

cranes & access

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December/January 2010 Vol. 11 issue 9

Crawler
cranes

Annual
Rental
rate guide

Truck
mounted
lifts

A look back
at 2009

..City crane from Spierings...Shaughnessy takes over at Skyjack...Terex quits mining..

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On the cover:

Two of the world's largest truck mounted platforms - the 103 metre Palfinger WT1000 - were used to inspect and repair HMS Victory, the flagship of the commander-in-chief Naval Home Command as well as a living museum to the Georgian navy, in Portsmouth's Historic Dockyards.



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With truck mounted platforms currently performing better than most other sectors, we highlight the essential questions you need to ask when buying a truck mounted platform. We also interview Mark Carrington, managing director of King Vehicle Engineering, distributor of Palfinger Wumag and GSR and travel to Italy to find out more about Europe's highest volume truck mounted manufacturer Multitel Pagliero.

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We take a brief look at the rise of the telescopic crawler crane; feature the first fully rigged pictures of Manitowoc's largest crawler crane, the Model 31000; talk to the owner of the first 70 tonne Zoomlion crawler crane in the UK and look at several interesting crawler crane applications.



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It's that time of year again to report on crane, access and telehandler rental rates in the UK and Ireland. The current economic situation is reflected in the general poor state of most rental rates. But is there light at the end of the tunnel this year? We reveal all in our eight page survey.

2009 Review 46

We take an extensive look at one of the most unforgettable years in living memory - the ups, the downs and the downright weird - mixed in with the varying fortunes of the crane, access and telehandler businesses.



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In the next C&A February 2010 issue we take a look at:

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c & a comment



Hang on in there!

Unusually for the Comment I have included a picture which helps illustrate two things - the fact that everything is not always as it appears and that simple actions can have dire consequences.

The wise-guy in the States who put up this 'Christmas Decoration' of a man supposedly hanging from the gutter because his ladder had fallen away while erecting Christmas lights, had to take it down after just two days because of the risk of causing car crashes in the street as drivers rubber-necked and of real accidents as 'rescuers' - some in their mid 70s - tried to right and climb the ladder to help the hanging 'man'.



I am sure that you will agree, this is a classic ruse and we are all smiling now. However, this simple, innocuous wheeze illustrates a far more serious issue - people jumping to the wrong conclusion and rushing into something without thinking it through.

A bit like the rental rates in the UK at the moment then.....

2010. A new year, a new decade - yet still the same madness. One of the hardest years for a long time, was made significantly worse by rental companies fighting each other to put equipment out way below sensible levels.

And it is not just the cowboys that are guilty - oh no. Many of the national hirers also appear to have lost sight of the financial basics that ensure the long-term future of a company - such as a company cross hiring a machine and putting it out for less than it is paying for the hire...

This issue of Cranes & Access features our annual rental rate survey which, as you might have guessed, does not make good reading. The comments received with the survey forms show an over-riding anger at the lack of strategy from many companies that ought to know better.

Perhaps the company in Scotland has got it right (see letter on page 38) offering a retail type price-match guarantee in an attempt to take rates out of the equation and force the competition to do something different.

The industry all too often follows like a flock of nervous sheep, down the easy path of price cutting, over reacting to anecdotal rate gossip and dismissing their ability to lead or stand apart. The problem is that this not only results in the heavily indebted and inefficient companies going to the wall, but also drags everyone else down as well, taking years to recover.

Like the dummy in the Christmas decoration, we all need to hang in there, but why not try to stop and think before following the jittery sheep down the path to destruction?

Happy New Year!

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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Steve Shaughnessy

Shaughnessy heads Skyjack

Steve Shaughnessy has been appointed president of Canadian aerial lift manufacturer Skyjack, following Ken McDougall's secondment to Linamar's Mexican power-train operations. Shaughnessy quit his role as managing director of Loxam UK in August. He moved from his home town of Boston, USA to the UK when he joined Ashtead in 2004. Prior to this he was chief executive of Shaughnessy Equipment and then chief operating officer of American NES Rentals.

Shaughnessy and his family will move to Canada by mid-March. As deputy president of the International Powered Access Federation (IPAF) he is also due to take over as president in March.

Jim Jarrell chief operating officer of Linamar - Skyjack's parent - said: "Steve has unparalleled experience of working in the aerial lift industry at a senior level in both North America and Europe. We believe that his appointment will offer significant benefits both to the organisation and to our customers who depend upon Skyjack as synonymous with quality and innovation in the aerial lift market."

Manitex acquires Load King

Manitex, the boom truck and RT forklift manufacturer, has acquired Load King Trailers from the Genie division of Terex. Terex had announced its withdrawal from the trailer market in December and had planned the permanent closure of Load King's plant in Elk Point, South Dakota. Manitex paid a total of \$3.1 million, consisting of a promissory note of \$2.75 million, Manitex shares valued at \$250,000 and cash of \$100,000. Load King's average annual revenues over the past five years were around \$23 million.



Management changes at Hewden

Hewden, one of the UK's largest rental companies, has restructured its senior management team. Since last year the company has been organised around three regions and three regional general managers. Now the business is structured around two of those managers, Andrew Swallow previously Scotland and the North and Mark Hogg of the central region. The third manager Simon Clothier is leaving the company.

The role of regional operations manager, previously responsible for the day to day management of each region, has gone in order to create a flatter, more responsive organisation. Mark Hierons moves to the Industrial Services division and Nathan White moves to operations manager South East.

In Scotland Charlie Seivwright moves into a sales and operations role in the north of the country reporting to Swallow. Linda Jones will head up the company's Hire Direct operation in addition to being responsible for credit control. As a result of the changes Chris Johnson and Nick Childs (at one time head of Access) are leaving the business.

SED cancels show

UK construction equipment exhibition SED has cancelled its 2010 event scheduled for May. The company said that the number of registrations did not justify holding the show this year and that by pulling out it would ease pressure on manufacturers' budgets in what is a Bauma and Hillhead year. It now plans to focus on the show next year which has been scheduled for May 17, 18 and 19th, 2011.



Terex quits mining

Terex surprised everyone in December with the announcement that it has sold its mining business to Bucyrus International for \$1.3 billion in cash. The products included in the transaction include hydraulic mining excavators, electric drive mining trucks, track and rotary blast hole drills, and the highwall miner, as well as the related parts and aftermarket service businesses, including the company-owned distribution locations. The transaction, which is subject to regulatory approvals, is expected to complete during the first quarter of 2010. Chief executive Ron DeFeo said: "The \$1 billion of after-tax proceeds will allow Terex to invest in its current, high return-on-capital businesses, or to look to add new, well positioned niche manufacturers with strong market presence to the Company's portfolio."

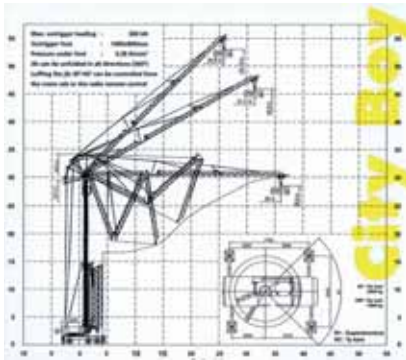


This City Boy is no 'wide boy'

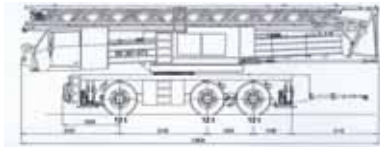
Speerings is planning to introduce a new three axle, single cab mobile self erecting tower crane the SK387-AT3 City Boy. The new model is lighter and more compact than any previous mobile self erector with a chassis length of 9.7 metres and an overall width of 2.5 metres.

In spite of its diminutive dimensions it can lift 2,000kg to 36 metres radius at 30 metres of height. Alternatively it can lift the same load to a height of 53 metres at a radius of almost 26 metres. Maximum capacity is 7,000 kg at up to 9.5 metres.

The new crane is not only revolutionary in its basic design, but also features Eco Drive, a built-in battery pack allowing it to both drive and operate with zero emissions, ideal in areas where noise or emissions are an issue. The new model will be unveiled at Bauma in April.



The new crane covers up to 53 metres high and 36 metres radius.



The new Speerings City Boy SK387-AT3

Cypriot takes Ukrainian crane company

Cyprus-based Halfona Investments has clearance to buy a majority stake in the Drohobych Truck Crane Plant in Ukraine which builds Dzak/DAK cranes. The deal will give the buyer more than 50 percent of the voting shares in the business. At the end of 2007 the plant's four largest shareholders were registered at the same address in Dnipropetrovsk and included Ukragromash (25%), Unikum (31.68%), Anklav (19.13%) and Starcom (20.76%).

The company, founded in 1959, operates from a 32 hectare site, with around 54,000 square metres of covered production space spread over 11 buildings. It has also established an assembly operation in the Indian city of Nashik - DAK Crane India. The first unit a KTA-25 truck crane to be built there has already been completed.



Maeda arrives in Azerbaijan

Kranlyft has shipped the first Maeda mini crane into Azerbaijan, the first Maeda in the Caspian region. The unit, a MC405CRM-E spider crane, has been sold to Baku-based JSC "Metal Qaynaq Sinaq" (MQS). The company, which provides a range of services for oil and gas projects in the region, was founded in 1998 and is 100 percent locally owned with 220 employees.

The Maeda 405's first job involves landscaping work on a construction site on the outskirts of Baku. A Kranlyft technical specialist accompanied the crane to conduct



MQS has purchased the first Maeda in Azerbaijan, an MC405 spider crane.

training for MQS's crane operators and mechanics.

Italy delays EN12999-2009

UNI, the Italian organisation for standardisation, has lodged an appeal with CEN/CENELEC against the ratification of the latest revision of the EN12999-2009 standard for loader cranes which was due to be published at the end of December.



A meeting of the CEN working group will be held in Germany on February 11th to discuss the details of the appeal which cites four key objections.

The objections will either be rejected or the standard changed accordingly. Regardless of the decision, the introduction/harmonisation of the latest revision of EN12999 faces further delays as a result.

The current A2 version of the EN12999 standard does not meet the Essential Health & Safety Requirements (EHSR's) of the new Machinery Directive that came into force at the end of December. Until the new revised standard is available manufacturers/importers will have to declare conformity directly with the EHSRs of the Machinery Directive.

One area of concern is the rated load indication and stabiliser position monitoring and interlocks. Any company putting a 2010 built crane into service needs to ensure that it meets the new directive in spite of the fact that the standard has yet to be harmonised.

Haulotte pulls out of Bauma

Aerial lift/telehandler manufacturer Haulotte has announced that it will not exhibit at Bauma 2010. Haulotte president Alexandre Saubot told Cranes & Access that the decision had been a very difficult one, but that the management team had weighed up the costs, which were in the region of €500,000 plus personnel, travel and lodging costs, with the alternative uses it could put the funds to. "While all of the customers we spoke to would like us to be there, when given the option of spending more on customer support, local marketing and extra product development there was no question which was the better investment," said Saubot.



Fagioli shows off its new 1,350 tonne LR 11350 to a group of international customers.

Fagioli introduces 1,350 tonner

Italian heavy transport and lifting group Fagioli has shown its new 1,350 tonne Liebherr LR 11350 crawler crane to a group of international customers at the manufacturer's facility at Echingen.

The crane - which will be delivered shortly - was put through its paces in a demonstration that included showing off its precision lifting capability by pressing a cork into the neck of a champagne bottle. Fagioli ordered two Liebherr crawlers - a 750 tonne LR 1750 and the LR 11350 - just over a year ago in order to extend its 'full service' capability starting from feasibility and engineering, right across the entire range of moving and lifting heavy loads.

New improved Panda crane

Australian Crane and Machinery (ACM) has launched a new 20 tonne articulated mobile All-Terrain crane - the latest product of a joint venture with one of China's largest equipment manufacturers, XCMG.

The Panda ARC-20 has a travel speed of 80 km per hour and includes components from major manufacturers such as Cummins engines, Allison transmissions, Meritor axles, ZF sub-transmissions and Vickers hydraulics.

ACM general manager, Phil Chadwick said: "This is an updated and improved version of a popular pick and carry crane. Its lack of competition means that we are confident that it will attract a great deal of interest."



The 20 tonne pick & carry crane has a road speed of 80 kph

HGV exemptions to go

The current exemption from annual Heavy Goods Vehicle road worthiness tests for mobile cranes and large truck mounted aerial lifts in the UK looks set to end. A government consultation document is currently being distributed that seeks comment from interested parties over the next three months.

The document proposes to withdraw the exemption from nearly 5,000 road going cranes and more than 3,000 truck mounted lifts currently registered in the UK. Once the consultation process is closed on March 19th there will be a delay of a further three months or so before the findings are published, with any changes likely to come into force in 2011.

Copies of the consultation document can be found at www.dft.gov.uk and responses should be sent to Joanne Wake, e-mail: vehicleroadworthiness@dft.gsi.gov.uk

HSS adds Liftpod

UK-based rental company HSS has become one of the first rental companies in Europe to add JLG's Liftpod to its fleet.

The Liftpod was developed by JLG in Australia and launched internationally at Conexpo almost two years ago. However the European CE approval has taken much longer than expected and was only recently completed.

The Liftpod will be HSS' smallest, most portable non propelled vertical lift with a working height of up to 4.3 metres and 70kg weight.



HSS is the first European company to add the Liftpod to its fleet

4th generation lifts

German-based truck mounted aerial lift manufacturer Ruthmann is to launch four new 4th generation Steiger TB machines at Bauma, including a 27 metre unit on a 3,500kg chassis.

The Steiger TB270 concept machine was shown at Platformers Days last year and features a 27 metre working height and will be available on a variety of 3.5 tonne trucks. Ruthmann says that as with the current generation TB series (which will remain in production) more emphasis will be put on off-road capability and load capacity.

There will be three other models in the new line up. The features of the TB 270 will be integrated into two of these - the 23 metre TB 230 and the 19 metre TB 190. The company is also launching a completely new boom system and will be seen on the Steiger TBR 200, a 20.5 metre telescoping boom platform with 110 degree rotating jib.

GTK1100 arrives in China

The first Grove GTK 1100 telescopic tower crane in Asia, owned by China Power Equipment Installation Engineering Co (CPIE) has completed its first contract helping to build a major wind farm installation in Inner Mongolia, China. The unique crane installed 92 wind turbines with tower heights of more than 70 metres and turbine sections up to 75 tonnes in desert conditions.

Zhu Jingcheng, chairman of CPIE said: "There was no other mobile crane in the world that could handle this job, given the height and working radius required. The GTK combines a perfect blend of short working radius, tall height and strong capacity that is needed for this type of work."

The crane installed two 1.5MW windmills in Ganqika, Inner Mongolia shortly after being delivered at the end of June 2009. However the main contract was the installation of 90 wind turbines at the Zhurihe Wind Farm at the end of last year.

"The whole area is turning into a desert because of drought, soil erosion and water loss," said Zhu Jingcheng. "The main roads are flat, straight and well-prepared, but around the windmills' foundations was loose soil, which meant heavier cranes couldn't setup nearby. Because the GTK1100 is relatively lightweight, we didn't have any difficulties with setup. We were also able to drive the GTK1100 with the superstructure attached, reducing our transport convoy, which made things cheaper and faster. Travelling in this configuration also means a smaller assist crane."



This was the first job in which the GTK was moved with superstructure in place



The Grove GTK1100 at work in outer Mongolia

New electric lifts in Copenhagen

Versalift and the Smith Electric Vehicle division of Tanfield both launched all electric vehicle mounted lifts at December's Climate Conference in Copenhagen. The 13 metre Versalift ET36LF mounted on a Smiths Transit-based Edison chassis, has been developed in partnership with Scottish and Southern Energy and has a 160km range from its lithium ion batteries. (see more details on page 23)



The Versalift ET36LF on display in Copenhagen.

IPAF adds fire fighting course

IPAF has launched a special course for aerial lifts for fighting fires. The new category will be piloted in the Netherlands with an international roll-out at a later date. The course is aimed at all fire fighters who operate rescue vehicles including aerial work platforms and ladder trucks and was requested by several fire brigades asking for a standard fire fighting course tailored to their specific needs.

12 month review

The UK Health and Safety Executive will review the new tower crane register after just 12 months giving an early opportunity to extend or scrap the system. Traditionally there is a delay of between three and five years before a performance review of new regulations.

The register has been criticised as 'pointless' by many trade bodies saying that it is predominantly aimed at public reassurance rather than improving safety standards. The HSE has not yet decided how it will measure its success, but said that key factors could include numbers of registrations, hits on the website and public inquiries.



The HSE will review new tower crane rules after just 12 months

XCMG raise funds

Chinese crane and construction equipment manufacturer XCMG, is planning to raise 5 billion Yuan (\$733 million) through the sale of new shares. The company says funds will be used to 'finance new nine new projects and obtain advanced technology through additional research and development'.

The new shares will be issued in a private placement to 10 unnamed investors. The shares were trading at 33.65 Yuan (about \$5) almost twice what they were a year ago. The Shenzhen listed company claims that the nine projects will add annual profits of nearly 2.3 billion Yuan (\$337 million) once complete. First quarter revenues were 14.2 billion Yuan (\$2 billion) with profits of 1.3 billion Yuan (\$190 million).



An XCMG truck crane at Intermat 2009.

The Rowes at it again

Creditors trying to obtain payment from UK lifting company PSS claim to have been warned that the company may be liquidated. The current PSS company PSS (LT) was registered on the same day in 2006 as PSS (Lifting) which traded under the same name - PSS Group - until it was placed into liquidation a year ago. The owners Lee and Kenneth Rowe have a history of setting up multiple companies with the PSS initials and then shifting business from the trading company to the dormant company before liquidating the former.

In spite of the 'unfortunate' business history of the Rowes, they appear to have run up considerable debts with a number of crane hire companies. PSS was appointed as a CPCS testing centre last July. We understand that the Rowes set up a new PSS company called Professional Specialist Services Ltd. in 2007.

New crawler crane

US-based aerial lift and boom truck manufacturer Altec Industries has launched a special track mounted crane and aerial work platform mounted on a Prinoth Go-Tract tracked chassis. The first unit mates a 38 tonne Altec AC38-127S crane to the largest tracked chassis in the Go-Tract range, the new GT4500. The unit has a maximum tip height of 58 metres and includes an optional, fully integrated, two-man work platform and fully insulated jibs or platform attachments.

The crane is designed for transmission line construction and maintenance work over ground inaccessible to regular vehicles. The new machine also boasts a payload of up to 20 tonnes on its cargo deck. Beam and jack outriggers not only provide stability but also assist in levelling the machine on uneven ground.



The Altec AC38-127S crane on the new Go-Tract GT4500 chassis

Geda pulls out of Sweden

German-based hoist, mast climber and suspended access Specialist Geda, has closed its Swedish plant with the loss of 30 jobs.

The company opened the facility in Skellefteå in 2007 to build and develop a larger range of rack and pinion hoists and material lifts with capacities from two to 3.5 tonnes and heights of up to 400 metres. The facility was also the base for the group's Scandinavian operations. Production will wind down in January and February as it is transferred to the company's German facilities.

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Geoff Gibson, Director - AFI-Uplift

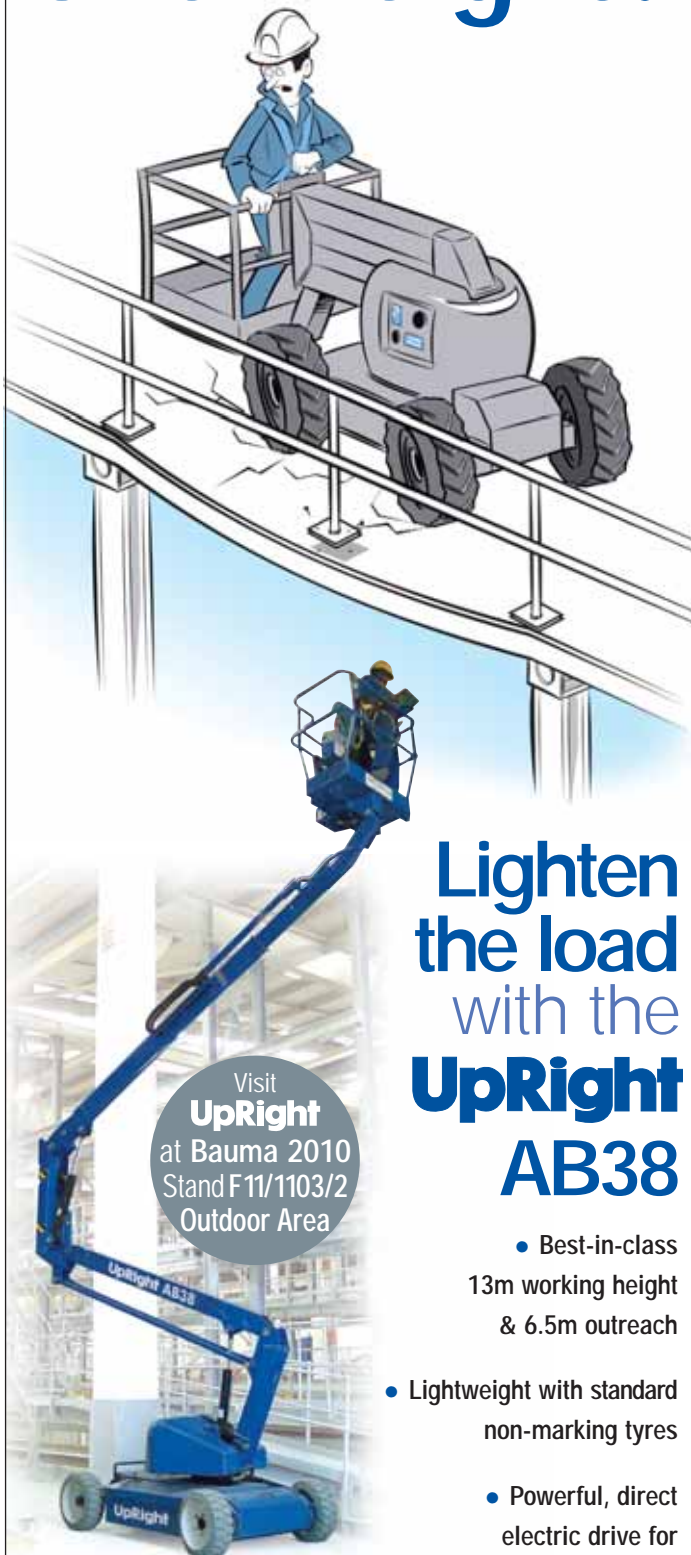
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In the City

Grove has delivered one of its new 45 tonne, GCK3045 City type All Terrain cranes to Hamburg-based crane rental company KSG Kranservice.



Operator Lutz Seidler takes delivery of the new GCK3045

Sumitomo Corp buys into Sunstate

Sumitomo Corp has purchased a \$50 million, minority stake in Phoenix, Arizona-based rental company Sunstate. Majority Sunstate shareholder Michael Watts will continue to head the company with the current management team. Sumitomo already owns SMS Rents - a 15 location rental company in Canada - and says it plans to become a leading company in the North American equipment rental market

RB cranes relocated

UK-based RB cranes and Priestman Grabs - acquired by Delden CSE from Langley holdings in October - are now trading as a division of Delden-CSE, from its depot at Selston, Nottinghamshire. David Warwick remains as sales manager. Delden manufactures genuine spare parts for the entire range of RB/Ruston Bucyrus crawler cranes and a full range of new Priestman Grabs. The company also operates a crawler crane rental business and used crane sales operation from the same premises.

New UK Access Alliance

A new UK grouping of independent access rental companies - The Access Alliance - has held its first meeting. The new organisation is following the formula of the Access Link in which a number of regional companies with common aims and quality standards agree to work together to provide their customers with a national coverage.

