

cranes & access



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February 2010 Vol. 12 issue 1

**All Terrain
cranes**

**Electric
scissor lifts**

**ALE -
what's
in a name?**

Batteries

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On the cover:

Large load lifter - Used with any mobile or tower crane the new 'Podlifter' loading platform from UK-based Cranetech Construction Solutions is used to load, lift and then unload almost any large or awkward item such as room pods, on multi storey high rise buildings. (see page 48)



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After six years of features on batteries, there is at last a development that may have a major impact on the access industry - but not for a few years yet. Cranes & Access investigates as well as taking the first look at Versalift's new all electric and semi-electric truck and van mounted platforms.



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UK crane hirers facing difficulties, Tadano announces new JV in China, Bobcat to launch new 360° telehandlers, Pop-Up and UpRight join forces, Oshkosh wins appeal, Speedy adds more low level access, Merlo to unveil new concept at Bauma, UpRight Powered Access drops blue, Grove launches 300 tonner with 80m boom, Genie adds high capacity models, Lavendon invests in Nano, MEC unveils Titan Boom, Böcker adds mastclimbers, New compact telehandler



Manitou, Huisman opens new facility in China, full year results round up, Altec tracked digger derrick in Europe.

All Terrain cranes 16

After 10 years of rapid development and several of the strongest sales years ever for All Terrain cranes, we take a look at what the future might hold for the mobile crane of choice? We also interview Joe Lyon managing director of Tadano distributor Cranes UK - one of Europe's most successful independent mobile crane sales companies - about the issues currently affecting the crane market.



Electric scissor lifts 25

The electric battery powered scissor lift is by far and away the largest product sector in the powered access market. We review the recent batch of low-level push around and self-propelled models up to around three metres platform height as well as tall narrow heavy-duty electric scissors with heights of between 15 and 26 metres. Also PB Liftechnik's Arne Dirckinck-Holmfeld reveals why the company is increasingly turning its attention to export markets.

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Heavy transport and lifting company ALE has unveiled its new global rebrand. Cranes & Access attended the launch to find out more about the €150 million business.



In the next C&A

March 2010 the spider issue, we feature our main Bauma show preview, along with Spider and Compact Crawler Cranes and Spider lifts.

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comment

Best of times - worst of times

The past 18 months have certainly been hard on companies involved in manufacturing, selling and renting

cranes and access equipment. The severity of the economic downturn (or should that be meltdown) forced most companies to batten down the hatches and take often drastic steps to ensure they survive the storm.

With most economic signs now pointing up (or at least not down), few would question the fact that the world is in recovery mode and signs are already beginning to filter through to the equipment business, albeit in small doses.

What no one knows is the likely pace of the improvement which may yet dip back into negative territory during the turbulent ride out of recession and into solid sustainable growth and prosperity.

While it looks as though the worst is now behind us economically, the next 12 months will for many businesses in our sector, be the toughest yet. It is during the start of an upturn that most companies fail and ironically, when most opportunities are thrown up.

The recession stripped many companies of any reserves they may have had. Banks that have been accommodating and understanding by deferring repayments etc, are feeling stronger and taking harder, sometimes belligerent, lines with their 'customers'. With credit still in short supply this combination can be terminal for weaker companies or perversely for those that don't owe the banks and have a positive balance sheet but are just short of cash.

Those who for whatever reason are better positioned in terms of liquidity and resources can once again start looking for opportunities ranging from snapping up acquisition bargains, attracting first class staff, or taking market share from competitors that are mortally wounded. The key is having a strong forward looking strategy that everyone in the business is involved with and aware of.

The next six months will shape the way the industry looks for the next five to 10 years. For some 2010 will be the best of times, for others it will unquestionably be the worst of times.

How are you positioned?

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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Merlo announces All Terrain aerial lift



Merlo is launching a new All Terrain aerial lift.

Italian telehandler manufacturer Merlo says it will unveil a host of new products and concepts at Bauma in April including a new All Terrain aerial lift; a 14 metre spider lift; a heavy duty, fixed frame telehandler and a higher capacity Roto telehandler.

The most unusual is the MPR15/18 which marries a road-going 4x4 chassis similar to that used on its All Terrain concrete mixer, with a telescopic boom and large scissor type platform. The new model - which can travel at up to 40 km per hour, will be fully self propelled from the platform, rise vertically with a single control motion - boasts a platform height of 13.6 or 16 metres and a capacity of 1,000kg. The platform deck can also rotate about its support point to provide lateral outreach and is expected to have a Gross Vehicle Weight of around 11 tonnes.

Tadano opens new JV in China...

Tadano has teamed up with Amron Co and Kawanishi Co to establish a joint venture manufacturing operation with Hebei Jintianli Machinery Manufacture Co of Zhuozhou City, China. The joint venture company will manufacture fabrications and sheet metalwork for construction equipment, supplying Tadano's joint venture crane manufacturer, Machinery BQ-Tadano (Beijing) Crane Co China established in 2003 with Beijing Jingjeng Construction, to manufacture and distribute truck cranes on the Chinese market and eventually overseas.

The joint venture is managed by a Tadano executive and has been seeking ways to improve quality and reduce costs of its locally produced cranes. As part of that programme it has been evaluating local component suppliers which led to the establishment of a hydraulic components joint venture in 2007 JC-Tadano (Beijing) Hydraulic and this latest venture. Tadano owns 55.8 percent, Amron and Kawanishi five percent each and Hebei Jintianli 34.2 percent.

...And goes direct in Oz

Tadano has also established its own sales and service operation to serve the Australian and New Zealand markets. Until now the company's mobile cranes have been distributed by James Equipment which was acquired by Boom Logistics in 2006. Tadano said: "We decided to set up

our own subsidiary to strengthen our sales and servicing activities and move closer to end users in light of further increase in demand for our products expected due to a number of projects to build mining plants currently under way in the region spurred by rising natural resources prices."



JLG goes direct

JLG has taken over the distribution of all of its products in Spain. Until now they have been sold in Spain through distributors with Madrid-based APSA handling its aerial lift products to all but the largest rental companies.

The company's own operation, JLG Iberica located in Barcelona, will now take over all sales, parts, financing, training and service for access equipment and telehandlers. As part of this change the company has appointed Richard Puglia as managing director of JLG Iberica to head up the new operation. JLG Iberica was set up in 2000 to support major accounts and its local dealer.

UK crane hirers on the edge

A number of UK-based crane rental companies are struggling to survive, with at least two companies having already applied for or faced bankruptcy this month. The first, Newbury-based Venture Lifting Services, appointed an administrator on February 12th. We understand that Venture had significant debts with other UK crane rental companies including Reading-based Terranova, which appointed an administrator on February 15th.

The main shareholders father and son team Alex Glover, senior and junior registered a new company - Terranova Cranes Ltd - earlier this month with the same directors and the same address as its existing business Terranova Lifting Ltd as part of their efforts to rescue the business.

The original company Terranova (Crane Hire) Ltd, was established in 1979 and failed in 1992 as the last big recession was coming to an end. The Glovers, having lost almost everything, started up again and over the past 18 years have built up a substantial business with a strong reputation in crane rental,

transportation and training. The company was 11th in the 2009 Cranes & Access Top 30 crane rental companies in the UK and Ireland with 45 mobile cranes.



Bobcat is launching four new 360° 'Rotary' telehandlers at Bauma.

New Bobcat telehandlers

Bobcat will launch four new 360 degree telehandlers at Bauma. The new 'Rotary' models, will offer lifting capacities from 3,500 to 5,000kg and lifting heights from 15.7 to 24.5 metres. Total weights range from 13.1 tonnes to 17.5 tonnes. The new telehandlers can be supplied with a variety of Bobcat attachments, including aerial work platforms, extension jibs, winches, buckets and pallet forks for transporting bricks and other materials.

The smallest model will be the 15.7 metre TR35160 with a two-section telescopic boom and almost 14 metres of outreach. This unit is more basic than the other three and features non-continuous 400 degree slew. The TR45190, TR50210 and TR40250 models all feature 360 degree continuous slew and three-section booms, offering maximum lifting heights of 18.7, 20.5 and 24.5 metres respectively.

Oshkosh wins appeal

The US Army has upheld a \$3 billion contract award to Oshkosh, owner of JLG, after an appeal by two losing bidders - BAE Systems and Navistar - failed.

The two losing bidders cast doubts on whether Oshkosh could build the vehicles and keep up with the rest of its booming military business. The contract which was initially awarded in August is for the production of 12,415 trucks and 10,926 trailers in the Family of Medium Tactical Vehicles (FMTV) range starting in 2011.

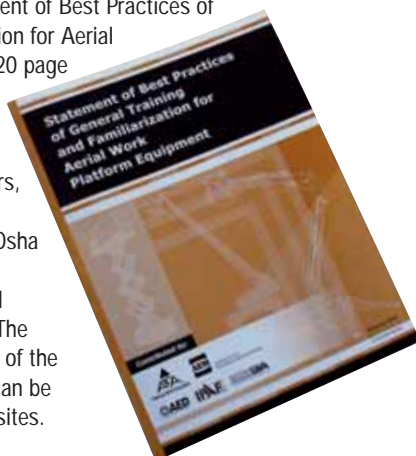
JLG has been using some of its production capacity for Oshkosh military contracts, allowing it to recall around 600 employees that had been laid-off.



Oshkosh truck

US associations issue best practice guide to AWP training

IPAF has teamed up with the ARA, AEM, AED and Scaffold Industry Association to issue the 'Statement of Best Practices of General Training and Familiarization for Aerial Work Platform Equipment'. The 20 page booklet provides a very clear and concise overview of the various responsibilities that manufacturers, equipment dealers, rental companies and end users have under Ansi standards and Osha regulations. It also highlights the differences between training and specific product familiarisation. The document is available from each of the participating organisations and can be downloaded free from their websites.



UpRight and Pop-Up team up

Pop-Up Products and UpRight/Snorkel have agreed a joint world-wide marketing agreement for low level access products. The agreement kicked off with Snorkel's introduction of the current Pop-Up range at the Rental show in Orlando. Snorkel and UpRight will market both the Pop-Up push-around scissor lifts and its own low level lifts under the Pop-Up brand name in all territories outside of the UK and Ireland where Pop-Up Products will continue selling its own models alongside several UpRight low level push-around and self-propelled lifts.

UpRight products that will be rebadged as Pop-Up include the PAM26 push around and SPM20 20ft self-propelled mast lifts, as well as the recently announced SPX10 self-propelled scissor lift. No decision has been taken on the future of the UpRight PAX line of push-around scissors made by Dingli.

Polish crane merger

Two Polish crane companies - EFH Zurawie Wieszowe SA and Gastel SA have announced that they will merge. EFH distributes Terex Comedil tower cranes in Poland as well as running a 152 unit mixed brand tower crane fleet. Gastel has a fleet of All Terrain, crawler and tower cranes and specialises in servicing the telecommunications facilities construction and wind turbine erection. It also manufactures pre-stressed concrete utility poles.

The new company will be called Gastel Zurawie SA and will operate a fleet of 195 tower cranes, 34 All Terrain and three crawler cranes as well as around 240 employees working from seven locations.

The Bronto Artic Challenge

Bronto Skylift has launched the first Bronto Arctic Challenge with the aim to raise funds and increase awareness of the Alzheimer's Society and its work.

The Bronto team will endure an eight day fully self-supported snow shoe trek across Lapland, 300km north of the polar circle, with the aim to cover a total distance of 100km and ascend Sokosti, which at 718 metres is the highest peak in the UKK National park.

The team members are Ian James and David Walley from Bronto UK, Christoph Pichler and Alexandra Dieterich from Bronto's Italian dealer and Merja Viilola and Jan Denks from Bronto Finland.

More info on Vertikal.Net.



Grove launches long boom 300 tonner

A new six axle 300 tonne Grove All Terrain crane, the GMK6300L, featuring a seven section 80 metre main boom will make its debut at Bauma.

Maximum counterweight is 92.5 tonnes with numerous configurations down to seven tonnes. Lifting capacity with full boom extension and counterweight is 12 tonnes at 12 metres radius and two tonnes at 74 metres radius.

A bi-fold swingaway adds 29 metres of height for a 112 metre maximum tip height, offset is up to 40 degrees and capacity on the fully extended swingaway with boom fully extended is 3.3 tonnes.



The Grove GMK6300L

Lavendon invests in Nano

The Lavendon group, owner of Nationwide Platforms, DK Rental and Gardemann has ordered a substantial number (three figures) of the new 2.5 metre Power Tower Nano push around and Nano SP self propelled lifts.



The Power Tower Nano SP with 2.5 metre platform height.

The agreement to supply the first production units to Lavendon, covers the UK and other European counties including Germany and Benelux, with an option to extend to the Middle East region.

Power Tower has already delivered 20 units of the new Nano SP as part of an evaluation programme. The new product is largely based on the push around version introduced last year, but includes wheelchair type drive controls, a 500mm roll-out deck extension and active pot-hole protection. Total weight is around 470 kg.

Ian Rollins of Lavendon said: "The original Power Tower has been an unqualified success and is our most sought after model. Our customers are now asking us for smaller footprint machines without sacrificing platform size."

The future is orange.... and white

UpRight Powered Access is to drop the blue livery that it has used for more than 25 years, in favour of the orange and white livery used by Snorkel in order to mark the adoption of a global product range. Since acquiring UpRight in 2006 and Snorkel in 2007, the Tanfield Group has kept the two as distinct brands. While the colours are changing the UpRight name will remain...at least for now. UpRight started producing machines in the new colours this month and will complete the transformation by the end of April.



UpRight is adopting Snorkels colours

High capacity Genies

Genie is equipping its S-60X, S-60XC, S-60 Trax and S-80X telescopic boom lifts with dual platform capacities, offering up to 565kg with limited outreach in addition to the normal 227kg/500lbs unrestricted capacity.

The maximum number of occupants in the platform has also been increased to three. The units will have an additional control switch to select the required capacity before the unit will operate, which automatically sets the relevant working envelope. If, having selected the higher capacity, the operator reaches the maximum permitted outreach, the machine will stop and a light on the console will flash. To continue he will have to switch to the lower unrestricted capacity or retract. The dual capacity feature will be fitted as standard on models built to ANSI, CSA and Australian standards.



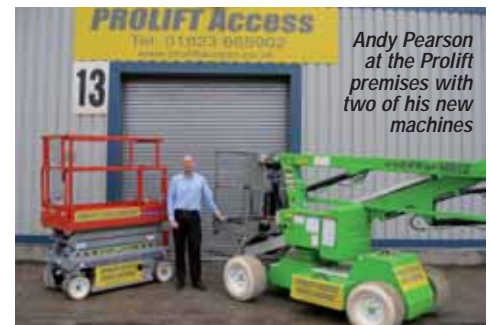
The dual capacity Genie S-80X.

New access company in UK

Andy Pearson - previously managing director of A.M.P and regional director at Lavendon - has formed his own rental company Prolift Access in Wellington, Somerset. The company has joined the Access Alliance, the association of independent UK access rental companies covering the South West region.

Pearson has started with a fleet of Skyjack electric scissor lifts and Nifty Height Rider booms, together with a number of refurbished units to cover market sectors where current returns do not justify new equipment.

"My aim is to build the business organically at a steady pace and to provide a first class service to his local market," he said.



Andy Pearson at the Prolift premises with two of his new machines

First Leo50GTX in UK

Manchester, UK-based spiderlift specialist Higher Access has taken delivery of the first 50 metre Teupen Leo50GTX in the UK. The platform features an increased 400kg capacity basket over the Leo50GT as well as non marking tracks for indoor use.

Paul Hyde, sales manager for Higher Access said: "The Leo50GTX strengthens our product offering over 30 metres and will be available for hire nationally, using our own transport and operators."

Teamwork in the UK

Barloworld Handling - the UK distributor for Hyster fork trucks - is to offer JLG aerial lift products to its customers in the UK, from its network of 16 locations in England, Wales, Scotland and Northern Ireland.

The company has more than 1,000 support staff including 550 service engineers all of whom will be available to work on JLG products.

MEC reveals Titan Boom

MEC has finally unveiled its new 40ft mega platform boom lift, dubbed the Titan Boom 40-S. The unit was demonstrated in Orlando during the ARA as part of a travelling road show. The company says the new boom combines the strengths of three machines, with the capacity of a telehandler at 1,800kg, the platform of a large heavy duty scissor lift at 6.7 x 2.28 metres and the reach and rotation of a boom lift.



The platform is supported centrally on the jib and rotates 180 degrees

The unusual machine combines a scissor type chassis and platform with a three section telescopic boom and heavy jib that runs under the platform - mounting to the centre of the platform via a slew ring. Weighing 10.9 tonnes, the unit is powered by a Kubota diesel with four wheel drive, four wheel steer and automatic frame and stabiliser levelling. The platform can travel up and down the jib via a rack and pinion drive, rotates a full 180 degrees and is approved for up to four people plus more than 1,350 kg of material.



The unit can also be used in a more traditional manner but can still rotate 180 degrees

Forward outreach is eight metres although the unit can cover up to 16.7 metres of a façade at heights of up to 6.7 metres.

The lift has an overall width of 2.44 metres, which can be reduced to 2.2 metres for shipping by reversing the wheel rims. Overall length is 6.7 metres and applications include masonry and glazing.

New compact telehandler

Manitou is keeping details of its new compact telehandler close to its chest until its launch at Bauma. The 2,500 kg capacity MT625 will have a 5.85 metre lift height, side mounted Kubota engine, two-speed hydrostatic transmission and will replace the current MT620 at the bottom of the MT range.



A glimpse of the new Manitou MT625

Manitou will also launch two new MRT 360 degree models, with 16 and 18 metre lift heights. The new models will include a new cab design, modified stabilisers with a more compact footprint, easier set-up and better lift capacities.

Ranger to distribute Giraf Track

Chesterfield-based Ranger Equipment has been appointed UK and Ireland distributor for Giraf Track crawler-mounted boom lifts. Based on a Caterpillar excavator undercarriage and a Merlo 16 metre telescopic boom, the Giraf has a choice of customised platforms.



The Giraf Track with optional V blade slope levelling and anchoring system.

For horizontal panel cladding, there is a seven to 13 metre wide platform with up to 500kg of materials plus 250kg personnel capacity. This can be swiftly switched to a 2.5 metre long basket, complete with detachable davit arm with 500kg winch for vertical panel applications, while a 2.5 metre glass and heavy panel installation platform is equipped with a 950kg telescopic loader crane. Other attachments include pallet forks, winches, jibs and buckets, along with specialised attachments for under-bridge inspection, rail and highways applications.

Böcker adds Mastclimbers



The twin mast version of the MC650

German hoist, aluminium crane and aerial lift manufacturer Böcker is entering the mast climber market, launching its Maxi-Climber product range at Bauma in April. The new mast-climbing system will use

existing rack and pinion components from the company's Giant-Lift and Superlift LX hoists combined with a purpose-built range of bases, platforms and controls.

The modular design includes platform elements that are available in five different sizes, allowing a single-mast platform with a width of up to 15 metres and a maximum lifting capacity of 3.5 tonnes. A dual-mast lift build allows platforms of up to 35 metres long and a lifting capacity up to six tonnes.

An Extreme 70m Wumag

UK-based Extreme Access Hire has ordered a second 70 metre Wumag WT700 for delivery in May.



Extreme's first 70 metre Wumag WT700

The company - owned by Stuart Worley and based in Solihull, West Midlands - is new to the access rental

market and is targeting the wind turbine market. It took delivery of its first 70 metre Wumag in November. The units are specified with sleeper cabs, automatic transmission, extra tool storage, a 400V hydraulic generator and a television camera cable routed internally to the platform which is also equipped with hydraulic and electrical outlets.

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Powerless

Russon Access has launched two brand new non powered platforms - a push around scissor lift and an extendable step platform - neither requires batteries, hydraulics or an external power source. The scissor lift, interestingly dubbed the Power Scissor, weighs less than 300kg, offers a platform height of up to three metres, has indoor and outdoor ratings and is fitted with a set of short, swing-out outriggers to level the unit and provide additional stability. The platform is elevated by gas springs with final control by a simple hand crank. Tests have been carried out using a power drill for elevation and descent. Price for a multiple order is expected to be in the region of £2,700 and is targeted as an alternative to a scaffold tower.



The powerless Power Scissor

If it looks right...

Pop-Up Products has unveiled a new three model range of push around scissor lifts - the two metre platform height Push 200, 2.5 metre Push 250 and three metre Push 300 - available this summer.

The new models feature box section scissor arms, a new guardrail with saloon-style spring loaded gates and platform mounted active battery charge indicator.

The fit and finish on the new models is a substantial leap forward with wiring to the platform routed inside stainless steel ducting, slide out power module with Trojan deep cycle battery, large non-marking castors and automatic braking on elevation.

The slide out power module on the new POP-UP models



New range of luffers

German-based tower crane specialist **Wolffkran** will launch two new luffing jib tower cranes and a new tower system at Bauma. The new luffers - the 630 B and 700 B - have a maximum capacity of 42 and 50 tonnes respectively and complete the company's B range of medium to heavy luffing cranes.

Both incorporate the technology and features first seen on the 355 B including the innovative counterweight design and lighter weight components for easier transportation and erection. One of the cranes will be displayed on the new system 23 compact tower which can be shipped in a standard container and incorporates higher strength steel and redesigned connection points. It offers a free standing height of 112 metres for cranes up to 700 metre/tonnes and includes a new climbing frame.



Top of the B range - the 1250B

Hewden adds telehandlers

UK-based Hewden has added 16 new telehandlers to its rental fleet, including seven 14 metre CAT TH414s and nine 17 metre JCB 540s, three of which went straight out on long term contracts of up to 12 months long.

Hewden product manager Garry Evans said: "Since the third quarter of last year, we have seen demand rise steadily driven in part by the preferred supplier status we have with many of the country's major contractors."



One of the new new JCB 17metre telehandlers

Huisman opens new facility in China



Huisman's new 62 metre high production hall in China

Dutch-based heavy crane manufacturer Huisman has opened a new production hall in China. Measuring 205 by 54 metres and 62 metres high it is the company's largest production hall and will allow products to be assembled vertically, considerably increasing its capacity.

The company - which also manufactures in the Netherlands and Czech Republic - opened its first facility in China in 2007 and has delivered more than 20 cranes including three 800 tonne heavy lift mast cranes, several 300 tonne pedestal mounted offshore cranes and is building the 5,000 tonne offshore mast crane for Acergy's Borealis.

New UK access company

Ben James, previously operations director at Lifterz, has opened a new rental business, 1Up Access in Sheffield and taken over the Pink Platform powered access fleet. 25 new machines (including a few telehandlers) will take the start-up fleet to 100 units.

Platforms range from Pop-Ups to a 135ft Genie Z135. The company has also joined the Access Alliance of independently owned regional companies. James moved to Lifterz two years ago from The Platform Company, where he was business manager at its Leeds depot.



