbs at the Henderson district baseball ground. He was halfway between two electricity poles at a height of between seven and nine metres when he brushed against a 7,200 volt power line which threw him from the basket of the platform. The lanyard appears to have caught him and prevented him falling to the ground. He is set to make a full recovery.

C&a

training



Talk about a total lack of training... you will run out of fingers counting the misdemeanours here. From totally unacceptable access equipment to the inventive load slinging.

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What risk assessment?

In May, a loader crane dropped a portable police community centre in Hessle road, Hull after the lifting chains broke. Contractors were asked to pick up and relocate the container.

Unfortunately, because of overhead trees restricting headroom, the crane operator over shortened the chain legs, exceeding 45 degree angle, causing excessive lateral forces. Fortunately the only injury this time was to the operator's reputation and that of the crane owner, A. Rhodes of York a

respected loader crane operator which prides itself on its professional approach. Was the operator trained on proper slinging and rigging?



Knowledge of slinging might have avoided this accident.

Makeshift platform costs developer £20,000

Redwall Developments of Dinnington Business Centre, Sheffield was fined £20,000 plus costs of £686 after two joiners were found fitting windows from a pallet on the forks of a telehandler. The makeshift work platform was being used to reach the second floor of a building around eight metres high. A Prohibition Notice was served - the 11th notice served on Redwall Developments for breaches to health and safety rules.

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

See www.ipaf.org for full listing

Carbon fibre pendants

At this years Bauma exhibition Liebherr displayed the results of its work to develop carbon fibre pendant lines. The carbon fibre material has been developed by Carbo-Link a business spin off from the University of Zurich. The difference in weight between the carbon fibre and wire rope or steel bar pendants is dramatic, to the point that the carbon fibre pendants can be man handled by two men, eliminating the need for a support crane. So far the pendants are being fitted as standard on the HS 895HD duty cycle crawler crane and offered as an option on the LR1300 crawler. According to Liebherr, the weight saving allows

an extra six metres of boom to be self erected as well as providing improved lifting capacities in the stability part of the load chart.

The pendants incorporate a built-in helix that helps deflect side winds down the length of the pendant avoiding the fatigue problems associated with steel bar pendants



The carbon fibre pendant has a built in Helix to deflect wind.

where side winds can cause vibrations which lead to premature failure. Wire rope pendants have a natural



The three alternatives: A section of an HS895HD wire rope pendant, a steel bar pendant and the new 895 carbon fibre pendant.

built in helix design of course. The cost of this new carbon fibre technology is currently prohibitive for most large applications, with the material still being produced along laboratory lines. However

Liebherr expects the costs to fall as volume increases and it goes into industrial production. Eventually it is possible to imagine booms, jibs and other structures being made from this material.

A better way to demolish chimneys

In our last issue we carried a series of three photographs of an excavator suspended from a large mobile crane while it hacked away at a tall chimney. The photos elicited a large number of letters most of which condemned the method. (See letters page 54) One letter though included details of a 'state of the art' method, which given the interest expressed in our photographs, we are showing here.

The device is known as the Bierrum Spider, based on an original idea from the late Joe Pendrich, but developed extensively by Bierrum

International. The device is intended for chimneys in locations where the use of explosives would cause a problem.

The machine uses a modified loader crane arm equipped with a hydraulic breaker and power pack. The crane and breaker unit is mounted on a six telescopic legged cruciform structure. The device is usually assembled inside the base of the chimney and then winched to the top on its six legs which are suspended from the chimneys windshield. The legs are adjusted to follow the taper of the chimney.

A walkway is suspended on the outside of the chimney from the same anchor points as the inner cruciform and the circular parapet is sealed against the external surface of the chimney to prevent any material from falling outwards.

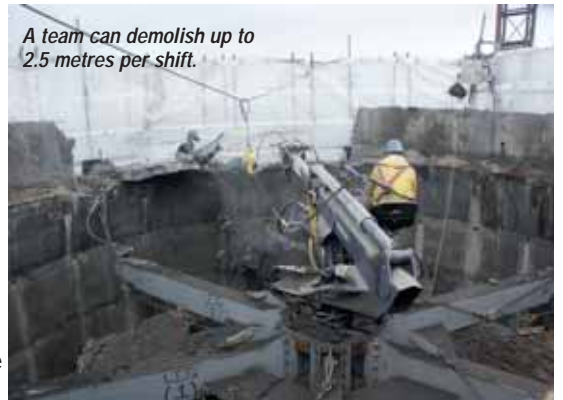
The machine cuts the chimney wall into manageable chunks which are then lifted down either inside or outside of the chimney. Most chimneys have a brick lining which Bierrum suggests is removed first with a suspended platform. This is because the bricks will often contain heavy metals and will need to be disposed of differently from the external concrete which can be recycled.