Ben Hirst of founder member Horizon Platforms said: "The support and enthusiasm that we have is incredible. Each member offers a professional customer-focussed service in its own region. We are pleased to welcome other companies on board, but we are not prepared to dilute the quality of service. As a result, certain standards of equipment are required along with a passion for customer service and attention to detail."

The Initial membership comprises the following companies:

- Access Plus Scotland • Horizon Platforms Northern England
- G T Access Midlands/ South West
- London Tower Services London/South East
- Mr Plant London/ South East • ES Access North East
- G B Access Northamptonshire • Sky High Access East Anglia
- Tracked Access London/South East



(L-R) Graham Brooks, GB Access; Steve Urzagallo, LTS; Ben Hirst, Horizon; Paul Fairhall, LTS; Tom Long, GTA; David Hall, Access Plus; Jonathan Till, GT Access; Rory Duggan, Horizon; Ray Tye, ES Access; Gary Rose, Access Plus; Tony Crawford, Mr Plant and Chris Wrigley, Sky High.

Giraf at work

The first Giraf Track crawler mounted boom lift is now working in the UK. However, unlike the standard model displayed at Apex in 2008 and Vertikal Days last year, the unit sold to Devon-based telehandler rental company and specialist contractor Cropmech, is fitted with a superstructure mounted operators cab.

The machine also includes a number of attachments including a 400kg capacity work platform with 20 metre working height and a chassis mount dozer blade that can level the unit up on sloping ground, while acting as an anchor on steeper slopes.

The unit can also be fitted with forks, making this a 360 degree crawler mounted telehandler, or equipped with a winch and boom nose, turning it in to a small crane. The Giraf is based on a Merlo telehandler superstructure and a heavy duty Caterpillar excavator chassis.

Cropmech has purchased the unit with the utility market in mind where rough terrain capability and a decent lift capacity are appreciated, as is the versatility of being able to switch between aerial lift, telehandler and crane.



The Giraf Track with cab at work on overhead power lines

Law firm files suit against Terex

Law firm Iazard Nobel has filed a lawsuit against Terex, seeking class action status on behalf of all those who purchased Terex shares between February 20th, 2008 and September 4th, 2008.

The Complaint charges Terex and certain executives and officers with violating federal securities laws by failing to disclose material adverse facts about the company's true financial condition, business and prospects.

On September 4th, 2008, Terex announced that it was updating its '2008 full year guidance and providing quarterly guidance due to changing market conditions'. The effect of the statements was a 20 percent fall in the price of Terex stock to close at \$38.02 per share.

New access products

Following its acquisition by the Altrad Group in September 2008, Derbyshire-based construction equipment producer the Belle Group, will unveil a number of new access products next month. Including a new Façade and Plettac multi-directional scaffold systems.



Belle Group UK managing director Ray Neilson (L) with Mohed Altrad.

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Snorkel's premises
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What a star

Glasgow-based Active Rentals has taken delivery of two, 10 metre working height Haulotte Star 10 mast booms - the first Haulotte products in the company's rental fleet.

"We highlighted areas that we wished to strengthen and are currently altering the fleet mix to satisfy demand," said Active's general manager Ronny Traynor. "The Haulotte Star 10's have already proven a popular addition".



Andrew McCusker (L) MD of Active Rentals and Dave Roddy of Haulotte.

Streamlined three row reachstacker

Kalmar has introduced the DRF420-450L, a new 'streamlined' three row reachstacker. The unit can lift containers five high, while containers can be picked or dropped-off with the machine approaching from any angle up to 90 degrees. Maximum lifting capacity is 45 tonnes in first row, 30 tonnes in the second and 15 tonnes in the third row of containers.

Kalmar says that the DRF420-450L provides increased customer value, with performance and functions that are suitable for terminals with medium capacity and average operational requirements.



The Kalmar DRF420-450L reachstacker

A red herring

A UK telehandler operator Nigel Herring, 35, has been jailed for 21 months after being found guilty of manslaughter resulting from gross negligence, following a fatal accident at a site in Cattedown, Plymouth on September 14th 2007. A 280kg skip he was lifting fell onto bricklayer, Reece French, 20, who was working below. Herring, who worked for contractor Kier Western, was found guilty of not following safety procedures and being grossly negligent.

High Court judge Tomlinson said: "Testing the machine while lifting the load above the heads of two fellow-workers was the height of folly and grossly negligent. It falls so far below what one can expect of a careful and competent telescopic handler driver as to amount to a criminal act."

IPS-Snorkel JV in Oz

UK-based Independent Parts and Service has agreed a joint venture with Snorkel Australia to create IPS (Aust) Pty Ltd - IPSA - to provide a full aftermarket support and service to the local aerial lift market.

The new venture will take over the management of the Snorkel workshops in Sydney, Brisbane, Melbourne and Perth, using them as a base to provide a full product support service for all brands of aerial lift.

Rick Mustillo of IPS, and managing director of the new venture said: "The new company will support the Snorkel sales organisation with pre-delivery inspections and warranty support, while offering servicing for all brands of elevating work platforms, including 10 year inspections, workshop-based repairs, rebuilds, breakdown services and preventative maintenance contracts. We will also offer sales and sourcing of multi-brand spare parts."

Higher profits on reduced revenues

The UK's largest crane rental company Ainscough Crane Hire, has posted 2008/9 profits up five percent to £30 million while revenues for the 12 months to the end of May are down just over three percent to £128.6 million. The figures include £7.3 million from crane sales, compared to £1.6 million in 2008 and include a full year's contribution from James Jack Lifting, acquired in April 2008.

Neil Partridge, managing director said: "During the period we responded quickly to changing market conditions, reducing our lower tonnage crane fleet and streamlining operating costs. We also completed the integration of James Jack which has delivered an excellent contribution to the overall business and extended our reach in Scotland.

We have invested a further £30 million, primarily in a new heavy lifting crane fleet suited to major infrastructure projects."



One of Ainscough's new Terex Demag CC2500-1 crawler cranes

A spider first

Manchester-based Higher Access is the first specialist spider lift rental company to be awarded IPAF Rental+ accreditation "Achieving this accreditation is testament to the work that our team have put in to ensure our customers receive the best service possible," said director Lucy Ashburner. "We are committed to driving the company forward in terms of investment in management systems, people and plant and are delighted to be the first spider lift specialist to gain this certification."



Giles Councill from IPAF presents the award to Lucy Ashburner, a director of Higher Access.

Access Link chair re-elected

Malcolm Bowers has been re-elected as chairman of the Access Link - the UK association of independently owned regional rental companies.

"The Link will continue to work at 'quality over quantity' and the basic membership requirement of IPAF Rental+ plays an important part in ensuring that we give our customers the quality assurance that they need at a time when so many competitors are cutting costs," said Bowers.

Oxford-based 2 Cousins Access is the latest member to win IPAF Rental+ accreditation, leaving only a couple of members who are awaiting their final audits.

In the Grove

The first Grove GSK55 trailer crane has started work with lead customer Sönke Jordt in Germany. Its first job was the installation of structural components at a EUROline Logistik factory extension in Gross Parin north of Lubeck.

The crane was on site for two days placing a variety of frame, wall and roof units weighing up to three tonnes to a radius of 20 to 22 metres. The GSK55 combines the Grove GMK3055 All-Terrain crane superstructure, with a specially-designed chassis that acts as an articulated trailer. The crane is totally self contained and can be married to any tractor unit - which suits companies like Sönke Jordt, which operates a fleet of trucks.

Gross vehicle weight is 41.8 tonnes, with two axles on the tractor and three on the trailer, the crane does not exceed nine tonne axle weights. Operator, Hartmut Lehn, said: "The crane is manoeuvrable, very quiet and you're not seated as high up as in an All-Terrain crane so it's easier to communicate with signalmen."

An' I would drive 10,000 miles.....

Two brothers from Blairgowrie and Meigle in Scotland have entered the 10,000 mile Mongol Rally as the 'Bald Avengers' in a van mounted aerial lift to raise money for a number of charities, including the Christina Noble Children's Foundation, Cash4Kids and Tayside Mountain Rescue. Ben Robertson, 52 and younger brother Trevor, 44, will set out with 300 other vehicles from Goodwood, Sussex in July. The rally will take six weeks to cover the 10,000 miles to the Mongolian capital Ulan Bator and the brothers plan to leave the lift behind for locals to

use. Trevor Robertson said: "The organisers had a list of vehicles they would like entrants to use and we thought we'd choose the most unusual. We liked the idea of a rally to Mongolia in a vehicle which is totally unsuitable for the trip. It also allows us to carry more things. We're hoping that we can fill up the van with medical supplies and other goods".



Ben & Trevor Robertson with their well worn van mount.



The Grove GSK55 at work

Go west my son

UK-based rental company Kimberly Access is opening a second London location this month in Iver, Buckinghamshire to the West of London.

Kimberly chairman Ray Ledger said: "Having successfully established the East London depot in early 2009 it now makes sense to open in West London as part of our stated strategy to achieve nationwide coverage both organically and by acquisition."

Kimberly Access is also looking to expand through regional acquisitions which will operate under their own brand names via its new Alliance Access Group Holding venture.

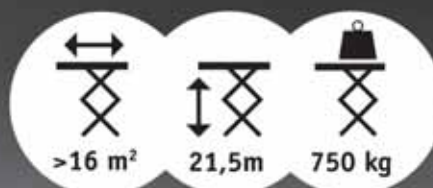


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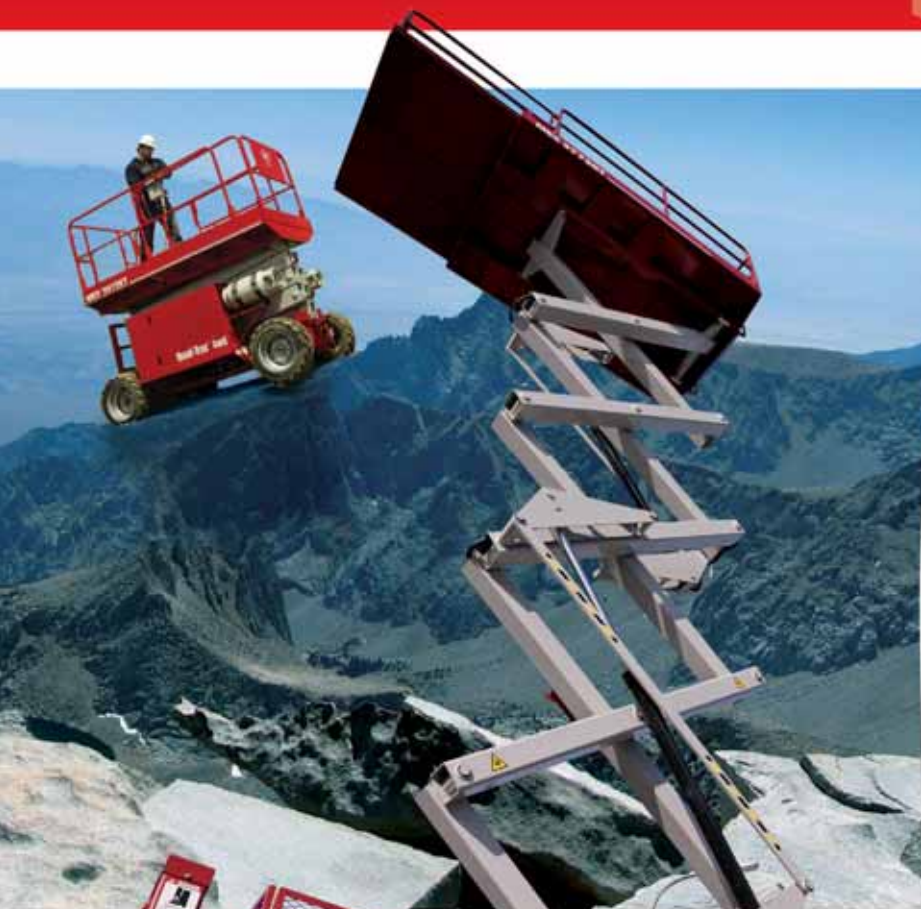
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- **Link Belt** has appointed **Bruce Kabalen** as manager, marketing communications.



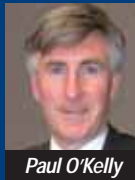
Bruce Kabalen

- **Skyjack** has appointed **Strongco Equipment** as a VR telehandler distributor in Ontario.

- **Cargotec** has sold its US-based hydraulic cylinder manufacturing business, **Waltco Hydraulics** to Ligon Industries.

- **Aichi** will launch a new 10m/32ft platform height compact electric slab scissor lift at Bauma.

- **JLG** parent, **Oshkosh**, has won a new \$290 million contract from the US Army.



Paul O'Kelly

- **Harsco** has appointed **Paul O'Kelly** to head up its European Infrastructure (scaffold) operations.

- **Wim Le Roy** of Belgian rental company **Heli**, and partner **Sofie** are celebrating the arrival of a baby daughter **Zoë**.

- **NES** has opened its first **IPAF** approved operator training centre in Des Plaines, Illinois.

- **Speedy Hire**, the UK's largest equipment rental company, has extended its Middle East agreement with **AI Futtaim Carillion**.

- UK-based **Aerial Platforms** has been appointed as an IPAF training centre.

- **OSHA**, has revealed its Top 10 list of safety violations in USA during 2009.

- **Washington State's** construction crane certification deadline expired on January 1, the majority remain unregistered.

- The first **Mercedes Zetros** for civilian use has started work for a utility company equipped with Hiab crane and platform.



Mercedes Zetros

- UK-based aerial lift rental company, **Hi-Reach Access** has achieved Safe Contractor accreditation.

- Finnish-based international rental company **Cramo**, is taking a €22 million asset write down.

- Finnish contractor **Oka Oy** has signed a five-year rental agreement with **Ramirent Finland**.

- **Tanfield** has appointed **Jon Peter Pither**, 75, as its new chairman replacing **Roy Stanley** who has stepped down.

- **American Crane and Tractor** has appointed **Lowell Snow** as director of strategic accounts.

- **Riwal** has integrated **Instant Holland's** aerial lift business into its own operations, following the completion of its acquisition on January 1.

- The first West African **Cat Rental Store** has opened in Ouagadougou, Burkina Faso.

- **Manitou** told its EGM that its Gehl subsidiary was in technical default with its bankers.

- German spider and truck mounted lift manufacturer **Teupen**, has appointed **Scott Reynolds** as president of Teupen USA.



Scott Reynolds

- **Three men** were arrested as part of a fraud investigation into the supply of aerial lifts to Darlington Borough Council, in the UK.

- **Harsco** owner of **SGB** and **Hünnebeck** has secured a three year, \$570 million back-up credit facility.

- **Genie** has launched a new battery charger for its compact slab scissor models.

- Italian truck mounted lift manufacturer **Multitel Pagliero** is planning to launch a new 75 metre model at Bauma.

- **Mace Construction** has signed an agreement with **Speedy Hire** for an on-site facility at the Shard development in London.

- **Terex** is restoring its senior executive's 10% pay cut and compensating for loss of perks.

- **Patrick Biasin** general manager of **ATN**, the French-based manufacturer of boom lifts, has left the company.

- **Daylesford Organics**, a business run by **Sir Anthony Bamford** and his wife was fined £90,000 following a fatal accident with a telehandler.

- **Harsco**, owner of **SGB**, **Hünnebeck** and **Patent Scaffold** has acquired **Bell Scaffolding Group** in Australia.

- **Dave Birkhauser** of **Manitowoc** has retired after a life spent in the crane industry.



David Birkhauser

- **Poclain Hydraulics** has taken a majority stake in the fluid power division of **Comer Industries**.

- **Safeworks**, the suspended platform manufacturer and rental company has lost its legal battle against **Spyderlift**, the **Unic** crane distributor in the USA.

- UK-based mini crane group **GGR** has opened a **CPCS** accredited testing centre for category A66 cranes in Oldham.

- We have received more reports of counterfeit **Tadano** cranes being offered by China based dealers.

- **Iteco**, now part of **Imer Group**, has appointed new distributors **Kemp Hoogwerkers** in Holland, **Hamme** in Belgium and **Sklad** in Russia.

- Arizona-based **Sunstate Equipment** has opened new locations in Texas and Oklahoma.

- UK-based access specialist, **Rapid Platforms** has won a 5 year contract as supplier of choice to **Marshall Aerospace**.

- The **Lifting Equipment Engineers Association** has elected **Chris Towne** as its new chairman.



Chris Towne

- Australian access veteran **Phil Zeitsch** of **Ace Scaffolding Services** passed away in December.

- **Cargotec** has acquired the port equipment division of **Maghrepic S.A.** in Casablanca, Morocco.

- Spanish rental group **GAM**, has reported improved revenues and profitability for its third quarter.

- **Mastclimbers** of Atlanta claims to have cuts its insurance premiums by 40% after implementing **AWPT** training.

- **Valerio Rampini**, previously with **Socage**, has joined **Oil & Steel** as an export area manager.



Valerio Rampini

- The US Department of Labor & Industries and **Lewis Equipment** have settled an appeal over safety citations.

- **Trojan Battery** has appointed the **Worldwide Battery Company** as a master distributor.

- **FASET**, the association for fall arrest and safety nets, has published new standards for testing and repairing safety nets.

- International Parts & Service company **IPS** has appointed **Matthew Ashby** as UK senior account manager.



Matthew Ashby

- UK-based **Rapid Platforms** has added a **Bil-Jax 45XA** self propelled articulated boom to its fleet.

- Eight **Lavendon** directors acquired more than 805,000 additional shares in the group's recent offering.

- UK crane and offshore lifting specialist **Port Services** has won OHSAS 18001:2007 accreditation.

- **Bosch**, **Deutz** and **Eberspächer** have formed a joint venture for diesel exhaust after-treatment devices.

- Florida-based crane sales and rental company, **General Crane** has filed for Chapter 11 bankruptcy protection.

- **United Rentals** is to redeem \$271 million of outstanding 14% HoldCo Notes that mature in 2014.

- UK-based rental company **GCS** has added four new **JCB** telehandlers to its fleet which also includes reindeers.

- A group of **Kranlyft** dealers and customers visited the **Maeda** crane plant in Japan.

- **Kier Plant** in the UK has taken delivery of a 70 tonne **Kobelco CKE700** for London's Olympic Village.



Kier Plant

- UK overhead crane and hoist manufacturer **Street Crane** has appointed **Juffali Heavy Equipment Company** for the Kingdom of Saudi Arabia.

- Staffordshire County Council has purchased two **Sennebogen 305** Multihandlers for waste recycling.

- **Caterpillar** has acquired **JCS**, a South Korean manufacturer of undercarriage components and opened an R&D centre in China.

- A **Galizia G90** electric pick & carry crane has gone to work on the **Veneranda Fabbrica del Duomo di Milano**.

- **Ashtead** has reported quarterly profits are up, while revenues continue to fall.

- Suspended access specialist **Spider**, has appointed **Joe Simone** as operations manager for its New York and **Eric Valentine** as Branch managers in New York and Las Vegas.

- **Resolute Holdings** has merged **Structure-flex Lifting** with its **Trans-Web** lifting slings and safety systems manufacturer.

- UK-based **Instant Training** has moved into new, larger premises.

- A federal judge has appointed **George Stamboulidis** a former prosecutor to head New York's tower crane union investigation.

- **Wynne Systems**, owner of **RentalMan** software has appointed **Erwin Luijten** as a senior project manager for its European region.

- **Vp**, owner of **UK Forks/Hire Station**, has announced its results for the first six months with revenues down 16%.

- Former **Genie** owner and senior vice president of global sales **Roger Brown**, retired at the end of December.



Roger Brown

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

Psst Want to buy a truck mount?

Because of its wide spread of users and applications, truck mounted platforms have held up better than other access sectors this year - both from a manufacturing and rental point of view. Here we take a look at the main features when buying a machine.

Small platforms - under 30 metres working height and the majority mounted on 3.5 tonne chassis - are mainly purchased by the rental companies and have therefore seen a slippage this year in the number of units sold. Truck mounted lifts over 30 metres however have a higher number of end user buyers or specifiers (particularly 50 metres and over) and have continued to do well in most European countries, particularly the UK. The same dynamics are true in the van mounted lift market, where a large number of buyers either purchase their own equipment or, increasingly, look for Contract Hire/leasing terms.

The Italian manufacturers - primarily Multitel, GSR, Oil & Steel and CTE - tend to dominate the 3.5 tonne market, with German-based Wumag, Ruthmann and Finnish Bronto tending to take the lion's share of the big truck sales. Some Italian companies such as Multitel and to a lesser degree Oil&Steel, Bizocchi and Socage/Cela are trying to make inroads into the 50 metre plus market to take share from the top three, but it is a long process that is more brand and image driven rather than the performance and quality of the product and in this sector price is way down the priority list.

So what should you look for when buying a truck mounted platform? In the following paragraphs we have compiled a quick 'buyers' guide' which identifies the main points, requirements and pitfalls when out shopping for such equipment. Feedback from distributors indicates that only a small proportion of buyers really understand the product and can decipher the literature correctly so many - it would appear - buy with the heart and not the head.

Outreach

Talk with anyone in the truck mounted lift sector about what they look for in a truck mount and outreach will be near or at the top of their list. But what do they mean by outreach? For most it is the maximum outreach the platform will achieve. It is normally measured from the centreline of rotation - i.e. the centre of the truck chassis, not from the side or from the outriggers so make sure it is enough for your applications.

Outreach is also usually quoted as a single, maximum possible figure based on minimum platform capacity with heaviest chassis. Working outreach is often used - normally half a metre beyond the platform guardrails - but occasionally based on operators with extra long arms!



What ever you choose, make sure the outreach is enough for your applications



Height, outreach and capacity - decide what you need

Outreach needs to be viewed throughout the whole working envelope. If on a machine of say 46 metres you have a choice of a better outreach across the whole envelope above say 10 metres or below 10 metres which would you choose? The maximum outreach is probably at four or five metres above ground level, but who buys a 46 metre unit to work at this height other than on the very infrequent job? Far more important is the outreach at say 25 to 30 metres high. So make sure you compare outreach between different makes of platform in the working area that suits your work.



Ask the question or have a demonstration to ensure the required outreach and height



Check the platform capacity and its working envelope

On smaller machines the standard platform capacity is 200kg but not all platforms that claim a 200kg payload will operate throughout the envelope without a problem, particularly if the weight in the basket is close to the maximum and it is not perfectly still. Some manufacturers have started to offer capacities of 220/225 or 230kg to cope with the increasing bulk of the user, although again take care. A 220kg payload decal on the platform is sometimes no better in practice than a 200kg payload if the overload /weight sensor is not designed to deal with a load that is not perfectly static or perfectly evenly distributed.

On larger truck mounts capacities of 600 and 700kg are available from many manufacturers, however the outreach and even height can be reduced at these higher payloads, so make sure that you check.

Do not accept all you read

Not all manufacturers' brochures give the true picture of machine's capabilities. While the vast majority have been diligently prepared, errors and omissions can range from the slightly misleading to the downright

Platform capacity

Another area that needs further clarification when comparing platforms is capacity. A large platform with a 120kg payload to achieve maximum outreach is almost pointless. Lifts with working heights of between 40 or 50 metres are usually put out with an operator, the minimum capacity should be at least 200kg, however some manufacturers quote 120kg figure on their literature (which gives an increased outreach figure.) It is also a fact of life that platform users are getting heavier.

untrue. For some the platforms can only achieve the performance information when used by 2.5 metre tall gorillas with 1.5 metre long arms. For others there is the small print which says 'depends on carrier chosen'. It shows a working envelope for the platform mounted on a say 12 tonne chassis, while the brochure photographs are of the platform mounted on a smaller 7.5 tonne chassis. The message is clear - ask relevant questions and if possible check it out in a practical test and tell the supplier that you are ordering on the basis that it will give the performance of outreach and height as agreed.