Ben James with some of his fleet

Radical tower crane at Bauma

GG Crane - the pioneer of the radical twin jibbed tower crane - has placed an order with Wilbert crane to build its first unit with two 82.5 metre jibs (over 165 metre span) mounted on a 40 metre tower to show at Bauma later this year.

The concept was originated by Gaspard Gillis - father of chief executive Patrick Gillis - in the 1960's and uses the principal of one jib being unloaded while the other is loaded providing substantial efficiency savings. The jib tips are equipped with large propellers used to turn slew and brake the crane.



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This time of year is thick with announcements of annual results, most are of course depressing in terms of the percentage declines on 2008, however many, if not most companies are reporting that the situation is either stabilising or showing modest improvements. While no one is expecting a rapid upturn, it will be good to move away from the large percentage declines in 2010.

Palfinger back in the black

Crane and access manufacturer Palfinger has reported a return to an operating profit in the fourth quarter of 2009. While revenues at €117 million, were 38% lower than the same quarter last year, the quarter was profitable to the tune of €1 million before interest and tax, compared to a loss of €5.6 million last year.

Genie upturn

Genie revenues sank 65 percent to \$838 million in 2009, compared to 2008, while fourth quarter sales fell 48 percent to \$205 million.

The company made an operating loss for the year of \$154 million, compared to a profit of \$215 million in 2008. Genie's order book at the end of December was \$157 million compared to \$170 million in 2008, however it is 13 percent up on the end of September.



Slight improvement for Haulotte

Preliminary fourth quarter revenues at Haulotte show a slight improvement with sales higher than the third quarter. Full year revenues were €202 million, a fall of 55.2 percent on 2008 with new equipment sales falling 63.6 percent to €139.4 million.

Terex Cranes down 34%

Full year revenues at Terex Cranes were down 34 percent to \$1.96 billion although the fourth quarter was a slightly less severe, declining 25 percent to \$557 million.

Full year operating income fell 80 percent to \$80.4 million. The order book at the end of December was 50 percent lower than in 2008.

Speedy positive

UK-based Speedy Hire says there is some improvement in its third quarter trading. It says it is 'encouraged with the increasing stability'. January revenues were broadly in line with

management expectations - 24 percent below the January 2009 level (compared to year on year declines of 36% in October and 28% in December.)

Tadano sales slip 42%

Tadano's results for the nine months to the end of December show revenues of ¥72 billion (\$802 million), a fall of 42.5 percent on the same period in 2008. The company is now forecasting that full year revenues will be ¥105 billion (\$1.17 billion) a 35 percent decline.

It is anticipating a small profit of ¥200 million (\$2.2 million) - more than 96 percent lower than 2009.



Hiab ends year down 37%

Cargotec, owner of Hiab loader cranes and Kalmar reach stackers revealed Hiab revenues fell 37 percent to €568 million, with order intake falling 40 percent to €119 million.

Operating income fell from a profit of €49 million in 2008 to a loss of €35 million in 2009. The fourth quarter showed some improvement with sales down just 29 percent to €152 million.

United bottoms out

Figures from United Rentals, the world's largest rental company indicate the worst the downturn may be over. Revenues fell 28 percent to \$2.36 billion, with rentals down 26 percent, but sales of contractor's supplies and new equipment fell 43 and 52 percent respectively.

Fourth quarter revenues were down by similar levels but utilisation edged up slightly and rate declines moderated.

Vp sees market stability

UK rental company Vp, owner of UK Forks, has issued a relatively positive interim statement for its third quarter. The company says that with house building picking up and other opportunities it expects to meet expectations and deliver a very strong full year result.

JLG returns to profit

JLG has returned to profitability thanks to its work on Oshkosh M-ATV defence vehicles, resulting in first quarter revenues of \$728 million up 97 percent on the same period last year. Sales of aerial lifts and telehandlers continued to decline, falling 60 percent to \$200 million.

JLG did post an operating income of \$13.5 million for the quarter, compared to a loss of \$47 million last year - mostly from the Oshkosh defence business, but its traditional business also improved thanks to lower material costs, lower bad debts/restructuring charges and the benefit of cost reduction initiatives implemented in 2008/09.



Manitou 54% down

Manitou has reported full year revenues for 2009 down 54 percent to €684 million and sees a modest improvement with the fourth quarter down 39 percent overall. Its biggest declines were in the Americas, where sales fell 65 percent to just €72.2 million, in spite of the fact that Gehl contributed revenues for the whole year, compared to a single quarter in 2009.

Manitowoc Cranes picks up

Manitowoc Cranes' full year revenues dropped 42 percent to \$2.3 billion, while operating income fell 74 percent to \$145 million. Fourth quarter revenues were down 49 percent to \$480 million but were at similar levels to the previous quarter, while operating income fell 84 percent to \$18.3 million. Order intake has begun to pick up with the order book on the full year down just 14.1 percent to \$573 million.

Profits plunge at Cat

Caterpillar's 12 month revenues fell by 37 percent to \$32.4 billion, its largest percentage fall since the 1940's. Pre-tax profits were hit hard by lower volumes and restructuring costs, falling 87.5 percent to \$569 million. The fourth quarter saw revenues dip 39 percent, while pre-tax profits fell 66 percent.

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Big Ruthmann sold to USA

Gerken has sold its 100 metre Ruthmann TTS1000 truck mounted lift to a newly formed American company, Abilene High Lift Aerial company of Abilene, Texas. The six axle articulated trailer mounted lift will be mated with a Mack Granite Series tractor unit when it arrives in Texas later this year.

Gerken purchased the second of only two Ruthmann TTS1000 ever built, the first having been delivered to Gardemann, now part of the Lavendon

Gerken's Ruthmann TTS1000

group. Both units were delivered in 2001. In 2007 Gerken purchased the first, more traditionally designed 101 metre Bronto GL101.

Abilene High Lift - established by Steve Roth and Darrell Shortes, who is also president and owner of Raydon Construction, purchased the big Ruthmann with the wind turbine support market in mind. The big Ruthmann is ideal for wind turbine work in a place like Texas, with greater outreach than the current 100 metre plus truck mounts, while its multi axle design should prove more roadable in many states.

Altec tracked digger derricks in Europe



Lancashire-based access rental company Aerial Platforms has purchased one of the first Altec DB35 track mounted digger derricks in Europe after demonstrating the specialist product to a number of its customers. Altec has been testing the multi function tracked machine with 10 metre insulated aerial work platform, 1,360kg capacity crane and auger functions on the European market for around 18 months. The unit, the smallest in Altec's DB range, is widely used in the USA to erect and replace telegraph and electricity poles of up to 50ft/17 metres in inaccessible locations.

Jason Seddon of Aerial Platforms said: "We are continually looking for new and innovative products. The versatility of the Altec DB35 ensures our customers can reduce manual handling, overall cost and the number of machines on site."



The Altec DB35 at work

Effer appoints in UK

Effer has appointed Plant Equipment of Alfreton Derbyshire as a UK regional dealer for its range of loader cranes from 30 to 300 metre tonnes.

Plant Equipment also handles Terex Atlas cranes which it says combines well with the Effer line to give it the widest possible loader crane range from two to 300 metre tonnes.

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- US based crane rental company **AmQuip** has appointed **Al Bove** as chief operating officer.



Al Bove

- Weiland Kran & Transport** has taken delivery of three new Liebherr cranes - a 70 tonne LTM 1070-4.1, 500 tonne LTM 1500-8.1 and an MK 88 mobile self erecting tower crane.

- Tadano** is setting up a direct sales and service operation to serve the Australian and New Zealand markets.

- Compact Lifting Equipment**, the UK-based access and mini crane specialist, has joined the **Access Alliance**.

- Lavendon** has promoted **Dave Barton** to UK business development director and **James Watson** as International business development director.



James Watson



Dave Barton

- Cargotec** says that **Hiab** cranes now complies with the latest Machinery Directive and EN 12999:2009 standard.

- Skyjack** has appointed **Tubb Equipment** to distribute its Zoom Boom and VR telehandler ranges.

- Hertz Equipment** has agreed to set up a rental joint venture with Saudi Arabian-based **Dayim Holdings**.

- Australian crane and access company **Boom Logistics** has completed its new share sale raising A\$87 million (\$77.2 million).

- Sennebogen's** UK distributor **EH Hassell**, has appointed **Carl Hodges** as sales executive for the crane line.



Carl Hodges

- The **Imer Group** has appointed **Omme Lift** Germany as its Ithimer spider lift dealer in Germany.

- The next **Europlatform** conference will be held in Madrid on 16th September 2010

- Omme Lift** Germany has appointed **Reinhard Spinner** as an additional area sales manager.

- Wakefield, UK-based access rental specialist **Lifterz** has appointed **Patrick Leoni Sceti** as finance director he has also invested in the business.



Patrick Leoni Sceti

- UK-based **HSS Hire** is opening a new 'Supercentre' in Hove, near Brighton, Sussex.

- Kranlyft**, the **Maeda** distributor, has appointed **Kevin Bell** as sales manager for its UK operation.

- Alan Peck** has joined Aberdeen based **Caledonian Cranes** he was previously sales manager with **Kranlyft**.

- Griffin Coal**, owned by **Rick Stowe** who also owns **Instant UpRight**, has gone into administration along with six other Stowe companies.

- Allift Michielsens** has been appointed as the distributor for the Bravi range of aerial lifts for the Benelux.

- Heli** has appointed **Jean-Phillipe Garrot** - previously with **CTE** - to establish its sales and rental operations in France.



Jean-Phillipe Garrot

- WesternOne Equity** says that it is acquiring an unnamed Calgary-based aerial lift and telehandler rental company paying \$13.5 million.

- Bavarian-based access specialist **Josef Siegl** has purchased its first **Niftylift** products, two HR21 boom lifts.

- Swiss-based access rental company **Up AG**, has taken delivery of its first four **MEC** Speed Level lifts.

- Kranlyft**, has appointed Belgium-based **Heli** as a Maeda mini crane dealer in northern France.

- Harsco Infrastructure** has reported full year revenues down 25% while profits fell 63%.

- Wilson Access** has taken delivery of the first **CTE ZED26J** in the UK.



Dirk Konings

- Dirk Konings** has moved to **Riwal** as senior account manager based at the group's Dordrecht headquarters.

- Kranlyft**, has appointed **Kemp Hoogwerkers** as a Maeda mini crane dealer in Holland.

- A new company **Brandon Lifting Services** has been formed by **Paula Rowe** wife of **Lee Rowe** of **PSS**. The Brandon name has replaced PSS on the company's premises.

- More than 50 Dutch access companies held a meeting to discuss the formation of a local **IPAF** council.

- Terex AWP** has sold its Power Buggy and generator product lines in order to focus on **Genie** products.

- Engine maker **Deutz** has shipped the 500,000th engine built at its Ulm plant in Germany.

- Nigel Woodger**, one of the founders of **Pop-Up**, the originator of the push-around scissor is 50.

- Easi UpLifts** exhibited at the recent **Poznan Fair** as part of its Eastern Europe expansion.

- Aerial lift** and telehandler manufacturer **Skyjack**, has appointed **Robin Sosebee** as sales director for Latin America.



Robin Sosebee

- Heavy transport and lifting company **ALE** revealed its new global rebranding and renaming of its heavy lift AL.SK cranes.

- Wynne Systems** has appointed **Carole Cossu** as business development manager for Europe, Middle East and Africa.

- Meldrum Construction Services** has been fined £4,500 and ordered to pay costs of £2,342.20 following an accident at a site at Holly Hall, Sandhoe, near Corbridge, Northumberland in July 2008.

- Italian manufacturer **Isoli**, has reported a strong year for its aerial lift business particularly in France.

- Cargotec**, owner of **Hiab** and **Kalmar**, has implemented its new two business structure, Marine and Industrial and Terminal (I&T).

- Bigge Equipment** Company has opened a new crane facility in Houston, Texas to cover the Gulf coast region.

- Tat Hong** has incorporated its latest JV in **China-Si Chuan Tat Hong Zheng Machinery Construction**.

- François Desbriere** has taken over from **Christian Lajous** as manager for access equipment at **Manitou**.

- Genie** has announced two new rotating telehandlers aimed at the rental market - the GTH-4016 SR and the GTH-4018 SR.

- CTE** has appointed **Francesco Berardi** as its new area sales executive for its B-FIRE fire fighting platform range.

- UK based **Speedy Hire** has placed a substantial order for 8 and 10ft Custom Hy-Brid scissors, along with 310 Pop-Up scissors and 60 **Power Tower Nanos**.

- Independent Parts & Service** - (IPS) has formed a partnership with **Icari Global Solutions** (IGS) in Spain and Portugal.



The IGS team

- Austrian-based crane and access company **Palfinger** is launching two new High Performance loader cranes - the PK 19502 and PK 220002 - at Bauma.

- Dinolift** will launch a 21 metre spider lift at Bauma, joining the 16 and 18m models launched in 2009.

- Dutch-based rental company **Workx** has appointed **Hendrik Jan Molenaar**, formerly with **Aggreko**, as chief executive.

- AJ Access** has delivered a specially modified track mounted **Genie** Z60/34 to the Brunt Ice Shelf in Antarctica.

- The owner of **Elite cranes** and ex member of Melbourne's underworld **Mick Gatto**, is being investigated for assault and coercion.

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

Where next for All Terrain?



Grove's new GMK6300 boasts an 80 metre main boom

After several of the strongest years ever for All Terrain crane shipments, the second half of 2009 showed a significant decline in sales, particularly of smaller models. 2010 as a whole may well be no better, although demand for larger units continues. After 10 years or more of rapid new product development and a massive broadening of the market away from its birthplace in Western Europe what do the next 10 years hold for the mobile crane of choice?

The well-documented economic melt-down may well now be in the recent past with confidence and profits returning to the banking sector and growth beginning to creep in again, however crane manufacturers and rental companies are likely to experience a poor year, particularly in the mobile crane market which traditionally lags the rest of the economy.

For most manufacturers and distributors the period from 2006 through early 2009 was the best ever in terms of All Terrain crane sales. Demand for all sizes was at fever pitch with long lead times driving up used crane prices to levels which encouraged rental companies to turn over their fleets more rapidly as rates began to look

sensible again. Rental companies also took the opportunity to trade-up as manufacturers really pushed the boat out on new product development. The new products themselves offered improved productivity with longer booms, better capacities and easier road travel, helping generate a healthy replacement market.

Geographical spread

The 'churn' has helped send used All Terrain cranes to markets all over the world, often introducing the concept to markets previously dominated by truck and Rough Terrain cranes. This should be good news for the long term potential of All Terrain crane sales, however the buoyant market of the past few years has masked a significant problem at the bottom end of the

market, the 25 to 50 tonne taxi crane sector. The cost of a new two axle All Terrain crane is simply too high for the day to day rental market in most countries. This issue has been reflected in the product ranges of most manufacturers - few of which now produce an AT crane under 35 tonnes.

In China and the Middle East this sector is still served by the cheap and cheerful 25 tonne truck crane, which is perfectly suited to day-to-day jobs, such as lifting large loads off or onto trucks, placing heavy items or short term cycle work such as steel erection and concrete pouring on smaller buildings. This in spite of the fact that they are not as compact, manoeuvrable or able to cross rough terrain - not to mention offer any pick and carry capability.

In North America and to some extent Japan, this type of work is carried out with boom trucks - telescopic loader cranes, some with small superstructure cabs. Japan also likes the small City type All Terrain cranes due to their compact dimensions and ability to handle city traffic.

The high relative cost of a small AT crane and the resulting rental rates has also helped boost alternatives solutions such as the greater use of larger loader cranes for both unloading the truck and placing items and the take up of spider cranes.

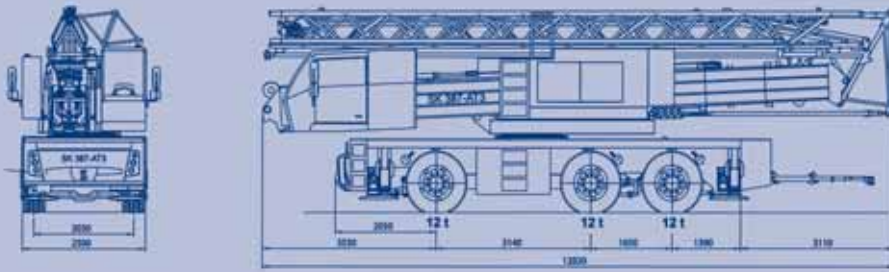
In most countries the traditional crane rental companies have not adapted to this change at the bottom end of the market. Some have moved up market focusing on mid range cranes of between 50 and 300 tonnes or on specialist mobile cranes such as mobile self erecting tower cranes. Others have

Are two axle AT's struggling to compete with alternatives?



Simple 25 tonne truck cranes are still the crane of choice in many parts of the world

focussed on the largest cranes, crawler cranes and specialist industries such as the energy sector which are still buoyant. Those rental companies that have been pushed into the middle market are likely to suffer the most having lost a good deal of the day to day market to alternatives and now running large cranes which are too dependent on new construction projects. Several American companies have already filed for Chapter 11, while as we go to press at least two if not three crane rental companies in the UK have entered administration.



The Spierings City Boy introduces a new concept to the compact City crane market.

In the UK, crane rental companies are also struggling with the rules that demand a formal 'contract lift' for unqualified users effectively pricing them out of a lot of day-to-day work that at one time made up a nice part of the daily revenues by combining a short unloading and placing job with one or two more extensive lifts. The boost given by contract lifts to professional users in recent years is also being undermined.

"Contractors are now employing people with recognised crane qualifications (Appointed Person), who often do not know one end of a crane from the other," said one disgruntled crane hirer. "They then expect us to offer and use our expertise as if it was a contract lift, but at the reduced crane hire rate. We can of course decline the job, but there are plenty of others ready to oblige. As a result only 25 to 30 percent of our work is contract lift and the rates are sinking."

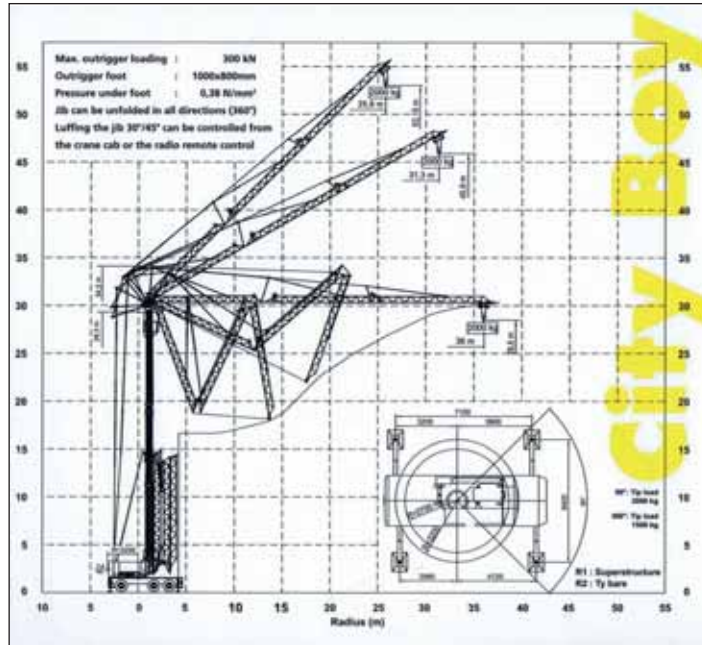
So what is the solution?

At the bottom end of the market there is an opportunity for those who can find a way to offer a good value lifting service in the 20 to 30 tonne market. Some have dabbled with aluminium cranes - either trailer or truck mounted - while others have found the ideal product for many jobs would be the mini city crane along the lines offered by Kobelco and Tadano in Japan and Locatelli in Italy. The problem of course is to make them at a price that will provide a decent rental return.

The challenges facing the mid to large sector are more of an economic cycle supply and demand issue. New products such as the four axle, long boom 90 and 100 tonne cranes are already helping boost some rental companies' returns with their long reach and easy transport and set up.

New All Terrains for Bauma

Bauma in April is almost certainly going to be the best showcase for new All Terrain cranes this year and as usual most manufacturers are planning significant new launches and Terex Demag's long awaited 1,000 tonne AC 1000 will make its first appearance. The company



claims that the new crane is the largest that can travel with its main boom which like Liebherr's LTM11200 runs on a nine axle carrier and offers either a 50 or 100 metre main boom. Maximum tip height is 163 metres. The company will also be showing its long boomed AC100/4 with 59 metre boom, and 2.55 metres overall width.

Another long boom Grove

Longer booms on a more roadable and ideally compact chassis is definitely the trend and Grove will introduce one of the longest booms on a conventional All Terrain with its new 300 tonne GMK6300 with its 80 metre main boom. The new crane promises to be a winner with easier roading, up to 92.5 tonnes of counterweight with numerous configurations down to seven tonnes and the fact that it can lift 12 tonnes on the fully extended boom to 12 metres radius or take two tonnes out to 74 metres.

Liebherr breaks from the norm

Liebherr will be unveiling the most radical new crane with its second attempt at the City crane market the LTC1045-3.1.

The new model features an unusual mount for the cab which allows it to sit in the normal superstructure location on site and then telescopes to the front of the chassis on a telescopic mounting for road travel. In spite of its radical cab the new crane uses the well proven simple drive system, rather than the hydrostatic system of its LTC1055-3.1. Liebherr has a strong history of cracking challenging product areas, it was the first to succeed at creating a truly commercial All Terrain crane at the end of the 1970's and seems determined to make the City All Terrain product work. The company has more than 40 percent of the overall All Terrain market and so has a lot invested in keeping ahead of the new product trend.

Tadano will be showing the latest products from its G range which have been quietly gathering a strong following and is likely to show a final version of its 360 tonne ATF360-6, the company showed a prototype at Bauma in 2007 and has been refining the concept in Japan since then. It might also surprise the market with a 500 to 600 tonne prototype?

City Boy

One product that is entirely different is the new City Boy from Spierings. Totally unrelated to market traders or bankers, this radical new product combines the company's self erecting tower crane technology with a compact single cab for crane and carrier - similar in some ways to the Liebherr LTC1045 - emulating the City All Terrain concept but offering fantastic up and over capacities taking two tonnes to 36 metres radius at a 30 metre height. With a maximum capacity is 7,000 kg at up to 9.5 metres it will be an interesting addition to the market.

Looking forward 10 years one wonders what the mobile crane market might look like? Will a full range of new style City cranes dominate the sub 60 tonne market or will simpler truck cranes make a come back? One thing is certain, apart from the smallest models most All Terrain cranes of all sizes will be more compact, have longer booms and be easier to move. The current batch of four axle 90 to 100 tonners are a good indication of what we might expect going forward.

Liebherr will unveil its radical new LTC1045-3.1 which aims to crack the City AT market.



It's getting better...

With many predicting that 2010 will produce the worst new AT crane market for many a year, Mark Darwin visited one of Europe's most successful independent mobile crane distributors, Cranes UK and spoke to managing director Joe Lyon about issues currently affecting the crane market and the company which distributes Tadano Faun in the UK and Ireland.