The device requires a team of about

six men: one operator, three outside to lower and clear material and two on the ground. Progress of 2.5 metres per shift can be achieved but the average is closer to 1.5 metres a day.



The Bierrum Spider fits inside the chimney



A team can demolish up to 2.5 metres per shift.



Detail of one of the spiders

enquiries →

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

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

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DERIVATIVES: non; not to be mistaken; one of a kind; the pinnacle.

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An event not an exhibition

As you may already be aware, this September sees a new event dedicated to lifting equipment and services - Vertikal Days. If you have any interest in access equipment, mobile, crawler, mini, loader or tower cranes, not to mention telescopic handlers, then reserve September 19th or 20th in your diary.

An event not an exhibition

This new event is not an exhibition, conference or a show. It is a combination of all of them, a relaxed industry get together at which rental companies, fleet owners and major users can meet with manufacturers and suppliers to look at the latest products and



simply have time to catch up and talk about next year's business plans. Vertikal Days is quite different from any other lifting event in the UK to date. Exhibitors are restricted to



suppliers of cranes, access equipment, telescopic handlers or associated equipment and services such as overload systems, ropes and lifting gear, insurance and software etc... If you are interesting in seeing excavators, loaders, dumpers or dozers forget it! This is not the event for you. Given its specific focus, around 50 to 60 exhibitors are expected this first year with around 1,000 or so visitors anticipated. So while you'll

not get the buzz from the mass of humanity you see at Bauma, you will have time to stop and talk and hopefully even chill out.

No fancy booths

Don't expect to see any fancy stands either. All stands are the same size, apart from a few super-sized lots to cope with longer cranes or truck mounted aerial lifts. Exhibitors are only pitching a small tent to cover any literature and to shelter in case of rain. Everything is also close at hand. The longest distance you can cover is the 300 metres from the bottom of the lower car park to the main hospitality building. If that is too much for you then stop off halfway at the marketplace marquee where free hospitality is also provided and where service and small equipment exhibitors are located.

So much for all the things that you will not see, on the plus side once you have your ticket you will not need to put your hand in your pocket at all, There is No charge for parking, No charge for coffee and tea, No charge for lunch, even the bar is open... within reason. In fact there is no charge for anything apart from any equipment you purchase. The entire aim of the event is to create a relaxed atmosphere where industry professionals can meet over a two day period.

Not in the middle of nowhere

Vertikal Days is being held at Haydock Park, site of a very popular equipment exhibition organised by the CMPE. The benefit is that not only is it central for the UK as a whole, but it is only half a mile off the M6 between Liverpool and Manchester. Manchester airport is 20 miles and 25 minutes away while Liverpool airport is 30 minutes and 20 miles away.

There are also plenty of hotels within a two to three miles radius, including



one hotel on site and two more within walking distance. If you prefer to stay in the city, Liverpool city centre is around 15 miles while Manchester city centre is around 20 miles.

Industry events

In addition we have a number of industry events happening during



Vertikal Days, including:

The annual IPAF Professional Development Seminar which will be held in the Horseshoe suite at the Haydock Park conference centre on September 19th.

The following day ALLMI will hold a general meeting of the ALLMI forum followed by its first annual product update meeting for ALLMI training centres and finally we are also hoping



that the CPA will host its annual mobile crane interests group meeting on site on the 20th. The decision on this will be taken by the CPA at the end of July, depending on the number of crane exhibitors and visitors expected at Vertikal Days.

How do you get an entry pass?

You have several ways of getting

hold of a ticket to Vertikal Days.

You can register on-line at www.vertikaldays.net and as a buyer of cranes access equipment or telehandlers we will arrange a complimentary ticket. We have a limited number of these free entry tickets which includes a free lunch and free parking so please register

early to be sure.