Outrigger spread

The outrigger spread is of course important for two reasons. Firstly the unit has to fit into the space available and secondly the greater the outrigger spread the further from the job you have to set up so the more outreach needed. The smaller the chassis is for the working height, the wider the outrigger spread needs to be. An increasing number of lifts are equipped with fully variable outrigger systems where the outreach is automatically reduced when outriggers are not fully deployed/extended. While this can be a very useful option, information on outrigger spread and outreach is seldom shown on a brochure and often not even on a specification sheet so this needs to be verified. On smaller machines an increasing number of manufacturers are now adding models with straight line /straight down outriggers that set up within the vehicles travel width, ideal for inner city working and tight areas.

Lifetime costs

While many large rental companies will only keep a platform for a set number of years - perhaps four to seven for a smaller models and six to 10 for a larger units - life time costs may not be terribly important to them, although this is less true today

than it was in the past. Residual values vary according to the manufacturer's reputation and its product support quality. As the market matures it is also likely to reflect the life-time operational costs. Light weight or light duty platforms are not built to have the same life span as heavier duty models. Modern high-yield materials used continually near or at their design limits over a long period of time are likely to experience fatigue and even cracking much sooner than their heavy duty cousins. As such the used market will down-price such units as they age. Some evidence of this is already starting to emerge and the trend is expected to continue in the future.

Support and back-up

While every salesman will always assure you that their platforms never go wrong, what happens when they do is an extremely important consideration. But how do



More manufacturers have models with outriggers within the width of the vehicle



A large outrigger spread means setting up further from the job

C&a truck mounts



Decide the type of platform you need and research the market

you find out if a producer really has the practical level of support that your business requires? Start by talking with those who already use the particular brand. If they say it takes weeks to get spare parts, or they are not available in August, then it is not good news. If they say it seldom goes wrong but when it does the spares arrive the next day then it is worthy of real consideration. Different manufacturers have different set-ups in how they support machines in different countries. What matters is not the system but the end result. Minimum down time and minimum cost to put it right is the name of the game.

Plan ahead

Decide what type of platform you will require well ahead of when you need it and thoroughly research the market as to what is available. Don't wait until the last minute because you will end up buying what is available and not what you really need for the long-term benefit of your company. What you need in each size range is the machine that will have a high level of user satisfaction not what just happens to be available ex-stock at the time of purchase.

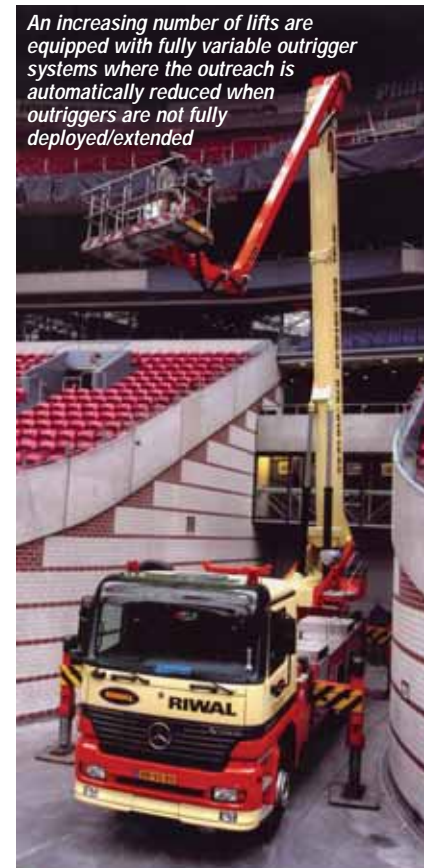
The future?

The truck mounted aerial lift has long been seen as a product which is more resistant to recession and economic boom and bust than purely construction related lifts. There is no reason to see this changing in the future, the choice is getting ever wider even if in some cases this makes the selection process even more difficult. The trend in Europe for truck mounts on chassis cabs of less than 3,500kg will continue,

although in some countries a significant market for platforms on 7.5 tonne chassis cabs will remain and possibly even grow. These smaller units are likely to see increasing numbers of models with in-line outriggers.

On the larger 30 metre plus models, the divergence in philosophy that has emerged in recent years between lightweight, lighter duty platforms on lower GVW chassis cabs and heavier duty higher capacity, longer life cycle units will continue, providing you, the customer, with a wider choice than ever.

An increasing number of lifts are equipped with fully variable outrigger systems where the outreach is automatically reduced when outriggers are not fully deployed/extended



Keep on truc'King

As an access equipment distributor that also has its own sizeable engineering capability, King is different, perhaps unique in the UK. Mark Darwin visited King Vehicle Engineering managing director Mark Carrington to find out more about the company that distributes a full range of truck and van mounted platforms, designs and manufactures its own low loaders and heavy duty trailers and a range of highway maintenance equipment. And is looking for more...

A few months ago, Market Harborough-based King Group reported a 25 percent increase in revenues and an 87 percent increase in profits for the year to March 2009. Since then, business has been harder but, it would appear, it is in far better shape than many.

"30 years ago when I started working for York Trailers, I learnt quickly from a very good boss - a Canadian entrepreneur called Fred Davies - the Joe Bamford of the trailer industry - who used to be very quick to take tough business decisions," said Carrington. "When we saw the wobble in the UK housing market in 2007, coupled with noises emanating from Germany about sub-prime rates and banks overlending on poor quality loans, it was clear that the market had overheated and was about to blow. Seeing the long overdue recession approaching we eased back our expansion plans and tried



Mark Carrington

to retain cash. Perhaps it was more good luck than good planning, but it meant we were better placed to make planned changes rather than having to make rapid decisions."

By SED 2008, King still had many three axle, step-frame trailer forward orders from dealers and UK exporters buying construction equipment at auctions and shipping it to Russia, the Baltic States and Ukraine where they would then sell the trailer as well.

"It seemed fairly obvious that the Eastern European countries that were

McNally was the customer for the first Wumag 103 metre platform from Skyking here seen carrying out maintenance on the HMS Victory



driving the northern hemisphere economy were spending the oil premium price - up from \$100 to \$170 a barrel - which would stop as soon as the oil price reduced," he said. "At this time we had up to a dozen UK companies each putting in orders for batches of six or more low loaders but we decided to concentrate on UK user companies that we knew needed and could pay for the equipment after the Russian 'gold rush' dried up. Fortunately we saw the warning signs early and decided not to speculate too much with things involving cash," he said.

reduced dramatically but all the ratios - such as asset base relative to turnover - are about right."

Seeing the crash ahead of some others enabled Carrington to realign the company gradually but even so, it still had to make some redundancies. "King had to reduce its workforce by about 35 percent (from 110 to 70) but these were predominantly in the trailer manufacturing division and not one came from the access division."

"We cut the trailer build because it is the small companies that quickly stop buying and the trailer side



Typical of King's heavy duty trailers is the 5 axle, full steer ballast trailer, one of a number of trailers built for Reading-based Terranova cranes

"When the banking crash happened, cash immediately became king. Companies had to realign stocks and build a cash buffer. We've seen this situation before - losing money becomes less of a problem than running out of cash."

King was overstocked but was able to reduce the overall levels.

"Look at our accounts year on year. Yes, the size of business has

was hit hard, with many operators of low loaders depending on short term contracts to move construction equipment - sales of which fell dramatically as the construction industry either stopped investing or couldn't find bank finance" he said. "The access and traffic management divisions have not seen such a massive overall downturn but the overall profile of the business has changed dramatically."



For 45 years King has been best known for being UK's largest lowloader builder

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King is focussing heavily on the utility market and the new Landrover mount is now undergoing evaluation with customers and will be officially released into the market in the Spring of 2010.

The King group consists of King Trailers, King Transport Equipment, a specialist project engineering division and King Highway Products whose access division includes the UK and Eire distribution of Wumag Palfinger and GSR truck mounted platforms and also traffic management products from Nissan in Germany, Quixote and Trinity from US. The Traffic management division has now become a bigger proportion than access and within access smaller access truck sales (less than 30 metres ie GSR) have reduced whilst the market for bigger access (over 30 metres ie Wumag) has held up much better as it is less dependent on the construction industry.

"King has not cancelled one Wumag order though some business has taken time to finance which has required Wumag's patience and goodwill," said Carrington, "and in this financial year starting 1st April, we have already delivered five big platforms of more than 50 metres with more to come. King Highways' turnover (about £7 million with about half coming from access) is likely to be the same as last year, so we are probably in better shape than most."

"The UK is currently delaying decisions prior to the coming general election and we are now seeing the downside of poor government decision making - Government is not about economics, it is about the politics. Germany has already had its election and has gone through the pain of putting off decisions. The UK

Not many suppliers have the kind of capability of King's project engineering division which built two of these trailers for Airbus wings.



carries this legacy of debt, probably because of the volume of the financial economy based in UK and it is going to be more difficult for us to dig ourselves out of the recession. Generally UK companies are weaker than their European counterparts. In Germany companies have to retain more profit on the balance sheet whereas UK businesses appear to receive less government assistance and boards seem less committed to long term strategy so, buying and selling companies and asset stripping etc leaves companies very weak."

"I worry about the short-term effects of a change of government because the cuts with the Tories are likely to be deeper. There's no doubt that the current Labour Government has squandered the proceeds of the boom years and a change of government is necessary, though Gordon Brown is an unfortunate victim of being in the wrong place at the wrong time. I am not sympathetic to him, but Tony Blair jumped off the bus at the right time. Brown and Blair were a double act and it was Brown's own policies that he has now been left to deal with."

In the Pre-budget speech, transport and the military were areas identified to make savings. But with large military trailer contracts, will this affect King Trailers?

"The military is driven by demand so while they may have less submarines or aircraft carriers, the current logistics fleet investment will carry on," he said. "One of the strategies King has adopted is to focus our marketing on second level government money - the key industry sectors where money is being invested such as wind farms and utilities - supplying the big contractors winning those contracts. King has been fortunate in that we have been able to develop certain niche market areas and business. We want to focus on people who are contracted to government - the PFI companies etc. This is where we need to concentrate our marketing effort - public utilities, road maintenance rather than construction and nuclear decommissioning - areas where money has to be spent in the long term."

King history

Formed in 1962 by Vern King a Canadian Engineer, the company had more than two decades manufacturing low loaders before being bought by Boustead plc - a

A buoyant area for King has been vehicle mounted crash cushions to the motorway network supplying more than 130 units in 2009



British company with major investments in the Far East, particularly Malaysia and Singapore - in the mid 80s. However, when the colonies started to be dismantled Boustead sold off many of its companies, eventually selling the remainder to a Chinese company before reinvesting the proceeds into a disparate band of UK engineering companies manufacturing products including car facias, aircraft seats and King Trailers.

During the 1990 recession it again got into trouble - almost being delisted from the UK stock exchange - and started to dispose of companies. At this point Carrington had been with York Trailers for 18 years eventually running its £20 million trailer axle subsidiary but the company had also undergone several ownership changes and was also clearly struggling in the 1990 recession.

Carrington left York and briefly worked for Hendrickson, a US truck suspension business with a UK subsidiary based in Sywell, Northampton, which had King as a customer. An MBO plan was hatched with three existing King directors and with the financial backing of 3i, the team bought the company as it came out of recession in 1994.

"Our strategy was to build on the well-respected brand that King had built up for niche trailers and specialist engineering," said Carrington, "as well as building a portfolio of more profitable niche products and developing a vehicle engineering business based on specialist equipment. Within six months our first foray was in access platforms, as King had previously

manufactured the old BT pole erection auger trucks."

"Market Harborough had access technology," said Carrington, "in town was Spencer platforms and Simon was in desperate trouble and on the point of imploding. So we decided to be the new Simon using our design and build skills, taking on staff and starting with van mounts."

However Carrington was also after another access product to distribute and found Italian platform manufacturer GSR - predominantly an export company with three main markets, excluding the UK. GSR did have a distributor (Access Sales in Bristol) but sales had been very poor.



The Skyking 125RA is a compact and popular 3.5 tonne van mount

"I went to see GSR to talk about possibly taking over UK distribution and at the same time we were in contact with David Price who was about to launch Nationwide Access," said Carrington. "The two went together perfectly - GSR was aggressive and wanted to get into a new market and Nationwide was looking for something that was a bit different. Price liked the GSR product but with CE marking on the horizon agreed to purchase GSR platforms only if we could guarantee they would be CE compliant. Vincenzo Gentilli the owner of GSR made the commitment that whatever the cost he would ensure the

King has won a number of contracts with UK MOD - this one is part of an order for eight, 22 metre Skyking aerial platforms for aircraft maintenance



Z booms have become very prominent in Skyking's range. This 29 metre Skyking 290PX is the largest in a range of four models available through King's partnership with GSR.



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platforms would comply and Nationwide gave us an order for 35 units from 14 metres to 27 metres, the biggest platform in the GSR range at that time." In the event, Gentilli's anticipation of what would be required for CE marking meant only minor changes when the regulations were defined enabling Nationwide to be only hirer who could claim a 100 percent CE marked fleet.

That deal launched Skyking, Nationwide became an important player and GSR became UK market leader. With King mounting the slewing up kits it used its engineering skills, allowing the GSR product to stay competitive whilst King would benefit from GSR's reputation and undoubted engineering skills.

"We were mounting the 22 metre platform on a 7.5 tonne chassis when Simon still needed a 12 tonne chassis for its 65ft machine," said Carrington. "The GSR platforms were simple, easy to maintain and operate. We were not just dealers, as an engineering company we got the overall concept which was unique at the time."



The 61m WT610 to Orion was the biggest machine when delivered at SED 2008

"Industrial production engineer Vincenzo Gentilli is passionate about his platforms and builds in customer benefits," said Carrington. "GSR has been an exceptionally committed partner. With its modular range there are few unique spare parts with many being common between ranges - pins, rams, seals etc - keeping the parts list to a minimum. The company also steers clear of problematic electric controls. We have an excellent relationship with GSR which listens to feedback and tries to produce products for the UK market. Currently we need telescopic van mounts to offer an alternative to dominant supplier Versalift and to a lesser degree Gardner Denver."

"GSR has the van mounted product but is not currently price competitive," said Carrington.

"We do well with the reverse articulated platforms but not telescopic van mounts - we need a competitive machine."

GSR is King's longest standing relationship although it has not been an easy year for small access platforms. Always on the look out for a product to complement GSR, King identified German truck mounted manufacturer Wumag for the larger machines. After almost five years of trying, King won the UK distribution of Wumag in 2002. GSR accept that because of the lack of conflict, the company would be stronger with a more diverse portfolio. When King started with Wumag, sales were low but the company sold eight units in the first year and has continued to sell big units and has become the best export market for the company.

"Rental companies liked the Wumag but the product hadn't been supported well in UK," said Carrington. "We have therefore upped our product support game enormously and have three service engineers which operate as a 'flying

doctor' service from Market Harborough for the more technical service and repair work, with local engineers for routine service work. Much of the GSR general service and repair is carried out by local subcontractors. I think we have now proved that we can supply the level of support needed to keep this type of equipment on the road and this sets us apart from competitors on big machines."

In June 2008, Palfinger purchased Wumag. The acquisition certainly created support for Wumag at a time when as an independent company things could have been more difficult. King is providing support for the existing Bison Palfinger fleet in UK and is looking at the market for the Palfinger range in UK. The UK market for the smaller platforms is



The biggest ever order was the £20 million deal to supply 89 trailers for the Challenger tank

driven by price and simplicity. With most machines being purchased by hire companies it is often the hire rate that drives the purchase price. With growing demand for platform purchases from users, specification features and applications become more important and some of the smaller Palfinger machines being proposed will fill some niche markets very well. Presently King sees no conflicts in the GSR and Palfinger product offerings and the company feels the products are very complementary.

"GSR is developing a range of bigger Z booms with a new mid range 25 metre unit and plans for a 32 metre unit in the near future, but there is also still opportunity for cheaper, smaller 14 metre telescopic."

At the bigger end there is still considerable demand in the 50-70 metre platform market. King's enquiry rate is up dramatically and buyers are finding it easier to obtain finance as the credit crunch eases.

"Finance can be a problem as the amount of deposit required is larger and interest rates are higher," said Carrington. "However the products we sell are high quality and have good residual values so finance companies feel reasonably comfortable supporting our business if the customer has a sound business himself."

We have recently supplied 70 metre machines to Extreme Access and Blade and I believe that there will also soon be another 103 metre platform in the UK which will be available for hire."

With a good engineering base King is in the ideal situation to build specialist platforms such as a 4x4 mounted unit. "Our engineering is a strength which many other companies haven't got. The utilities sector is still relatively strong and still has a budget to spend so we decided to launch a Landrover-based platform using the Matilsa

trailer boom. The unit is currently on trial with customers which is the final part of our development process and is now available for sale. We currently have other 4x4 applications going through the workshops which will keep us busy until March 2010 - some on Unimogs, a few on Iveco chassis and one on a Landrover."

Bluelift?

Carrington feels that it took the Bluelift product on at absolutely the wrong time. The distributorship ended at the beginning of last year and is now distributed by Bravi UK.

"I think both of us were not quite ready at the time and when we hit the credit crunch we were forced to put our efforts into our established products before we'd established a foothold for Bluelift. It's basically a fine product which is a shame because when the market recovers, King would be interested in another complementary product to Wumag and GSR - and it could possibly be another spider platform. In the meantime when everyone is doing their best to establish volumes for their existing products, diversification is for the brave."

King has recently opened an IPAF training centre at its offices in Market Harborough. And whilst it agrees that there are lots of training centres around it is proving to be a decent revenue earner which covers its costs.

"We aren't training a lot compared with many of the hirers but will try to increase the numbers," said Carrington. "It is making money but ultimately it is another piece in the jigsaw to make a complete access company."

Overall the company has successfully developed around selling niche application engineering and not 'pile it high and sell it cheap' and will continue to develop its business by getting close to customers and understanding their needs.

One of 20 trailers supplied to Nationwide Access



New all electric truck mounts

Versalift unveiled a new range of electric vehicle mounted lifts on Smith Electric Vehicles chassis in Copenhagen in December. One of the vehicles - a Versalift ET36LF mounted on a Smiths Transit-based Edison chassis cab, developed in partnership with Scottish and Southern Energy - joined a parade at the Bright Green fair at the Climate Conference, Copenhagen.

The new lift has a 160km range from the Lithium Ion batteries. A typical working day with the aerial lift consumes around 10 percent of the battery power, leaving around 140 to 150km of range for travel to and from the job. The 13 metre working height unit has a Gross Vehicle Weight of 3.5 tonnes, while 7.5 tonne and 12 tonne models have also been developed. The units are considerably more expensive than standard vans or trucks, but the operational costs are considerably lower, leading to a five year pay back on the extra investment at current fuel and taxation levels.

Steve Couling, managing director of Versalift UK said: "This is one of a whole host of low emission vehicle options that Versalift will be releasing to the UK market in early 2010. As market leader we feel that we must also take the lead in new innovation and emission reduction. It is our top priority for next year." The machine on display has returned to the UK where it will go into service and be evaluated over the coming months.

The new 13 metre Versalift on a Transit-based Smiths Edison truck.



The new machine went on display during the Copenhagen climate summit in December



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When the going gets tough...

Visiting SAIE in Bologna, Italy last October, you would have been forgiven for thinking that the 3.5 tonne truck mounted lift market was booming. The truth is that this part of the market, so strong in recent years, is currently going through a soft patch. Surprising then to hear that Europe's highest volume truck mounted lift producer - Italian-based Multitel Pagliero - has had a reasonably good year and recently purchased more land as part of its plans to increase production capacity by up to 50 percent by 2012. Mark Darwin visited the company's head office in Manta near Saluzzo in the Piedmont region of Italy to talk to president Renzo Pagliero and find out why the company is doing so well.

Visiting Multitel's headquarters for the first time it is immediately obvious that the company has done well in recent years. An impressive, modern three storey building built in 2007/8 has re-housed staff that worked in offices scattered around the Manta 1 production facility. Recent expansion has resulted in four production areas - Manta 1 to Manta 4, producing more than 1,000 truck mounts last year with working heights from 13 to 83 metres. The new plot of land earmarked for an additional building and purchased at the beginning of December is a few miles away and is needed for both truck and spider lift production. Renzo Pagliero's plan is to build up to 1,500 truck mounts a year by 2012/13.

While 2009 production fell short of the record number of units shipped in 2008, the company has had a profitable year and continues to develop.

"We have increased our market share in Italy, restoring our position as market leader while achieving the



Multitel's largest platform the 83 metre J2-383TA working in Southern Italy



Final testing on an Italian contractor's window cleaning lift - note the cab

highest production levels for platforms over 28 metre in our history with record numbers of 35 metre, 60 metre and 65 metre models produced in a single year," says Pagliero. "We also have achieved the highest ever sales in Germany, the UK and in several Far Eastern Countries."

Not a bad year then, but it has not all been plain sailing. Sales in France, historically its largest market, are down substantially falling from €30 million to €10 million, as are sales in the USA (affected by the strong Euro amongst other factors) and in several other markets.

The introduction of the articulated MX range in 2006 has made a big impact on Multitel's sales of 3.5 tonne GVW machines.

"Prior to 2006 we were weak in the smaller chassis machines particularly as Italy is 80-90 percent articulated," says Pagliero. "We have delivered more than 1,000 MX200 platforms in less than four years and are now market leader both for the small and larger platforms in Italy."

"Revenues are down 27 percent on 2008 but this was record year. Germany has been our big success, building up sales over the past five or six years by breaking into leading rental companies such as Gardemann, Mateco, Gerken, GL Verleih, Schmidt and many of the Partnerlift/System Lift companies coupled with the increasing popularity of 3.5 tonne units compared to 7.5 tonne machines," he said.

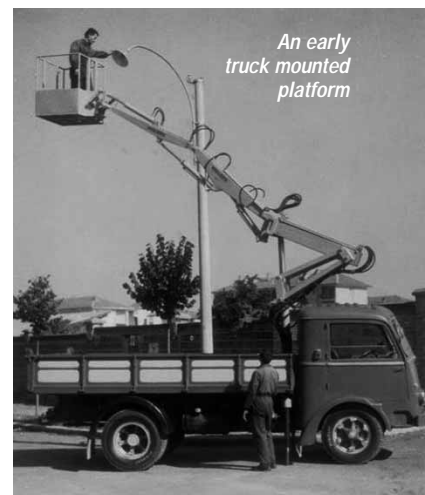
In recent years about 65 percent of output has been exported, however this figure has been distorted by a 30 percent increase in the Italian shipments this year. Belgium, Holland and Scandinavia are all important export markets as, perhaps surprisingly, is Poland.

"Poland likes buying second hand units and over the last 10 years has taken about 200 units from us, 65 percent of them used. They will even pay to have units converted from right hand drive - but only if it is a Multitel," says Pagliero. "To succeed in export markets you need a good back up and support system as well as a good product. We think we have the best spares back up in the business and this is an integral part of being an export-led company."

Whilst Pagliero sees some demand for 100 metre plus platforms in Italy, producing one is not one of his short term goals preferring to focus on a new 75 metre unit. Multitel has already sold two units, the first for Italian rental company Eurotechno should be unveiled at Bauma before being delivered to the customer.

"Platforms up to 60/65 metres can always be rented out in place of smaller units while the largest machines have problems with weight and size and therefore not as easy to keep busy," says Pagliero. "We are the only European company with a complete range of truck mounts from 13 to 83 metres."