Joe Lyon

Joe Lyon has spent his life in the crane industry. Starting in South Africa, he trained as a fitter before 'progressing' into sales, selling his first crane more than 30 years ago. In 1995, the company he was working for was approached by Tadano to take-over its distribution (from earth moving specialist Marubeni Komatsu) and over a period of just a few years, elevated Tadano into the number one selling crane brand in South Africa.

Marubeni Komatsu also held the Tadano agency in the UK but from 2000 was winding down that side of its operations. Tadano - still wanting a distributor for the UK - offered it to a partnership of Lyon and Barnsley-based Cranes and Equipment. The partnership didn't work out, lasting about 18 months before Lyon and his wife bought out the other shareholders of what was by now Cranes UK. Around three and half years ago the business, now 100 percent owned by the Lyons, moved to its current larger more modern premises in Tankersley, South Yorkshire, 'ideally situated for the M1 and M62 motorways going north, south and Ireland.'

Lyon officially started in the UK in 2002 and from a very low sales point has progressed year on year taking Tadano's market share from virtually zero to almost 18 percent. His aim is 23-25 percent within the next couple of years.

Truck cranes go

"In our first year we sold nine new cranes and this rose to 45 new cranes in 2007," says Lyon. "In 2001/2 the majority of Tadano sales (around 75 percent) in the UK were truck cranes but then the company stopped manufacturing them for the European market. Although the AT's were becoming more popular, the Tadano truck crane was still a very good seller."

It was a worrying time for the young business, having to rely solely on the German-built All Terrains which had until then been a small part of its business. "The Faun ATs were still an unproven crane in the UK against the established Liebherr, Demag and Grove opposition. The last truck crane sale we made went to Marsh Plant in 2003."

The last Tadano truck cranes sold in the UK went to Marsh Plant



Cranes UK workshop facilities

"The marriage of Tadano and Faun (Tadano took over Faun in 1990) has taken a generation to come to full fruition and now it is a very good product which is equal in quality to anything on the market."

"However, the main difference with a Tadano is the dependability and reliability of the cranes."

Cranes UK quietly increased its AT sales but it did not feel that it was truly competitive until the arrival of the ATF80 - "an exceptionally good 80 tonne crane with good duties" - which really put the Tadano Faun brand on the map.

"An exceptional crane"

"After the ATF 80, Faun improved the range which now includes a two axle 40 tonner; a three axle 50 tonner; two, four axle machines - the 65 and the 90 tonner unusually fitted with two engines - the five axle 110 tonne; the new 130 tonner, a 160 and a 220 tonner," says Lyon. "The range will be extended at the top end next year with the 360 tonner and shortly after with a 500 or 600 tonne model."

"Tadano is very good at analysing statistics and trends. Historically the



The ATF80 really put the Tadano Faun brand on the map.

50 tonner has always been the best seller but the trend now is for larger crane capacities. The appointment of Alexander Knecht (ex chairman of Terex Demag) as chief executive of Tadano Faun with a seat on Tadano's main board, is a very positive move. At the moment there are improvements but no major changes, but I am sure there will be greater emphasis on larger capacity cranes in the future."

The 550 tonner

Tadano does produce a seven axle 550 tonne crane, the AR550-AM which is available only in Japan but the tendency now is to produce a crane which can be used in all countries - its G or global series. Six and possibly seven axle machines look set to be a major part of Tadano Faun's future product line."

In the UK as in many other European countries, the popular 50 tonner is now being replaced by 80 tonners and higher. Reflecting an over-supply in the smaller capacity ranges, this has led to rental rates for these cranes falling to uneconomic levels so few are sold to crane rental companies. On the positive side, there is some demand for smaller ATs from end users such as contractors and steel erectors who also are looking at truck cranes. Tadano builds all of its Rough Terrain cranes in Japan, all of its Tadano Faun products in Lauf, Germany and truck cranes in China.



The 550 tonner is only available in Japan

The new truck cranes

A few years ago we reported on the possibility that truck cranes - with their lower running costs - would make a come-back in some European markets such as the UK. This has not yet happened to any great degree, possibly because their initial purchase price is surprisingly about five to 10 percent more expensive than an All Terrain crane.

"Truck cranes have two engines and the standard truck chassis is expensive when it is purchased in small numbers and has to be modified to accommodate the superstructure. These costs are not incurred when using a specifically designed AT chassis," explains Lyon.



Mammoet UK took delivery of the UK's first Tadano Faun HK70

However, although Lyon has no specific figures yet - the lower running costs could still make the premium worthwhile. Tadano Faun sold its first truck crane at Vertikal Days last year to John Sutch Cranes in Liverpool, so it is too early to have a full comparison between running a Truck Crane compared to an AT in the UK.

Late last year Mammoet UK took delivery of the first HK70, 70 tonne truck crane, which was designed in partnership with Mammoet and uses the highly successful ATF 65G upper-structure with 44 metre main boom and up to 61 metres tip height, mounted on a five axle commercial Mercedes chassis with rear axle steering.

"Running costs need to be measured over a period such as five years to make meaningful comparisons and include items such as replacement tyres," said Lyon.

Initial feedback indicates that John Sutch is happy with the purchase and the running costs are very competitive. Lyon thinks he will buy more but in addition to and not at the expense of All Terrains.

"The jury is still out on truck cranes but items such as tyres - R25 AT tyres are about £1,300 while truck crane tyres run around £300 to £400 - plus lower cost mass produced truck parts all add up to substantial annual savings."

Tyred out

Talking tyres raised the issue of UK crane users operating their cranes with 16 tonne axle loadings. Michelin recently 're-purchased' some of its AT tyres that may have

C&a all terrain cranes



Cranes UK is having a lot of success with Rough Terrains at the moment.

been operated at more than its specified axle weight of 15.6 tonnes.

"You only need to look at what is happening with Toyota cars at the moment to see the impact of a product safety issue and recall" says Lyon. "Different companies prefer different tyres - Marsh Plant and Steve Foster use Michelin, John Sutch and Dewsbury and Proud use only Bridgestone. Other tyre manufacturers - Double Coin, Yokohama and Dunlop - have certainly not proved themselves yet. Tadano cranes up to 12 tonne per axle (up to the 65 tonner) are all fitted with Michelin tyres. Above that axle weight we only fit Bridgestone."

concerned about the weight of cranes operating in the UK market - should they go for the Europe-wide 12 tonne per axle design or work on the worst case scenario (16 tonnes per axle)? Cranes already on the 16 tonnes per axle limit when delivered then go to site with tools and tackle boxes so are even more overweight which I think is a cause for concern in the long term."

Best seller

In its peak sales year so far - 2007 - Faun's 90 tonner was Cranes UK's best seller. "It had the right combination of price, capacity and compact size as well as being able to carry all of its ballast. The hire companies and manufacturers made



All the major manufacturers design their cranes with a 12 tonne per axle road going configurations however with the UK and Ireland running cranes at up to 16 tonnes per axle, the problem may be more than just tyres. Lyon thinks that the long-term overloading on the brakes, axles and chassis is something that may affect the whole crane.

"Tadano Faun uses a very robust, heavy chassis so we have not noticed any problems," he says. "It is also one of the reasons for the crane's generally good lifting duties. All manufacturers should be

money with the 90 tonner which is not the case with smaller two axle cranes. We now have more 90 tonne sales than 40 or 50 tonners."

"The four axle 80-100 tonne AT will remain the best seller. Obviously boom length is important but the Tadano Faun cranes tend to have a slightly shorter but more rigid main booms with less flex. The industry also needs to standardise the way it rates the crane's capacity and all use the same figure - say lift capacity at three metres which would make it easier to compare nominal lift capabilities."

Market in 2010

"The market is horrendous at the moment and I think there will be fewer sales this year than for many a year and a lot less than last year," says Lyon. "How many? If more than 50 new mobile cranes are sold in the UK in the 35-220 tonne range I will be surprised. In 2007 this figure was as high as 300. There will of course be larger ATs and crawlers sold and a few truck cranes."

"One area that is a big success for us at the moment is Rough Terrain cranes. While they were always popular in the Middle East and America, the RT has never been popular here in the UK, mainly because of the popularity of smaller crawler cranes for site work. However, factors such as price - they are 20-25 percent cheaper than an AT - reduced running costs and their pick and carry capability make them well worth looking at."

Cranes UK has already sold four RTs this year - a 70, 55 and two 30 tonners - all of them to end users such as Kier Construction and a petrochemical plant, with an order for another 30 tonner waiting to be confirmed.

"Kier came onto our stand at Vertikal Days after identifying the Rough Terrain as the crane it needed," says Lyon. "It already operates Tadano cranes in the Middle East and is very happy with their performance. We were not the cheapest but offered a far better specification than the competitors. I think the larger construction sites are moving towards the 30-80 tonne Rough Terrains instead of a 40 or 50 tonne AT. RTs over 80 tonnes are too hard to transport in Europe."

Other franchises

"We will look at any product that does not conflict with Tadano Faun

such as the small industrial Broderson cranes which we took on last summer," says Lyon. "People like what they see but we haven't sold one yet. We are price competitive against the Italians but may have to look at the way we market the machines, even initially offer the machines for hire? Specification wise the Broderson cranes differ with 360 degree slew and large carry decks, both useful features."

With Tadano acquiring Spandek Mantis in early 2009, Cranes UK can now also offer a four model range of telescopic crawler cranes from 27 to 90 tonnes.

"2010 is a year to consolidate and not be silly with our money," he says. "All manufacturers have far too much used crane stock. I only deal with second hand cranes because of the trade-ins. In 2007 I did not have one used crane, now I have 18 in the yard from 25 to 160



Tadano will be showing its telescopic luffing fly jib at Bauma.



The Broderson distributorship was taken on last summer but is still looking for its first sale

tonnes which is way too much money tied up and standing. All manufacturers have cut back on production so when demand does pick up, it will be the used machine market that will come back first."

"Tadano's and our aim is to take 25 percent (up to 80 cranes) of the UK market. If we get more than 25 percent I would have to significantly expand our current operations in order to maintain service levels."

The UK is one of Tadano's top five European markets - along with Holland, Spain, France and Norway - which all take around the same number of cranes. "Norway has more than 25 percent market share and along with Denmark is one of the few areas that is still selling well."

Future models

Bauma will see several new product launches from Tadano, including the telescopic luffing fly jib shown as a prototype on the 360 tonne AT at Bauma 2007. Over the last three years the jib has been perfected and thoroughly tested and is now ready for sale on the ATF220G. A Mantis 70 tonne telescopic crawler will also feature on the stand.

Cranes UK employs 21 people with revenues this year expected to be in the region of £10-12 million, substantially down on the glory years of 2007 and 2008. "Over the past five years we have had the highs and lows but I think it is going to be 2011/12 before we return to normality in the UK with sales levelling out at about new 250 cranes per year."

Cranes UK currently has 18 used cranes from 25 to 160 tonnes in stock.





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You raise me up

The Frankfurt Airrail Centre next to Frankfurt Airport is one of Europe's most ambitious construction projects. With a 660 metre long glass façade, the 65 metre wide, nine storeys (45 metres) high structure offers 140,000 square metres of office, hotel and business space, making it one of the largest commercial buildings in Europe.

Costing more than €900 million, its unusual design sits on 240 pillars above the ICE railway station and according to architect Helmut Jost, its aerodynamic shape echoes the aviation theme of the adjacent Frankfurt Airport.

The project uses about 360,000 tonnes of steel. To ensure this amount of material is moved efficiently, several large All Terrain cranes - mostly Terex models including an AC 200-1, AC 250-1, AC 500-2 and AC 700 - are on site from German-based crane rental company Wiesbauer.

One of the more interesting lifts was during the erection of a 60 metre span, suspended roof girder assembly, part of the glass dome over the ballroom of the Hilton Hotel. The dome was constructed above the Intercity rail track, which continued to operate with trains running every 10 minutes during the lift set up.

Wiesbauer organised the three crane lift using two 700 tonne capacity AC 700's and a 500 tonne AC 500-2. One of the AC 700s and the AC 500 came from Wiesbauer's fleet, while the second AC 700 was supplied by Munich-based Schmidbauer. All three cranes had to set up in the confined space between the airport, the high-speed railway track and the autobahn.

"Each of the three cranes lifted part of a sub-structure which each component having a 20 metre span," explains Marco Wilhelm of Wiesbauer, responsible for planning and carrying out the project. "Final assembly took place in the air when all three parts were welded together as they hung from hooks and were then fastened to pylons. The loads are distributed so that our 700 tonner lifted 55 tonnes, the AC 500 took 40 tonnes and the other AC700 25 tonnes."

The Terex AC 700 was rigged with



60 metre main boom plus a 42 metre luffing jib and 140 tonnes of ballast working at a 26 metre radius. The second AC 700 was working at 41 metres radius with main boom plus 48 metres of luffing jib and 100 tonnes of ballast. The 500 tonner, working at 30 metres radius, was set up with 36 metres of main boom, 42 metres of luffing jib and 180 tonnes of counterweight. None of the cranes were set up with their SSL Sideways SuperLift devices.

The operator of Wiesbauer's AC700 was Carsten Kelm who also served as on-site operations coordinator. Kelm is very familiar with the AC700 and was one of the first

crane operators in Germany to operate a crane of this size.

"We know how important the time factor is on big construction sites like this, so we try to make our cranes simple and safe to set up and operate and are therefore ready for use in the shortest possible time," said Arndt Jahns, Terex AT crane product manager.

"This includes the remote-controlled ballasting carried out from the cab and the rapid setting up of the star-type outriggers.

Using these outriggers frame flex is minimised and excellent lifting capacities are achieved with an outrigger base of 12.2 x 12.4 metres."



Carsten Kelm operated Wiesbauer's AC700 and also served as on-site operations coordinator.



All three cranes had little room to set up - one AC700 on one side of the railway, the other AC700 and AC500 on the other

A solo performance

Peterborough-based PCH Lifting's 300 tonne Grove GMK6300 was recently called into action lifting a new, 82 tonne footbridge into position during the A1139 Fletton Parkway widening scheme in Peterborough.

Initially main contractor Fitzpatrick and subcontractor 'N'Class were looking at a two crane lift or using one 500 tonner. However, during discussions with PCH it was decided that by removing the central reservation crash barriers and positioning the Grove GMK6300 in the middle of the road, a single, smaller crane could complete the lift.

Configured with 100 tonnes of counterweight, 32.3 metres of boom and working at nine metres radius, the crane had a maximum lift capacity of 92 tonnes, more than enough for the new footbridge. Despite the appalling rainy weather and Saturday traffic disruption, everything went according to plan.



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A question of extremes

The electric battery powered scissor lift is by far and away the largest product sector in the powered access market as measured by units. It is also the broadest product range in terms of price and size, running from a £2,500/€2,900 push-around unit up to around £150,000/€172,000 for a 28 metre narrow aisle mega scissor.

There has never been a better time to start using scissor lifts. The market is currently going through one of its tougher periods at least from the view point of manufacturers and rental companies. However there are some bright spots within the sector and it has never been a better time to evaluate or to use battery powered scissor lifts if your work involves any form of working at height.

Scissor lifts can be rented in most markets for prices that are frankly uneconomic for rental companies. However this does give contractors or industrial maintenance teams a fantastic opportunity to try them out for the first time. Meanwhile those who already know how much more efficient they can be on many jobs can take a few extra units in order to put more of their tradesmen on a lift or to cut out the ridiculously inefficient practice of 'off hiring' lifts every time they are not fully utilised and then having order them again when required. In the USA, which is by far the most developed market for powered access, it is typical these days for every tradesman to have his own scissor lift in which he keeps all of his tools and materials. In addition lifts are rented on a monthly basis for the duration of the project - a far safer and efficient method of working which is reflected in significantly higher productivity on North American job sites.

Hot Hot Hot

The hottest areas of the scissor lift market at the moment are low-level push around and self-propelled units up to around three metres platform height; tall narrow heavy-duty electric scissors with heights of between 15 and 26 metres and widths of 1.3 metres and less and to a lesser extent battery powered Rough Terrain scissor lifts.

At the smaller end the lowest lifts in widespread use have typically been 12ft/3.66m platform height self-propelled lifts that use a telescopic mast rather than a scissor type lift mechanism. Products include UpRight's TM12 which took the concept into the volume market, Genie's Runabout range of aluminium masted lifts, which have recently been joined by a steel masted 'Contractor' version and JLG's 1232ES which closely follows the Upright design. While 12ft or four metres does not sound like a great height, it does allow comfortable working at up to 18ft or almost six metres, more than enough for most public and single storey industrial buildings.



Until now the lowest self propelled lifts in widespread use with rental fleets have been 12ft mast type models such as this UpRight TM12

In 2006 UK-based Pop-Up products launched a low level push around scissor lift, intended to offer a powered alternative to the podium steps that were being purchased in order to meet the 2005 European Work At Height Regulations. The original units offered a maximum platform height of just 1.6 metres - not much more than 5ft, however they proved surprisingly popular at least in the UK, being priced at under £3,000 and very easy to use. The less stringent enforcement of the 2005 regulations in other

C&a

electric scissors



European countries curbed enthusiasm for such a low level platform elsewhere. Pop-Up followed with a 2.5 metre platform height unit the Pop-Up+, while offering more versatility its requirement for outriggers possibly restrained sales a little, although around 1,000 units have been delivered.

In the past 18 months everything has changed, with a number of new players entering the market, including UK-based Power Lift, Eazzi-Lift and Youngman and most recently UpRight with a Dingli-built unit from China.

The original Pop Up was timed perfectly.



Not only do these new entrants offer greater choice, but they also introduced improvements such as automatic castor locking/braking when raised, along with higher models taking the concept up to three metres/10ft platform height - five metres of working height. This has extended the concept in markets where it is already popular - such as the UK - but also spiked the interest of users and rental companies in other markets.

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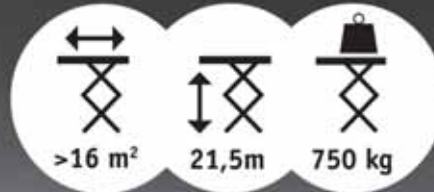
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Youngman now produces a push-around range from 2 to 3 metres.

Self propelled push-arounds

With push-around scissor lifts reaching greater heights both users and manufacturers naturally thought "what if we add a simple drive mechanism and make it into a cost effective self propelled?" Easier said than done, but for the last 12 months or so Custom Equipment, king of the low level self propelled and Power Tower have both been working on and perfecting self propelled lifts with 8ft/2.4 metre platform heights. Interestingly Power Tower came at this from the push-around end adding drive to its Nano product while Custom worked on developing a new 8ft self propelled scissor and then made a push around version of it.



The Airo X12EW

The Nano goes SP

The 2.5 metre platform height Power Tower Nano uses the same three section mast as its push around model with a two stage cylinder. A simple overload mechanism is fitted to the top of the mast and is accessible from the platform.

The wheelchair type drive controls are very simple, with the short four-way controller mounted on a fold-down arm. The operator stands with his back to the mast making for a very good braced position. The mini joystick has two buttons, one for on/off and the other for selection of drive speed or lift.

The operation is highly intuitive and allows the unit to be rotated on the spot thanks to the rear drive and front castors. The high speed feels quick at 4.8 kph, the brakes are very smooth and stop the unit almost on the spot. Power Tower says that the continuous drive range is 12 kilometres. A roll-out deck works well and provides up to 500mm of outreach and expands the platform to a very respectable 1500mm x 700mm.

With substantial orders from both Lavendon and Speedy, it looks as though the 8ft/2.4 metre self propelled's time has come. The design and build quality of the Nano SP is very good although it would benefit from some aesthetic design treatment to the base - although the current colour scheme meets Lavendon's requirements.



The PT Nano SP offers up to 4.5 metres working height

Custom made

US-based Custom Equipment does nothing in a hurry and its conservative owners, the Kissingers, like to be absolutely certain of any new product or technology before they launch it on the market. CE approval for its popular HB-1030 for example took at least two years, while president Steve Kissinger has been tinkering with his smaller model for almost as long. As he puts it "he likes to sleep at night" and being totally sure about his products helps. At last year's ARA the company showed a compact 5ft/1.5m self propelled scissor lift which had been tested and was ready to go. Feedback from customers and users persuaded him that a little more height was needed and taking it all on board he virtually started again. The result is a gem of a machine - the HB-S830 - launched at this year's Rental show. The 830

includes all of the features of a full size scissor lift, including active pot-hole protection and a roll out deck extension, yet is less than 1.3 metres long and should weigh less than 500kg in CE format.

A great deal of thought has gone into the unit which uses wheelchair drive technology but includes a full size aerial lift joystick controller. Great attention has gone into details such as the choice of wheels and castors, tie downs and bump bars. UK rental company Speedy Hire saw the new model at the show and promptly ordered a "substantial number of them as part of a seven figure order" for Custom's 8 and 10ft scissor lifts. These will join 60 Nano SP units that Speedy ordered the week before.

The PT cruiser

Bil-Jax/Haulotte USA has also entered the fray and developed a self propelled version of the Power Tower/PT10 that it builds under licence in the USA. The PT10SP offers a 10ft platform height and like all the other low level self-propelled models, uses wheel chair drive technology. The new product still requires some work - unlike the other products on the market it uses passive pot hole protection which may require some rethinking? The PT10SP offers additional reach compared to the previous two units and boasts a very solid and rigid lift mechanism and yet weights just 565kg. It is longer than the others at 1.75 metres but similar to the Custom HB-S103010ft unit.



The 10ft Haulotte/Bil Jax PT10SP offers up to five metres working height



The new Custom Equipment Hybrid HB-S830, a perfect small scissor lift.

These two American products should spur interest for this product type in the world's largest powered access market. The key benefit of these units is weight more than price related. Interestingly when Genie offered an 8ft version of its Runabout several years ago it flopped and a lack of sales caused the company to axe it from the line. The key to any new product idea is of course timing. Pop-Up got it just right with its original model and if the mood at recent rental shows is anything to go by, Custom Equipment and Power Tower have got their timing just right.

The UpRight SPX10 now the Pop-Up SPS10, is targeted at the Bravi Leonardo



UpRight is another company looking very seriously at the low level powered access market, it recently announced both push around and a 10 ft self propelled scissor lift the SPX10 which will now be known as Pop-Up SPS10 or Drive 300 following the joint marketing/licensing agreement that the two signed earlier this month. The 10ft unit will go head to head with Custom's HB1030 which has so far, mainly sold in North America, although r2 has had

a modest success in the UK and Aichi Sales office has taken on the franchise for most of the rest of Europe as a master dealer.

Now it would be easy at this stage to forget that while several of these companies seem to have found a new market, one company has been incredibly active for many years - Bravi. Several years ago Bravi realised that its 2.9 metre high Leonardo mast lift had real volume potential with its light weight - under 500kg - big platform with dual extensions and sufficient gradeability to climb into the back of a van or up a set of steps. While some design engineers might be hesitant to admit it, the Bravi will most certainly have been in their minds as the product to beat or at least match. Bravi could be forgiven for thinking that after years of selling the low level self-propelled concept along come all these 'Johnny come latelys' just as it has started to make some significant breakthroughs. That is of course the nature of the market and while Bravi may not appreciate others entering the market it has

had to itself for many years, the extra attention and sales feet on the ground selling the concept cannot but help boost its sales as it takes a smaller share of a much larger market.