Alternatively most exhibitors will be inviting customers to the event. If you receive one of these numbered tickets, we would appreciate it if you would still register on line using the ticket number, this will not only speed up your entry on arrival, but will also help with the hospitality planning.

If you do not manage to obtain a complimentary ticket you can of course purchase one, the £15 ticket will include parking and all day hospitality not to mention giving you a warm fuzzy feeling that you are helping sponsor a new industry event. You can buy tickets at

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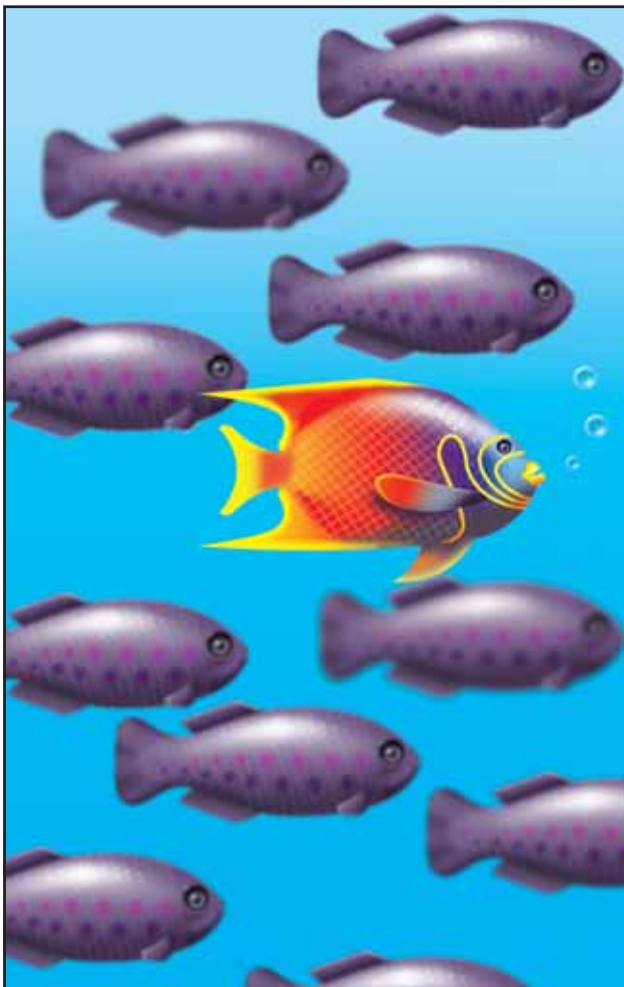
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Price: Sep 2003 - POA 2004 - POA 2005 - POA 2006 - POA

Spider FS420c



Specialised Hoist. Battery & diesel. 42m work height (138ft) Hyd. Outriggers. On tracks. Fully spec'd.

Price: 2005 - POA

Genie GS5390



4wd Kubota diesel scissors, 18 work height (59ft) Deck extensions, hyd. Outriggers, choice

Price: 2005 - POA 2006 - POA

new and used access machinery
All machines sold direct from our fleet
All machines sold serviced and certified
Door to door delivery

Genie Z30/20n RJ

Spec: - 2wd articulated boom. Battery powered. 11m work (36ft)
Price: 2005 - POA 2006 - POA

Genie Z34/22n

Spec: 2wd articulated boom. Battery powered.
12m work height (40ft)
Price: 2004 - POA 2005 - POA 2006 - POA

Genie Z45/25 BI

Spec: 2wd articulated boom. Battery and Kubota diesel.
15.5 work height (51ft). choice
Price: 2002 2003 2004 2005 2006

Genie S45

Spec: 4wd telescopic boom. Deutz diesel. 15m work height (51ft).
Foam filled tyres. 110v Generator. Choice
Price: 2004 - POA 2005 - POA 2006 - POA

Denka DL22

Spec: Narrow access hoist. 22m work height (72ft)
Hyd. Jacks. Choice
Price: 2001 - €41,750 (£ 28,950) 2002 - €48,500 (£ 33,500)

Spider FS290

Spec: Specialised Hoist. 29m work height (95ft) Battery & diesel.
Hyd. Outriggers. Fully spec'd.
Price: 2003 - POA

Spider FS370

Spec: Specialised Hoist. 37m work height (121ft) Battery & diesel.
Hyd. Outriggers. Fully spec'd.
Price: 2003 - POA

All machines sold direct from our fleet. Please visit our website for further details

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