Multitel also builds tracked spider lifts in co-operation with Palazzani,



An early truck mounted platform



Production in the very clean and well organised Manta 4 facility.

mounting its MX170 articulated boom onto a Palazzani chassis. "Palazzani is not strong below 22 metres so the joint venture suits us both. I am happy with the 17 metre machine and a 22 metre unit using our MX225 boom will be introduced at Bauma. Whether the next model will be smaller or larger remains to be decided," said Pagliero. "To date we have produced 80 units with a high proportion sold being the Multitel model."



Renzo Pagliero (R) explains some features to Melvyn Else from UK distributor Access Industries

According to Pagliero, the main advantage of its tracked machines is the low weight. "The new 22 metre machine will weight just 2.5 tonnes which is about 500kg lighter than competitors, important when transporting on a trailer. The 17 metre unit is about 15 percent lighter."

Mutitel claims that its philosophy has always been to try and produce a good quality durable product with a long life expectancy, low lifetime maintenance costs rather than 'value engineered' products with reduced price and quality. It has

also shied away from installing overly sophisticated electronics into products unless they are justified by the benefits.

"We do not have cracked booms and the other problems that are common with value engineered and /or overly -sophisticated products. Our growing success over the years is due to the fact that customers appreciate the product quality, reliability and low life maintenance costs. Customer loyalty is such that a Multitel customer seldom looks elsewhere for his next truck mounted platform," says Pagliero.

Mutitel is a family owned business which was founded in 1911 by the grandfather of current owners, brothers Renzo and Sandro Pagliero who took over the day to day management from their uncle Pietro when he died in 2004. The company initially manufactured agricultural machinery before moving into loader cranes. It was from these cranes that the first truck mounted lifts



The new head office at Manta 1



A boom section for the new 75 metre platform to be launched at Bauma

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were developed in the late 1950s and early 60s. Throughout the 1970's and 1980's the company increasingly became an aerial lift, rather than a crane manufacturer.

The company developed its first aluminium booms in the 1980s, although it was the 1990's before aluminium boom models assumed a significant importance within the product range. Unlike many other Italian companies, Pagliero has always designed and built its own product line.

The company claims that it was the first to mount a 16 metre platform on a 3.5 tonne chassis cab that was

genuinely legal and below the stated 3,500kg weight limit. Over the years this was followed by 20 and 22 metre units - the success a result of using aluminium alloy as a boom material.

While a few other access companies have used aluminium booms, only Multitel does so on all machines up to 27 metres. On the larger platforms the lower booms are made from steel while the upper booms and jibs are aluminium. Extruded aluminium allows the designer, using a CAD /CAM system, to optimise the design varying the thickness of material at different parts of the boom section, based on stress analysis.

The most notable feature of the larger Multitel platforms is the ability of the jib to rotate 300 degrees about the main boom - an additional 90 plus degrees compared to competitors - giving the capability to work up behind a bridge structure or similar object. Multitel also claims that because of this geometry its platforms offer more outreach at high level than competitor's corresponding machines.

It may be two or three years before the company achieves more than 1,000 machines in a single year again, but Pagliero does not rule out matching its 2008 revenues in 2010/11 but with a mix of platforms containing a higher ratio of larger machines.

"This year we have trained teams that have previously worked on the 3.5 tonne products to build larger platforms," he said. "This will make the company much more able to respond to market demands in the future."

Multitel has seen a high rate of growth in its activities since 2000 and over the next few years it expects a 'shake-out' in truck mounted manufacturing sector. As Pagliero says "a good quality



More than 1,000 MX200 platforms have been delivered in less than 4 years.

product coupled with good back up and support is the way forward rather than producing models for the sake of adding something 'new' every year. Our 40 metre model is a classic example. Introduced in the early 1990's it has been a benchmark for large machines in France for many years. With an 11 metre jib and 365kg unrestricted capacity it offers 15.5 metres of outreach, with outriggers set within the width of the vehicle or 28 metres with outriggers fully extended - a footprint similar to many 30 or 35 metre lifts. Improvements over the years have been many including fully variable outriggers, but why change the basic machine if you nor anyone else can significantly improve on it?"

The original Manta production facility



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Cleaning up (and over)

Earlier this year, Slough-based specialist window cleaning contractor RJ Norris started using a 21 metre, CTE ZED21J truck mounted access platform in order to allow it to clean a wider range of buildings and thus tender for more work. The company was specifically looking for a lift on a 3.5 tonne chassis so that all of its staff could drive it. The company chose the ZED21J because it liked the up and over and zero tailswing features of the sigma riser and boom configuration, as well as the extra capability of the articulating jib.

The starting point though was to find a machine with the working envelope to reach windows and fascias over possible obstructions. Louise Herd of RJ Norris said: "The combination of the sigma boom and fly-jib offers clearance over canopies and glass structures. We also liked the fact that the basket is supported on the front rather than underneath, essential where close-up work is needed."

Norris targets cleaning contracts at colleges and universities throughout London and the Home Counties. It previously rented in access

equipment when needed. As the business grew and the number of contracts requiring access equipment increased, it recognised the benefits in owning and operating its own lifts and renting them out on a self drive or with operator basis when they are not required for cleaning work.

The ZED21J has an unrestricted lift capacity of 200kg, 10 metres out-reach up to 14 metres above ground level, the ability to lift and lower in a straight vertical line from this height and 360 continuous slew. The company also liked the simple controls. "The controls make



The jib and end mounted platform are ideal for certain jobs



Making the most of the lift's reach

window cleaning very fast and easy with potentially less damage," said managing director Richard Norris.



The CTE ZED21 working in a narrow street

High reach in the back of beyond

Finnish utility company Eltel Networks has purchased the first Mercedes Zetros off road truck to go into a civilian application. The unit is equipped with both a crane and a 30 metre work platform. Eltel will use the vehicle for constructing and maintaining electrical and telecommunications networks in northern Finland. The final product was developed in partnership between Hiab and Veho Commercial Vehicles. The 37 tonne/metre Hiab XS 377 E-6 HiPro loader crane offers up to 30 metres of lift height and 24 metres of outreach. The truck's chassis frame was stiffened prior to installation in order to reduce deflection from chassis flex. The Zetros truck features continuous all-wheel drive, a 326 horsepower, 7.2 litre diesel engine and a choice of manual or fully automatic transmissions. Standard wading depth is 800 mm with an option for 1,110 mm.

The cab has more space than traditional truck cabs with a flat walk through floor, three separate seats and room for tools and other equipment. The first project for the new vehicle involved working on a 220 kV cable from Levi to Sodankylä across a wilderness area with few roads or tracks.

The Mercedes Zetros is equipped with a Hiab crane and work platform attachment



Truck mounted course for fire fighters

IPAF has launched a special course for truck mounted aerial lifts used for fighting fires. The new three day course, already underway in the Netherlands is aimed at all fire fighters who operate aerial work platforms and ladder trucks and was requested by a number of fire brigades looking for a standard course tailored to their specific needs. The first day is for theory and practical sessions with the instructor. The second day is for practical sessions without the instructor and the third day for more practical time, followed by the examination with the instructor.

Successful candidates will be awarded a PAL Card with the category Static Boom (1b) Special - Fire. Courses will be held at the facilities of Dutch fire brigades using specific machines based at the fire station. The first training centre to offer the fire fighting course is Van Asten Rescue Training, of Roermond, southern Holland. The company is owned and operated by Jeroen van Asten, a former fire fighting MEWP operator and a certified IPAF instructor.



IPAF now offers a three day MEWP course for fire fighters



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Telescopic crawlers the way forward?

Even during a severe recession, most equipment sectors have at least one area that manages to perform well. In the sub 250 tonne crawler crane market it is currently the telescopic models that are most in demand.

A year or two ago, we reported on how the telescopic crawler crane was on the verge of shaking off its 'niche' tag. Since then we have had the worst economic downturn in living memory, resulting in a dramatic reduction in sales of new equipment. In spite or because of this, the relative rarity of this type of crane, coupled with growing demand has resulted in hire rates remaining very strong and in some cases increasing.

Major manufacturers have tended to shy away from larger telescopic crawler cranes - the exception being Liebherr with its 100 tonne LTR 1100, although Tadano which now owns Mantis, produces a heavy duty model in this class. Liebherr is now jumping to the top end of the capacity range with its 1,200 tonne LTR 11200, while planning to unveil its smallest crawler telescopic - the 60 tonne LTR 1060 - at Bauma this Spring.

crane onto a lattice crane base. As part of Hitachi-Sumitomo, the group now offers a telescopic range from 4.9 to 70 tonnes with the distinct possibility of extending to 100 tonnes in the future.



Link Belt launched its 70 tonne TCC 750 last May with input from UK dealer NRC Plant

Sennebogen has a range of three telescopic models with up to 80 tonnes capacity and has enjoyed considerable sales success across Europe. However, telescopic crawler cranes of more than 40 tonnes are still rare while units in the 70-100 tonne capacity range are akin to hens teeth. With safety conscious contractors beginning to insist on some sites that a crane's boom cannot remain up when not working, the telescopic crawler is often the only answer.



Weldex recently purchased an 80 tonne, Sennebogen 683HD but large telescopics are rare



Liebherr's 1,200 tonne LTR 11200 at its launch

As with tracked spider cranes, the smaller telescopic crawlers (up to 12 tonnes) are also in big demand unlike small lattice boom cranes. One UK hire company said that its eight tonne telescopics command the same rate as its 50 tonne conventionals. Compare the returns on investment between those two machines!

This issue of Cranes & Access features the 2009 Rental Rate Survey on page 37. The potted version is that the small to mid sized lattice boomed crawlers are having a torrid time. As usual the recession has brought out the 'slash the rates brigade.' "Hire Rates have been decimated by those who do not understand the term 'return on investment' and are incapable of seeing the long term impact on the industry of the 'win the job at any price' attitude," said one crawler crane hirer. "Few such companies ever invest in new equipment buying mostly second hand, while being heavily into long term debt. They harm the market by supplying what is generally substandard equipment but at cheap rates."

"Unfortunately there are still too many contractors willing to take the risks associated with hiring from these companies for the sake of saving a few pounds. It is becoming increasingly difficult for reputable crawler crane hire companies to justify investment in modern equipment when the returns we are able to generate at times like this are almost completely destroyed."

The smart money is on the telescopic crawler along with the larger lattice boomed models, but as numbers increase it will of course lose its exclusivity and possibly become a victim of its own success.

Vive la difference!

When Link Belt set out to design a new 70 tonne telescopic crawler crane it had the benefit of belonging to the Hitachi-Sumitomo crane group. In fact the 40 tonne Hitachi SCX400HD, launched in 2005 combined an Hitachi-Sumitomo base machine with the four section Link Belt boom from its RTC-8040 Rough Terrain crane.

However rather than follow a similar design approach for its TCC750 it listened to its dealers, in particular UK distributor NRC, and incorporated a host of different ideas into the new model. The new crane looks significantly different, with cut away /profiled superstructure bodywork and machinery covers. The point or aim of minimising the covers is not styling related, it has been done with the sole purpose of improving the operator visibility. Part of this effort includes keeping most of the sheet metal work behind the cab and below the rearview eye-line. The benefit is that the operator not only has a clear 200 plus degrees of forward visibility but he also has a better view of the hoist drums.



Liebherr will soon have a three model, telescopic crawler range - the 60, 100 and 1,200 tonnes. This is the 100 tonne LTR 1100

American manufacturer Link Belt launched its 70 tonne TCC 750 crawler telescopic in the UK last May (see story below) and with the help of UK dealer NRC Plant, has broken away from just putting a telescopic boom from a mobile

Right first time

These are the first fully rigged picture of **Manitowoc's Model 31000** - at 2,300 tonnes, the company's largest capacity crawler crane ever. The base machine was unveiled last September at an open day at Manitowoc's Wisconsin manufacturing facility.

One of the crane's major features is the Variable Position Counterweight that can continuously adjust the counterweight radius from 8.4 metres to almost 29 metres to maintain the load centre over the unit's four trunnion mounted tracks. Equally important is the fact the counterweight always remains suspended saving customers time and money preparing the ground for traditional counterweight trays.

main boom is 110 metres with a maximum 43 metre fixed jib. Maximum boom and luffing jib combination is 220 metres - comprising 110 metres of main boom and 110 metres of luffing jib. Manitowoc also claims a lift capacity of 1,400 tonnes on the fixed jib and 1,000 tonnes on the luffing jib.

Mike Wood, global product manager for crawler cranes, said: "We've been impressed with how the well the crane has fitted together, our connection technology - FACT which allows technicians to rig Manitowoc crawler cranes faster and smoother than competitors - has worked perfectly. The technology covers the whole crane design which means that technicians and riggers don't need to get into awkward or difficult spots to check alignment. This patented technology is a real differentiator for Manitowoc Cranes."

"The systems installation has all gone exactly to plan," he adds. "Things like attaching the crawlers worked seamlessly the first time. When you consider the size and the detail on a crane this big then it's a real testament to the great work our engineering team has done to get that right first time."



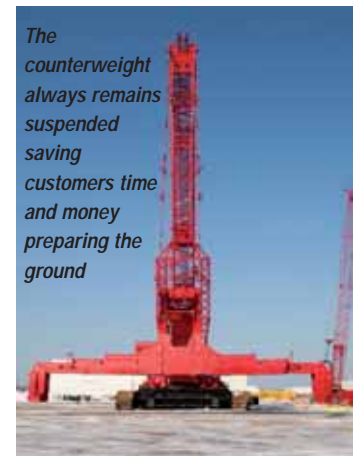
Built in a new section of the factory specifically for the huge crane, the rigging of the crane starts an extensive, almost year-long testing programme prior to being delivered to the first customer, Newberry, South Carolina-based Bulldog Erectors at the end of this year. The machine photographed is in fact destined for the second customer, Crane Rental Corporation, based in Orlando, Florida.

The Model 31000's unusual track system results in a ground bearing pressure of 120 psi (8.5 kg/sq cm) when lifting its maximum load, about the same as 181 tonne capacity Manitowoc Model 777.

The crane's footprint is slightly smaller than previously reported at 20.2 metres by 15.5 metres. The boom and jib combinations have now been confirmed - maximum



One of the crane's major features is the Variable Position Counterweight



The counterweight always remains suspended saving customers time and money preparing the ground



A quick glance at the Hitachi Sumitomo SXC400HD and the TCC750 says it all...vive la difference

Other features include a three-width hydraulically extendable undercarriage with load charts for each position providing more versatility and compact transport width. The counterweight is hydraulically removable with load charts with or without it, allowing users to send out a lighter machine for certain applications. The first TCC was launched in the UK last May and then in North America in October with ALL Erection Crane Rental buying the first 10 units.

Link Belt has gone on to develop a range of attachments for the crane which include an aerial work platform, a two Pengo hydraulic powered earth augers.

The TCC750 has three operational widths all of which have their own load charts.



The first of many?

We spoke to PJ Plant's Rob Smith¹ about his experiences in buying and operating a Chinese crane and find out if he would purchase another....

Chinese crawler crane manufacturers have made huge strides over the past few years particularly in terms of product development and exports. Companies such as Sany, Zoomlion and XCMG have substantial model ranges with capacities of up to 1,000 tonnes.

While there have been a reasonable number of Chinese crawler crane sales in developing countries, sales in Europe, particularly the UK and Ireland have been relatively few. One such sale is the 70 tonne Zoomlion QUY70 to PJ Plant - the first Zoomlion crawler crane in the UK - delivered by distributor Crowland Cranes in May 2008.



Peter Issitt (L) seals the deal with Rob Smith.

"Because we had secured a new long-term contract, we started looking for a 70 tonne crawler in early 2008," says Smith. "At that time, demand for cranes was still high and we struggled to find a suitable used machine in Europe, similarly delivery dates for new Japanese crawlers, were too long, not to mention the high pre-recessionary prices. I knew of a recently imported 50 tonne Sany crawler and spoke to the new owner, who was very pleased with the product. I also knew that Crowland Cranes were marketing Chinese truck cranes and having known and worked with them over the years, rang Pete Issitt for a chat. Timing wise, this proved ideal, as

Crowland was looking to bring the first Zoomlion crawler into the UK.

Off to China

After several discussions and some internet research our initial impressions were good. But what was it like under the skin? The only answer was to go to China and look for myself."

With the factory's assistance, Crowland arranged a visit to view similar machines in a working environment coupled with a visit to the impressive engine manufacturing plant, thrown in. A visit to the Zoomlion plant was supposed to round off the trip, but due to the worst weather in 50 years, meant the visit was cut short but enough was seen to remain interested.

For Smith, the plus side of the Zoomlion was that it was well built, had impressive lifting duties and used simple, reliable technology, similar to the truck cranes that Crowland were already familiar with. He did observe a few weak points though, mainly in the undercarriage design, which Issitt also noted and agreed.

"The concerns over the undercarriage design were raised with the manufacturer and the design was actually modified," says Smith. "It seems that this manufacturer isn't afraid to listen to customer feed-back and make changes. I have since discovered that this is a continual process with user information supplied to dealer, then onto the manufacturer."

Replacement parts concerns

The next stumbling block was spares and parts. "Our existing Japanese crawler dealers only keep the bare basics, and we have had some delay problems. Crowland, however, promised to provide a



Several of Saren's Zoomlions completing a lift

comprehensive parts back up, and this together with its skilled labour force, calmed most of our concerns."

Equally important was the financial aspect of the deal. "We were able to negotiate the purchase of the new Zoomlion for a similar outlay as a five to six year old Japanese equivalent and with excellent delivery times," says Smith. "So we placed the order for the first Zoomlion QUY70 in the UK."

When the crane arrived at Crowland's premises near Peterborough there were several favourable changes to the model Smith had seen working, and importantly, the undercarriage design was much improved.

Poor paint

"One downside was the poor paintwork finish which was common to these early machines. Subsequently we arranged for a complete repaint, which was carried out by Crowland Cranes. This was an extra expense, but was allowed for in the cost calculations."

Crowland carried out a thorough inspection of the machine and completed many small but important modifications, tweaks and improvements, bringing it up to full UK specifications, including a new rated load indicator system. The crane was then exhibited at SED before finally being delivered in July 2008.

"The Zoomlion has been very busy over the past 18 months, proving very reliable with no real downtime," says Smith. "Our back-up service from Crowland Cranes has been excellent - mainly routine servicing and minor teething issues. Good to its word, Crowland now keeps a comprehensive parts stock, which thankfully we haven't needed, but it is reassuring to know its there."

"Would we buy another Zoomlion in the future? In these hard times, any new machine purchase is doubtful but if we had the right contract and if costs were comparable with the used European market, yes we probably would."



PJ Plant's QUY70 is still the only Zoomlion crawler in the UK



After the night-time heavy lift, the crane continued installing the lighter steel cross members - up to seven tonnes each - on the new prefabricated steel bridge

On the night train

A 550 tonne capacity Kobelco SL6000 crawler crane belonging to Weldex has been in action installing the main structural elements of a new railway bridge on the Docklands Light Railway (DLR) at Canning Town in East London. This is part of a £350 million programme upgrading of the DLR, due for completion later this year.

Contractor PJ Carey - working for Taylor-Woodrow Construction (TWC) - had to carry out the main lifts at night because of the need to close and isolate the line. Work involved placing the main pre-cast concrete abutments and lifting two, 55 metre long, 110 tonne pre-fabricated steel beams onto the abutments.

Apart from the restricted time-frame, the job was complicated by the limited space and confined accessibility of the site for a heavy-duty crane with the adequate reach and capacity.

"It was a tight squeeze, but with careful planning between TWC, Carey and the Weldex team, the Kobelco SL6000 fitted the job perfectly," said Andy Housden, Taylor Woodrow Construction's deputy project manager.

With only five metres of clear tail-swing space in a confined corner, it was possible to rig the extra 200 tonnes of suspended counter-weight of the super heavy-lift configuration, together with 72 metres of main boom. This was helped by the crane's compact dimensions and its ability to rig itself.

The crane was able to complete the remainder of the bridge assembly in daylight, installing the lighter supplementary steel cross-members weighing between four and seven tonnes each, using a faster single line and fitted with the lighter, standard counterweight.

The Weldex 550 tonne capacity Kobelco SL6000 with 72 metre main boom in Super Heavy Lift configuration, installing the pre-cast abutments and the two main prefabricated steel span beams weighing up to 110 tonnes each.



'Custom build' crane

One of the largest international oil and gas service contractors - Saipem - has installed a new 'custom build' 135 tonne capacity Kobelco CKE1350 crawler crane with 48.8 metre main boom, on the world's second largest heavy-lift crane vessel, the Saipem 7000. The crawler crane will work alongside the twin fixed main cranes on the upper-deck - each with 7,000 tonne lift capacity - the CKE 1350 will handling smaller components and has the capability to move around the deck.

The Saipem 7000 semi-submersible vessel can handle offshore construction projects worldwide including pipe-laying in water depths of more than 2,000 metres and heavy lift operations of up to 14,000 tonnes.

The vessel is currently working in the North Sea decommissioning an old oil-rig platform in the Frigg Field.

The Kobelco CKE1350 was equipped with a number of special options to make it more suitable for specialised offshore operations. The main boom is fitted with a special short jib allowing three hooks - main hook, auxiliary hook and a hook for man-riding only - to be rigged at the same time.

A third, high-speed drum has been fitted for the man-riding operations where the man-basket has to be rapidly lifted clear from the deck of another vessel before the boat is lifted by the next wave. There is also an emergency electric back-up system in case of any failure of the diesel power unit.



On board the Saipem 7000 off the Norwegian en route to the Frigg Oil Field in the North Sea.

The crane is painted with special corrosion resistant epoxy paint for extra protection; a wind speed meter; aircraft warning lights and four lifting points for lifting the complete, 140 tonne crane fully rigged with its main boom.

Rene Kraakman, service manager for Kobelco Cranes Europe, who supervised the installation and provided on-board training for the new crane, said: "You have to experience the weather conditions which include six metre high waves and strong winds to appreciate the importance of having appropriate, reliable machinery which can function efficiently. The weather conditions, particularly at this time of year are extreme, but the crane has been modified to cope with this tough application."

The Kobelco CKE1350 being prepared and tested at the Saipem dock-side yard in Schiedam, Netherlands, before being transferred by barge to the Saipem 7000.



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At the end of the line

The new Saale-Elster valley viaduct bridge currently under construction is part of the new high-speed rail link between Berlin and Munich. When the line is completed in 2017, the journey time between the two cities will be cut to less than four hours. With a total length of 8.89 km - the main bridge is 6.5km - the viaduct will be the longest railway bridge in Europe. Structural work is scheduled for completion in 2012.

The main contractor for the bridge construction is Himmel and Papesch together with its subsidiary company Gerdum and Breuer. Himmel and Papesch was founded in 1924 and has specialised in large bridge construction ever since.

The new track runs through several conservation areas as well as a water pollution control area, making the construction work particularly challenging.

"Both the technology required and the implementation of this construction project go above and beyond everyday activity and pose major challenges on site for all involved," said Michael Felgner, project manager with DB ProjektBau.

The bridge construction is being started at all three ends - the viaduct runs roughly east to west with a spur joining from the north

around a third of the way along its length - and is largely carried out using a technique that uses cantilevered falsework to create the bridge deck, allowing the ground and surrounding area to remain untouched throughout the construction process.

Three Sennebogen crawler cranes are being used during the initial bridge construction. Two 60 tonne capacity Sennebogen 660 HDs, each with 32 metres of main boom, are positioned on the north and east abutments, working on a specially prepared track on the cantilevered falsework at a height of almost 20 metres above the ground. The cranes are used for a wide range of tasks including inserting 10 and 25 metre long sheet piles for the foundation of the abutments using a combination of vibrating and impact hammers.