Bravi has not rested on its laurels though, it recently upgraded the Leonardo with an outdoor model which is slightly heavier 555kg, tougher covers, a new swing gate entrance, improved controls, a better protected charger and wider wheels that provide lower ground bearing pressure and improved traction.

Moving right along

While the 10ft and under market has attracted a great deal of interest, Skyjack has been perfecting its version of the 12ft mast type lift the SJ12. Shown as a concept in September



The Bravi Leonardo is the original low level self propelled and still the one to beat

2008, the company is preparing to put the 12ft model into production, followed shortly by a 16ft model which breaks new ground. As JLG discovered when it designed the 1230ES improving on UpRight's

TM12 is a tough challenge. JLG finally elected to make a virtual copy of the dimensions and structure, while introducing its direct electric drive system and better turning circle along with a number of other small enhancements. The result is a first class machine which has sold well, but hardly dented sales of the TM12.

Skyjack faced with the same dilemma has managed to squeeze out some significant new ideas that really do take the product to another level. The most significant change is adding an extra mast section to provide a 16ft platform height version, the SJ16. While 12ft will cover a surprising number of buildings and applications there have always been some jobs that just need a little extra height. Skyjack has achieved this in the same stowed envelope while keeping the overall weight of the 16ft unit under 1,000kg, critical for riding many

So how do they all stack up?

Make & Model	Platform height	GVW	Pot Hole	L x Width	Slide-out ext deck
PT Nano SP	8ft/2.4m	495kg	Active	1.19m x 0.75	Yes -1.52m
Custom H8030	8ft/2.4m	475kg	Active	1.1m x 0.76	Yes - 1.5m
Bravi Leonardo	9.5ft/2.9m	495kg	Passive	1.2m x 0.76	Dual -1.71m
Bil-Jax PT10SP	10ft/3.0m	568kg	Passive	1.45m x 0.69	No
UpRight SPS10	9.9ft/2.9m	495kg	Passive	1.15m x 0.71	Dual - 2.0m

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Genie runabout contractor

small lifts/elevators. The 16ft unit will also feature an extending platform - more of a traversing deck really - in that the whole platform is pushed out by half a metre to offer some outreach over obstacles etc, while the platform size remains the same size. This makes for a solid platform compared to the short slide-out extensions on some lifts which both complicates the platform and reduces guardrail rigidity.



JLG 1230 ES

After years of companies requesting a higher TM12, will buyers flock to this new machine or be less keen now that it is available? One thing is for sure it ought to put an end to any 15ft micro scissor sales, as buyers and users choose between a 16ft mast or 19ft scissor lift.

Other key features introduced on both the 12 and 16ft Skyjacks include placing the steering axle at the opposite end to the mast, in order to allow full 90 degree steering (on the TM12 the mast restricts the crank angle of the steering axle), a lower platform entry height and wider tyres with a deeper profile which, says Skyjack, provides a ground bearing pressure of just 80 psi, compared to 120 to 130 on its two main rivals. Access to the batteries and all other components

for service is as good as it gets, the platform on both units pulls forward to uncover a full-sized hinged cover giving unobstructed access to everything without the need for slide-out trays and doors. A neat slide out lower control/central electrics panel is an excellent idea



service access is excellent even with the platform lowered



wider wheels provide a lower ground pressure



A neat idea - a slide out electrics panel

and on this unit Skyjack is fitting a proportional motor controller rather than its usual proportional dump to tank system, as such it is probably the last manufacturer in the industry to adopt motor controls. Expect to see this on all Skyjack scissor lifts sometime in the future.

And further up again

Looking further up the size range Bravi launched a new, larger machine at this month's rental show



The Leonardo Lui 460

following requests from customers in the USA. The new model designated the Lui 460 uses the company's aluminium mast technology and offers a 15ft/4.6 metre extended platform and 280kg lift capacity, 760mm overall width and 35 percent gradeability. All this in a machine that weighs 1,265kg and stows in a space which measure 1.6 x 0.7 x 1.85 metres. With its dual deck extensions, compact dimensions and ability to turn on the spot it promises to build on the market already carved out by the company's Leonardo model. Lest anyone is concerned about the Bravi's ability to cope with rental abuse, the new Lui has been built with extra chunky covers and components and looks a bit of beast.

Replacing the MX19

The mass market for 19ft elevator scissor lifts was established by UpRight when it launched the MX19 in 1994. The product was right from the start and went on to sell in the 10's of thousands. While it was tweaked over the years with the addition of motor controls etc, it has remained largely unchanged and still sells in respectable numbers.

Over the years, engineers responsible of adding any improvements were well aware of the risk they ran if incurring the wrath of the company's dealers if they 'ruined' a popular classic. With the takeover of Snorkel in 2007, the company has been running two models, the MX19 and Snorkel's SL1930. The company finally decided that it was time to introduce a new product that replaced both of them, hopefully taking the best of both while being less expensive to build. The result,



The Snorkel SL1930 / UpRight SX19 has a lot to live up to

known as the Snorkel S1930 and 1932 or UpRight SX19, follows Genie's lead with two widths, one of which - the 32 inch wide 1932 will be 140kg lighter at 1,250kg and may have an outdoor rating to CE.

Both units are lighter than the current MX19 which grew in weight over its lifetime from 1,000kg to over 1,460kg. The new 19ft is longer at almost 1.9 metres over the entry step compared to 1.75 on the current model. Oddly the machine's gradeability is 20 percent, poor for this type of lift where most offer 25 percent. The verdict? UpRight's first new 19ft scissor lift in 16 years looks perfectly functional, but apart from weight and a choice of width, seems to offer less than the current model. Where it is likely to score with this model though is in the detail build, operation and, one assumes, cost. With rates so keen in this sector this is the most important factor and for those who want a more compact unit there is always the TM12 and other low level machines.

Offering economy alongside business class

Holland Lift is preparing to unveil a less expensive range of scissor lifts at this year's Bauma. The new units will not replace the company's current products, which include the popular 1.2 to 1.3 metre wide heavy

duty lifts with platform heights of up to 26.5 metres, nor the big Rough Terrains with heights of up to 34 metres. No, the new models will run alongside its smaller scissors, which to be honest do not sell particularly well outside of Holland and Germany.

Holland Lift has a reputation for overbuilding its products, a concept that is much appreciated in its home country and Germanic markets. It takes great pride in the fact that the vast majority of the lifts it has built over the years are still in operation and that customers with 15 year old models bring them back for a facelift, rather than scrapping or selling them.



Holland Lift test rig

While the company is looking at every design detail in order to shave as much cost as possible, it is taking an uncompromising attitude that risks driving the cost of the new range up to similar levels as its existing products. Although a number of clever design ideas will cut costs and make the units easier to assemble, why doesn't it incorporate them into all of its products? One area where it is justifiably nervous is the scissor stack. The company ran into financial difficulties in 1993 after it experienced premature wear on its scissor pins and bushes. The problem was in fact caused by a supplier delivering pins that were not to specification, but the error was not spotted until it manifested itself in the form of worn out bushes on a large number of customer units. The company went into administration, was bought by MBB and then Terex and it was almost 10 years before it came under independent ownership again.

The result is a highly cautious design attitude, pivot pins are grossly oversized, double plated and fitted with the best bushes available that slip inside heavy steel sleeves. They'd last a lifetime in a permanent sandstorm! These engineering excesses have to go if the Eco Star stands any chance of living up to its name, so the company has been testing new pins and bushes for more than a year on an external test rig. The results have been extremely positive and may well find their way into the larger units... one day.

Holland Lift was reluctant to provide more details at this stage, so a full review will follow later, in the meantime we can tell you that it will be a four model range with two platform heights - 26ft/7.8 m or 32ft/9.7 metres and two chassis widths - 1,000 mm and 1,400mm. Lift capacity is 450kg on the lower models and 325kg on the higher. The two wider units are rated for both indoor and outdoor use. A 900mm roll-out deck carries the same rating as the main deck and the platform extends almost to the edge of the machine on the narrow units and to within 100mm on the wider.

Holland Lift updates electrics

Holland Lift has also completely upgraded the electrical systems on its full line of scissor lifts. The new system has been fitted to more than 150 units which have been at work for some time now without incident.

The changes include a new built-in platform overload system using a high quality German-built pressure sensor and a Swiss-built scissor arm position monitor. The results on all but its largest models, which employ its unique mechanical system, have been first class with consistently accurate load sensing throughout the lift cycle without false alarms.

The controls on the platform use new digital technology with fewer cables from platform to lower control box. The lower control electronics are substantially simplified with a new decoder and completely sealed circuit board and components. The solenoid valves are all clearly marked and include an indicator light helping service engineers to visually detect any faulty lines or components in the circuit. The changes introduce a

common standard across the company's range with fewer moving parts and the possibility to optimise performance and operational characteristics while providing more feedback to the operator, via warning lights on the console or to the service engineer at the lower control box.

High compacts

While companies such as Holland Lift, JLG Liftflux and PB have been successful with their ranges of heavy duty narrow scissors, however the regular 1.2 metre wide by 2.4 metre long scissor lifts produced by Genie, JLG, Skyjack, UpRight and Haulotte have been extending their reach into new areas. Last year Haulotte, quietly launched a 12 metre platform height version of its Compact electric range - the Compact 14. While not the first manufacturer to achieve this size of machine - that honour goes to Iteco with its IT12122 - Haulotte wins the award for the first of the major volume producers to extend the 46 inch wide electric scissor lift to this height. It has also managed to keep the overall weight of its unit under 3,000kg. We tested the unit at Haulotte UK's facility but ran out of headroom around eight metres up. The unit is very rigid, given its size and the number of scissor stacks required to reach



This is all we can see for the moment of the new Holland Lift range

this height from a short chassis. The market has yet to grasp the benefits of this model, which probably takes the 2.4 metre long standard electric scissor lift to its maximum capability along with Genie's 32ft/10m platform height, 32 inch wide/single door GS3232 with levelling jacks.



Haulotte Compact 14 - the tallest 2.4 metre long compact scissor?



The Genie GS3232 takes the single door scissor to new heights

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PB on the move

One of the fastest growing electric scissor lift manufacturers over the past few years has been German-based specialist PB Liftechnik which is increasingly turning its attention to export markets. Cranes & Access finds out more from export manager Arne Dirckinck-Holmfeld.

PB Liftechnik is still relatively unknown outside of Germany where it claims a 60 percent market share for the scissor sectors in which it competes. Although it has been manufacturing aerial lifts for 22 years, scissor lift production began unexpectedly in 2003 when a major safety problem was discovered on 800 German Standard Lift (GSL) scissors. The problem - cracked scissor stacks and faulty brakes - resulted in GSL going bust. PB, however, with TUV approval, developed a cost effective repair for the machines and at the same time, developed good contacts and working relationships with various German rental companies.

"The feedback from the rental market was that the GSL product was

basically a good scissor, but could be improved further with various modifications," says Dirckinck-Holmfeld. "PB took on board all of the user comments, made the changes and launched the new range of Top 12 and Top 16 scissors the following year - 2004. Development continued with the ES scissor range which included the patented levelling system. We also have two industrial platform ranges - the electric articulated Dino boom and the David vertical mast lifts."

Unusual design

The PB scissor stack design is unusual in that its main lift cylinder is located half way up the stack. Because of its position, just one main cylinder is required even for

the higher models, ensuring machine weight is kept to a minimum.

"Our 17 metre working height S171-12ES with outriggers weighs just 4,990kg. Compare this to the Liftflux 153-22 which at more than nine tonnes has a huge impact on floor loading and machine transportation. The PB is also more compact and manoeuvrable having an outside turning radius of 2.97 metres compared to 4.8 metres."

The other difference is PB's levelling system allowing the traditionally indoor platforms to work outside. The system is very popular and is now fitted to the vast majority of its scissors.

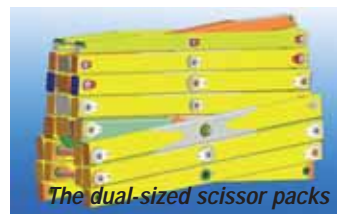
"When designing the S171 PB started from scratch with no preconceived ideas," says Dirckinck-Holmfeld. "This enabled us to create the optimum design with all the advantages and benefits of the latest materials and design ideas, such as dual-sized scissor



PB's main lift cylinder is located half way up the stack



The MegaDeck range has a 2.5 metre, 700kg capacity extension deck



The dual-sized scissor packs



Two PB scissors dwarf two POP-UP machines at SAIE.

packs - bigger at the bottom, smaller at the top - because they are not carrying the same forces and the centrally located lift cylinder which only opens between three and four scissor packs. All our pins are oversized to reduce friction by spreading the forces over a larger area."

This design has another inherent advantage - a very low centre of gravity within the bottom third of the machine - which means the machine is more stable when working at height. When coupled with the automatic outrigger levelling system the unit can work very closely alongside buildings and structures without the fear of damaging the building.

"If a scissor is set 100mm away from a vertical structure on a one degree slope, they will collide at a height of about six metres," he says. "On a two degree slope at 22.5 metres high the platform is 770mm out of plumb. The levelling

system means that platforms are able to work safely and with faster set up. On tall buildings in narrow streets work has previously been carried out by truck mounted platforms usually with a lane or street closure. Our outrigger levelling system and 1.2 metres width allows the scissor to work from the pavement/sidewalk with minimum disruption."

"Another application is in the construction of modern high-bay distribution centres where the frame and huge racking systems are built first, followed by the external cladding. Outdoor certification is therefore essential on this type of build. PB also uses a patented design of outrigger plates which can adjust to a slope no matter what the direction and also maximises the width of the outriggers making the platform more stable.

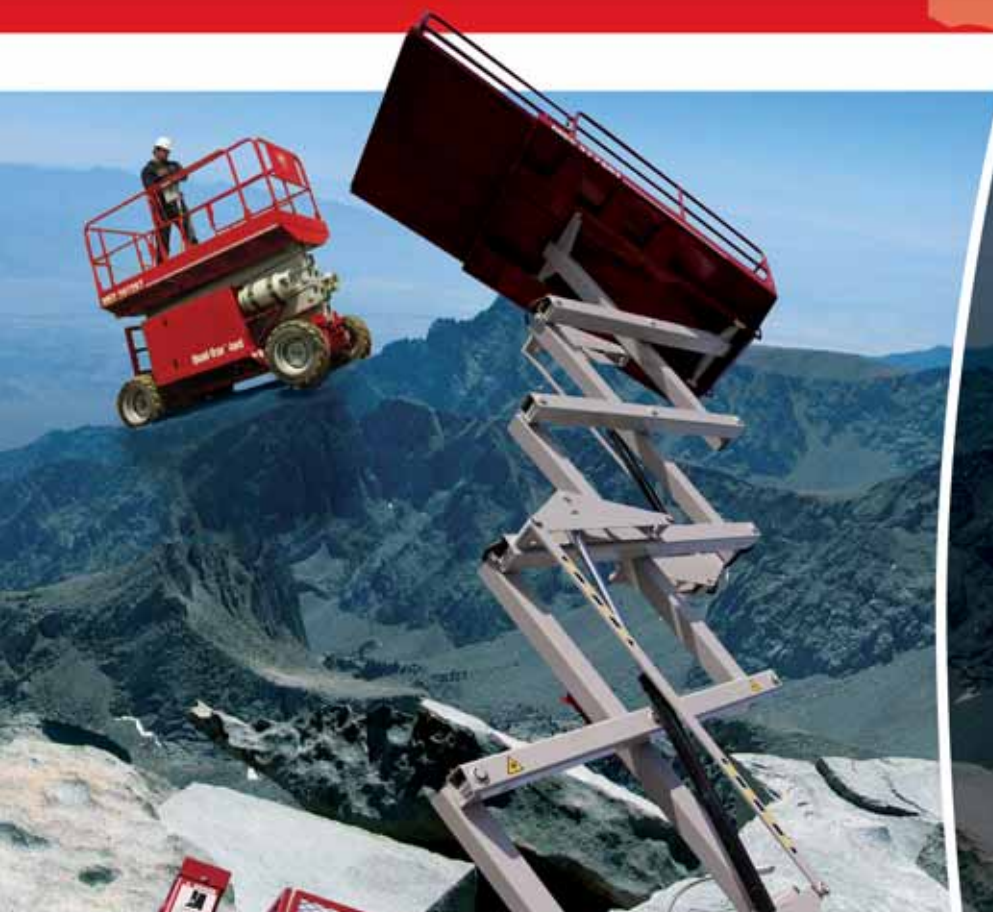
"Scissor lift design and production has followed the same basic rules for about 20 years," says Steve



Arne Dirckinck-Holmfeld



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Wheels have a 90 degree steering angle and non marking tyres

Hadfield managing director of PB's UK distributor Ranger. "No-one has really thought outside the box - except PB. It was the only thing at APEX, where I first saw the PB machines, that attracted my interest."

Development continued and at Platformers Days last year PB launched its new MegaDeck range. The first model unveiled was the 13 metre platform height S131-16E which features a 2.5 metre deck extension, giving a platform length of up to 6.2 metres on a 1.6 metre wide lift. Capacity is 700kg unrestricted and it can be driven at full height. The automatic jack levelling system is available as an option.

Machine telematics

PB has also introduced a telematics system 'digiConnect' which can be fitted to its big scissors. "Every rental company and service department is interested in shortening the service time to reduce costs and this system does just that," says Dirckinck-Holmfeld. "Engineers often travel to machines not knowing what is wrong. However, by making a remote, live connection with the machine you can see exactly what the problem is and more than three quarters of all machine problems can be solved without going to site. For the remaining 20 percent, the engineer visiting the machine already knows the problem and can take the required parts."

Developed as an online diagnostic system, PBdigiConnect can also track the machine and restrict its operation or operating parameters. This service is free to users accessing via the internet.

"With electric scissors, one of the main problems is the batteries not charged - often because the hirer has not had the machine on overnight charge for long enough," he said. "This system will tell how long the lift was plugged in for and how much charge it took, all without going to site. We can also see valves, pressures and outrigger operation as well as the angle and pressure on the scissor pack.

And future developments?

"There is always a demand for higher capacities, more manoeuvrability and greater working heights, but with narrow scissors I think the maximum sensible working height is about 30 metres," says Holmfeld. "We make platforms for special applications and currently have drawings for platforms with side extensions - but I cannot see this being a large market. We will also planning to unveil new models at Bauma but have agreed not to discuss them in advance."

PB only started exporting platforms in earnest in 2009 and in a relatively short time has made inroads into Scandinavia, UK, Holland, Belgium, Switzerland and Italy and is looking at the Middle and Far East. Current production at the company's Ulm plant is between 160 and 180 scissors per year.



S170-E12S

UK market

"I would be happy selling a total of between 40-60 scissors - with the vast majority in the 17-22.5 metre



The automatic levelling system is a popular option

range - in the UK in the first couple of years," says Holmfeld. "It is still early days for specialist narrow scissors but the market is growing strongly while offering good hire rates," he says. "With only a few manufacturers in this sector we are not aiming to take their sales, but to develop and expand the market together. Customers no longer follow a one-brand loyalty, they go for the best product. We see the key model in the UK as the 22.5 metre S225-12ES. Four have already been sold - two have been purchased by rental company Lifterz (see below) and the other two are with Ranger Equipment."

"We have had a lot of interest in the PB machines and already achieved some sales," says Hatfield. "However further sales will be difficult until finance is more readily available."



All PB scissors have a very low centre of gravity.

Lifterz aisle

DSP Electrical Contractors recently conquered narrow 1.75 metre aisles on a current warehouse refit project using the UK's first 1.2 metre wide, 22.5 metre working height electric scissor lift. Driveable at full height, the high level PB Lifttechnik S225-12ES platform is on hire from access rental specialist, Lifterz, which recently purchased two units - the first available on the UK rental market - from PB's distributor, Ranger Equipment.

Cleckheaton-based DSP is using the super-slim scissor to install more than 1,800 linear metres of roof-suspended, smoke detection equipment at heights up to 20 metres. The six week contract is part of refurbishment work at the 212,000 sq ft 'Big Blue Warehouse' in Birmingham to be occupied by leading retail group, WH Smith.

The PB S225-12ES features a 10.3 degrees patented levelling system and is wind-rated at full height for work outdoor off-slab, as well as indoor on-slab applications. Lifterz joint managing director, Ben Bowers, said: "Modern warehouses are getting taller, racking is getting higher and aisles are getting narrower, often less than two metres. We saw the need to supplement our 18.5

metre working height scissors and liked the extra capabilities of the new PB scissors."

DSP is installing a piped Stratos HSSD 2 Air Sampler system in three, 200 metre long runs in each of the warehouse's three halls. Central runs are being installed at an apex height of almost 22 metres.

Paul Smith, director for DSP, said: "There was really no other machine that would have got us between the narrow racking and to the heights we needed to complete the job. Normally with warehouse work we install before the racking goes in. But being a refurbishment contract, the floor space was already fully equipped and we had to work around it. Our engineers are delighted with the new scissors. They feel very solid at the heights we are working, and we can drive at full elevation allowing quick progress."

In spite of its size and diminutive width, GVW is just 10,290kg. Platform capacity is 450kg on main deck and 1.5 metre extension. The S225-12ES is the largest in PB Lifttechnik's new ES series of ultra-narrow electric scissors with working heights from 13 metres to 22.5 metres.

The 1.2 metre wide, 22.5 metre working height S225-12ES





Platform ht.
3.2m
Ascent
15 seconds

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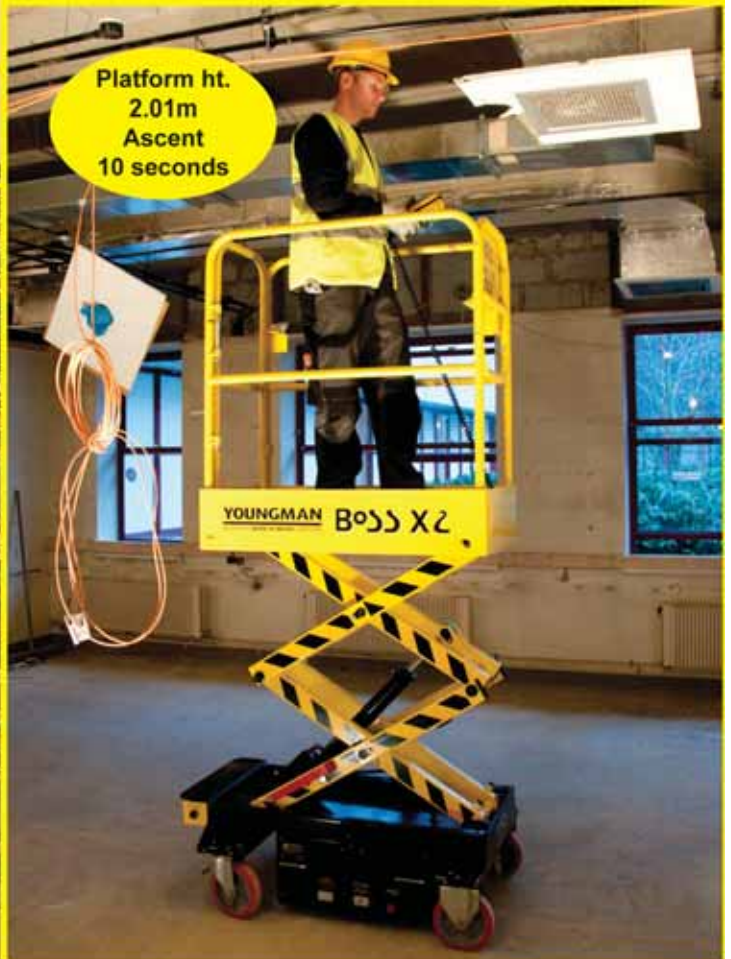


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IP24



Platform ht.
2.55m
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Ascent
10 seconds

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What's in a name?

Heavy transport and lifting company ALE (Abnormal Load Engineering) has unveiled its new global brand aimed at unifying its rapidly expanding €150 million business which has grown ten-fold over the last seven years. Cranes & Access attended the relaunch and found out more about

the company from executive directors Mark Harries, Michael Birch and Ronald Hoefmans.



Historically marketing has taken a back seat in favour of concentrating on doing a good job and growing the business. The appointment of a specialist marketing consultancy and the rebrand means there is now one unified universal ethos which benefits both the company and the customer.

Over the past seven years the ten-fold growth has included three sizeable acquisitions - Brambles Heavy Contracting division, including Econofreight and Lastra; the distribution services division of Alstom Power Service UK and John Gibson Projects - all of which are now unified under the new, cleaner, modern-looking ALE brand and logo.

The 'new-look' also includes a change in nomenclature for its heavy-lift AL.SK cranes, aimed at reducing the confusion in the market-place that has existed since their launch in 2008. The original design brief for the AL.SK series was to lift a 130 metre long, 10 metre diameter column weighing 3,000 tonnes.

The original SK90 is now the SK190 - the figure indicating the crane's maximum load moment of 190,000 tonne/metres. ALE also has designs for a big brother, the 354,000 tonne/metre, 5,000 tonne maximum capacity SK350. Putting both of these huge cranes into perspective, the largest Terex crane, the CC8800 Twin has a maximum lift capacity of 3,200 tonnes and a load moment 44,000 tonne/metres.

The crane remains the same

Cranes & Access has previously taken on the challenge of comparing the SK cranes with the recently announced Mammoet 120,000 tonne/metre PTC120 DS and 160,000 tonne/metre PTC 160DS. The PTC cranes are large, twin boom ringer cranes whereas the ALE SK is a more radical design which uses the counterweight as



SPMT's transporting a component for the greater Gabbard offshore wind farm

its centre of rotation which according to the company provides a much larger working envelope.

"The cranes were originally called the SK90 and SK120 because of the 90,000 and 120,000 tonne/metre load moments as measured from the boom heel pin," said technical director and designer of the SK cranes Ronald Hoefmans. "However, we decided to measure the cranes' lifting performance in the same way as the industry standard - from centre line of rotation - so that we are now comparing like for like."

The first AL.SK190 went to work in early 2009 and is currently in



An A frame gantry in Chile lifting 85 metre long columns



Recent investment has taken the SPMT fleet to more than 1,000 axles

Thailand. A second unit is being built this year and when completed will give ALE much more contract flexibility. There are no plans yet to build the AL.SK350 - the larger version of the AL.SK190 - which uses many common components together with a longer back mast, while the base is increased from 13.6 metres to 18 metres.

ALE is in negotiations for three possible contracts that would use the AL.SK350 - in Europe, USA and Asia - but until one is confirmed, it will remain on the drawing board.

"Big cranes from major manufacturers such as the Terex 8800 Twin are very wide machines and very difficult to move unless operating on a very open site," says Birch. "As well as having almost



ALE has also just spent a further €11 million on another 150 lines of self propelled modular transporters taking its SPNT fleet to more than 1,000 axles. Obviously the company hasn't heard of the global economic crisis.

"We think there is a strong market out there - 2010 may be a quieter, flat year but 2011 and onward we think will be very positive," said Mark Harries.

"The launch of our new brand marks an exciting turning point in ALE's 26 year history and gives us a single, clear identity and cements our position as a global leader," he adds. "Our new strap-line - Smarter, Safer and Stronger - was chosen deliberately to reflect what ALE stands for and our determination to remain at the leading edge of our industry."

Another innovative development is a mega-jack system for the load-out of platforms and jackets for offshore

four times the load moment, the AL.SK190 is much easier to erect, operate and transport and can be relocated on site by skidding or by self propelled modular transporters (SPMTs) when fully assembled and rigged."

Both cranes are equipped with a standard quick winch system (150 metres/hour) for loads up to 600 tonnes and a strand jack lifting system (10 metres/hour) for loads

its recent 11 million purchase of a Terex CC8800-1 which has been delivered to Portugal and is being made ready for 1,500 tonne inaugural lift in March.

The company also has a 1,200 tonne Gottwald AK912 dating back to 1984, although this has just undergone a total, £1 million refurbishment. Other large cranes include a Liebherr LR 1800, four Terex CC2800s, a

Terex CC2600 and Terex CC2000.

"The Gottwald MK1500 is a pedestal crane but we are looking at putting it on crawlers which will give it a load moment comparable to the CC8800-1 (21,000 vs 24,000 tonne metres)," says Hoefmans. "It won't be able to lift a 1,600 tonne column but at 800 tonnes it has the same working radius as CC8800-1."



Mark Harries



Part of a complex delivery to Staythorpe Power Station in the UK involved a 28 axle girder frame trailer



The AL.SK190 working in Saudi Arabia

up to 5,000 tonnes.

ALE was originally an engineering company delivering solutions to customers and not a crane rental company. "We do have a big tool kit behind us, but it is our engineering know-how that enables us to solve customers' problems," says Birch. A big tool kit is a good way to describe its cranes and equipment. Because of its background, it has never owned a fleet of smaller cranes and has no telescopes, renting in any cranes it needs up to about 500 tonnes.

€22 million investment

Size-wise, after the SK190 ALE's next biggest crane was its 1,500 tonne Gottwald MK1500. However the company has filled that gap with



ALE's new Terex CC8800-1



One of ALE's Terex CC2800

involve transporting and delivering components weighing up to 11,000 tonnes for the two ships - the HMS Queen Elizabeth and HMS Prince of Wales.

Company history

Roger Harries, a mechanical engineer by trade, started the UK-based company 27 years ago. After almost 10 years of organic growth, he realised that a full scale operation in the Middle East to service the oil, gas and power industries in the UAE was the best way to continue the company's expansion and opened an office in Abu Dhabi in 1992. Three years later, son Mark joined on the finance side, initially to sort a few problems out but decided to stay. In 2000 the company recognised that its lifting capability needed strengthening.

"We were weaker than the competition because we were hiring in this critical equipment rather than owning it," says Mark Harries. "In 2000 we bought a crane company in South East Asia which included six cranes with capacities up to 1,500



fabrication. The system can install modules and topsides weighing up to 40,000 tonnes to a height of 50 metres. Because weights can vary widely, the system has a 'heavy' and 'light' jacking mode and by adding jacking towers, the capacity can be increased or the ground bearing loads at each position reduced.

Under normal jacking operations, the jacks remain at ground level with the beams raised at each jacking step. This way, all the operations are performed at ground level and working at height is minimised.

The company also announced that it has won its biggest contract in its history - a multi-million dollar project building two of Europe's largest aircraft carriers. ALE's role will

tonnes. Two years later we purchased Brambles Heavy Contracting effectively doubling the size of the business which increased our presence worldwide. We paid a high price for the business as it gave us the critical mass to go and win the larger contracts and become a real player in the project market."

The Distribution Services Division of Alstom Power Service UK was added in 2004/5 and work started on the design and development of its AL.SK cranes in 2006. A year later weighing and ballasting specialist John Gibson Projects was acquired. The business has 20 offices around the world, employs 700 people with revenues of €150 million.



Transporting a 471 tonne, 60m long, 9m diameter column for the Salalah methanol Plant in Oman

C&a spotlight on ALE

Current climate

"We expect this year to be good but flat overall, before growth starts again in 2011. We expect the Middle East to come back strong, driven by the oil price and global demand for oil and energy, which I think will continue for some time," says Harries. "Customers need to have confidence when deciding to use a company and therefore look for a track record and a depth of supply. If they need 100 axle lines they like knowing that we have 1,000 in our fleet just in case."

"Luckily, our jobs are planned so far in advance that we get a good view of the future. At the moment, tenders are out rather than just enquiries."

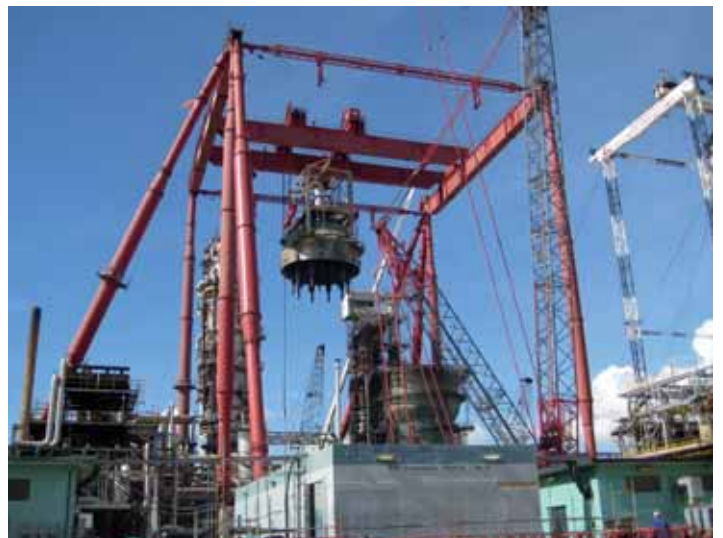
"We need to stay focussed on the bigger lifting side of the business, that is where our true skills lie. I suppose it goes back to the fact that we are primarily an engineering rather than a plant hire company. We are currently looking at a couple of businesses to acquire within our current areas of expertise," he adds.

The future - more of the same?

"We have changed our balance from heavy transport to a project business but we are still light on the crane side which we need to bolster.

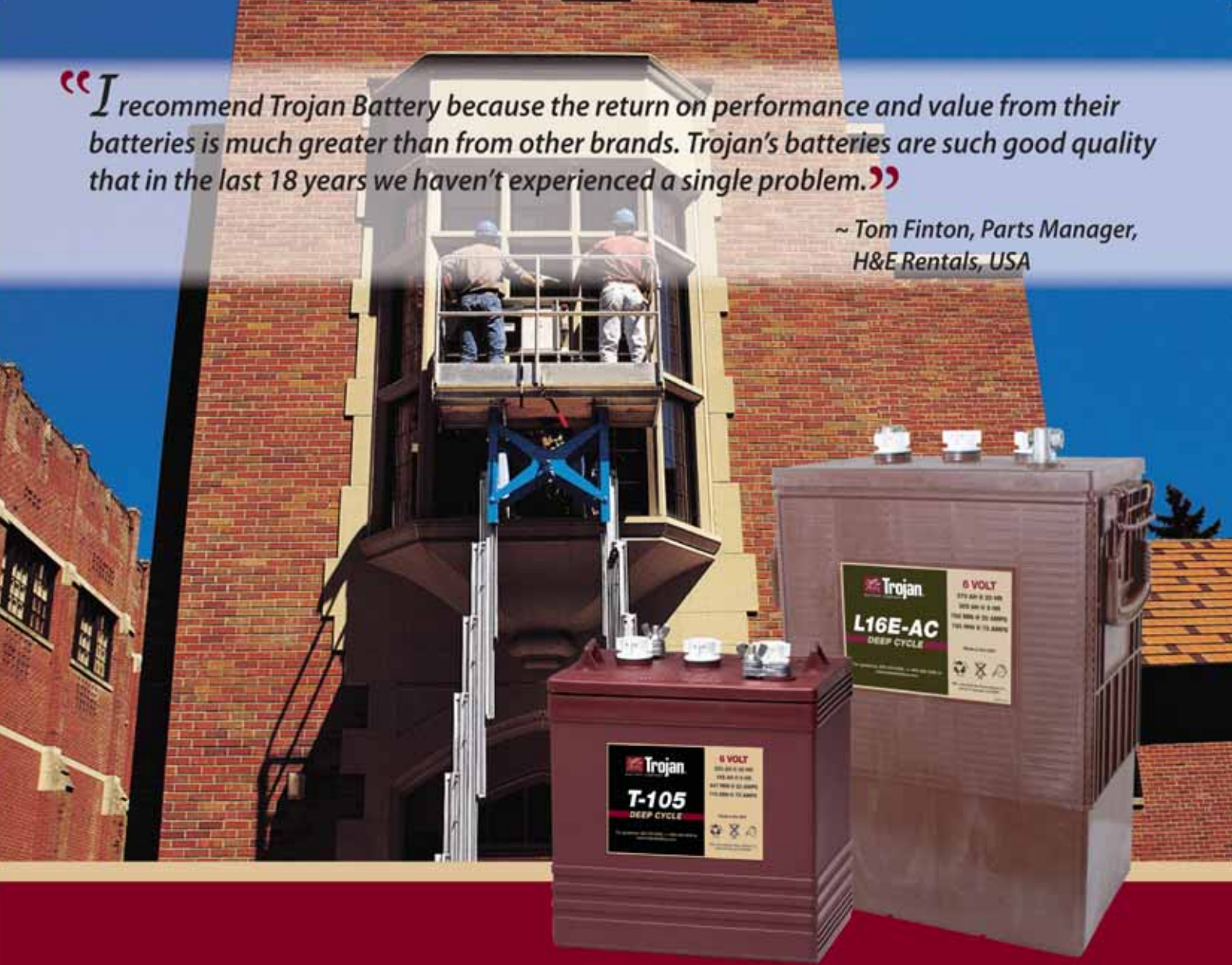
The drive behind the development of the AL.SK was the huge cost of big cranes from the major manufacturers and the need for more lifting power than a CC8800 Twin. Containerised shipment was also important to cut costs and improve the speed between jobs. We realised that we were not going to get this from existing crane manufacturers. Users are very pleased with the SK190, the design is very thorough as shown by the few changes needed during the building of the second crane. We need to make sure that we have the resources in place to maximise next year's growth."

"Our challenge is that we have to think outside of the box, offering more innovative solutions than our major European competitors and the rapidly developing local companies."



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~ Tom Finton, Parts Manager,
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Innovation is in the air

Each year we take a look at the battery market, reporting on a variety of topics from proper maintenance to new products and recycling. Deep-cycle, semi-traction and full-traction batteries are of course widely used with aerial lifts and industrial pick & carry cranes - not to mention industrial fork trucks. The vast majority of them are traditional 'wet' lead acid batteries whose basic technology has barely changed in more than a 100 years. Meanwhile battery technology in the consumer electronics market has developed at a furious pace in mobile phones, cameras and laptops. In the mobile equipment business the most exciting development has been the arrival of sealed gel batteries, whose price and performance relegates them to the outer fringes of the market, where they meet regulatory or specific commercial requirements.



So some six years after we launched this annual feature we are delighted to be in a position to highlight some really exciting developments with the arrival of the industry's first lithium ion batteries and improved gel products, at a time when battery powered vehicles are becoming de-rigueur. Battery innovation is finally looking as though it might impact on our industry.

No change for the masses

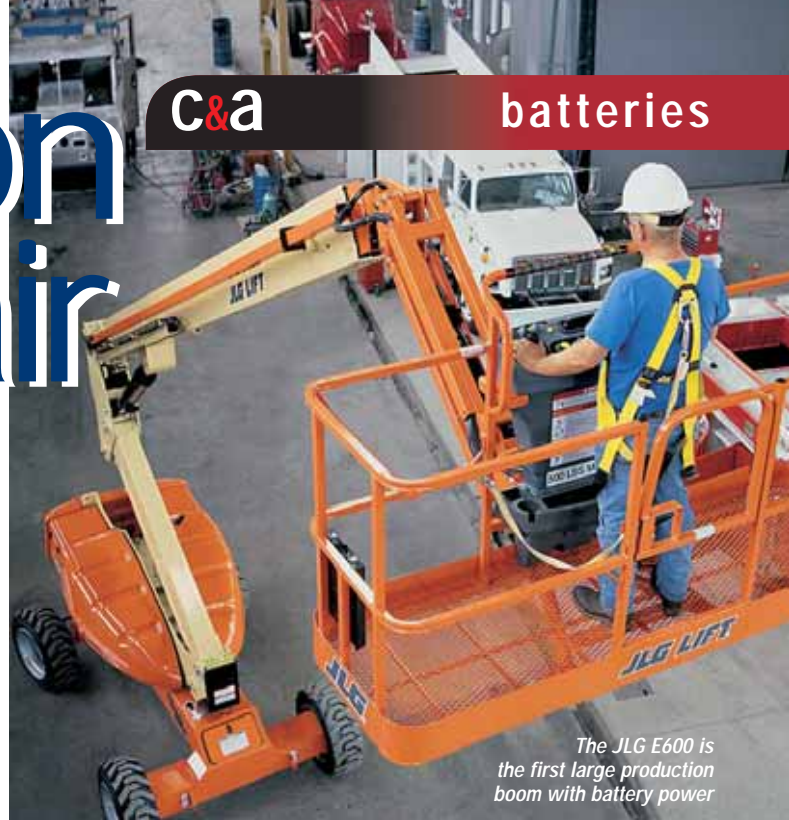
While these developments are truly interesting, Europe's 150,000 electric scissors are not likely to suddenly switch to lithium ion power, at least not for many years. Over the past 15 years electric powered aerial lift and crane drive technology has developed dramatically, with most equipment now using motor controls and other electronics to conserve battery life, while the major battery suppliers, such as Trojan, US batteries and Crown, have significantly improved their deep cycle products.



JLG introduced direct electric drive 7 years ago

This progress from both ends of the spectrum has been so significant that some seven years after JLG introduced the first direct-electric drive mini-scissor, no other major manufacturer has felt pressurised to follow suit. In fact only Iteco has followed JLG's lead while Aichi, entering the global electric scissor

Aichi's new electric scissor lifts use AC wheel motors rather than DC.



The JLG E600 is the first large production boom with battery power

lift market for the first time two years ago, went one step further with direct electric AC drive motors.

Genie, Skyjack, Haulotte and UpRight/Snorkel have felt little commercial pressure to follow suit and adopt the technology which does clearly extend battery life, while simplifying the hydraulic circuit.

Why not? Simple scissor lifts with hydraulic drive motors offer sufficient battery life for a full day's work, so customers are rarely faced these days with battery life

Lithium ion will take battery power into new areas

In spite of this the arrival of more cost effective lithium ion batteries, driven by the push for zero emission cars and trucks, will have a major impact on some aerial lifts and cranes where battery power has been totally impractical until now. Later on in this feature we look at two lithium ion installations, the first is the new Hinowa 14.70 Goldlift, where a lithium power pack has created a practical battery powered tracked spider lift. Tracked machines have always been a challenge to convert to battery power, due to the 'drag' created by the tracks and the fact that so many of these units are as narrow as 600mm and so have little space for large battery packs. It is likely that this breakthrough - which adds around 5,000 to the price - will soon be taken up by



There is nothing on the horizon to trouble the lead acid battery's domination of the small scissor market

problems and are therefore not demanding their current suppliers to upgrade. Meanwhile manufacturers shy away from a technology that costs more and that requires a total redesign. While lithium ion batteries would not require a redesign, costs will keep lithium power at bay and none of the experts we spoke to expect lithium to match that of a lead acid unit in our lifetime!



Could Lithium batteries and AC motors rekindle interest in rubber tracked mini scissors?

spider cranes, larger spider lifts and maybe cause some manufacturers to look again at the viability of rubber tracked scissor lifts?

The other installation that is arguably even more interesting is semi or all electric powered truck and van mounted lifts. Versalift is leading the way here, although Altec has also been doing a good deal of work on developing the technology in the USA and Tadano introduced an all electric lift over 10 years ago. Versalift is so confident of its semi electric units - where a battery powered aerial lift is mounted to a diesel truck or van - that it is predicting that within a year or two around 70 percent of its shipments will use this technology.

The other big potential is for larger electric powered self-propelled booms. Electric power is already common place in the 12 metre market with companies such as Nifty and UpRight and with the 30/40ft industrial products offered by Genie, JLG and Haulotte, not to mention mast booms.

There are a few semi electric boom lifts above this including Niftylift's HR21 'Hybrid' - a 21 metre articulated four wheel drive Bi-Energy platform which is fitted with a small three cylinder Kubota diesel engine and exhaust purification system which uses the electric drive motor to boost power on steep grades or rough terrain.

When operating as a diesel under normal conditions the motor turns into a generator/alternator charging up the machine's battery pack. JLG's 60 ft E600 uses an automatic engine cut-in to support the limited battery power. The unit has also been designed as a lightweight unit for electric power and does not therefore compete head to head with the company's regular 60/66 ft models. As pressure grows in the West for cleaner and quieter job sites, so will the interest in larger battery powered boom lifts.



MEC is having some success with its battery powered RT scissors

Big scissors are going electric

The trend towards electric is already beginning to be seen in the large rough terrain scissor lift market where more space is available for the huge power packs required. MEC has pioneered this development in recent years with true four wheel drive Rough Terrain versions of its big scissors and has had significant success with its recently launched electric Speed Level which uses large deep cycle semi-traction batteries.

Holland Lift - which has produced large electric scissor lifts for many years - has more recently blended its four wheel drive/steer technology with battery power using large full traction batteries from the forklift industry - the benefit being that the batteries



Niftylift HR21 Hybrid

are made to fit the space available. While this solution works well it is more expensive, although not in comparison to lithium ion. These massive machines also require a lot

of low-down counterweight which these batteries handily provide. The same is generally true of self propelled pick & carry cranes, largely produced in Italy by the likes of Valla, Ormig, Galizia and more recently JMD. However Spierings has recently announced an 'Eco Power' semi electric City-type self erecting tower crane which one assumes will use advanced battery power along the lines of lithium ion? One thing is for certain, battery power is on the rise and the latest technology will create new possibilities and a new lease of life for some market sectors, while taking some traditional products into new market areas.

Trojan launches new heavy duty gel battery

Trojan has announced two new heavy duty deep cycle gel batteries, the 135AH 5SHP and the 210AH TE-35, the latter being well suited to aerial lift applications given its 210AH rating. Both batteries feature a new gelled electrolyte containing sulphuric acid, fumed silica, pure demineralised, deionised water and a phosphoric acid additive which, the company claims, delivers consistent performance and dramatically longer cycle life. Patented calcium copper lead alloy grids provide a longer shelf life and superior corrosion resistance, while Trojan's heavy-duty grids lock active material onto the grid network to efficiently deliver more concentrated energy to the terminals. Premium grade, double-insulated separators allow maximum charge flow between the plates for optimum performance.