The Sennebogen 660 works on cantilevered falsework to carry out a wide variety of tasks



Byzak

The sheet pile boxes are then excavated and the reinforcement for the foundations and pylons lifted into place. The 660s are also used to place the concrete for the foundations as well as lifting and lower the supports as the falsework is moved forwards.

"A large part of the work at the front of the cantilevered falsework is carried out by the Sennebogen 660s," says Ulf Oelze, site manager for Himmel and Papesch.

"We are extremely happy with the machines - they are reliable, powerful, highly versatile and their tremendous stability is a major advantage when working at this height."

The third crane - a Sennebogen 640 HD - is responsible for the guide-free insertion of sheet piles weighing up to four tonnes outside the cantilevered falsework. In one section, the sheet pile foundations had to be built in a lake which required the crane to be positioned on a hydraulically-supported pontoon.

"The size of this construction site means that the cranes have to be moved frequently. Thanks to the short set-up times and the fact that it can be assembled and dismantled without additional lifting equipment, the 640 has reduced our costs and is extremely efficient," explains Oelze. "The elevating cab offers improved views and coupled with the outstanding handling of the machine means the cranes are particularly popular among our operators."

In the UK, Trentham, Stoke-on-Trent-based EH Hassell has been the distributor for Sennebogen cranes since 1998 and has chalked up more than 100 sales. Customers have included companies such as Morgan Est which runs an 18 strong Sennebogen crane fleet which includes Heavy Duty, lattice and telescopic boomed units. Other multiple Sennebogen crane owners include Carillion, Byzak, Barhale Construction, Fussey Piling, CBI John Brown and Weldex. The latest deliveries include an 80 tonne capacity 680 HD to Byzak, an 80 tonne 683HD to Weldex and a 140 tonne 4400 to Carrillion.



Short set-up times make the Sennebogen 640 a highly efficient solution for inserting sheet piles

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2009 Rental rate guide

It has been a long time since we compiled our annual rental rate guide in such volatile circumstances. This time last year the general economic situation looked dire given that it came merely weeks after the worldwide banking collapse was on the cards.

However the rental industry and rates in general were holding up - but only just. Few anticipated a rosy year, but even less expected it to be as bad as it has generally proven to be. In the UK the crane and powered access rental companies managed to keep a slither of sanity going for some of the first half, but then one after the other, rates began to tumble and a good deal of stupidity came into play - much of which is still happening.

As always many companies cut rates with no thought, discipline or strategy and as you might expect the net result has been a double whammy as rates fell along with utilisation. In the crane hire market, tower cranes took an early hammering as the housing market meltdown caused some developers not only to suspend construction but also to 'off-hire' any tower cranes they might have had on site.

Mobile crane hire followed soon after as construction projects began to wind down and the general economy began to cut the number of routine short term lifts. Some sectors such as the smallest and larger crawler cranes have continued to fare well but overall the year has not been good.

The powered access business has had a patchier year. Companies serving niche markets or offering specialist equipment have fared reasonably well, particularly the smaller companies that are closer to their customers and markets.

Examples of this include companies specialising in spider lifts and some vehicle mounted lifts. General run of the mill, mid-sized booms and scissor lifts on the other hand, have suffered from a total lack of common sense or pricing integrity, led by over indebted small to mid-sized companies along with some of the national rental groups. Few, if any of these companies have been able



to control pricing strategies or discipline through the ranks and there are dozens of examples of most companies leaving massive percentages "on the table" even for short term contracts where the delivery and handover costs do not justify sending the equipment out.

The telehandler market is another beast entirely. Rates have typically been lower in this market as a percentage of the machine's cost and given the hard treatment the equipment often receives it can be a lean business. However utilisation has traditionally been high, compensating somewhat for the low relative rates. The housing slowdown caused telehandler utilisation to fall earlier than the mobile crane and access markets. However if our anecdotal evidence is anything to go by telehandler rates have held up better than most. It could be argued of course that they had less distance to fall.

One interesting fact this year was the participation levels we saw. First of all more people responded overall, but the mix has changed. Crane hirers, usually reluctant participants were the shining examples this year with more companies responding and being the first to return completed forms.



Access rental companies on the other hand - normally very good at responding - were both slow and in many cases reluctant to participate. Telehandler inputs showed little change on previous years.

Strategies to cope with the rates

As the 2009 rate war got nasty around mid-year, companies reacted in different ways when confronted with competitors offering their customers seriously stupid rates. (In spite of declarations of innocence or ignorance most medium to large companies have participated in the practice). Hewden was the most



open, having seen such tactics rob it of otherwise satisfied customers as it attempted to maintain its pricing integrity. The company reacted with a limited time offer - 'Return to Sender' - offering to replace equipment currently on rent at a lower price for hires of three weeks or more. The aim was to send a message that it was prepared to be competitive and to get back in tune with a portion of its customer base that it says it had lost due to its policy of holding firm on rates. The campaign caused controversy due to its stated aim to break existing hires rather than be competitive for the next contract. Hewden maintains that it was only doing openly what most others were doing on the sly. Other tactics during the year included a wide range of underhand practices, including accusations of salesmen lurking outside competitors' premises and following delivery trucks to site.

In Scotland, Active Rentals followed a similar yet different policy to Hewden, which mirrors one found in the retail sector, were a great deal more sophisticated is applied to pricing strategies. Dubbed the "Crunch Buster", the company simply gave a guarantee that it would match or beat any competitive quote. Active says that it worked surprisingly well disarming competitors which had a habit of turning up on site offering lower rates. The idea is that word gets around that rate cutting on its own would simply not win the business - the key with this strategy is how it is used and having the right disciplines behind it. Active says that the number of times that it has had to cut its rates has been minimal. An abbreviated copy of a letter from Andrew McCusker of Active explaining the rationale behind the price guarantee campaign is published on the next page.



As you will note from the comments accompanying the returns this year there is a great deal of anger, frustration and finger pointing in the industry. So far there is little sign though of any significant shift in the way that crane and access companies manage their pricing strategies and the largest are as guilty as the smallest, or in fact more guilty as they ought to be showing some leadership.

2009 rental rate survey C&A

Active Rentals says its price match campaign has worked surprisingly well. Managing director Andrew McCusker explains his rationale in a letter sent to C&A.

Dear Sir,

Active Rentals has undertaken a marketing campaign - 'Crunch Buster' - aimed at generating business within our local area whilst reassuring our customers that they are receiving competitive hire rates. This has been met with some derision. Anyone who knows me will confirm that I am a staunch champion for commercially viable and sustainable hire rates and not a comedian.

We have always sold the hire of our equipment based on the quality of the service we provide, rather than the lazy salesman's way of offering the machine for a few pounds cheaper than the next company. However, we began to find that we were losing business left right and centre, from one time very loyal customers. Time after time when we challenged our customers for an explanation the reason the customer gave was that we weren't competitive enough, or we weren't hungry enough for their business. A few customers actually took umbrage that we hadn't seen fit to reduce our rate automatically. On virtually every occasion the customer conceded that the quality of our service until that point had been excellent.

In mid June we consulted with a marketing company. Our outline was to cultivate new and existing business, be seen to be competitive and responsive, but try and maintain decent hire rates. The advice was a complete surprise and completely opposite to my instincts, it was to offer a price match guarantee!

Price matching forces our competitor to do something different; they cannot continue to offer something underhand that we are offering publicly. We have forced our competitors to consider their pricing and to ensure they are offering realistic rates; there is no mileage in undercutting in a market where someone is promising to beat any price. Once it is presumed that everyone is on a level pricing field then rental companies have to rely on good customer service to win clients, this benefits the end user significantly. It should very quickly steady the local rental market and have everyone quoting the same type of rate structure.

The problem with our industry has been masked by the economic boom and the significant pace at which it has grown over the last 10 years. IPAF president John Ball commented in his address at the 2009 Summit that as an industry we have spent so long convincing customers to take our unusual equipment that we have become subordinate to them, even scared to ask them for payment. This echoes the sentiments of Kevin Appleton of Lavendon, when he commented that powered access hire was treated by customers somewhere between toilet roll and stationary purchases. This is because of the way we operate as an industry and I don't personally see it changing anytime soon. Whilst access people continue to jump from company to company and show no loyalty and access professionals are placing rental operations into administration this week and opening up next week under a new name, customers will only see us in one light!

Active Rentals is a small company, I am personally involved in operational matters, delivering machines etc, not necessarily every day, but we still operate at that level. If this company takes a particular stance, then I personally have to be firm and committed to that cause, there are no tiers of management to protect or provide excuses for me. I believe that we have taken the higher ground with this campaign and that it will prove to have a positive effect on the market. More people should have the balls to at least try and make a difference.

Yours Sincerely,

Andrew McCusker
Managing director

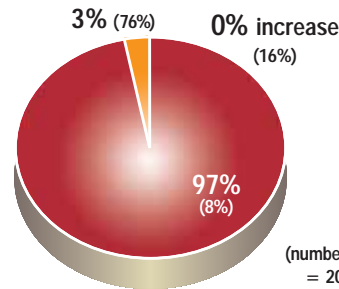
Crane rates

Crane rates are a story of many parts, tower cranes, mobile cranes, large crawlers, spider cranes all faring differently. Overall the picture for 2009 has been fairly gloomy.

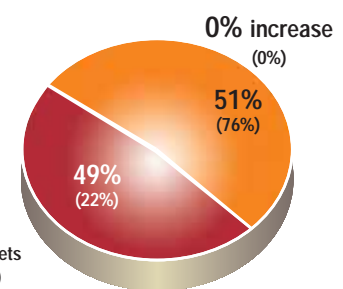


Crane hire rate trends all crane types

Crane hire rates over the past 12 months



Crane hire rates during the next 12 months

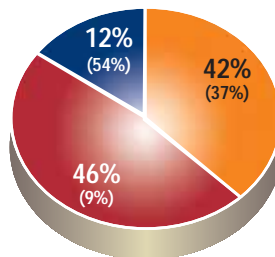


(numbers in brackets = 2008 results)

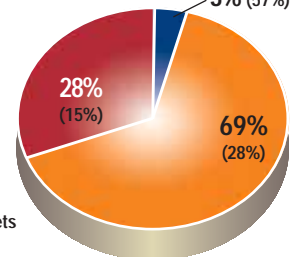
This year is the most negative since we started the survey in over 10 years ago. All but a few reported a drop in rates during 2009, with almost half expecting them to continue to decline in 2010. No one expects them to increase but over half believe that we have reached the bottom.

Crane fleet size

Crane fleet size over the past 12 months



Crane fleet during the next 12 months



(numbers in brackets = 2008 results)

This year roughly half of companies surveyed cut their overall fleet size, while the vast majority expect to hold fleets at their current levels throughout 2010 limiting any purchases to replacements.

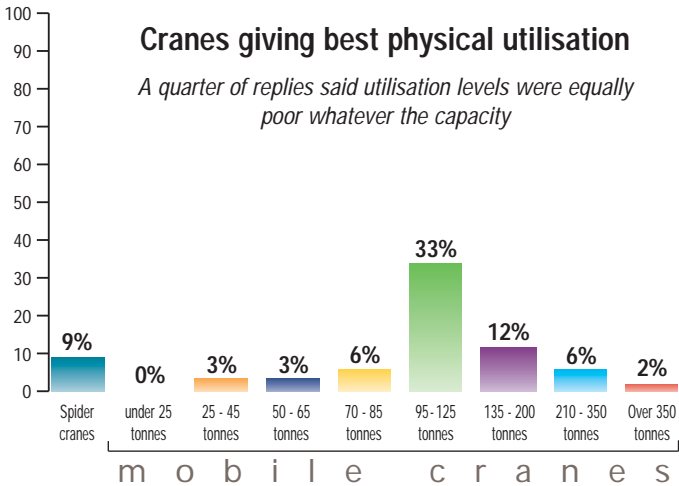
● Decreased ● Stayed the same ● Increased



Utilisation and return

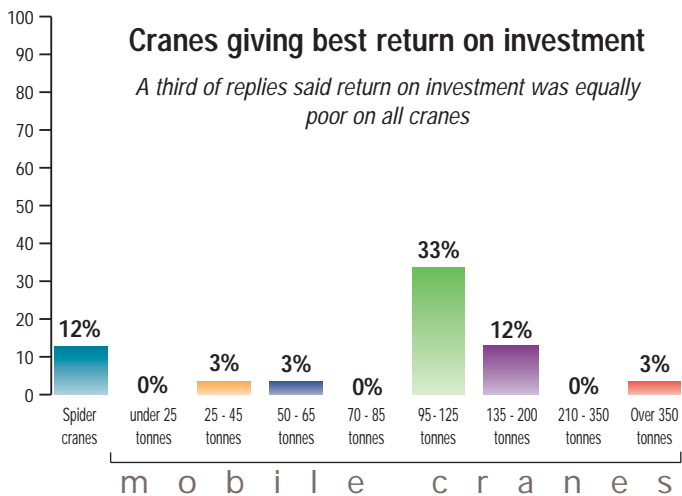
Cranes giving best physical utilisation

A quarter of replies said utilisation levels were equally poor whatever the capacity



Cranes giving best return on investment

A third of replies said return on investment was equally poor on all cranes



This year a full quarter of our respondents said that all sectors were equally bad and did not attempt to rate the different crane sizes for either utilisation or returns. The one mobile crane size class that jumped out though was the 100 tonners, which probably reflects the new long boomed models now in fleets that are able to compete with older 150 to 200 tonners in terms of lifts at height and reach.



C&a 2009 rental rate survey

Daily rates for mobile cranes

AT/Truck cranes	Lowest	Highest	Average
Under 25 tonnes	£255	£360	£312
25 to 45	£280	£400	£328
50 to 65	£390	£560	£488
70 to 85	£590	£760	£693
95 to 125	£880	£1,100	£996
135 to 200	£1,495	£1,800	£1,681
210 to 350	£2,210	£3,750	£2,897
Over 350	£4,800	£6,300	£5,533
City Cranes			
	£420	£500	£447
Mobile tower cranes			
3/4 axles	£550	£670	£610
5/6 axles	£1,025	£1,250	£1,144

Weekly rates for crawler cranes

	Lowest	Highest	Average
30 to 50 tonnes	£1,450	£1,850	£1,601
50 to 100 tonnes	£2,220	£2,790	£2,530
100 to 249 tonnes	£2,560	£4,850	£3,972
250 tonnes plus	£4,500	£6,500	£5,695

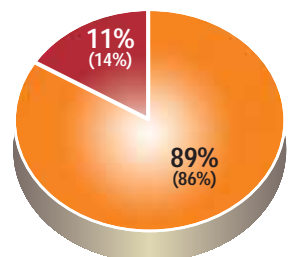
Weekly rates for other cranes

	Lowest	Highest	Average
Spider Cranes	£550	£1,150	£767
Mini crawler cranes	£600	£1,400	£986
Self Erecting towers	£510	£700	£595

Rates quoted do not seem to reflect the extreme pessimism of the comments we received, possibly because respondents were conservative in the data they sent in? A number of respondents declined to complete this section.



Do you employ any female crane operators?



Yes No (numbers in brackets = 2008 results)

The numbers employed are still negligible and the shift in percentages meaningless.



What percentage of your jobs are contract lifts?

Type of company	Crane Hire	Contract Lift
Mobile crane hirers	76%	24%
All crane hirers	86%	14%

This year we have separated crawler and tower crane companies out given that most of them put crane hire as 100% therefore distorting the mobile crane numbers.

Would you recommend the crane hire industry to your children?

	2009	(2008)
Yes	52%	82%
No	46%	14%
Don't know	2%	4%

This is a significant shift. As usual when times are tough fewer people want to recommend the industry to their children.

"Everyone in the industry is responsible for the cut throat rate structure that's been made. It will take years to repair! Various companies in our area are getting away with murder under CPA conditions. Just one example is charging customers £100 for a method statement so they don't have to do a Contract Lift as they don't have the labour force to do anything else. On site there is no Certified AP, no supervisor, no method statement, no certified slinger, no berthing plan or drawings. The UK is safety mad but they let the cowboys get away with what they want when good companies suffer because they have a higher profile."

Mobile crane hirer

"Rental rates throughout the year have tumbled, largely due to some hire companies panicking and putting cranes out for stupidly low rates. There has been massive over-reaction on the part of a few firms which has ruined the reducing market for everyone else."

Tower crane hirer

"Shocking!" *Crawler crane hirer*

As so often the case in the past the unprofessional approach to a market downturn (panic selling) by certain companies has impacted in a more adverse manner than market conditions actually warrant. Hire Rates have been decimated by those who seemingly do not understand the term "return on investment" and are incapable of seeing the long term impact on the industry of the "Win the job at any price" attitude which unfortunately prevails within a considerable number of crane hire businesses. It is becoming increasingly difficult for reputable hire companies to justify investment in modern machinery for the current returns when any relationship to sensible market rates has been destroyed. It will take several years to recover from the current mess just as it has done before. Do they never learn??

Crawler crane hirer

"In 1984 "Tricky Dicky" charged me £750 per day for a 60 tonne Krupp AT. In 1989 I bought an 80 tonne Kato KA 800 and I still got £750 per day. Here we are 25 years later and we now struggle to get £750 a day. Would I recommend this stupid industry to my Children, NOT ON YOUR LIFE!!!!"

Mobile crane hirer

"Rental rates have fallen by 15-20% whilst machine prices have risen due to the rate of the Euro. Rates will no longer support any kind of machine replacement programme as hirers will not be able to invest in modern equipment when returns are so poor."

Tower crane hirer

"Most severe pressure on rates for more than 10 years." *Mobile crane hirer*

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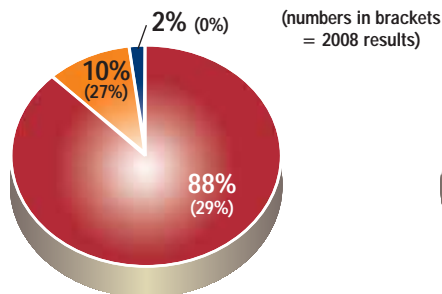
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Powered Access rates

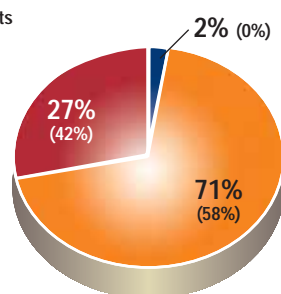
Rate trends



Access rates over the past 12 months



Access rates over the next 12 months

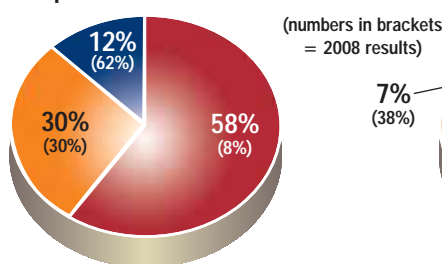


This time last year no one expected rates to increase but the majority hoped that they would hold firm, while that largely held true for the first quarter or even half year, everything crashed in the second. A full 88 percent reported falls in rates and those reporting rates remaining the same are almost entirely made up of companies that operate in niche markets where equipment shortages have kept rates at last year's levels.

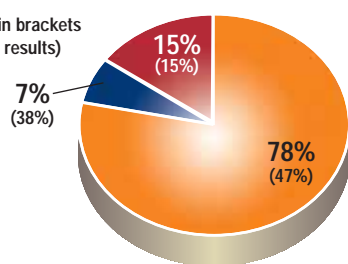
Once again the outlook for the next 12 months is that they will remain the same, this time though this strikes a pessimistic note as almost everyone recognises that rates cannot afford to remain the same and need to rise, few though believe that they will.

Fleet trends

Fleet size over the past 12 months



Fleet size over the next 12 months



It is clear that many companies that expected to maintain fleet levels in 2009 ended up cutting them. Just 15 percent were expecting to cut back and yet 58 percent have now reported doing so.

Once again everyone appears to be more conservative for 2010 with just seven percent expecting to increase rates. Most intend to hold their fleets and merely replace older equipment.



C&a 2009 rental rate survey



Weekly rental rates by general category

Platform Height	Lowest	Highest	Average
Electric scissors			
5 metres and under	59	90	71
6 metres (19/20ft)	65	145	94
8 metres (26ft)	95	160	119
10 metres compact (32ft narrow)	115	175	135
10 - 20 metres	140	160	153
20 metres plus	785	900	845
Diesel/Bi Energy			
8 to 10 metres (26/33ft)	102	145	129
10 to 14 metres	95	145	121
over 14 metres	150	188	172
Electric Booms			
under 11 metres	161	195	173
10 to 14metres (32/40ft)	175	195	183
14 metres (45ft plus)	195	225	205
Mast booms			
8 metres	195	220	204
10 metres	195	245	212
RT articulating booms			
15 to 16 metres (45/51ft)	120	224	171
20 to 23 metres (60/70ft)	190	323	267
24 to 26 metres (80/85ft)	430	520	472
over 26 metres	695	735	723
Straight Booms			
Under 17 metres (40ft)	165	230	183
20 to 23 metres (60/70ft)	255	330	284
24m to 26 metres (80/86ft)	420	525	473
Over 27metres	705	940	815
Trailer lifts			
12/13 metres (30/38ft)	185	285	205
17 metres (50ft)	190	415	244
over 20 metres	875	975	902
Spiders			
12 to 15 metres	420	500	436
16 to 18 metres	445	700	639
over 18 metres	965	1,100	997
Van mounts			
All sizes	320	360	338



Truck mounted daily rates

Platform Height	Lowest	Highest	Average
Truck mounts			
Under 22 metres (3.5 tonne)	95	315	225
20 to 35 metres (7.5 tonne)*	395	480	462
36 to 45 metres *	705	815	788
46 to 70 metres *	945	1,300	1,150
Over 70 metres*	No Input		

*With operators

This year the inputs were a little different, in addition to the forms that everyone returned we were also sent a good number of written quotations from competitors, in this cases the rates quoted were almost always considerably lower than the 'official' rates submitted. We have included these where we have been certain of their authenticity. This has probably added some further realism to the numbers this year?

The issue of the different type of rental companies and contract periods concerned also leads to fairly wide spreads in the level of the rates. Comparing the rates with last year would appear to confirm the comments received.

Utilisation and Return $\frac{1}{10}$ = best / $\frac{10}{1}$ = worst

Type	Best Physical Utilisation	Best Financial Return
Small electric scissors	3 (1)	2 (1)
Electric scissors 12metres +	4 (2)	6 (2)
Big electric scissors 20metres +	Too few	Too few
Compact diesel scissors	5 (6)	6 (7)
Diesel scissors 12 to 19 metres	10 (7)	10 (7)
Big diesel scissors 20 metres +	6 (NR)	6 (NR)
Small electric booms	5 (3)	4 (4)
Mid articulated booms (45ft)	4 (4)	7 (5)
Big articulated booms	4 (4)	5 (5)
Straight telescopic	8 (5)	9 (6)
Trailer lifts	6 (8)	4 (3)
Mast booms	4 (5)	6 (7)
Push around lifts	1 (9)	1 (9)
Spider lifts up to 18 metres	2 (NR)	3 (NR)
Spider lifts over 18 metres	7 (NR)	4 (NR)

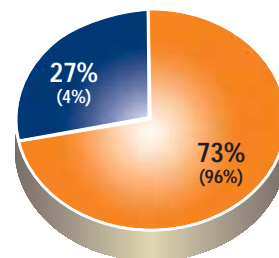
This year sees some changes and the input is odd in places. Small electric scissors, usually in the top two when it comes to utilisation and return has slipped a few spots, while push around lifts - included for the first time last year - have jumped from near the bottom to first place.

We believe that last year many respondents may have been thinking of AWP type lifts and this year are more in tune with push around scissor lifts?



Would you recommend the access rental industry to your children?

As might be expected there was a shift away from the almost unanimous Yes vote last year to a more measured response as some became exasperated with the current market and the reaction of competitors. Regardless of this, it is still a very positive vote for the business.