Trojan has launched an improved deep cycle gel battery for aerial lifts



Holland Lift uses full traction battery packs on its larger units

Gel slow

Maintenance free batteries have been around for many years with the first units fitted to aerial lifts in Germany in the late 1980's. Since then prices have come down, and some of the high volume American manufacturers such as Trojan have entered the market. In fact Trojan has just launched its latest generation of Gel batteries designed for the aerial lift market. They have proved popular in some fleets, but most importantly for specific applications such as food production facilities, hospitals and airports. In spite of the appeal of no leakage and no maintenance, they have made little impact on the mainstream market. Why? In a

IPS is now offering US battery products.

word price. In two words price and performance. Gel batteries simply do not offer the same life in terms of output power storage and overall longevity. Given that few rental companies monitor the cost of battery maintenance - and many do no maintenance at all - the extra cost (possibly double) and benefits do not interest too many managers.

Given that many companies will switch battery supplier for five to 10 percent price differential and it is easy to understand the challenges of selling the benefits of gel.

A gel or not a gel?

There is also a widely held misunderstanding of what a gel battery is - not all sealed batteries are gel batteries and not all are suited to deep cycle applications. China in particular produces

a large number of AGM (Absorbed Glass Mat) sealed batteries which are often mistaken for gel but do not

offer the performance characteristics required for deep cycle work and are best suited to starting and light duty deep cycle standby roles. It is possible that lithium ion batteries will eventually take over the regulation driven sealed battery market, given their power to weight ratio, fast recharge times and longevity? Before that happens their heat instability issue needs addressing, obliging them to be designed into a product rather than simply retro fitted. Gel batteries can be easily retro fitted, although in most cases the battery charger will also have to be changed.

IPS offers US batteries

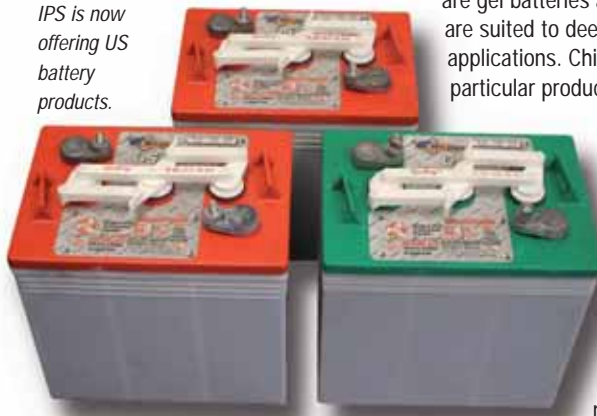
IPS the international parts and service company, has agreed a new deal with Manbat, the importer of US Battery to distribute the popular deep cycle batteries to the aerial lift

Industrial cranes use full traction battery packs.

replacement battery market. The most noticeable feature of the US Battery product is its quick remove cell tops, one squeeze and three caps are removed or replaced for easy electrolyte checks and top ups.

C&a

batteries



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Manbat has launched the new Lucas Traction XC deep cycle battery for aerial lifts

And Lucas makes a comeback

Manbat is also introducing a heavy duty deep cycle battery carrying the famous Lucas brand name. The product the Lucas Traction XC - is designed for deep discharge, heavy duty cycling conditions, with fortified plate construction.

Maintenance free alternative to sealed

While price, if not performance, will continue to curb the take-up of Gel batteries there is a simple 'half way house' that only a few canny operators are currently adopting. Why? When a product seems too good to be true then you can almost always be sure that is too good to be true. When we first reported on Thermoil's battery demister we referred to it as "snake oil" that works" Since then the product, which like all good 'snake oil' comes from the USA, has arrived in Europe and been used by a number of fleet owners for almost a year.

The response from those that have tried is amazing, with most if not all, of those who have tried it going on to install it in all of their batteries and insist on it in all new machine

deliveries. They all confirm that it does 'exactly what it says on the tin'. And what does it say on the tin? That topping lead acid wet batteries with the product will dramatically reduce battery gassing, cutting

down electrolyte evaporation and extending battery life. Feedback suggests that batteries equipped with the product have not required topping up at all. Given these tough times and the high cost of breakdowns and changing-out abused batteries you'd think that every company in the land would at least be trialling it? As far as we can tell that is not so... a case of being too good perhaps?

In spite of the reports of its effectiveness it seems many rental companies think Thermoil's battery demister is too good to be true.



PSE offers free battery upgrades

Dutch-based aerial lift specialist is offering a free upgrade to Zenith sealed maintenance free batteries and high frequency lead acid/gel compatible battery chargers on sales of its MEC electric scissor lifts while stocks last.



PSE is offering free upgrades to Zenith maintenance free batteries.

Power pack

In last month's issue we covered Versalift's new range of all-electric vehicles mounted on a Smiths Electric Vehicles' chassis unveiled at the Bright Green fair in Copenhagen. The company has however been very busy working on other battery powered projects. Mark Darwin met with Versalift UK managing director Steve Couling to find out more.

The Copenhagen show in December was the first public glimpse of a number of environment projects that Versalift has been working on for more than a year. The project was initiated by the new chief executive of Electric Supply Board (ESB) in Ireland - which runs a 300 strong, Versalift insulated boom fleet. He has promised to reduce company vehicle emissions significantly over the next 15 years down to net zero emissions by 2025.

"The whole ESB Versalift fleet is made up of 10 and 12 tonne diesel trucks, so one area we started looking at was battery packs to create a semi electric vehicle," says Couling. "We had already looked at this, but with batteries weighing up to a tonne it was totally unviable. The introduction of lithium ion batteries weighing around 100kg has changed all that."

Versalift currently has a couple of semi-electric units on evaluation with ESB they use the truck's diesel engine to drive to site and then switch to the battery pack for working during the day, installing/maintaining live overhead electric cables. While travelling the diesel engine can replenish rather than fully recharge the batteries, putting back about 30 to 40 percent of the total power, reducing the need for a full overnight charge to every two or three days.

"We then spoke to some of our

The battery pack and racking on the Smiths all-electric Edison chassis.



other major customers such as Scottish and Southern Energy and Amey and they also expressed interest in an environmentally friendly product. However one major benefit we did not initially consider is that the almost silent operation allows the platforms to be used at night in residential areas without disturbing anyone."

All R&D work relating to the electric vehicles has been carried out by Versalift UK's sister company in Denmark - Time International - while the vehicles are assembled at Versalift's Northamptonshire head office and recently extended facility in Burton Latimer.

Versalift has three environmental electric products, the first is an all-electric chassis mounted platform, ideal for inner cities and particularly suitable for the stop/start cycles of street lighting contracts. The second product is the semi electric vehicle mentioned above, which uses the chassis engine for road travel and the battery pack for platform operation. The third product is to retro-fit the battery pack to any reasonably modern Versalift platform.

"For the all-electric platform, we spoke to several electric vehicle manufacturers and have concentrated on Smiths Electric Vehicles on Tyneside and Allied Electric Vehicles in Glasgow who between them appear to be more advanced than most in this area," says Couling. "Allied has a Peugeot Boxer van which at 4.2 tonnes is particularly interesting to us in that we can mount an 11 or 12 metre platform and still have a good payload. The other option is Smiths Edison Transit conversion. With the Copenhagen summit looming we entered into a joint venture with Scottish and Southern Energy to produce a platform on the Smiths chassis. This was one of five vehicles - two platforms the rest support vehicles - at the summit."



An 'under the bonnet' view of the Smiths Edison



The new lithium ion battery pack weighs about 100kg



Smiths 13 metre working height Transit-based Edison chassis and its lithium ion batteries provide a 160km range. Given that in a typical day the platform consumes around 10 percent of the battery power, the truck has a practical range of 140 to 150km.

"Iveco is very close to launching an all electric 5.2 tonne Daily which would give us more payload," says Couling. "The van in diesel form is one of our biggest sellers at the moment." Around 75 percent of Versalift's 400 unit production comprises 3.5 tonne van mounted lifts - 95 percent of which use the Transit chassis. The rest is divided between the 5.2 tonne Iveco Daily and Mercedes five tonne Sprinter. Insulated truck mounts for the

Versalift estimates 70% of its van production will be semi electric in the next year or two.

utilities markets account for the remainder.

Using the all-electric chassis means mounting the platform is a slightly more complicated and expensive process, because the chassis batteries are also used for the platform, but the main cost premium is the chassis which is currently in the order of £50-£60,000, resulting in a five year payback. However, many all-electric lifts will be bought because of their zero emissions and silent working and not on a straight cost analysis.

"I am not sure what demand there will be for all-electric vehicles over the next few years but major cities

are looking more and more at this technology. I personally believe that in 12 months time, 70 percent of our van production will be semi electric and will be very well accepted by the market. As a retrofit kit it currently costs around £6,000 although we hope that figure will be closer to £5,000 as volumes increase."

"One area that needs more analysis is the battery capacity for each application," says Couling. "Applications depend on the number of cycles - a cycle being raising or lowering the outriggers, raising boom to full height, rotating and then retracting it all for travel. For instance a CCTV application, installing cameras, has very little boom movement so a small battery capacity might be sufficient for a day's work. On the other hand, a busy street lighting application with 50 cycles a day will need a bigger

battery pack. Switching batteries to suit the application is also a possibility. We are currently looking at sourcing batteries and have been evaluating two or three Chinese suppliers of Lithium Ion batteries. Although not cheap they are said to have a 20 year life span and are virtually maintenance free for the first 10 years."

The semi electric product has not yet been launched and will be shown to potential customers - utilities, rental, telecoms and contractors - in mid March. After that, Versalift will be working with ESB to develop electric packs for the larger truck mounted platforms. "Our main objective was to maintain the same performance as the current product and we have achieved that,"



The new VST 40i - a 15 metre working height 46,000 volt Category C insulated boom for a Unimog chassis

says Couling. "We are also moving towards a fully electronic, Canbus PC logic control system which should be more reliable, using more standardised components."

The all-electric vehicle has now gone into full evaluation with Scottish and Southern Energy. The semi electric vehicle has been used at Versalift's premises for IPAF training and several more will be used in field trials with various

contractors. Another semi electric variation on the horizon is the VST 40i - a 15 metre working height, nine metre outreach, 46,000 volt Category C insulated boom mounted on a Unimog chassis. Features include single joystick operation and full wireless remote control to reduce the high proportion of accidents caused by falling off the vehicles. For Versalift the future for electric vehicles looks very bright indeed.

Lithium spider

Last October Hinowa introduced the world's first lithium ion battery pack on an aerial lift in a new battery powered version of its Goldlift 14.70. The unit is equipped with a 2,000 watt, 48 volt AC motor in order to provide the same performance as a diesel or 240 volt AC model, while being as economical with the battery power as possible.

The concept of a battery powered tracked spider lift that can run all day was totally impractical with lead acid batteries because of space and weight reasons. So Hinowa has used 15 units of the latest generation LiFePo 4 - 90AH batteries. The combined pack is more than 60 percent lighter and substantially more compact than traditional batteries and takes up no more space or weight than a small diesel engine. In spite of this it provides more than three times the battery life of a typical battery pack (4x 6volt/220AH). Hinowa says that its tests indicate two hours of continuous travel or four hours non-stop operation of the lift functions.



The lithium ion battery powered Hinowa Goldlift 14.07

Another benefit of the lithium batteries is that recharging time from empty to full is said to be almost half that of lead acid batteries, although the extra capacity means that they should rarely be fully depleted. The batteries take two hours to reach 80 percent from empty and are fully charged in four hours. They also require very little maintenance and are said to last at least five years and possibly much longer, depending on how many recharges they are subject to and how deep those charges are. Hinowa says that its pack will give 2,000 complete charges from empty

or 4,000 charges from 50 percent and so on and do not develop a 'memory'.

Battery charging is important - as always, Hinowa uses a Battery Management System (BMS), to control the charging and discharging

phases, balancing the absorption of the single cells and controlling the temperature while communicating with the other components in the system.

The battery powered spider lift project was generated by customer requests for more environmentally friendly equipment and was no easy task. Once power unit and controls had been designed and the lithium batteries selected, there were still a number of challenges. One problem with lithium ion batteries is dissipating the heat that they generate without wasting their extra capacity on cooling systems. The

maximum temperature for the batteries is 90 degrees Celsius, so first and foremost Hinowa concentrated on air circulation in the battery box to prevent heat building up. It then fitted a forced air cooling system to cut-in before the critical temperature is reached and finally a thermal cut-out if things do get too hot.

In a series of heavy tests last summer the battery temperatures did not rise above 50 degrees and the fan did not cut-in. Based on this solid margin of safety the company is confident that it has got it right. The extra cost of the lithium machine is around €5,000 which, based on the current price levels for diesel and electricity, equates to a five year pay-back. As of mid January the company had taken firm orders for 27 units and is confident that the product will become one of its more popular machines.



Hinowa put a good deal of effort into the battery box design to dissipate heat

What you need to know about safety nets

FASET is the trade association and training body for the international safety net rigging and fall arrest industry. Representing the industries leading manufacturers and suppliers, it is committed to building, maintaining and expanding knowledge and best practice in the sector.



A 'collective protection system' is increasingly being specified as a primary or secondary form of fall protection for those working at height. Safety nets are used to save lives and reduce injury by catching a falling person and absorbing energy from the falling body. As such they are subject to stringent inspection and maintenance routines.

FASET co-ordinates a national network of approved and audited training centres to provide a recognised training route for anyone wishing to install, inspect and maintain safety nets, by qualifying for a FASET CSCS Safety Net Rigger Card which is now recognised as an essential qualification by site owners and operators.

Three things you should know about safety nets

Because safety nets, when rigged, form a safety system intended to save lives and prevent injuries:-

1. Anyone involved in the design, supply and erection of safety net assemblies must be competent through experience and training. This should be achieved by working to the requirements of BS 8411: 2007.
2. The net must have been tested and shown to meet all the

requirements of BSEN 1263:1 2002, together with the recommendations within BS 8411: 2007. A label attached to the net itself must demonstrate compliance.

3. The net must be systematically and routinely maintained, inspected regularly when rigged and subjected to a thorough examination. The person carrying out this work must be competent.

A 'competent person' is someone who can demonstrate that they have sufficient professional and/or technical training, knowledge and practical experience and have the authority to carry out the work involved.

FASET members satisfy all of these criteria.

Safety net standards

BS/EN1263-1: 2002 - Covers safety requirements and test methods (how the net should be made)

BS/EN1263-2: 2002 - Covers safety requirements for the positioning limits (how the net should be installed)

BS 8411 2007 - A code of practice for safety nets on construction sites and other works that covers the specification, selection and use of safety nets and provides guidance on competency and net maintenance.

Types of safety nets

There are two types of safety nets: knotted and knotless.



Knotted

Knotted nets are formed by knotting cords to produce a net area. They have a set knot tension and, when they experience a fall, the knots local to the point of impact permanently tighten to absorb the energy of the fall. They are heavier than knotless nets and therefore have a steeper natural catenary (sag). This makes it harder to keep them close to the working level and often results in greater potential free fall distances than can be achieved with knotless nets.

Knotless

Knotless nets are knitted into a pattern of voids and cross-over points to form the net. The performance of the net can be fine tuned by specifying the proportion of longitudinal threads to the proportion of external braid threads, and by changing the pitch. In this way very specific energy absorption characteristics can be set.

Both types of nets can be formed in either Diamond or Square mesh orientations. Square mesh is normally used for safety nets as it reduces the natural catenary and allows the net to be rigged closer to the working level.

The FASET CSCS safety net rigger card

Recognised and respected as the industry standard, the FASET CSCS safety net rigger card is practice-based and meets all the latest industry requirements. Qualifying for the FASET card gives the holder a clear distinction in terms of knowledge, skills and competency - a distinction increasingly demanded by responsible site owners and managers. Properly skilled and up-to-date FASET riggers are quickly becoming the automatic choice in many countries.



Men working above a well installed square mesh knotless net

FASET training is available only from the association's authorised network of training centres. These employ expert tutors who have been assessed to have the necessary skills, qualifications and experience to become FASET approved trainers.

Once someone has gained sufficient experience, they can advance to an NVQ in safety net rigging and the FASET CSCS safety net rigger qualification.

See www.faset.org.uk for the various pathways.

FASET publishes definitive standards

Produced by the association's health, safety and technical committee, the standards cover the testing and repairing of fall arrest safety nets.

The first standard covers all aspects of testing including calibration of the testing machine itself, the specification and speed of the test, the permissible breaking strength and how to record the results.

The second standard covers the repairing of knotless nets. Subject to critical criteria being met - which the standard clearly sets out - the nets can be repaired for further use following damage by cutting, abrasion or hot materials.



New large load lifter

The 'Podlifter' installation cage from Aylesbury, UK-based Cranetech Construction Solutions is designed for lifting and installing a wide variety of large, heavy or awkward items such as prefabricated bathroom pods to any height or position on a high rise structure that can be reached by a mobile or tower crane.

Intended as an alternative to traditional cantilever loading platforms for loading building materials onto the floors of high rise construction projects, the Podlifter is basically an open topped cage that once loaded, is lifted by crane to the required floor then secured to the structure with adjustable straps to prevent the cage from moving whilst the goods are unloaded.



Removable safety bars at each end of the unit enable the cage to be loaded by forklift at ground level so crane time is not wasted. This feature also enables the Podlifter to be unloaded from either end when suspended from the crane, a feature that is particularly useful in 'tight spots' on the building. Lashing points on the deck ensure that the load remains stable during the lift and an 'eye sight' allows the banksman to lower off on the crane during off loading to counteract any deflection in the crane's boom when the weight of the load is transferred from the crane to the floor of the building. This also helps to keep it level during unloading.

A 'flush to floor' landing ramp that extends onto the floor slab allows tall objects to be inserted into the building with no reduction in headroom and also provides a level surface when using pallet trucks to unload. Because the full weight of the Podlifter and the load is always taken by the crane, there is no need for additional propping to the structure as is often required for cantilever platforms, or the need for temporary works calculations to be carried out for different load scenarios.

Cranetech's owner Jason Sudborough said: "We started Cranetech in 1995 to provide a tower crane erection and repair service to crane manufacturers and hirers across the UK, a service that remains a core activity. We used the knowledge gained on a number of high profile crane jobs like Canary Wharf where we were climbing the big Liebherr 500 HCLs to design and manufacture a range of equipment that could improve crane efficiency on site with regards to materials handling."

"The new Podlifter was designed in response to a request from an existing customer who needed to install over a thousand prefabricated bathroom pods each weighing more than five tonnes, into the new Park Plaza hotel being built south of the river in Westminster. They didn't want to use traditional cantilever platforms because of the time it would take to relocate them from floor to floor so asked us to come up with a solution. Not only was a considerable amount of time saved from the pod install program, but the fact that the Podlifter could be unloaded from the safety of the building without having to access the platform meant the safety managers loved it too."



"We quickly realised the potential for the Podlifter as a means of lifting and loading more than just bathroom pods, so incorporated improvements on the original design to make it suitable for plant installation/removal, air handling units, fit out materials etc, in fact anything that is either too heavy or too large to go in a hoist."

Full production began in September last year and the company says that it can now offer units for sale or rent with three stock sizes as well as a 'bespoke' design and fabrication service for heavier and larger loads. The product can be flat packed for shipment overseas and units are already operating in Holland, China and the Gulf.



Wind attachment boosts capacity

A new wind turbine attachment for Manitowoc's Model 16000 crawler crane is said to boost the crane's capacity by nearly 50 percent to handle the larger 2.5MW turbine hubs on the latest generation of wind turbines. Using existing hardware in a new configuration, the attachment gives the crane greater capacity and more reach.



The new wind turbine attachment for the Model 16000 is said to boost capacity by nearly 50% at shorter radii

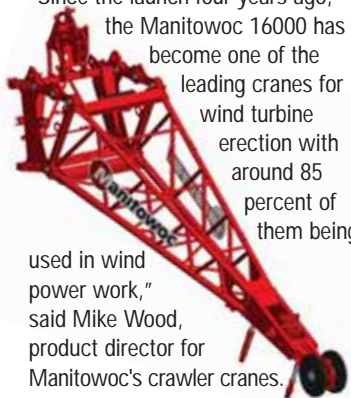
In recent years, 1.5MW wind turbines have been common however there has been a recent shift to 2.5MW and larger turbines as wind farm operators aim to maximise the power generated. The wind attachment will fit any 400 tonne Manitowoc 16000. Lifting duties at shorter radii are the most improved and at 18 metres the crane has a 44 percent increase in capacity compared with a standard crane. This allows it to install most 2.5 MW wind turbines on towers of between 80 to 85 metres.

Unlike other cranes targeted at lifting larger wind turbines, the 16000 wind attachment does not require longer fixed or luffing jibs. Often, when working with a longer jib, the cut-off wind speed for safe

operation is significantly reduced compared to working with just a boom and boom tip. As a result the use of longer jibs can often cause delays as by its very nature, this work tends to take place in windy locations.

"Since the launch four years ago, the Manitowoc 16000 has become one of the leading cranes for wind turbine erection with around 85 percent of them being

used in wind power work," said Mike Wood, product director for Manitowoc's crawler cranes.



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IPAF Summit 2010

This year's IPAF Summit and International Awards for Powered Access (IAPAs) will be held at the Grange St. Paul's Hotel, in the heart of London's historic City district, on 25th March 2010.

The Summit promises to be an informative event with the opportunity to network with key people, hear about the latest legislation and consider new developments in our industry. Open to all the Summit begins at 13:30 on 25th March and includes a line-up of speakers who will address the topic "Safety is a Management Issue".

The opening presentation will be given by Andy Studdert, chief executive of US-based NES Rentals. Studdert was the COO of United Airlines at the time of the 9/11 attacks and applies lessons from managing airlines to managing the powered access industry. Other speakers include:

- Simon Rooks, operations director and head of UK and Ireland Fire at Tyco, who will speak about an accident that occurred at the company and the way this has changed what Tyco expects of its rental partners.
- Jennifer Mathis, partner at Ducker Research, who will analyse the European and the US powered access rental markets, drawing on research projects that she is leading on behalf of IPAF.
- Joy Jones, a principal inspector of the UK Health & Safety Executive (HSE) and member of the Strategic Forum for Construction Plant Safety, will examine management's responsibilities toward MEWP operators.
- David Shipman, chairman of UK-based AFI-Uplift, will present his views on why management should be concerned about safety issues.



The awards dinner

Register online before the event to attend the free Summit at www.ipaf.org/events or call +44 (0)15395 62444.

There is also an IPAF Summit Networking Event on the evening of 24th March which will take place in the world-famous Cabinet War Rooms from where Winston Churchill directed his military campaign. This is a good opportunity to meet others in the industry in an interesting and relaxed environment. The event is open to all IPAF members and to people holding a ticket for the IAPA dinner. However, places are strictly limited and you will need to pre-register for the event.