Yes No

(numbers in brackets = 2008 results)



Respondent's Comments

"2010 is likely to see a continuation of the extremely competitive landscape we see at present"

"We were undercut by £125 a week for a 21 metre boom even though the utilisation is sky high. Thankfully our units were all out at better prices than we offered for this deal."

"I hope that the Olympics will soak up a lot of the gear from the idiots that are continuing to offer stupid rates leaving the rest of the market to the more astute."

"£165 for a Genie Z45 - has the world finally gone mad?"

"The industry should be concerned about the freefall in rates being led by the nationals. We have seen documentary evidence clearly showing contracts being undertaken at suicidal rates such as 80ft booms at £350 per week!"

"The larger hire companies do not seem to have any pricing controls and are leaving stupid amounts on the table. In a recent deal we offered a boom at a very special price of £225 well below what we would like. We were undercut by more than £50 a week!!"



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Rate trends



Percentage of units going out with work platform attachments

(2008 results in brackets)

Type	Lowest	Highest	Average
Fixed frame	0% (0%)	30% (33%)	15% (18%)
360 degree	20% (25%)	30% (48%)	28% (34%)

Weekly rates for telescopic handlers

Capacity	Lowest	Highest	Average
Fixed frame			
Under 10 metres	£170	£220	£188
10 to 12.5 metres	£200	£230	£214
13 to 15.5 metres	£200	£300	£260
16 to 20 metres	£310	£370	£331
360 degree			
Under 20 metres	£410	£540	£466
Over 20 metres	£1,000	£1,200	£1,074

Respondent's Comments

"Extreme rate attrition driven by reduced volumes. Key players have reduced fleets to reduce costs."

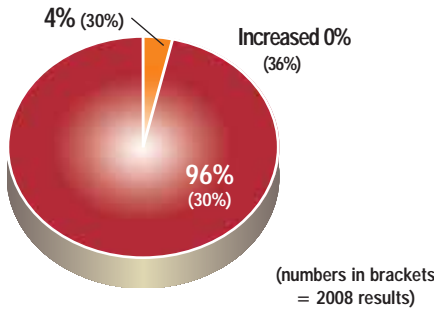
"This has been a hard year, it started last year in the second half, we have been surprised though in that this year did not get worse than it did! We have managed to sell a fair few older units and have not replaced them. I am looking at the little JCB... not because we get a lot of requests for smaller units, just looking to try something different."

"Rates were not great to start with yet have fallen further as those who think they can keep 2007/8 volumes by slashing their rates are given their head. It doesn't work like that - now we have low volume and crap rates."

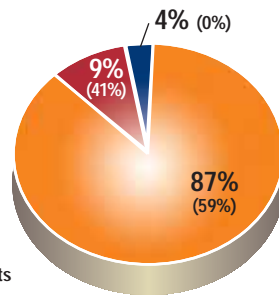
"Good thing is that we don't have to rent telehandlers or access for that matter, we will of course but are reducing the fleet rather than cut rates any further. We are looking at ways to add value or differentiate ourselves..."



Telehandler rates over the past 12 months



Telehandler rates over the next 12 months

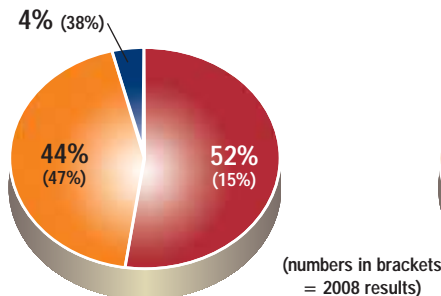


The vast majority of companies have reported falling rates in 2009, while this time last year most expected rates, which had already fallen, to remain stable. The falls have not been as great as those seen in the crane and access markets but then the rates were already relatively low.

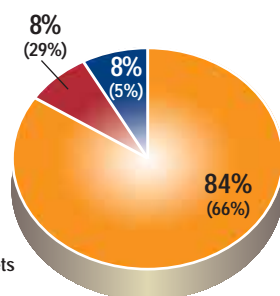
A larger majority this year expect rates to stabilise although virtually no one is anticipating any increase. It seems that those with 360 degree machines have fared better than the run of the mill 12 or 17 metre straight frames.

Fleet size

Fleet size over the past 12 months



Fleet size over the next 12 months



Larger fleet owners have cut fleet numbers in 2009 while smaller and mixed access/telehandler fleets have tended to hold at 2008 levels. Some niche operators have done quite well in 2009 and have added a few units. While the picture looks more promising for 2010 few companies are planning major capital additions.

Utilisation and Return ^{1 = best} _{6 = worst}

Fixed frame	Best Physical Return	Best Return on Investment
Under 10 metres	3 (4)	3 (2)
10 to 12.5 metres	1 (2)	4 (5)
13 to 15.5 metres	4 (6)	2 (5)
16 to 20 metres	2 (5)	1 (1)
360 degree		
Under 20 metres	4 (3)	5 (4)
Over 20 metres	1 (4)	1 (3)

(2008 results in brackets)

A look back at

2009

2009 will be a year we all remember as one of the toughest in living memory. The banking collapse sent shockwaves across the whole industry with spending almost grinding to a halt. Most equipment suppliers saw dramatic reductions in orders and hire rates with only a few specialist suppliers performing well. Let us hope 2010 will be a big improvement.

January Industry News

The UK Health & Safety Executive decides to press ahead with an official register of tower cranes.



(L-R) Mike Wishart, Russell Rowley and Martin Birbeck

Eazzi Lifts appoints R2 Access as its UK distributor.

Bravi UK takes over distribution of Eddie Lift brand push around lifts.

Terex Cranes lays off around 150 at its Waverly, Iowa facility.

Manitowoc Crane Group reports record crane sales for 2008, at \$3.9bn, up almost 22% and at the same time announces workforce cuts for 2009.

JLG reports a 40% drop in revenues for its first fiscal quarter 2008/2009.

United Rentals announces a \$1.1 billion non-cash hit in its 2008 accounts.

The UK's Health and Safety Offences Act 2008 comes into force with increased sentencing powers.

Youngman launches the BoSS X3 push around scissor lift.



BoSS X3

Manitou confirms it will not be exhibiting at the Intermat exhibition in Paris and issues a warning of a severe fall in order intake.

Liebherr officially breaks ground at its new plant in Dzerzhinsk, in Nizhny Novgorod region of Russia.

JCB launches a new pick

and carry mobile tractor type crane in India dubbed the Liftall.



World News

- Slovakia adopts the Euro
- Israel launches an invasion of the Gaza Strip
- Russia shuts off all gas supplies to Europe through Ukraine



• Barack Obama is inaugurated as the 44th President of the United States

• Icelandic government and banking system collapse

• An aircraft with disabled engines lands in the Hudson river in New York



Merlo UK delivers its 7,000th telehandler to GT Lifting solutions of Lancing West Sussex.



Graham Trundell of GT Lifting

Max Access, the company that introduced the spider lift to the UK, goes into administration.

IPAF issues a record 81,378 PAL Cards (Powered Access Licences) in 2008.

Geoff Holden appointed chief executive at the Lifting Equipment Engineers Association (LEEAA).

Terex Cranes

unveils its new 1,600 tonne capacity Demag CC 9800 crawler crane built at its facility in Zweibrücken Germany.



Omme 2750RBDJ



Omme Lift launches a new 27.5 metre working height spider platform.

Following reports of counterfeit **Tadano** truck cranes in the Middle East, units appear in Australia.

2008 was a record year for **Multitel Pagliero** with more than 1,000 platforms manufactured.

SGB announces it will be closing its powered access business.

Tadano purchases Spandek Mantis, the US-based telescopic crawler crane manufacturer.

The Malaysia Mobile Crane Owners Association announces a 5% reduction in official rates 'in an effort to help the construction industry'.

Isoli appoints Gabriele Valli previously with CTE, as its new sales manager.

February Industry News

MEC launches new scissor lifts including two Speed Levels its own version of UpRight's Speed Level Dutch based rental company.

Kamphuis expands into scissor lifts and adds more boom lifts following a German acquisition.

Hi-Reach Access doubles its fleet at its London Thames Gateway location.

The **Youngman** Group launches a new generation of its Boss aluminium scaffold tower system.



CTE launches three new product brands for its truck, spider and Bizzocchi fire platforms.



Layher, the German-based scaffold manufacturer, relocates to a new 12,000 square metre facility in Scotland.



Manitowoc's Glen Tellock elected as chairman as well as his role as chief executive.

Genie decides to supply its parts and service manuals on DVD and via the web only.

UK Generators is declared insolvent.

FTSE 100 January 4580 DOWN



World News

- A Russian and an American satellite collide over Siberia
- Morgan Tsvangirai is sworn in as the new prime minister of Zimbabwe



- Heavy snowfall hits the UK
- The World Economic Forum 2009 got under way with politicians turning up in force to try to come up with urgent solutions to the global recession



Power Tower announces a distribution partnership with Redband UK and launches two new models with working heights of 3.8 and 4.5 metres.

Hiab has received an order for 292 Hiab 222ATF-1 loader cranes from BAE Systems for delivery to the US Army.



Liebherr releases the first photos of its new 350 tonne LTM1350-6.1 All Terrain crane to be launched at Intermat.



Dinolift managing director Erkki Hokkinen, resigns with chairman Lars-Petter Godenhjelm taking over his duties.

Italian tower crane manufacturer **Raimondi** enters administration as it seeks to restructure.

UK specialist rental company, **Rapid Platforms** orders a 35 metre Multitel/Pagliero, a 45 metre Wumag and a 53 metre Wumag lift.

Abnormal Load Engineering sets up a new company - ALE Projects Limited.

The first 23 metre **Hinowa** 23.12 spider lift in the UK goes to work in Glasgow.

Bronto, reports a strong year and a strong fourth quarter with annual sales up 23% and profits climbed more than 30%.



The Irish prime minister **Brian Cowen** meets with IPAF president John Ball to learn more about the Federation ahead of its summit in Dublin.



Wayland Hicks quits as vice chairman of United Rentals.

FTSE 100 February **4292 DOWN**

March Industry News



Allan Hemmings is appointed managing director of Peter Hird & Sons.

German-based **Beyer Mietservice** adds 15 more Maeda spider cranes to its fleet

Socage delivers six new 35 metre truck mounted lifts to Russia on Kamaz trucks.

UK-based tower crane rental company **WD Bennetts**, is found guilty of Health & Safety breaches following the death of two men in a 2005 tower crane accident.

AB2000 takes delivery of the first Terex Demag AC120-1 All Terrain crane to be based in Scotland.



Terex Demag AC120-1

Loader crane manufacturer **Terex Atlas** is transferred from Terex Construction to Terex Cranes.

Tanfield announces a new North American venture, Smith Electric Vehicles U.S. Corp will locate its new assembly plant in Kansas City, Missouri.

Liebherr unveils its new four axle mobile self erecting tower crane, the MK88.

Lavendon, restructures its UK operations following a period of consultation with its employees.



A mobile crane tipped over in Manchester city centre - no one was injured and the operator escaped unhurt.

International access and lifting company **Easi UpLifts**, sets up a new truck mounted aerial lift rental fleet in the UK.

Chuck Martz, president of Link-Belt, is appointed as a vice president of Sumitomo Heavy Industries.



C&a

look back 2009

Aerial lift equipment supplier **CTE UK** relocates its operations to larger premises at Enderby near Leicester.

JLG opens a new sales and service facility in Singapore.

Niftylift unveils its new SD120T lightweight self propelled boom lift with a 12 metre working height.



The **Skylift** division of Nationwide Platforms' adds the first of two 58 metre Ruthmann truck mounted lifts with TV/Film attachments.

Terex chief executive Ron DeFeo declines a \$1.17 million annual bonus.

Haulotte/Bil-Jax launches an alloy scaffold tower product at the ARA show.

EPL Access adds 10 more CTE Z-Series vehicle mounted platforms.



Grant Woodward founder of The Platform Company departs the Lavendon Group following the merger with Nationwide.



Genie launches a 16 and 18 metre, 360 degree telehandlers with 4,000kg lift capacity.

JLG launches three new compact telehandlers aimed at the agricultural market.



World News

- Gunmen attack a bus carrying Sri Lankan cricketers in Lahore, Pakistan, killing eight people and injuring several others.



- The Bank of England cuts interest rates to a record low of 0.5% and begins the process of pumping tens of billions of pounds of newly created money into Britain's troubled economy

FTSE 100 March **4292 DOWN**

April Industry News

Intermat attracts almost 185,000 visitors - just 11.5% down on 2006.

Tadano confirms Alexander Knecht, will succeed Masaharu Nakanishi as CEO of Tadano Faun.

UK tower crane rental company **WD Bennett** enters administration.

The first UK units of the new **Oil & Steel** Octopussy 1400 are purchased by Jackson Tools, Scotland.

Cargotec - owner of Hiab loader cranes and Kalmar port handling equipment - combines Hiab and Kalmar sales and services networks in Europe, Middle-East and Africa.

MJ Van Riel orders the first Grove GCK3045 city crane.



Hinowa unveils a new 3.5 tonne truck mounted lift at Intermat.

Trojan batteries appoints Union Power Systems as its new master distributor/importer for the UK.

Palfinger merges aerial lift brands Wumag and Bison into Palfinger Platforms.

JLG receives an order from the United States Army for 214, ATLAS II telehandlers.



Haulotte introduces a number of new products at Intermat including the Compact 14, a 40ft platform height 1.2m wide electric scissor lift.

Sascha Scholz, previously with Terex Demag's engineering team joins Chinese manufacturer Sany as head of R&D mobile cranes.

UK-based **AFI-Uplift** purchases 55 small electric aerial work platforms.

Manitou-owned Gehl enters into a forbearance agreement with its lenders to avoid Chapter 11 bankruptcy.



CMC and **SUP-Elefant** appoint Baker Access as its UK distributor.

Raimondi, which went into administration, restarts production with the backing of the Ramco Group of Qatar.

Brian Sherlock and Alan Huddart, previously colleagues at UK rental company Hewden, launch Spa Asset Management.

Dutch-based crane rental company **Holland Lift** confirms that Haulotte will distribute its heavy duty scissor lifts in France, Italy and former Yugoslav states.

Wolffkran unveils its Wolff 1250 B a 1500 tonne/metre luffing tower crane, with up to 60 tonne lift capacity and 80 metre jib.



World News

- The G-20 summit of state leaders meets in London to discuss the global financial crisis, amid violent scenes in the City
- Albania and Croatia join NATO
- North Korea launches the Kwangmyongsong-2 rocket
- The World Health Organisation warns on Swine Flu spreading from Mexico.



A 6.3 magnitude earthquake strikes near L'Aquila, Italy killing nearly 300 and injuring more than 1,500.

- America's third-largest car manufacturer, Chrysler, declares itself bankrupt.
- Susan Boyle appears on Britain's Got Talent.
- Venetia Williams became the second female trainer ever to win the Grand National when her horse, 100-1 shot Mon Mome, raced to victory.



Liebherr unveils the prototype of its new 1,200 tonne LTR 11200 telescopic crawler crane.

FTSE 100 April 4125 UP

May Industry News

Senn AG, of Oftringen, Switzerland orders a 1,200 tonne Liebherr LTM 11200-9.1 All Terrain crane.

Kirsten Skyba, vice president of global marketing leaves JLG.

Ian James, general manager of Access Platform Sales (APS), leaves the company.

Speedy Hire announces a £100 million rights issue.

PB Lifetechnik appoints Ranger Equipment as its UK/Ireland distributor.

Sennebogen launches its 310 Multihandler.



Spider and truck mounted lift manufacturer, **Teupen** acquires Teupen Hungaria and its Traklift brand.

Easi Uplifts takes delivery of four new Bronto truck mounted lifts for the UK.



Elavation acquires the powered access division of Safeline Access Solutions.

Facelift adds to its self-drive vehicle mounted lift fleet which now totals 100 units.



Heli Iisakka, chief financial officer and Mikael Öberg, senior vice president, Scandinavia leave Finnish-based international rental company, Ramirent.

Access Rentals, the UK rental company enters administration.

Caterpillar launches the TH514 telehandler aimed at tough applications.



Pat Fiscelli, president of US operations at Lifting Gear Hire, retires.

Genie restructures its European distribution organisation, centralising all logistics and distribution functions in Roosendaal, the Netherlands.

JLG announces the new G10-43A high boom North American telehandler.

GT Access of Bromsgrove, UK buys six Haulotte Star 10 mast booms.

Richard Everist, previously with HMF (UK) is named the new managing director of Liebherr Great Britain.

Holland Lift announces plans to introduce an economy range of compact electric scissor lifts at Bauma.

Equipment Parts Wholesale (EPW) opens its European business at its new UK sales and warehouse facility in Greenfield, Flintshire.

Ainscough's first big crawler crane - a Terex Demag CC2500 - is made ready for its first job in the UK.

Horizon Reinforcement & Crane Hire of Falkirk, Scotland takes delivery of a new Tadano Faun ATF220G-5.



FTSE 100 May 4243 UP

World News

- The Sri Lankan Civil War ends with the total defeat of the Tamil Tigers
- Former president of South Korea Roh Moo-hyun, under investigation for bribery, commits suicide
- North Korea conducts a second successful nuclear test in North Hamgyong.



- Campaigner Joanna Lumley celebrates the news that Nepalese soldiers would gain full UK residency rights.



- MPs' expenses debacle - plasma televisions, chunky Kit Kats and dog food to avoiding paying capital gains tax, 'flipping' second home designation and 'phantom' mortgages

- David Cameron leader of the opposition makes a 'twitter' of himself on a local radio station interview



June Industry News

The Access Link, the UK association of independent aerial lift rental companies reaches a partnering agreement with Partner Lift in Germany.

AJ Access orders one of the first Hybrid HB1030CE compact light weight scissor lifts at Vertikal Days.

Link-Belt builds a new assembly bay at its facility in Lexington, Kentucky.

SEV (US) teams up with Altec to produce an all electric truck mounted boom lift.

Ainscough Crane Hire orders 20 Liebherr LTM1150-6.1 150 tonne All Terrain cranes.

Two men were arrested in South Wales after staging an early morning father's day demonstration on the jib of a 35 metre tower crane.



Hi Reach takes delivery of a 34 metre Rough Terrain, its fourth big Holland lift of the year.

Keith Kendall the former owner of Access Rentals, establishes a new aerial lift rental company in the UK. Direct Access Hire

Easi UpLifts, orders 10, Genie 135ft Z135/70 for its expanding UK operation.

Liebherr celebrates 40 years of manufacturing mobile cranes at its Ehingen plant with several spectacular customer days.

The 1,000 tonne **Terex Demag** TC2800 owned by Port Services of Scotland finally goes to work in the UK.



Dutch-based heavy lifting company **Mammoet** unveils plans for a new 100,000t/m plus mobile crane.



Blade Access Specialists buys a 70 metre Wumag and the first of a number of CTE platforms for its self-drive fleet.

GGR-Unic launches its all-new EMU 1000 at its Open Day.

JLG wins a contract from the United States Army to rebuild 500 All Terrain Lifter Army System (ATLAS) telehandlers and 300 other rough terrain forklifts.

Bluelift appoints Bravi UK as its UK and Ireland distributor for the UK.

Elliott Equipment Company unveils a new 60ft/18 metre straight telescopic platform.



Liebherr introduces a new 60 tonne truck crane, its largest to date.

Edmolift and Bravi UK launch a new two man push around scissor lift.

O-Plant Hire adds six more Kobelco crawler cranes for its fleet.



Haulotte confirms the purchase of Access Rentals as a going concern.

Broderson appoints Cranes UK to distribute its products in the UK and Ireland.

Manitou announces senior management changes, with Jean-Christophe Giroux replacing Marcel Claude Braud as CEO.

FYSE 100 June 4506 UP 

World News

- More than 150 are killed when ethnic Uighurs riot against Han Chinese in Ürümqi, Xinjiang
- Air France Flight 447 from Rio de Janeiro to Paris, crashes into the Atlantic Ocean, killing all 228 on board
- Swine flu, is declared a global pandemic
- Mahmoud Ahmadinejad is re-elected as the president of Iran following claims of massive vote rigging spurring mass demonstrations.
- Protestors barrack BNP leader Nick Griffin as he abandons a press conference outside the Houses of Parliament in London
- Sweden assumes the presidency of the European Union
- Iceland's parliament votes to apply to join the EU.
- The longest total solar eclipse of the 21st century occurs over parts of Asia and the Pacific.
- Michael Jackson dies



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July Industry News



Rival, confirms details of its new UK operation - Rival UK.

Cumberland Industries completes a 38 metre, Terex Utilities insulated boom truck mounted platform, the largest sold in Europe.

Palfinger launches another heavy-duty loader crane - the PK40002-EH.



Ainscough, announces further management changes including the departure of Grant Mitchell.

Valla parts company with its long time UK distributor, Valla UK and re-appoints Peter Hird of Hull.

Steve Shaughnessy, managing director of Loxam UK, announces he will be leaving the business.



Two of the world's largest truck mounted platforms - **Wumag WT1000s** - are used to inspect and repair HMS Victory.

PP Engineering takes delivery of a 220 tonne Tadano Faun ATF220G-5.

JLG agrees to pay extra compensation to employees who threatened to explode gas cylinders at its plant in Tonneins, France.

Oktopus UK is purchased by its directors from administrator.



A JCB telehandler helps people to the fourth plinth in Trafalgar Square in an Antony Gormley live art work.

Paulo Troni, previously with Rent-Up, has taken over Italian aerial lift manufacturer Cela.

US Boom truck manufacturer, **Manitex** acquires Badger Equipment.

Two men die after the roof of a stage being built for a Madonna concert in France was dropped during a tandem lift.

PC Harrington Contractors is fined £175,000 at the Old Bailey after an accident during the construction of Wembley Stadium.

A tower crane collapses onto a block of flats in Liverpool.



World News

- **Bernard Madoff** receives a maximum 150-year sentence for masterminding a \$65bn (£38bn) fraud in the USA
- **First World War veteran Henry Allingham** - the world's oldest man - dies at the age of 113.
- **Thousands of fans** brave appalling weather at the world premiere of *Harry Potter And The Half-Blood Prince* in London.
- **Russian casinos and slot machine halls** close down as gambling laws are reformed.



Allan Access Hire, the company that took over from Allan Access when it went into administration last year, fails.

EPL, one of the longest established powered access companies in Europe, files for administration.



Dinolift unveils its first tracked spider lift, the Dino 185XTC.

FTSE 100 July **4234 DOWN** ↓

August Industry News

WD Bennett is fined £125,000 plus £264,299 in costs but with the company currently undergoing liquidation there is little or no chance of the fines or costs being paid.



Markus Liebherr, 61, one of Hans Liebherr's sons purchases Southampton Football Club.



Emsley Crane Hire places an order for its fifth Liebherr LTM 1055-3.2 with David Milne, who retires as managing director of Liebherr UK.

The Lavendon Group has purchased the assets and trade of EPL the UK-based powered access rental company.

Michelin issues a statement warning that its 445/95 R 25 X Crane 174F tyres should not be used with axle weights above 15.6 tonnes.

The 104 metre **Bronto HLA104** makes its first appearance at Platformers Days in Germany.



GBK the Glasgow-based crane rental company appoints an administrator.

Mammoet announces that it has designed a larger - 160,000 tonne/metre version of its recently announced PTC120DS.

Italian aerial lift manufacturer **Iteco** is acquired by construction equipment manufacturer Imer Group.



PB Lifetechnik launches a new 11 metre/33ft platform height big deck electric scissor lift.

Rapid Platforms is the first to order the new Multitel MX225 in the UK.

Penny hydraulics launches its second mini crane mounted on a Hinowa crawler carrier - with 1.2 tonnes capacity

Bravi, the Italian-based aerial lift manufacturer unveils a new improved version of its popular Leonardo.

Manitowoc is dropped from the S&P 500 after its market capitalisation dropped below \$900 million.

BMW in the UK takes delivery of the first two tonne Galizia pick & carry cranes.



Bruno Fille, executive vice president and director of Manitou resigns.

Bronto appoints Ian James, previously of APS, as its sales director for the UK and Ireland.

Meis Baumaschinen of Reken, Germany introduces a fully self propelled platform attachment for Bobcat telescopic handlers.

Liebherr releases the first image of its new LTC 1045 3.1 City crane.



World News

- **England** regains the Ashes with a momentous 197-run win in the deciding Test to seal a 2-1 series triumph
- **Abdelbaset Ali Mohamed Al Megrahi**, imprisoned for the 1988 bombing of Pan Am Flight 103 is released by the Scottish government on compassionate grounds
- **Jamaican sprinter Usain Bolt** claims another world record setting 19.19 seconds for the 200 metres



FTSE 100 August **4671 UP** ↑

September Industry News

Trad Safety Systems of the UK takes delivery of its first batch of Monkey Towers for its rental fleet.

IPS, the international parts and service company and German-based Powerlift launch a joint venture online parts service.

Cumberland Industries is appointed Terex Utilities distributor for the UK, Ireland, Jordan and Iraq.

The UK HSE warns farmers not to use telehandlers to drive fencing posts into the ground.



Badger equipment, unveils a new 30 ton cab down Rough Terrain crane.

Merlo launches new 17 metre Panoramic P40.17 telehandler.

Thomas Ostermann is named vice president and managing director for Terex's newly acquired Fantuzzi and Noell port equipment business.

UpRight Powered Access launches a range of push-around scissor lifts.



Niftylift launches the safety Siops system.

Paolo Troni and investors form First Step to purchase Socage from Fassi joining the Cela business acquired earlier in the year.

World News

- *Orange and T-Mobile merge UK operations to create the country's largest mobile phone operator*
- *The G-20 summit of world leaders in Pittsburgh announces it will replace the G-8 in an effort to prevent another financial crisis.*
- *Roman Polanski is arrested in Zurich, pending extradition to the USA.*
- *The Walt Disney empire announces it is to buy the superhero stable Marvel Entertainment for \$4bn (£2.5bn)*



C&a

look back 2009

Debbie George, marketing manager at Genie in Redmond, leaves the company after 25 years.

Ruairi Duggan, joint founder of Uplift, joins UK-based Horizon Platforms.

Baker Access puts the world's largest spider lift fleet up for sale.

Kobelco develops the new 300 tonne capacity 'SL4500 Light Configuration'.

Holland Lift unveils a new 21ft/6.5 metre platform height crawler mounted scissor.

A Mini Crane Hire Co takes delivery of its first Maeda mini cranes for its fleet in the North West of England.

US Crane rental company, **Lewis Equipment** files for voluntary chapter 11 bankruptcy.

Lifterz takes delivery of the first PB Lifttechnik 225-12E, narrow aisle electric scissor lifts in the UK.



Alpas Hendrion purchases 250 new Aichi aerial lifts.

Ranger Equipment relinquishes its UK distribution agreement with Finnish manufacturer Dinolift.

Manitowoc unveils the base structure of its new 2,300 tonne 31000 crawler crane.

Select Plant Hire is fined £100,000 for the Croydon tower crane accident in June 2007.

The UK Co-operative food group purchases 10 JLG scissor lifts for general access duties in its warehouses.



A Hewden owned Cat telehandler is used to help Britain's largest puppet walk.

FTSE 100 September **4820 UP**

October Industry News



Mammoet UK takes delivery of the first Tadano Faun HK70 truck crane.

HSS shifts aerial lifts from Ireland to London.

Lavendon Access Services officially launches EPL-Skylift merging EPL Access, Skylift and Rise Hire.

UK lift manufacturer **Aldercote**, announces an integrated fork mounted work platform.



Link Belt launches attachments for its 70 tonne TCC-750 telescopic crawler crane.

Caterpillar unveils its new TH417 telehandler.

Cargotec, sells its off-road Loglift forestry crane business to Finnish-based manufacturer Mesera Salo Oy.

National Crane launches its largest boom truck to date, the 55 ton NBT 50 Series.

Palfinger shows off its new Power Link cable winch for its High Performance crane series.

Manchester-based **Higher Access** takes delivery of eight CTE tracked platforms.



George Ellis is appointed as president, Terex Construction.

Valla launches an all new 2.5 tonne electric pick & carry crane.

Kranlyft introduces a new 300kg glass suction lift developed in partnership with Wirth.

New crane manufacturer **PC Produzioni** shows its 50 tonne RT crane.

JCB launches its new 515-40 Miniscopic - the smallest telescopic handler it has ever built.



Galizia launches the GK20 - its first track mounted crane.

John Milne, previously president of United Rentals, pleads guilty to conspiracy to falsify the company's books and faces 27 months in prison.

Manitowoc Cranes opens its new consolidated parts distribution centre in Jeffersonville, Indiana, USA.

Edmolift shows a compact low-level lift for gaining access through a standard ceiling panel.

JLG says it is to discontinue production of its Gradall telehandlers from the end of the year.

Hinowa launches a Lithium battery-powered spider lift with AC drive.

GGR opens a new location in Glasgow.



Steve and Danni Hitchen, previously of Ainscough Crane Hire, form One Stop Hire Ltd.

Merlo enters the small spider lift sector and considers the mainstream access market.

Liebherr Nenzing opens two new sales and service companies in Turkey and Azerbaijan.



FTSE 100 October **5024 UP**

World News

- *The 2016 Summer Olympics are awarded to Rio de Janeiro.*
- *Ireland holds a second referendum on the EU's Lisbon Treaty which approves the treaty.*
- *Royal Mail postal workers picket the entrance to the Glasgow mail centre in Springburn.*
- *British Airways agrees a £4.4bn merger with Spanish rivals Iberia*
- *Jenson Button wins the World Formula One championship*



November Industry News

World Lift announces that it is building a 52 metre Falcon spider lift, the first of which is sold to Easi UpLifts of Ireland.

Roger Brown retires from Genie.



Mark Butler buys out Andy Ainsworth (R), his 50 percent partner in Zenith, the UK based truck mounted aerial lift rental company.

UK crane hirer **MSD Lifting** - renamed JD Marine - goes into liquidation.

Private equity firm, **Odyssey Investment Partners** acquires US company Safway Scaffolding from ThyssenKrupp.

Artic Cranes Raptor 84 articulating tower crane goes into service with its launch customer City Lifting in the UK.



UpRight announces more models including a revised Speed Level.



UK-based Lavendon announces raising £80.8 million through an open offer of new shares.

UK construction magazine, **Contract Journal** closes its door after 134 years.

Youngman adds BoSS X3X and X2 to its push around scissor lift range.

JCB chief executive Matthew Taylor announces his replacement as chief executive by Alan Blake.



Palfinger opens its new hydraulic cylinder plant in Tenevo, Bulgaria.

Multitel launches two new truck mounted lifts on 3.5 tonne chassis, the MT202DS straight boom and the MX200 with straight line jacking.

First pictures of **Kobelco** SL3500 Light



World News

- CERN restarts the Hadron Collider in Geneva.
- The Czech Republic becomes the final member of the European Union to sign the Treaty of Lisbon.
- The prime minister of Belgium, Herman Van Rompuy, 62, is appointed as the first permanent president of the European Council.
- Dubai requests a debt deferment



- Tiger Woods takes time off from Golf following a number of revelations.
- Gold has hit a fresh all-time high, to a new record of \$1,108.05 an ounce.



FTSE 100 November **5037 UP**

December Industry News

Terex sells its mining division.

Sumitomo buys into US rental company Sunstate.

German-based **hoist**, mast climber and suspended access specialist **Geda**, closes its Swedish plant.

A new UK group of independent access rental companies - the **Access Alliance** - is formed.

General Crane of Florida files for Chapter 11 bankruptcy protection.

Australian Crane and Machinery launches a new 20 tonne articulated pick & carry Panda crane in co-operation with XCMG.



Steve Shaughnessy is appointed president of Skyjack.

A telehandler operator in the UK is jailed for 21 months for manslaughter, resulting from gross negligence following a fatal accident in 2007.

Canadian mast climber and hoist manufacturer **Hydro Mobile** files for the Canadian equivalent of Chapter 11.

XCMG Construction Machinery plans to raise 5 billion Yuan (\$732.5 million) through the sale of new shares to 'finance new nine new projects and obtain advanced technology'.

World News

- A man attacks Italian Prime Minister Silvio Berlusconi
- The United Nations Climate Change Conference is held in Copenhagen.



- LCpl Adam-Drane becomes the 100th British soldier to die in Afghanistan in 2009

- Car manufacturer Saab closes with the loss of 3,400 staff in Sweden



Versalift and the Smith Electric Vehicle division of Tanfield both display all electric vehicle mounted lifts at the Climate Conference in Copenhagen.



The first **Giraf Track** crawler mounted boom lift - with operators cab - goes to work in the UK.

FTSE i00 December **5327 UP**

Cranes & Access related departures

David Ridge, 62, joint founder of AFI and the current finance director of AFI-Uplift

Vince Mulvanny, crane and aerial lift engineer and trainer

Jack Ford, 84, the founder of Kato Cranes UK

Gino Koster, 48, general secretary of ESTA and manager of safety, health environment and quality for Mammoet Europe



David Maddicott, 71, founder and owner of Dainton Crane Hire

Mrs Lucy Valla, 69, president of Valla SpA and widow of John Valla



Dario Piccin, 77, Italian entrepreneur and president of mini/spider crane manufacturer Imai Jekko

Roy Wren, 76, ex regional sales manager for Grove and Coles and speech-master/master of ceremonies at the Cranes & Access - Crane Dinner



Tom Zorn, ex CEO of RSC in USA and WorkX in Holland

Phil Zeitsch, Australian access veteran of Ace Scaffolding Services

Andrew Wyeth, American painter (born 1917)

Ricardo Montalbán, Mexican-born American actor (born 1920)

Walter Cronkite, American newscaster (born 1916)



John Updike, American writer (born 1932)

Ingemar Johansson, Swedish boxer (born 1932)

Bobby Robson, English footballer and manager (born 1933)

Natasha Richardson, English actress (born 1963)

Maurice Jarre, French composer and conductor (born 1924)

J. G. Ballard, English novelist (born 1930)

David Carradine, American actor (born 1936)

Farrah Fawcett, American actress (born 1947)



Robert McNamara, 8th United States Secretary of Defence (born 1916)

Patrick McGoohan, American-born British actor - 'The prisoner' (born 1928)



Mollie Sugden, English actress (born 1922)

Frank McCourt, Irish-American author (born 1930)

Corazon Aquino, 11th president of the Philippines (born 1933)

Ted Kennedy, American politician (born 1932)



Yoshito Usui, Japanese manga artist (born 1958)

Patrick Swayze, American actor and dancer (born 1952)

Pavel Popovich, Soviet cosmonaut (born 1930)

Claude Lévi-Strauss, French anthropologist (born 1908)

Michael Jackson, American performer and recording artist (born 1958)



Richard Todd, Irish-born British actor (born 1919)

Otto Graf Lambsdorff, German politician (born 1926)

Gene Barry, American actor (born 1919)

Roy E. Disney, American businessman (born 1930)

Sir Clement Freud, politician and media personality (born 1924)

Wendy Richard, British television actress (born 1943)



Jade Goody, British Big Brother 'celebrity' (born 1981)

Keith Floyd, wine drinking TV chef (born 1943)

Danny La Rue, female impersonator (born 1927)

Karl Malden, American actor (born 1912)

David Vine, British sports commentator (born 1935)

Allen Klein, infamous manager of the Rolling Stones and Beatles (born 1931)

Stephen Gately, pop singer with Boyzone (born 1976)

Edward Woodward, British film, TV and stage actor, (born 1930)

Sir Ludovic Kennedy, writer and broadcaster, (born 1919)



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New Grove models

The line up of Grove model cranes has expanded significantly in recent years and this is largely as a result of the partnership with the model maker TWH Collectibles of Wisconsin. Two new models have just appeared and these are the most detailed yet. They are the four axle GMK 4100L and the five axle GMK 5095 both of which are 100 tonne capacity cranes.

The review models are in the colours of German crane hire company Wiesbauer and should be very collectible as only 150 of each model has been made in this livery. The colour scheme is also particularly striking, so they look beautiful.

The packaging of the models is very good and a reprint of the Grove product brochures is included which is a practice that we believe should be followed for all construction models. The instructions are also excellent consisting of another full colour brochure. There is a small amount of assembly of the models, but they are pretty much ready to display out of the box.

It is the level of detailing which sets these models apart from others. Underneath, there are brake lines running to each wheel, and the chassis also features full working suspension. The cabs on the carriers have very good mirrors, a beacon light and an antenna. Inside, the details continue with a fire extinguisher and seat belts visible. The carrier decks have good diamond plate surfacing and the GMK 5095 also features an opening equipment box. The outriggers are particularly good, with realistic jack cylinder rods connected to the pads. The crane superstructure on both models is a shared design and features a mass of hydraulic hosing running to the various motors and

cylinders. The operator's cab has excellent detailing and also tilts back to a similar angle to the real crane if required. The counterweights are removable by undoing a couple of screws and are made up of a number of plates so that self ballasting can be posed realistically. A further very good feature is that both models can be fitted with an optional second winch to provide a second hook for the swingaway extension.

Another good looking component of these models are the booms which are finely detailed with a couple of cable reels fitted, and the only slight modelling weakness is the collars on each boom section which are plastic and have a colour match that is very slightly off.



Excellent outriggers

A nice lattice swingaway boom extension attaches to the side of the boom for transport and can be attached to the boom head to provide extended reach. It also has a working offset mechanism allowing it to be posed at a variety of angles.

Overall the 4100L is the slightly better model as it appears a to be a little closer to the real crane in a couple of areas, but both models are strikingly good looking and make great display pieces. These are very high quality and rare models and this is reflected in the price which is around €300.

To read the full review of these models visit www.cranesetc.co.uk

Cranes Etc Model Rating

GMK 4100L	85%
GMK 5095	82%



Fly jib rigged in short formation



The GMK 4100L



The GMK 5095



Loading the counterweight



The makings of a fleet: the GMK 4100L and 5095

New pressure switches from Tecsis

Tecsis has introduced two new mechanical pressure switches in membrane or piston versions. The new series the S4150 and S4250 offer a high level of precision and robustness. The switches can be used to monitor or control either pneumatic or hydraulic pressure.

The new switches can be quickly and easily mounted in most applications. An adjusting screw is fitted to make the in-situ adjustment of a set point a simple matter. The selected set-point setting will then remain stable for many years. The series S4250 switches also have freely adjustable hysteresis, making them attractive for a wide variety of applications.



Off highway latches

Southco has introduced a new and extensive range of rotary action latches and actuators for direct, remote or multi-point actuation. The new range includes in cab latches that Southco has not previously offered, and it says completes its product line up.

By integrating electronic control systems with basic latches, the company says that it can provide solutions for differing levels of security which don't compromise end-user convenience and flexibility. The latches are conceived to be intuitive to use and to exert the ideal forces for the application. It adds that the new products have been designed and built to last as long if not longer than the vehicle.

High efficiency hydraulic motors

Sauer-Danfoss has launched its new H1 60cm³ bent axis hydraulic motors, designed to complement its range of H1 axial piston pumps. The new motor allows the company to offer a complete H1 transmission system which is fully PLUS 1 compliant, enabling seamless integration with its electronic machine control architecture. The electrical controls are also designed with an

The new Sauer Danfoss H1 motor.



IP67 and IP69K rating to cope with the harshest of environments. Sauer Danfoss says that an extensive simulation and testing programme for the new motors has resulted in significant improvements in overall efficiency and an extremely low pressure drop within the fluid galleries of the motor. The efficiency gains are claimed to give the motors an advantage of at least six percent at maximum displacement over the nearest competitor. A key feature is the motor's zero degree capability, allowing seamless

'on the go' shifting from 32 to zero degrees, providing a smooth transition with little or no torque interruptions or sudden speed changes. The H1 motor will also shift seamlessly between two speed ranges, for example, work mode and travel mode, regardless of displacement settings.

The company says that the new motor has been designed with applications such as telehandlers in mind and will significantly reduce fuel consumption while improving the service life of the pump and motor.

In addition to their efficiency, the H1 motors are claimed to have the shortest overall length of any

comparable motor with at least one "clean side", increasing vehicle design, flexibility and facilitating installation.

Sauer Danfoss claims a six percent advantage over competitors.

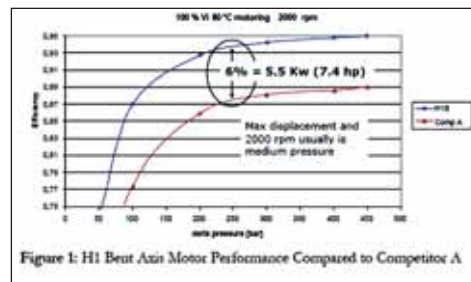


Figure 1: H1 Bent Axis Motor Performance Compared to Competitor A

enquiries

To contact any of these companies click on the 'Access & Lifting Directory' section of www.vertikal.net, where you will find direct links to the companies' web sites for up to 12 weeks after publication.

To have your company's new product or service featured in this section, please send in all information along with images via e-mail to: editor@vertikal.net with 'Innovations' typed in the subject box.

A view from the top

Ken Derry is a highly experienced crane and heavy equipment operator based in Chicago, Illinois. In his 30 year career, mostly with James McHugh Construction, he has worked from the depths of the city's deep tunnel project to a 400 metre perch high above the city operating its highest tower crane, on the Trump International Hotel and Tower. It was during this three year period that Derry took the fantastic photographs that make up his first book, Chicago - A view from the top.

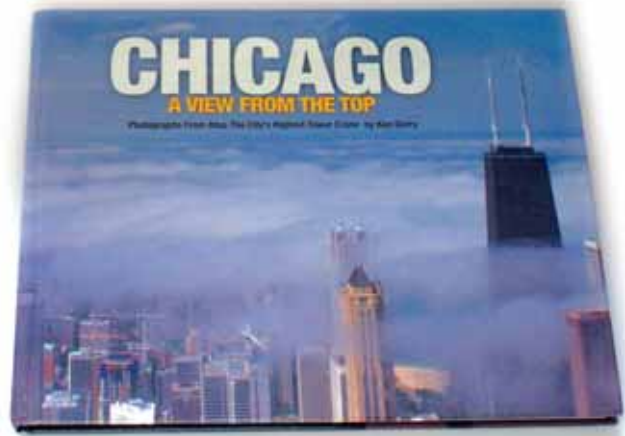
As a keen and clearly highly accomplished photographer, Derry charts the period from the cranes initial erection through to the last skip of concrete poured and the erection of the building's antenna, all from the top of his beloved Liebherr crane. This is a beautiful book for both crane and photography lovers alike, not to mention anyone with a love of the 'Windy City'.



The book is short on words, with the occasional caption or poignant observational comment, the pictures say it all. From fantastic sunrises, to icy scenes, views of the city and candid pictures of iron workers in action, the book gives a unique view of life at the top of a high rise construction project. This is a superb piece of publishing, carefully and lovingly designed with a quality hard back binding. A book to dip into now and again it would make an excellent gift.

Chicago - A view from the top by Ken Derry is published by Spycrane publishing and can be ordered online from www.KenDerry.com for \$29.95.

The author and photographer Ken Derry on the back mast of his crane.



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The 2010 election process to ALLMI's board of directors and Operators' Forum executive committee kicks off in January.

There are four available positions on the board of directors and seven on the executive committee. Elections for committee members and directors take place every two years, with the ALLMI chairman and Forum chairman positions up for election on an annual basis.



Tom Wakefield of ALLMI says "We continually remind members that it's their Association and that the election process presents an opportunity to put themselves forward if they'd like to be more involved with the running of ALLMI."

Transloader training facilities

Hertfordshire-based ALLMI training provider, Transloader Services, has recently added to its training facilities by investing in a brand new loader crane dedicated specifically to its ALLMI training courses. Installed onto a Volvo FM12 6x2 with beavertail plant body, the front mounted Fassi F210A.22 is equipped to handle a number of attachments including a clamshell bucket and brick grab. The crane is also set up for remote control operation and its capacity rating is such that operators who successfully pass the course will qualify for the highest category of ALLMI licence. Director of Transloader Services, Carly Barnard, said: "The vehicle will be used primarily at our Harpenden training base, but will also be available for on-site training sessions throughout the UK. We've been a provider of ALLMI training since the inception of the scheme and continual investment in our equipment and facilities has always been of paramount importance to us."



Transloader's new training crane



New ALLMI website

Throughout 2009 ALLMI has been developing a new database driven website which will offer a wide range of new features/facilities for members and training providers, as well as site users in general, they include:

- A key word search facility, including a facility to search news archives.
- A postcode radius search facility for users looking for a training provider or member in their area.
- A facility to search for training providers that have their own facilities and equipment, and that run a particular course, e.g. Slinger/Signaller.
- A facility to search for members that offer certain types of services.
- An online order/payment facility for users to purchase ALLMI products, e.g. ALLMI guidance notes, branded Personal Protective Equipment, etc.
- A new Engine Management Systems area for ALLMI's manufacturer/service agent members.
- An improved password protected area for members and training providers.
- Online advertising opportunities for members and training providers.



- An improved design and layout. ALLMI executive director, Tom Wakefield, said: "The current website has served ALLMI very well, but due to the way in which the Association and its services have grown and developed over the last few years, the site now needs to be converted to one which is database driven. This change will bring many new benefits in terms of search functions, improved password protected areas and numerous other facilities, and it will also allow us to change the structure and layout of the site, making it much easier to navigate and having a much more eye catching design. Just as importantly, being database driven, the format of the new site provides a huge amount of potential for the development of further online services to members."

The new website is due to go live this month.

New Operators' Forum membership process

ALLMI has announced the implementation of a new process for the appointment of new members to the Operators' Forum. An audit process has been introduced, as well as a new 'Provisional' membership category for those companies needing assistance in reaching the required standards of Forum membership.

The new application process includes a more detailed application form, which also requires copy

documentation, such as reports of Thorough Examination, risk assessments, method statements etc... and in some cases, an audit visit from ALLMI's technical director. The process is intended to provide a much better understanding of the applicant's business, allowing ALLMI to identify any areas that require development which it can then assist with. Where further development is required, agreement is reached on what the desired

objectives are and a timescale put in place for their achievement. The applicant is then given provisional membership to cover the period, after which another audit takes place before full membership is awarded. Operators' Forum chairman, Steve Frazer-Brown, said: "Standards are always of paramount importance to us, which is why we've further improved the joining process. We

feel this provides a valuable service to the industry as it not only ensures that the Operators' Forum continues to uphold its standards, but it's also helping companies to take major steps forward in terms of their lorry loader operations and therefore supports ALLMI's objective to raise standards in the lorry loader industry."

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



Tel: 0845 600 1550

Email: michelle.pentony@easiuplifts.com



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

Web: www.aplant.com

Tel: 0845 600 8573

E-mail: cts@aplant.com



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

See www.ipaf.org for full listing

Fork lift operator fined £2,500

A forklift truck operator whose actions contributed to the death of a colleague was fined £1,500 plus costs of £1,000. The prosecution follows an accident at Crosshills, West Yorkshire-based transport company Joda Freight, on 14th March 2006.