A dinner follows the summit on the evening of the 25th during which IPAF will announce the International Awards for Powered Access, saluting best practice and innovations during 2009.

IAPA Awards

The judges have announced their shortlist of finalists in each category. In alphabetical order, they are as follows:

IPAF Safety Champion of the Year

Brad Boehler (Skyjack)
Carl Evans (HSS Hire/HSS Training)
Gerry Mulholland (CrownHouseTechnologies)
Kevin O'Shea (Mastclimbers)

Access Rental Company of the Year

Access Plus
A-Plant Powered Access
HSS Hire
Lavendon Access Services
Riwal

New Product of the Year

Dinolift (XTC series)
Hinowa (Goldlift 14.70 Battery)
JLG Industries (Toucan 10E)
Mecaplus (ME12SL)
Niftylift (Height Rider 21 Hybrid 4x4)



Simon Cracknel of JLG holds last years IAPA award for New Product of the Year- the JLG Liftpod



Alo Rental

A-Plant Powered Access
BS Technology
Harsco Infrastructure (formerly SGB Mastclimbers)
Lavendon Access Services

Contribution to Safe Working at Height - Manufacturer

JLG
Matilsa
Niftylift
Skyjack

Contribution to Safe Working at Height - End User

Winner to be announced at the awards dinner

Mast Climbing Work Platform Achievement Award

Harsco Infrastructure (formerly SGB Mastclimbers)
Mastclimbers
XL Development

Access Industry Training Award

Access Plus
A-Plant Powered Access
HSS Hire
Lavendon Access Services
RSC Equipment Rental
Serfin

Access Industry Sustainability Award

Winner to be announced at the awards dinner

Last years networking event



Lifetime Achievement Award

Winner to be announced at the awards dinner

Best Marketing Campaign for IPAF Training

Winner to be announced at the awards dinner

The IPAF Instructor of the Year

Chris Buisseret (Rapid Platforms)
Jildou de Jong (Kamphuis Hoogwerkers)
Jur Kamsteeg (Riwal)
Gerry Palmer (HSS Hire/HSS Training)

Best New IPAF Training Centre

BS Technology (Singapore)
HSS Hire (UK)
Mollo Noleggio (Italy)

Where? and booking information

The Grange St. Paul's is a brand-new hotel built last summer situated next to the world-famous St. Paul's Cathedral. It is close to other landmarks such as the Millennium Pedestrian Bridge, Globe Theatre and the Tate Modern Gallery.

There is a special room rate available for IPAF delegates

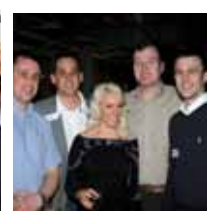
Single room with continental breakfast: £217.38 (including VAT)

Contact the hotel directly and quote the booking reference 250310S.

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Hybrid transmissions from ZF

ZF is now offering its Ergopower hybrid installation for its off-highway transmissions in order to make the creation of hybrid vehicle such as telehandlers and wheel loaders.

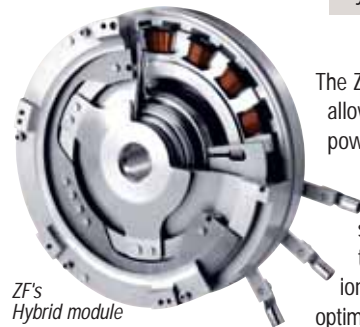
ZF claims that its Ergopower units are helping manufacturers obtain fuel savings of around 20 percent with efficiency savings of up to 40 percent, while being a logical evolutionary step towards all electric drive.

The hybrid system is suitable for all ZF transmission formats and can be implemented for direct and separate transmission mounting. Advantages are said to include:

- Reduction of fuel consumption by start/stop function
- Recuperation of braking energy
- Relief of the burner for the particulate filter
- Stabilisation of the engine
- Electrified auxiliaries
- Possibility for engine down-sizing



The ZF Ergopower Hybrid transmission



ZF's Hybrid module

The ZF hybrid also works as a parallel hybrid, allowing the integration of a full electric power source of up to 120 kW into the regular transmission. The company is also offering a complete hybrid system, including the electronics for the electric power unit, including lithium ion battery and a hybrid control unit. The optimised energy and hybrid drive management balances the interaction between electric power and combustion engine to avoid situations which would result in poor efficiency and increased emissions.



The new Tracinator portable wheel wash device

Wash your wheels

Innovative Equipment Solutions (IES) has introduced a new ultra-compact, portable wheel wash device. Dubbed the Tracinator it is a one tyre revolution dirt removal system for short-term construction projects or as a rental installation.

The Tracinator is designed to flush itself clear of debris by simply attaching a hose from a water truck or hydrant and placing the clean-out valve in the open position. Debris is then flushed out to the side. The unit can be configured with a set of hinged ramps, which allow the system to be set up and operational in just minutes. Alternatively it can be installed in-ground, flush with the existing road.

The device is intended to help contractors comply with the growth in regulations that forbid mud and debris from being tracked onto public roads from construction sites, landfills, mines, quarries and industrial sites.

Shackle load cells for harsh environments

UK-based LCM Systems has introduced a range of shackle load cells designed specifically for lifting and weighing applications in harsh or rugged environments. Intended for applications such as under-hook hoist and crane weighing and cable tension monitoring the sensors are available in either cabled or wireless versions.

LCM can provide the cabled versions with Crosby shackles as standard or with Greenpin shackles. The SHK-D cabled, shackle load cells use the

Crosby G2150 and are available in a range from one to 35 tonnes, while the SHK-B cabled series runs up to 400 tonnes. All shackle pins are forged from high tensile carbon steel and proof loaded to 150 percent of the rated load. The standard product is sealed to IP66 to protect against harsh weather conditions.

All load cells in the series are easy to install and can be supplied with a range of instrumentation for a complete load monitoring system.

For those wanting a wireless option, the Telshack range uses integral wireless telemetry electronics operating on the 2.4GHz license-free frequency. The housing is supplied with a built-in rechargeable battery allowing it to be removed for charging, while the shackle itself remains in place. A handheld battery-powered display is supplied as standard with the option of a single display that can monitor up to 12 shackles when the load cells are used in a multi-shackle configuration.



The LCM SHK-D shackle load cell

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.

Liebherr LTM 11200-9.1

Bauma 2007 saw Liebherr debut the world's largest telescopic crane to date, the LTM 11200-9.1. The crane is mounted on a nine axle carrier and most buyers have specified the 100 metre boom option which has to be transported on a separate vehicle. The dimensions of the real crane are impressive with the chassis being almost 20 metres long, while the boom weighs 80 tonnes (104 tonnes when fitted with the Y-Guy attachment) and is also nearly 20 metres long.

As the name suggests the crane has a maximum capacity of 1,200 tonnes, albeit at 2.5 metres radius. Maximum tip height on the main boom is 104 metres and a variety of extensions and luffing jib combinations can increase the lifting height to 188 metres.

A special crane like this deserves a special model and the model maker NZG has certainly provided one. It comes in a large and heavy box, it includes plenty of parts and a good quality instruction sheet. The general presentation and packaging of the model is very nice.

The carrier is large and heavy, and the level of detailing is very good, for instance the wheels all have sprung suspension and all nine axles steer independently. The tyres even have 'Michelin' embossed on them.

There is a feeling of robustness and the large swing-out metal outriggers reinforce this. They have metal pads and a set of large metal spreader plates are provided which is a welcome addition to the model. The crane superstructure has an excellent operator's cab which is fitted to its own articulated boom, just like the real crane, so it can be lowered to the ground to enable easy operator access. The separate counterweight slabs are beautifully cast and provide the required weight.

The boom is an eight section telescopic, is very heavy and beautifully engineered. It also includes the mounting cylinders which allow the boom to be raised up off its transport trailer so it can be attached to the crane base. Also attached is a fully operational Y-guy superlift arrangement and this looks extremely impressive on the model.

A couple of boom extensions are included, one is a high quality lattice extension with working hydraulic luffing. The second is a short heavy lift jib, so a variety of poses can be set up. Flexibility is also increased by the provision of three separate hook blocks, and the working winches have excellent thread which also enhances the realism. The model does justice to the real

Cranes Etc Model Rating

Packaging (max 10)	8
Detail (max 30)	25
Features (max 20)	19
Quality (max 25)	22
Price (max 15)	14
Overall (max 100)	88%



The carrier with the boom mounted



Strong outriggers and large spreader plates

crane and although it is 1:50 scale it stands 2.5 metres high when the boom is fully extended.

Overall this is a first class model by NZG and is available for around €400 from the Liebherr web shop. Although a large model like this is never cheap, it represents excellent value for the size and quality provided. This is a 'must have' crane model, and it can be expected to appear in a number of company liveries.

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



At full height the model is 2.5m tall



Lifting a Liebherr telehandler



Heavy luffing boom extension

£175 OF JCB WORKWEAR UP FOR GRABS



c&a

competition

To celebrate the launch of the new range of Safety Footwear and Workwear, JCB is giving readers of Cranes & Access the chance to win a share of £175 worth of gear.

Named after towns in Staffordshire, UK, the home of JCB, the high quality range includes jackets, trousers, T-shirts and accessories, designed to be hard-wearing and durable, as well as stylish and comfortable to wear on indoor and outdoor jobs.

Features such as triple-stitched seams, multi-pockets, waterproof and breathable fabrics and heavy duty zips make the range as hard-wearing as the equipment itself.

We have five Uttoxeter Site Jackets to give away, RRP £34.95:

- 320D Taslon PU coated, 220 gm fleece lining
- Windproof, waterproof and breathable, taped seams
- Front zip fastening with studded double storm flap, two outer

zipped pockets, zipped inner mobile phone pocket, one inner pocket with Velcro fastening

- Contrast grey panels under arms and at sides, contrast yellow piping to front fastening and hem.
- For stockist details visit www.jcbworkwear.com

To be in with a chance to win, email jcb@psf.co.uk with your details. Deadline for entries March 15th 2010. Cranes & Access will be reviewing and testing some of the relevant articles in an upcoming issue of the magazine.

For more information visit www.jcbworkwear.com



The JCB Uttoxeter site jacket
The JCB Uttoxeter site jacket



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EN12999: 2009 Implementation Delayed

The new European Standard for loader cranes, EN12999: 2009, due to be harmonised on 29th December last year, has been postponed due to an appeal from Italian standards body, UNI. As a result, a CEN working group meeting was held on the 11th February in Germany to discuss the issues raised by UNI, they will then either be rejected or the standard modified accordingly.

With the new Machinery Directive becoming law on December 29th, the absence of a harmonised Standard has led to questions regarding compliance with the new legislation., ALLMI technical director Alan Johnson said: "The delay means that we've entered a hiatus period, in as much as the existing A2 version of EN12999 does not meet the Essential Health and Safety Requirements (EHSRs) of the new directive. Therefore, until a new standard is available, manufacturers/importers will have to declare conformity directly against these EHSRs. An example of this is the requirement for the rated capacity limiting system to monitor the position of the stabilisers. EHSR 1.1.2.a. includes 'Reasonably foreseeable misuse'. Official guidance to the directive quotes "Such behaviour can result in a range of misuse situations, such as, for example, using a crane

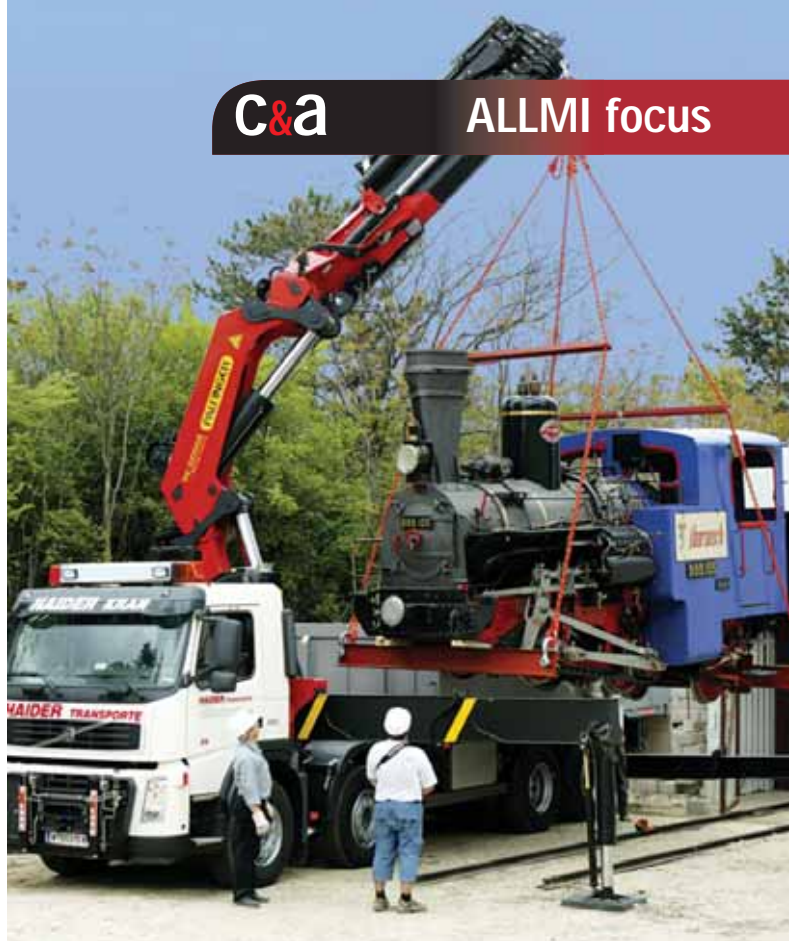
or a MEWP without deploying the stabilisers". ALLMI has informed all importers, installers and operators that the delayed introduction of the revised standard does not negate the need to comply with the EHSRs of the new directive, and that anyone supplying or buying a 2010 manufactured product needs to ensure this is done."

The possible consequences for anyone not ensuring compliance could be severe should the Health and Safety Executive (HSE) discover an operator who has taken delivery of a 2010 machine that does not comply, its powers are such that it could prohibit the use of the machine and prohibit the importer from selling further non-compliant units.

Furthermore, the supplier of the machine could face prosecution. The HSE is also legally obliged to enter details of any action onto a European database known as the

C&a

ALLMI focus



ICMS system, flagging the issue with enforcement bodies in other member states, which could result in the particular model or brand, being prohibited from sale across Europe.

The HSE has written to ALLMI, outlining the legal position, a copy of the letter can be found at www.allmi.com

ALLMI course approved for Driver CPC

In response to the introduction of Driver CPC, (Certificate of Professional Competence) ALLMI has been negotiating with the Joint Approvals Unit for Periodic Training (JAUPT), with a view to it approving ALLMI courses and thus broadening their appeal. As a result, ALLMI has gained approval for its one day, experienced/refresher course, allowing the Association to provide a template for anyone wishing to become a Driver CPC Centre (Driver CPC training must be via a JAUPT registered centre, unless part of a consortium). ALLMI technical director, Alan Johnson, says:



"The aim behind this is to maintain the integrity and structure of the courses, whilst assisting training providers that are willing to invest in Driver CPC, by giving them a relatively easy format for getting courses approved.

The benefits for any employer in being able to arrange experienced/refresher loader crane training and for it to be classed as a Driver CPC module are obvious, so we're now in the process of registering the other ALLMI courses with JAUPT."

Operators' Forum chairman election

Elections have also taken place within the ALLMI Operators' Forum, with Steve Frazer-Brown of David Watson Transport appointed as Forum chairman for a fifth consecutive term. Frazer-Brown, a founder member, said: "The Forum has made excellent progress since its formation four years ago and I look forward to building on its achievements, improving standards amongst loader crane operators, whilst expanding membership." All current members of the Forum's executive committee:- Ian Berrill (Saint Gobain Building Distribution), Brian Sutherland (Elliott Hire), Peter Duckett (WTB Group), John Allum (Allum Plant Hire), Bob Toon (Gatwick Group) and Andrew Hollingsworth (Travis Perkins) retained their places.

Appointed Person training

ALLMI is developing an Appointed Person (AP) training course specifically for loader crane operations. A working group headed by ALLMI technical director Alan Johnson, has been busy developing the course material, the first draft of which is expected to be completed around the end of April. "We've made excellent progress with the development of the course in recent months, the experience and knowledge of working group members has proved invaluable," says Johnson. "This will be the only accredited AP course in the UK dedicated to loader crane operations. We anticipate a high demand for the training, especially with the forthcoming introduction of BS7121 Part 4 which places a much greater emphasis on formal lift planning and the role of the appointed person. We have many interested parties awaiting the launch of the course, which we hope will take place towards the end of June."

ALLMI elections

ALLMI recently held elections for its board of directors, Mark Rigby retained his position as chairman for a fifth consecutive term, while

Lee Maynard and Ismo Leppanen were also re-elected.

The ALLMI Board is now as follows: Mark Rigby - chairman (TH White), Tom Wakefield and Alan Johnson (ALLMI), Steve Frazer-Brown - Operators' Forum representative (David Watson Transport), Ismo Leppanen (Cargotec), Lee Maynard (Terex Atlas), Andrew Taylor - secretary (Terex Atlas).



Steve Frazer-Brown



Mark Rigby

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

See www.ipaf.org for full listing

Falling load costs Shell and others £327,000

Shell UK Oil Products, Dalprop (formerly S.G. Blair) and Hertel UK have received fines totalling £283,332 after a man was paralysed from the waist down after he was hit by a falling load. The accident occurred at Shell's Stanlow refinery near Ellesmere Port on 9th February 2007 when Stephen Rizzotti was working for S.G. Blair on a refurbishment project at the plant. The company was removing part of the concrete lining of the 'cracker' unit.

The waste material was being placed into a skip placed on a scaffold structure over a walkway. The boards around the lifting equipment had shifted which contributed to the 500kg skip falling almost 10 metres onto Rizzotti, as he passed below. Rizzotti, 42, a father of three, suffered a broken back, two broken legs, a broken pelvis and other injuries. Prior to the accident he had led an active life which included running two junior football clubs, but is now in a wheelchair.

HSE Inspector Alan Graham said: "This incident was totally avoidable and has had a devastating impact on Mr Rizzotti and his family. The scaffolding should have been constructed so that the lifting equipment was away from areas where people had to walk. The landing area should also have been suitably protected."

Rizzotti joined SG Blair as a labourer

in 1991 and had progressed to human resources manager. "I can't remember anything about what happened. Half a dozen people had gone into the building before me but then, as I went in, the waste materials fell on top of me. It was touch and go at first but thanks to the doctors I survived. Now I have to get on with my life in a wheelchair. I have a simple message for all companies - safety has to be paramount," he said.

Shell and Dalprop pleaded guilty to contravening the Lifting Operations and Lifting Equipment Regulations 1998. Shell was fined £116,666 plus costs of £16,204, and Dalprop £83,333 with costs of £11,115. Hertel UK which installed the scaffolding and platforms, pleaded guilty to contravening the Health and Safety at Work Act 1974 and was fined £83,333 plus costs of £16,204.



DavyMarkham MD,
Kevin Parkin (L) receives
certification from Dennis
Healey of IMechE

Apprenticeship scheme certified

The apprentice scheme operated by UK-based engineering contractor DavyMarkham, has been officially accredited by the Institution of Mechanical Engineers (IMechE). The scheme, which was successfully revived by the Sheffield firm two years ago, has been approved under the institution's Engineering

Technician Development Scheme with DavyMarkham apprentices automatically becoming affiliate members of IMechE. Upon completion of their three or four year apprenticeships, they will be eligible to apply for Engineering Technician status and to use the EngTech MIMechE title.

Manhole costs contractor £27,000

Shepherd Construction of Jockey Lane, Huntington, York, UK has been fined £20,000 plus almost £7,000 in costs after pleaded guilty to breaching the Health and Safety at Work Act 1974 following an aerial lift accident in Trinity Square, Nottingham in 2007. One of the company's employees drove a boom lift over a concealed manhole cover which gave way under the weight of the machine causing it to topple over, leaving its driver with serious injuries to his skull, back and legs.

The lift's extended boom landed in a busy area that had been occupied by pedestrians and vehicles only seconds before, closing the road for six hours. HSE Inspector Martin Giles said: "This was a very dangerous incident, in an area which was bustling with pedestrians and vehicles. It could so easily have led to people being killed and has left a worker with serious injuries.

"The company failed to put in place adequate measures to find and record where the manholes and service covers were around the site and failed to take steps to protect them or prevent vehicles from driving over them. Operators of mobile elevating work platforms, such as scissor lifts and cherry pickers, must be warned about manhole covers and underground services because there is a real risk of them collapsing and heavy vehicles toppling over. When people's lives are at risk it is absolutely inexcusable to leave this to chance."

Who trained him then?

Spotted by a reader in Austria, a man who clearly has no concept of safe operation.

1. He has selected the wrong machine for the job
2. He is using the scissor lift without unloading it from the delivery trailer

As it is still not high enough he has decided to stand on the guardrails

Chances of an accident:
Extremely high



Who
trained
him

Reasons to be cheerful!



PB Scissor Lifts Super Power & Reliability



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Safety is a management issue!

"Safety is a management issue" is the theme of this year's IPAF Summit on 25th March, starting at 13:30, at the Grange St. Paul's Hotel in London.

Andy Studdert, chief executive of US-based NES Rentals, will give the opening presentation. He was chief operating officer of United Airlines at the time of the World Trade Centre attacks and applies lessons from managing airlines to managing powered access.

Other speakers include: Simon Rooks, operations director and head of UK and Ireland Fire at Tyco, who will speak about an accident that occurred at the company and the way this has changed what Tyco expects of its rental partners.

Jennifer Mathis, partner at Ducker Research, will review the European and the US powered access rental markets, drawing on research projects that she is leading on behalf of IPAF.

Joy Jones, a principal inspector of the UK Health & Safety Executive (HSE) and member of the Strategic Forum for Construction Plant Safety, will examine management's responsibilities toward MEWP operators.

David Shipman, chairman of UK-based AFI-Uplift and past managing director of the Lavendon Group, will present his views on why management should be concerned about safety issues.

The Summit is free and open to all interested parties Register online at www.ipaf.org/events

IPAF Summit Networking Event with historical touch

The IPAF Summit Networking Event on the evening of 24th March 2010 will take on a 1940s feel and will be held at the Churchill Museum and Cabinet War Rooms, Clive Steps, King Charles Street, London SW1A 2AQ.

This is the world-famous historical location from where Winston Churchill directed his military campaign. The event is being sponsored by Henderson Insurance Brokers.

The event is open to all IPAF members and those holding a ticket for the IAPA dinner. However, places are strictly limited and guests will only be admitted if they have pre-registered. Register online at www.ipaf.org/events



Network and learn at regional meetings

Around 50 people attended the second IPAF North West regional meeting at the end of January, organised by PAIG chairman Peter Jones.



IPAF regional meetings: A great chance to meet colleagues and competitors in the business

Kevin O'Shea of Mastclimbers spoke on the differences between the US and UK approaches to powered access. Andy Barnes and Stuart Johnston of Henderson Insurance delivered an interesting presentation on risk management.