The operator, Andrew Mason, had lifted colleague Francis Roberts, 48, on the forks of the truck to scan pallets prior to unloading them. He slipped and fell three metres onto the concrete yard, sustaining serious injuries that required prolonged treatment in hospital. He died two months later from complications. Roberts had volunteered to go up on the forks after the employees who had been scanning the pallets refused. Ironically the pallets were due to be unloaded and could have been scanned at ground level. The court was told that there are clear fork-truck guidelines stating that people should not be lifted on the forks without a purpose-built cage.

Mason pleaded guilty to breaching Section 7 of the Health and Safety at Work Act, in that he failed to take reasonable care and allowed Roberts to fall from the vehicle.

HSE inspector Paul Yeadon said: "Mason will forever live with the guilt of his momentary disregard for safety. Forklifts are extremely common and invaluable pieces of machinery. However, they also pose a serious risk if they are used for anything other than their intended purpose. We hope that this tragic incident will serve as a lesson to all employers and employees who work with or near forklifts."

£126,000 in MK scaffold collapse

McAleer & Rushe, of County Tyrone, Northern Ireland, and Lee Smith Carpentry, of Romsey, Hampshire, have received fines and costs totally £126,000 following the 2006 collapse of façade scaffold at the Jurys Hotel in Milton Keynes which resulted in the death of John Robinson, 49.

Principal contractor McAleer & Rushe was fined £90,000 plus £42,000 costs, while Lee Smith Carpentry was fined £36,000 with £28,000 of costs after pleading guilty to breaching Health & Safety regulations. Robinson had been working with his son Mark on the 15th of 19 levels of scaffolding during the lunch break when the scaffold collapsed dropping him 30 metres to the ground. Mark Robinson and electrician Ivan Penkov suffered serious injuries.

Judge Nicholas Coleman said: "This was a disaster waiting to happen," adding "there had been previous concerns about scaffolding management issues. It may be that

commercial considerations cut across proper safety arrangements."

Both companies have apologised for the incident. McAleer & Rushe said it had improved health and safety procedures and improved its management of scaffolding construction. The court was told that the firm which erected the scaffolding, NNM Scaffolding of Mansfield, Nottinghamshire, had also been accused of breaching health and safety law but that the firm had gone into liquidation and its managing director John King was 'hiding in Spain'. A warrant has been issued for his arrest.

HSE principal inspector Stephen Hartley said: "It is a wonder that more people weren't hurt. It is totally unacceptable for companies to disregard the safety of their workers. If the scaffolding had been designed, erected and managed properly, this incident would never have happened."



C&a

training

A-Plant adds accreditation

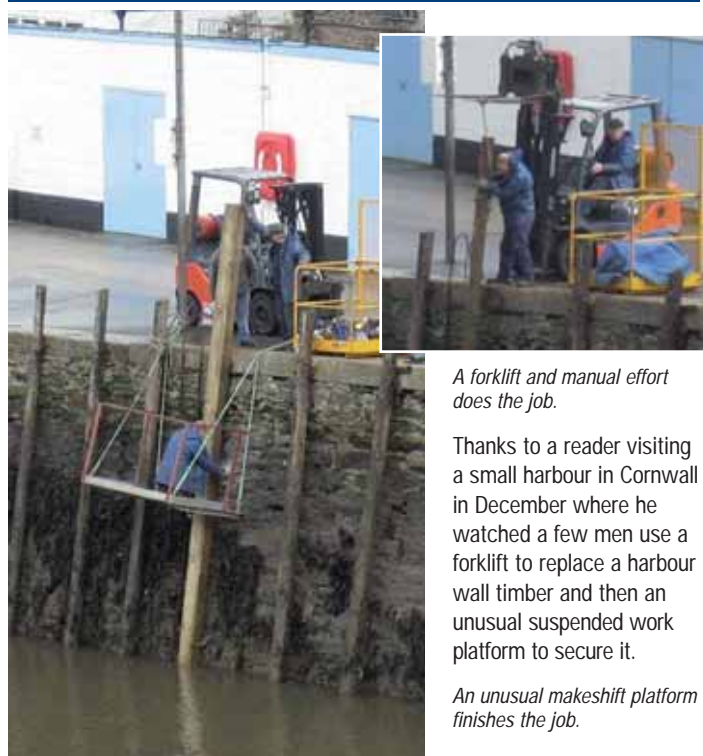
UK-based rental company A-Plant, has achieved the Achilles Building Confidence accreditation following an audit of the company's health, safety and environmental practices across its 115 locations.

The Building Confidence audit is conducted by Achilles in partnership with Bovis Lend Lease. As a supplier pre-qualification service for the UK construction industry it is already used by a number of major contractors to evaluate supply chains.

Douglas McLuckie, A-Plant's director of EHS and performance standards said: "Our accreditation on this programme re-affirms our dedication to providing a quality service to our customers, in conjunction with our ongoing commitment to being a safe, socially and environmentally responsible service provider."

A-Plant claims to be the first national rental company in Europe to achieve dual certification to both the ISO 14001:2004 Standard and OHSAS 18001:2007 specification covering health and safety and environmental procedures.

Who trained him then?



A forklift and manual effort does the job.

Thanks to a reader visiting a small harbour in Cornwall in December where he watched a few men use a forklift to replace a harbour wall timber and then an unusual suspended work platform to secure it.

An unusual makeshift platform finishes the job.

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New Rental Terms and Conditions set best practice in equipment hire

Contractors and end-users of powered access equipment can look forward to revised Terms & Conditions of Hire that improve service levels and harmonise with international best practice.

IPAF has released a new set of Terms & Conditions of Hire for the powered access industry, available in versions for England and Wales, Ireland, Northern Ireland and Scotland.

"IPAF confirms that these Terms & Conditions meet the recommendations and guidance notes set out by the European Rental Association in its Rental Checklist and Framework for General Rental Conditions," says Giles Councill, IPAF audit programme manager. IPAF contributed to the drafting of these documents as an ERA member.

The Terms & Conditions are available free of charge to IPAF members for their exclusive use. They have been thoroughly checked by contract lawyers for validity in the areas specified. The accompanying Guidance Notes provide further detail on interpretation and use. E-mail: info@ipaf.org

Self-certification allowed

The self-certification of mobile elevating work platforms (MEWPs) by manufacturers is now permitted in the UK, under the Supply of Machinery (Safety) Regulations 2008, which came into force on 29th December 2009, implementing the Machinery Directive 2006/42/EC.

Under Article 11(2)a of the regulations, Annex IV manufacturers will be allowed to self-certify their own machinery, provided that they manufacture to a harmonised European standard and provided that the standard in question covers all the relevant hazards associated with that machinery. For MEWPs, EN 280 (as revised by Amendments 1 and 2) is the relevant standard until the new revision is published.

Rental companies and end-users are not directly affected by these regulations. The approval of aerial lifts by a notified body along with the provision of a Declaration of Conformity will continue to be a route to CE marking.



IPAF looks forward to new premises in Cumbria

After lengthy negotiations, IPAF has exchanged contracts on a new property at Moss End in Cumbria. The builders expect the project to be completed in mid-January, with the move into the new purpose-built premises shortly afterwards.

IPAF has been looking for the right property for a long time and this building is an investment for the federation that allows room for expansion and infrastructure improvements, such as a high-speed Internet connection, to better serve IPAF's growing membership.

Watch for details of the move and the new address at www.ipaf.org



MEWP's rise to the Olympic challenge

The IPAF Powered Access Review 2010 is now available.

The federation's annual journal features articles on how powered access is delivering a safe construction programme for the Olympic Games 2012 in London and includes useful directories. It can be viewed online at the publications section of www.ipaf.org.

Free copies can be obtained by e-mailing info@ipaf.org

The Grange St. Paul's Hotel welcomes IPAF Summit and IAPA delegates to the heart of London City

London beckons: Register now for the IPAF Summit and International Awards for Powered Access

The IPAF Summit and International Awards for Powered Access (IAPAs) will be held in the heart of London's historic City district, at the Grange St. Paul's Hotel, on 25th March 2010. The IPAF Summit conference is free and open to all upon registration. There will also be a networking event on the evening of 24 March. IAPA dinner tickets can now be purchased at £110 for a

single ticket (£79 for IPAF members) or £990 for a table of 10 with one seat free (£711 for IPAF members). All bookings should be made online at www.ipaf.org/events

Those needing accommodation should book hotel rooms early to benefit from special rates. Full details on the venue and getting there are at www.ipaf.org/iapa

Regional meeting in the South East

IPAF is holding its first South East regional meeting on 27th January 2010 at 18:00 at the Hilton London Stansted Airport Hotel, Round Coppice Road, Stansted Airport, Essex CM24 1SF. This meeting will be organised by Alistair Jordan and Chris Buisseret of Rapid Platforms. IPAF managing director Tim Whiteman, will deliver a short presentation. If you are in

the South East, do take this unique opportunity to network with other IPAF members, as well as non-members, in a relaxed and informal setting. The South East event builds on a successful series of regional meetings in the North West and in the Midlands. There is a nominal charge for the buffet provided. Register in advance at www.ipaf.org/events

Bravi wins award

IPAF member Bravi UK, based in Leeds, Yorkshire, has been awarded the Company of the Year award by *Business and Industry Today* for excellent customer service, innovative products and the rapid expansion and developments made within the business.



IPAF, Bridge End Business Park, Milnthorpe, LA7 7RH, UK
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2009 what a year!

2009 was quite a year for PASMA, not only did it celebrate its 35th birthday, it finally moved into its own premises, took over full-time responsibility for the secretariat, introduced a new ID card system, appointed its first technical manager and saw the publication of the first ever mobile tower supplement.

Council wishes to thank all members, committee members and staff for their dedicated and enthusiastic support throughout 2009. 2010 promises to be just as exciting in different ways and the association looks forward to developing its role, its contribution to safety, standards and best practice over the coming year.



Another new face



The latest addition to the PASMA administration team is Lynn Coultie, a recent graduate in English Literature and a welcome addition to the head office team. In addition to providing general administrative support, Coultie will also act as personal assistant to managing director Peter Bennett.

That's the way to do it - low level access DVD

This latest addition to the association's DVD library is now available. Titled 'Accidents can happen even at low level', it covers both folding step and podium units along with folding tower work platforms. Focusing on use and abuse, the emphasis is very much on best practice. Stuart Hopkins, PASMA's training scheme manager who has overseen the production of the DVD said: "Not only does the DVD complement the re-worked training course, it also shows how this type of equipment can be used safely and productively in the workplace."



Stay the course

Low level access

A reworked half-day course designed for anyone who needs to work from a platform with a height of up to 2.5 metres. It covers the safe assembly, dismantling and relocation of low level access units and includes a solid practical session for all attendees.

Work at height essentials

A course for anyone who knows little or nothing about working at height. This half-day course provides essential information about the use of mobile access towers, plus an insight into the use of all forms of access equipment as represented by the member organisations of the Access Industry Forum (AIF). Please see www.accessindustryforum.org.uk for more information.

Manager/Supervisor course

A 'must do' course over one day for managers and supervisors responsible for overseeing the work of operatives on site. It is designed to ensure that work at height using mobile access towers is properly planned and organised and that those involved on site are competent and properly trained. Tower inspection and maintenance is an important part of this course.

Delegates attending all these courses receive a course content/notes booklet and PASMA Code of Practice, together with a PASMA certificate and photo card for the relevant level (valid for 5 years).



Mark this date in your diary

- PASMA will be showcasing its training courses and safety-related products at the following events in 2010:
- On stand B130 at the Executive Hire Show, 3 & 4 February 2010 at the Ricoh Arena, Coventry. PASMA members Euro Towers and the Youngman Group will also be exhibiting. More information at www.executivehireshow.com
- At the IOSH Conference and Exhibition 'Health and safety: Making the case', 24 & 25 March 2010 at the Scottish Exhibition and Conference Centre, Glasgow. More information at www.ioshconference.co.uk
- At the Safety & Health Expo, 11 - 13 May 2010 at the NEC, Birmingham, in the AIF Access Village and the completely new AIF Knowledge Base which will host a series of presentations, workshops and lively debates. More information at www.safety-health-expo.co.uk

We are also planning events and exhibits for **Vertikal Days, 16-17th June 2010** at Haydock Park between Manchester and Liverpool.

contact details



PO Box 26969, Glasgow G3 9DR.

Tel: 0845 230 4041 Fax: 0845 230 4042 Email: info@pasma.co.uk

www.pasma.co.uk

Access Alliance

Hi Leigh,

I note the news item and whilst we have no wish to be awkward for its own sake we need to point out that earlier this year Kimberly Access registered a business name at Companies House i.e. The Alliance Access Group Ltd. We did this for the very specific reason that it is our short term strategy to make acquisitions in the powered access rental sector and those acquired businesses would retain their identity, culture and management [where possible] but be wholly owned subsidiaries of The Alliance Access Group Ltd as indeed so would Kimberly Access Ltd. This is a well thought out strategy which has been the subject of detailed discussion with our major shareholder Lloyds Development Capital the private equity arm of the Lloyds Banking Group.

Regards

Ray Ledger
Chairman
Kimberly Access Ltd

The following letter was sent in response to the news that a group of independently owned local rental companies have formed a new association to offer their customers a national service along the lines of the original Access Link.

The letter below was received in response to the November report of a 550 tonne Grove All Terrain crane that tipped over in Cedar Rapids, while relocating with its retracted boom raised and jib fitted. Initial reports blame the tip on the uneven ground. This was the second such tip over in a few weeks and prompted our correspondent to comment.

Dear Sir,

Re large AT crane tips. As you asked for feedback it seems obvious that the crane was travelling with its boom over the front which contravenes most manufacturers' instructions for 'over rear travelling'. However operator experience plays a large part in any safe operation and necessary questions should have been answered before taking on such a move. It is also not clear if the crane had any ballast either left on chassis or on superstructure which adds to its stability in the event of side loading during movement.

WR California

The following comes from a regular correspondent to Cranes & Access since the tower crane accident in Battersea, London in 2006. In this letter which was written as a public response to a speech made by David Cameron, leader of the opposition in the UK, in which he claimed that Health & Safety regulation or more likely its interpretation, had gone too far.

Dear Sirs,

David Cameron's ill-informed, myth believing, tabloid-pleasing, evidence-free, mischief-making about health and safety has gone too far. It would be laughable if he were not the leader of a party seeking to be in government! David Cameron appears to have taken stories from the tabloids and concocted a web of myth and mischief around them, without doing any research to ascertain the real numbers killed and injured in workplace incidents - 1,500 to 1,600 each year not just those reported to the HSE - let alone the thousands made ill or dying from work-related illnesses caused by exposure to unacceptable conditions at work- up to 50,000.

He should read Hazards Magazine and all of our stories about how the people we love went off to work and because their negligent employers killed them, they never came home again! Much of what he rants about is compensation and concerns children, not workers, but he should know that less than 10 percent of workers get any compensation when injured or made ill by their work.

He also talks of Health & Safety preventing responsibility, yes quite so, the real issue is of employers refusing to take responsibility for ensuring basic minimum standards of health and safety, which are not draconian or over zealous, but very basic avoidance of most serious risks like fire, explosion, exposure to carcinogens, falling from height, being crushed or electrocuted. All of our loved ones would be alive today if their employers had just complied with these very basic minimum standards. When you go to work you are exposed to the risks your employer creates: don't blame the victims David, blame the perpetrators.

Linzi Herbertson,

Founder member of FACK

Families Against Corporate Killers

Dear Mark,

I have never written to a magazine or newspaper before, but just wanted to say well done on your article talking about the dangers of not putting a good base under crawler cranes. (Stopping that sinking feeling - C&A Nov/Dec) As these cranes have grown bigger over the years, their undercarriages have not grown in the same proportion and so where in the old days base preparation was only needed in virtual bog conditions, modern cranes tend to put much larger tops on the same size bases. Anyway I digress - just wanted to say well done, and that I am keeping this issue to use with those who don't appreciate what can go wrong, nice job.

Steve Jones

The following letter concerns a news report that covered the appointment of former prosecutor, George Stamboulidis, to investigate corruption and mob influence in Local 14-14B of the International Union of Operating Engineers, the union that represents most tower crane operators in New York City. The article also pointed out how powerful the union was given its ability to close down New York construction through calling an operators' strike.

Dear Leigh,

In the past you were gracious enough to send me a video link to what was, I believe, a Russian crane accident for use instructing apprentices. I have often referred Vertikal.net/Cranes & Access to many of my acquaintances. Among who are in fact, a number of OSHA (our equivalent to your Safety and Health Executive) contacts.

In a comment concerning 'Prosecutor heads NY crane investigation' I felt the article put the tower crane operators (some of who I know personally) in a questionable light that I do not believe they deserve. Although it is not meant as a criticism of you or your publication and the work you put into it, which I feel to be exemplary.

Lastly, Ken Derry tells me he sent a copy of his book Chicago, a view from the top. Ken's crane was the highest in Chicago to date, a position I enjoyed when my little 1400 Pecco topped out at 900 N. Michigan Avenue in 1988. I took hundreds of pictures with film type cameras, only to have many deteriorate in various ways. Attached is a photo from those days looking north along Chicago's lakefront from a paltry 900 ft., with, and without, fog.

Hope this finds you well and keep up the good work!

John T Rickert
Chicago

The article largely reported the facts and the comments from the appointment notice, but also pointed out how powerful the Union was thanks to its operators who effectively control most of New York City's construction sites due to the majority being high rise developments, Naturally within any union many if not most members are regular decent and fair people. We publish John's two photos below.



*A high level view of Chicago's shoreline
- circa 1988*

Hi Leigh,

Last week I received an enquiry from a gentleman who wanted to surprise his neighbour, a lady in her 80's. He told me that they had worked alongside each other for the same company for a considerable number of years as well as living in the same village in North Yorkshire. And for several years she had mentioned to him that one day she would like to get some lights on her Christmas tree that she had grown in her front garden. She had planted the tree when it was about three foot high, it's now 37 _ feet (I measured it for him). He wanted to know if I could supply a 'cherry picker' for him because he wanted to put the lights in the tree. After I had surveyed the location and informed him that I could and as I thought it was a generous idea I offered my 'lighting' services free of charge. He was over the moon as they say and then arranged for another neighbour to take her shopping for several hours.

On the day I waited in the next village until the all-clear was given. It was then a case of getting on site, arranging barriers and getting the lights in the tree. It all went well and we were nearly finished when the kindly neighbour brought her home from shopping half an hour early without letting us know first, shame.

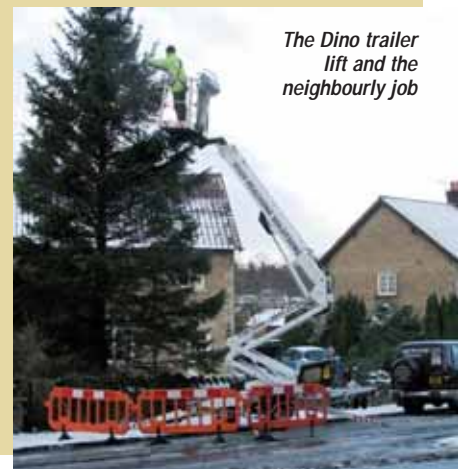
It was hoped that on her return she wouldn't notice the lights and that she would have a surprise two days later (Sunday) when the lights got switched on with all her family visiting. But as she was brought home early they had a preview that evening. Needless to say it was quite emotional for her. The kindness of her friends and neighbours and of course having the tree lit up.

It's nice to be able to do something for generous people and not just the normal everyday routine if you get my meaning. I thought this little story might brighten up an ordinary week.

Merry Christmas to you Leigh and everyone at Vertikal and may next year be a BIG improvement on this one.

Best regards

Shane Wakeford
High Reaching Solutions



The Dino trailer lift and the neighbourly job

Dear Sir,

I could not help but respond to a letter you published concerning a roofer in Ormskirk. This attitude that because someone has been doing something dangerously for 25 years it makes them safe! In fact I see or hear of accidents regularly where a man has fallen and been seriously injured after having worked in the same way for many years..... in essence he has been lucky to get away with it so long. I took a look at the article which I had missed and note that there are two men on the job, I wonder how long the younger man has been doing it? And was he an employer of the older man? If so he would be responsible for him.

Finally as you point out in your commentary if one of them had slipped and fallen, especially if it had been fatal, the pub would have been far from happy.

No name provided

Whats on?

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

Executive Hire Show 2010

Exhibition for the UK Tool Hire industry
February 3-4th, 2010 Coventry, UK
Phone: +44 (0) 1249 700607
Fax: +44 (0) 1249 700776
E-mail: nigel@executivehirenews.co.uk



ARA / Rental Show 2010

Orlando Florida. Feb 8th to 11th 2010
Tel: +1800 334 2177
Fax: +1309 764 1533
E-mail: info@therentalshow.com



Middle East Cranes Conference

Conference on Crane safety
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IPAF Summit

Annual Summit for International Powered
Access Federation March 25th
2010, London, UK
Phone: +44 (0) 1539562444
Fax: +44 (0) 1539564686
E-mail: info@ipaf.org www.ipaf.org



Bauma 2010

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April 19-25th, 2010 Munich, Germany
Phone: +49 (0) 89 51070



Safety & Health Expo

Health and safety show May 18-20th, 2010
Birmingham, UK
Phone: +44 (0) 207 921 8067
Fax: +44 (0) 207 921 8058
E-Mail: tbond@cmpinformation.com

Reach Expo 2010

US crane and rigging conference
May 26-27th, 2010 Houston, USA.
Tel: +1 800-231-8953
E-Mail: fmotz@maxcapmedia.com
www.reachexpo2010.com

CTT

Russian equipment show
June 2-6th, 2010 Moscow, Russia
Tel: +49 89 949 22 116
Fax: +49 89 949 22 350
E-Mail: miedaner@imag.de
www.ctt-moscow.com

Vertikal Days

UK / Ireland crane and access event
Haydock Park June 16th/17th 2010
Tel: +44 (0) 8448 155900
Fax: +44 (0) 1295 768223
E-mail: info@vertikal.net
www.vertikaldays.net



Platformer Days

German access equipment event
August 27-28th, 2010
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October 22-25th, 2010, Bologna, Italy
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25 t Demag AC 25	2000	4x4x4	25,00m + 13,00m
30 t PPM ATT 335	1997	4x4x4	27,40m + 15,00m
30 t Faun ATF 30-2 L	1999	4x4x4	28,50m + 12,20m
35 t PPM ATT 400	1998	4x4x4	30,40m + 15,00m
35 t PPM ATT 400-2	2000	4x4x4	30,40m + 8,00m
40 t Terex-Demag AC 40L	2009	4x4x4	37,40m + 8,00m
40 t Liebherr LTM 1040-1	1994	6x4x6	30,00m + 8,00m
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50 t Demag AC 155	1993	6x4x6	40,00m + 17,60m
50 t Faun ATF 50-3	1997	6x6x6	38,00m + 16,00m
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55 t Liebherr LTM 1055/1	2004	6x6x6	40,00m + 16,00m
60 t Faun ATF 60-4	2000	8x6x8	40,00m + 16,00m
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75 t Grove GMK 4075	2001	8x6x8	43,20m + 27,00m
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100 t Terex-Demag AC 100-4	2008	8x6x8	50,00m + 19,00m
110 t Faun ATF 110G-5	2006	10x6x10	52,00m + 16,20m
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50 t Tadano TG 500 E	1999	8x4x4	40,40m + 14,60m

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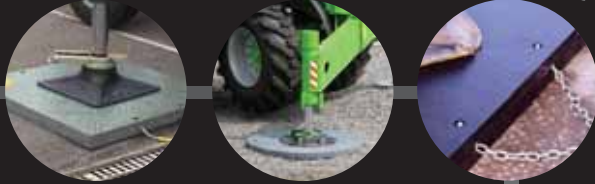
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