C&a

IPAF focus



The IAPA 2010 judging panel (L to R): Murray Pollok of Access International, Renzo Pagliero of Multitel Pagliero, John Ball of Height for Hire Ireland and IPAF president, Andy Studdert of NES Rentals and Paul Adorian of Powered Access Certification (PAC)

IAPAs shortlist announced

The finalists for the International Awards for Powered Access (IAPAs) 2010 have been announced following a meeting of the judging panel at the end of January. The judges said the process was even more difficult than last year, with a 20 percent increase in the number of entries.

"It was great to see so many high quality entries this year, maintaining the standard that was established

at the first awards ceremony," said John Ball, IPAF president. "In particular, the entries show the industry's commitment to quality, safety and professionalism is surviving this difficult economic period."

The winners will be announced at the IAPA awards dinner following the IPAF Summit on 25th March in London. See the shortlist and make dinner bookings at www.ipaf.org/iapa



Visit the IPAF Safety Experience at bauma

The IPAF Safety Experience at bauma 2010 will feature a dynamic, walk-through learning experience on what powered access is and how to use it safely and effectively. The IPAF display of about 800 square metres, made possible with the support of the bauma organisers, is in Outdoor Area F10, Stand N1016/1. It will feature various demonstrations built around the themes of safety and best practice:

- "No ladders": MEWPs are safer, more productive and more economical to use
- Ground conditions: Why should spreader plates be used?
- Clunk Click: "Only dummies don't wear harnesses on booms"
- PAL Card goes smart: New technology in your card?
- Rescue at height: The rights and wrongs

The IPAF Manufacturers' Technical Committee meets on 21st April at 14:00 at the IPAF stand. All IPAF events at bauma, including the Stand Reception, will be listed at www.ipaf.org/events

Ducker Research to produce IPAF Rental Reports

IPAF has commissioned Ducker Research to produce the IPAF European Powered Access Rental Report 2009 and the IPAF US Powered Access Rental Report 2009.

These reports build on the 2008 reports released last year and examine the state of the access rental business. The new reports will be published at the end of April in time for bauma.



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every month!

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New DVD launched at EHS



PASMA exhibited for the first time at the Executive Hire Show at the Ricoh Arena in Coventry alongside association members Euro Towers and the Youngman Group.

In addition to showcasing its training courses, best practice guides, DVD's, information posters, pocket cards and tower inspection records. The association took the opportunity to launch its latest DVD/CD entitled 'Accidents can happen even at low level' which provides best practice advice on how to assemble, move and dismantle folding step units and folding low level access units.

The DVD also features sequences devoted to 'unsafe' practices which illustrate what can go wrong when these low level access products, useful as they are, are used by inexperienced and untrained operatives.

For more information about the new DVD, together with details of the existing DVD's 'Accidents don't just happen' and 'Don't fall for it', visit the PASMA website www.pasma.co.uk



Peter Bennett

Training and competence responsibilities

In a recent article, Peter Bennett, PASMA's managing director, addressed the issue of training and competence.

In writing for Safety Health Practitioner, the official journal of IOSH, he argued that if we are ever to achieve widespread competence we need to recognise the need for training at all levels of an organisation - not just at the sharp end.

For employers that means recognising that in order for employees to exercise their competence, they must have the authority to delay or even stop work at height if they have genuine and well-founded concerns. For employees that also means recognising that 'yours is to reason why' in that they have a responsibility not to work at height if they believe that the work method, or the equipment they are using, is unsafe.

For the self-employed, it means that they have a special duty to manage and control themselves to ensure a proper balance between their unfettered authority to decide what to do and how to do it and the need to always be vigilant and circumspect, particularly when working at height.

In conclusion he said: "There is no doubt that training is an essential element of establishing competence to work at height, but it is only one element. Unless it is combined with actual experience - underpinning knowledge and the delegated authority to make a difference - it's not worth the certificate of competence it is written on."

Who's Who at PASMA 2010

Members of Council for 2009/10 are:

Chairman: Roger Verallo, Euro Towers Ltd
Deputy Chairman: Kevin Bellis, Atrium Access Ltd
Vice Chairman: To be elected

Council

Brian Meadmore	Generation UK Ltd
Peter Bond	SGB Group Ltd
Kevin Bellis	Atrium Access Ltd
Paul Pritchard	Alto Tower Systems Ltd
John Bungay	Youngman Group Ltd
Mark Turnbull	Speedy Hire Group plc
Colin Wright	Aliscaff Ltd
Alistair Lang	Turner Access Ltd
Paul Gallacher	Pop Up Products Ltd
Mick Aston	Astra Access Training Ltd

PASMA posters

The association currently publishes four posters covering tower inspection, PASMA training and how to spot fake PASMA photo ID cards. More details from jill.couttie@asma.co.uk



PASMA at the AIF Knowledge Base

Together with IPAF, IRATA, NASC and the Ladder Association, PASMA will be a major contributor to a series of lively presentations, debates and demonstrations on the latest issues affecting work at height at this year's Safety & Health Expo, 11-13 May at the NEC.

In a marked departure from previous years, PASMA will host 'the great tower debate' which will argue the case for and against using the advanced guardrail system to assemble mobile access towers.

For the first time, PASMA and other Forum members will be joined by representatives from the Association for Project Safety (APS), the British Safety Industry Federation (BSIF) and the Institution of Occupational Safety and Health (IOSH).

The Knowledge Base is a new concept for 2010 that combines Access Live and the Seminar Theatre into a single focus for working at height.

For more information please visit www.accessindustryforum.org.uk

Contact details



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 Tel: 0845 230 4041
 Fax: 0845 230 4042
 Email: info@asma.co.uk
www.pasma.co.uk

Hi Leigh,

First of all thank you for the great review in Cranes and Access Vol.11, Issue 9, of Ken Derry's book Chicago, A View From the Top.

I also attach an excerpt from the OSHA web site stating that its final

rule will likely mirror the C-DAC (Crane and Derrick Advisory Committee) posting by OSHA of October 9, 2008. When this is implemented every crane operator in the US will need to be tested and certified by an accredited entity (including a written and practical exam with no "grandfathering-in"). You'll find the criteria for this mentioned in the attachment (only the last 82 or so pages of the 498 page attachment are line and verse of the new standard).

Anyway, the rumor is that it may actually be signed before July 2010, but this is a cut and paste from the official OSHA website:

Cranes and Derricks

More than 80 workers lose their lives each year in crane-related fatalities. OSHA's existing rule, which dates back to 1971, is partly based on industry consensus standards that are over 40 years old. On October 9, 2008, OSHA issued a comprehensive proposed revision of the Cranes and Derricks standard. The proposed rule addresses electrocution hazards, crushing and struck-by hazards, overturning, procedures for ensuring that the weight of the load is within the crane's rated capacity, and ensures that crane operators have the required knowledge and skills by requiring independent verification of operator ability. This year, OSHA completed the public hearing and comment phase of the process and is now analyzing the public's input and preparing the final rule. OSHA plans to issue the final rule in July 2010.

If you would be interested in just how we are addressing the issue of crane certification let me know, I would be happy to put you in touch with those involved from my end.

Thanks, John.

The writer, from the USA, approved the publication of the letter but preferred that we do not disclose his full name due to his job and position. His agreement also said: "The letter as edited is fine for publication Please forward any correspondences that express interest in the letter to my attention."

Dear Sir,

I read with interest the brief article in your January issue and on Vertikal of the latest escapades of a certain family company and thank you for raising the flag regarding these conmen as that is what they are. It also goes well beyond simply not paying people but that's another issue and you probably won't publish what I could tell you about them anyway. The point I really wanted to make was that there are a few crooks in this industry and they are the same people that pop up time and time again, taking shortcuts across the board, with safety, paperwork and the way they treat employees and certifications. On top of this as soon as things get a bit sticky or they have milked their suppliers dry they let the business go down and pop up under a new identity. I cannot for the life of me understand how people like this keep finding mugs to give them work or sell them equipment.. or for that matter cross hire plant and equipment to them.

They do though time and time again... now finally my main point.. Why don't the industry associations like the CPA or in some cases the training bodies like the CPCS etc.. do something about it?

Dear Sir,

I thought I would drop you a line to say how good it was to read Shane Wolfords etter in this months Cranes & Access.

It is encouraging to hear of people like him responding like this simply to bring some Christmas cheer to someone elses life. We could do with a bit more of this sort of neighbourly support or at the very least to be made aware of it when it occurs. I get fed up with hearing about all the antisocial goings on in this country and about how selfish we all are these days. I am an optimist and think that this spirit is more alive in this country than the tabloid media would have us believe although I am not downplaying Mr Wolfords good deed, Au contraire my hats off to him, just a shame that the surprise was spoilt. Please do continue to report on such things when you can we all need some positive inspirational items, especially in these tough times.

Yours

**Paul Burridge
Matlock**

Dear Editor,

My copy of Cranes & Access arrived today, it seemed to be late for you to be delivering a magazine marked December/January near to the end of January! Anyway I am not writing to complain about your lateness, the magazine was so good that I soon forgot this. I very much liked the Look back at 2009, but it would be nice if you had some more news from Holland in it.

This is the best magazine for hoogwerkers and cranes no question about that so please keep up the good work and I will send you a new request for an extra copy (I will pay don't worry) as I don't seem to get it each month. I think someone in the office gets it before me sometimes! So will have you send one to my home.

Good work

Jos Konings, Breda, Netherlands

Dear Leigh,

I wanted to write to you about something that I am increasing finding strange in our industry, it is not related to anything in a recent issue of the magazine although it does concern a comment in your sister magazine sometime back where it was written that you were no longer doing the Vertikal Check at Platformer Days because the days of printed specifications being different from the actual machines has passed.

Well I can tell you that this is most definitely not the case, as you know at PSE we sell and service a wide range of access products, in fact we will supply our customers with any brand of lift that they want like at a supermarket but for access platforms. Because of this we get to see and work with the different makes all the time and I can tell you that there is often a great difference between what the sales brochures say and what the manufactures deliver.

Some suppliers are worse than others this is normal, but we come across differences all of the time and some of them are more than just minor variances! I think that this is a subject that you or maybe IPAF should be taking more seriously. It is incredible that when we or one of our customers finds that the machine they bought is not the same as the one that they thought they bought the attitude of the manufacturer is quite relaxed. Can you imagine buying a car that you thought was under four metres long to go in your parking, only to find when you have it that it is 4.5 metres and you can not get it in? You would automatically have a legal case and the dealer would do something like take it back and offer you an alternative. Try that with a platform manufacturer! The attitude is usually 'The specifications are only a guide and we can change them at any time without telling you'.

I think that this practice is far more widespread than you might think, I would be interested to know if any of your other readers think that this is a problem or not.

Best Regards,

Arjan Roelse
Platform Sales Europe
Dordrecht

*When we started the Vertikal Check events the discrepancy in dimensions between the specifications and the actual machines was quite pronounced. By the time we stopped two years ago major differences were very rare although few manufacturers specifications were precisely right - Manitou being a rare exception. It would be interesting to hear if the issue that Arjan Roelse raises is a common experience or not - your views please.
Ed*

Dear Mark.

Just got the latest Cranes & Access great issue yet again...

but I have a complaint, only because I care you understand, this years hire rate report was possibly the best yet in terms of reality although I still question a couple of the numbers, some of those sending their forms back are being economic with the truth that is not the complaint though nothing much you guys can do about that the rates are I assume in pounds? Maybe I am missing it but I looked everywhere and no where could I find a currency sign. So wondered in some cases if it was in Euros or dollars one or two of the categories could easily have been. Just wanted to flag that otherwise first class.

Many thanks
and keep
up the good
work

Roger Miles

*Mr Miles was clearly looking at the access report and as such is correct, somehow we missed any currency symbols from the access charts although we can confirm they are all in Sterling. The crane and telehandler charts did all carry £ signs. Many thanks for those of you who pointed this out we will make sure that we do not make the same mistake next year.
Ed*

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Rental shows reflect the mood

February was a month for rental shows with the UK's Executive Hire show in Coventry and the ARA's Rental show in Orlando, Florida. The UK show was surprisingly upbeat, at least for most of the numerous low-level access exhibitors present. At least a couple of stands reported some strong orders while others were happy with the level of enquiries. In the US feelings were more mixed, although most companies acknowledged that the event was busier than last year with a generally more upbeat attitude among visitors.

In the UK there were a number of new products on display, some of which we have already covered in the electric scissor lift feature and the news. They include a new Pop-Up range of push around scissor lifts the Push 200, 250 and 300. The new products are a substantial step-up from the current two model range, in terms of quality and design, not to mention platform heights, being two, 2.5 and three metres. They build on the company's experience and put them back in contention in terms of specification, following an increasing array of competitors with new products.

The new Pop-Ups will be available from mid this year. A few days later on the other side of the Atlantic surprise surprise the company

announces a tie up with Upright/ Snorkel which features the existing Pop Up products on its stand at the ARA, while announcing that it will use the Pop-Up brand for all of its low level access products - both self propelled and push around.



Snorkel's new logo and 46ft boom

In addition to the Pop-Up news the Snorkel stand, the largest at this year's Rental Show, boasted a new logo and large number of previously announced new products, including the S1930/32 which replace the Snorkel SL1930 and the Upright MX19 together with the X series replacements - the S2632, S2646 and S3246 compact electric scissors. Both the MX19 and X series date back to 1994 and were probably well overdue for replacement. Also on the stand was the TB46JRT 46ft straight telescopic boom lift with articulated jib. The chassis on the 46 is a new design that will be common to several new boom lift models including a 60ft articulated.



New Pop Ups



Pop-up teams up with Upright



The Skyjack stand

Genie was out in force at the ARA and unveiled a new high capacity system for its 60 and 80ft straight booms. The device requires the operator to select regular unrestricted capacity or the high capacity with limited outreach. If high is selected then as soon as the platform reaches the limit it will cut out forcing him to either click over to unrestricted or reduce the radius.



The Genie X system of platform capacity selection.

Skyjack took a much smaller stand than usual at this year's show, and was very happy that it did. The company showed off its new SJ12 self propelled mast lift and its 46ft articulated boom. The stand was manned throughout by new resident Steve Shaughnessy and an ultra svelte version of Dave Stuart, its VP sales and marketing.

Haulotte and Bil-Jax had a substantial display, the main new product being a self propelled version of the PT10, the push around sigma lift that it builds under licence from Power Tower of the UK. The company says that it is looking to CE mark the new product although it has not worked with Power Tower on the project.

JLG was back at the US show after a year away. While it did not show off any new products, it was promoting its Clear Sky asset management and tracking system which was attracting a great deal of interest.



Haulotte/Bil-Jax had a full display



Custom's first push around lift the HB-P830 costs \$3,000

Custom Equipment had a stand in both the UK and the USA with president Steve Kissinger manning both stands to talk about the company's new 8ft micro scissor lift, the HB-S830 (see more details in our electric scissor lift feature.) The company also showed off a very handy push around version, the HB-P830 which it was offering for \$3,000. The unit features an 8ft platform height and auto locking brakes.

Back in the UK, Russon Access launched two non powered access platforms, both of which use gas cylinders to assist with platform lift. The first, dubbed the Power Scissor, is an indoor/outdoor rated scissor lift that uses two sets of gas cylinders to provide around 65kg of lift effort, the rest has to be applied by the operator using a hand crank, which effectively controls the platform position up to its full height of three metres. The lift works very well and required little effort to lift, however coming down is a little tedious. The company is working with a power drill attachment to speed up both lift and descent. The lift is just 740mm wide and 1,580mm long and has short stubby outriggers for levelling up on uneven ground.



The Power Scissor will cost around £3,000

The second product is a Power Step, which allows the platform height to be set using the gas struts and can be lowered to a number of pre-set heights from the platform. With a working height of up to 2.9 metres and a total weight of just 120 kg this is a very neat piece of low level access equipment.



The Power Step has a variable platform height of up to 1.9 metres and is raised and lowered without manual effort



Spotted touring the show in an AEUP shirt, ex-Genie alumni Malcolm Cardy

Bravi exhibited in Orlando with its recently appointed distributor AEUP which is owned by long-time Genie team member Mike Buley. The company which was established



Telehandler attachment company Cornerstone showed off its new 180 degree fork rotator.

last summer has already notched up some significant sales, including an order from NES for 100 Leonardo lifts. The company was also instrumental in the design of the new Lui 460 (See electric scissors). One noticeable change was that there seemed to be fewer trailer lifts on display this year, although Nifty, Snorkel - with its new New Zealand-built 12 metre unit that combines a short heavy-duty chassis with the AB38 top - Biljax and Genie all showed product. Visitors seemed more interested in the few spider lifts on display. During the Show, IPAF launched its latest North American training effort which included an off the shelf, do it yourself kit for those not interested in going for the full IPAF/AWPT accredited training courses. IPAF was also involved with a major new training clarification document along with the ARA, AEM and Scaffold Association, that clearly states what training is required in the USA.

C&a rental shows



JLG promoted its Clear Sky asset management system



Maeda USA exhibited both spider and mini cranes



IPAF launched its new training package several of which were sold off the stand



UK-based Youngman introduced several new products including a new advanced guardrail system and its updated XBoss push arrounds



Niftylift was out in force with its USA yellow livery



In the UK Power Lift has been appointed as the ATN dealer adding to its van mounts and EasyLift products

Whats on?

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

IPAF Summit

Annual Summit for International Powered Access Federation March 25th 2010, London, UK
Phone: +44 (0) 1539562444
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E-mail: info@ipaf.org www.ipaf.org



Bauma 2010

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



Safety & Health Expo

Health and safety show May 18-20th, 2010 Birmingham, UK
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E-mail: tbond@cmpinformation.com

Reach Expo 2010

US crane and rigging conference May 26-27th, 2010 Houston, USA.
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www.reachexpo2010.com

CTT

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Vertikal Days

UK / Ireland crane and access event Haydock Park June 16th/17th 2010
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Platformer Days

German access equipment event August 27-28th, 2010 Hohenroda, Germany
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Fax: +49 (0) 5031972838
E-mail: 2010@platformers-days.de

Verticaaldagen Benelux

Benelux lifting event September 24th-25th 2010 Safaripark Beekse Bergen, Netherlands
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Fax: +31 (0) 84 710 0518
E-mail: info@verticaaldagen.net

SAIE 2010

Bologna Fair, Italian Building products exhibition. October 22-25th, 2010, Bologna, Italy
Phone: +39 051 282111
Fax: +39 051 6374013
E-mail: saie@bolognafiere.it



Bauma China

Shanghai, China, November 23-26, 2010
Tel: +49(0)89 9 4920251
Fax: +49 (0)89 9 4920259
E-Mail: info@bauma-china.com

Executive Hire Show 2011

Exhibition for the UK Tool Hire industry February 2-3rd, 2011 Coventry, UK
Phone: +44 (0) 1249 700607
Fax: +44 (0) 1249 700776
E-mail: nigel@executivehirenews.co.uk



ARA / Rental Show 2011

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Conexpo 2011

The leading US equipment show March 22-26th 2011 Las Vegas, Nevada, USA
Phone: +1 414-298-4133
Fax: +1 414-272-2672
E-mail: international@conexpoconagg.com



SED 2011

UK construction equipment show May 17-19th, 2011 Rockingham Speedway, Corby, UK
Phone: +44 (0) 202 8652 4810
Fax: +44 (0) 202 8652 4804

Apex

International powered access fair September 14-16, 2011, Maastricht
Tel: +31 (0) 547 271 566
Fax: +31 (0) 547 261 238
E-mail: Joyce@ipl-bv.nl
www.apexshow.com

Intermat 2012

International construction equipment show April 21-26th, 2012 Paris, France
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201 Krupp KMK 2020	1994	4x4x4	20.50m + 3.00m
251 Demag AC 25	1996	4x4x4	25.00m + 1.20m
35 Demag AC 35	2000	4x4x4	35.00m + 15.00m
30 PPM ATT 335	1997	4x4x4	29.40m + 15.00m
35 PPM ATT 400	1998	4x4x4	30.40m + 15.00m
35 PPM ATT 400-2	2000	4x4x4	30.40m + 8.00m
40 Terex Demag AC-40L	2009	4x4x4	37.40m + 8.00m
40 Liebherr LTM 1040-1	1994	6x4x6	40.00m + 8.00m
40 Liebherr LTM 1040-1	1997	6x4x6	30.00m + 14.50m
40 Liebherr LTM 1040-1	1999	6x4x6	30.00m + 14.50m
45 Faun ATF 45-3	2004	6x4x6	34.00m + 15.20m
50 Demag AC 55	1995	6x4x6	40.00m + 17.60m
50 Faun ATF 50-3	1997	6x4x6	38.00m + 16.00m
50 Krupp KMK 3050	1995	6x4x6	38.10m + 15.00m
55 Liebherr LTM 1055/1	2004	6x4x6	40.00m + 16.00m
60 Faun ATF 60-4	2000	8x6x8	40.00m + 16.00m
70 Grove TT 865	1997	8x6x8	38.00m + 18.50m
75 Grove GMR 4075	2001	8x6x8	43.20m + 27.00m
75 Grove GMR 4075	2001	8x6x8	43.20m + 17.00m
80 Liebherr LTM 1080/1	1999	8x6x8	48.00m + 17.00m
80 Faun ATF 80-4	2005	8x6x8	48.50m + 16.00m
90 Faun ATF 90G-4	2009	8x6x8	51.20m + 19.00m
90 Liebherr LTM 1090-1	1999	8x6x8	52.00m + 19.00m
100 Terex Demag AC 100-4	2008	8x6x8	50.00m + 19.00m
110 Faun ATF 110G-5	2006	10x6x10	52.00m + 16.20m
120 Terex Demag AC 120	2006	10x6x10	60.00m + 17.60m
160 Faun ATF 160G-5	2009	10x6x10	60.00m + 37.40m
160 Grove GMR 5160	1996	10x6x10	49.00m + 18.00m
180 Grove GMR 5180	2000	10x6x10	60.00m + 38.00m
220 Faun ATF 220G-5	2007	10x6x10	68.00m + 37.20m
225 Liebherr LTM 225	1996	12x6x10	60.00m + 63.00m

TELESCOPIC - TRUCK CRANES

Make / Type	v. o. m.	Drive	Boom / Fly Jib
25 Kato NK 250 E	1998	6x4x2	30.00m + 2.50m
30 Kato NK 300 E III	1996	8x4x4	40.00m + 15.00m
30 Kato NK 300 E	1997	8x4x4	40.00m + 15.00m
50 Tadanog TG 500 E	1999	8x4x4	40.40m + 14.60m

ROUGH-TERRAIN CRANES

Make / Type	v. o. m.	Drive	Boom / Fly Jib
50 Tadanog TR 500 E	1989	4x4x4	34.10m + 17.10m

REACHSTACKER

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

BOOMLIFTER

Make / Type	v. o. m.	Drive	Boom / Fly Jib
3.5 JCB Telehijnder 535-125	2007	4x4x4	12.50 m
3.0 Terex Girulift 5022	2001	4x4x4	22.00 m

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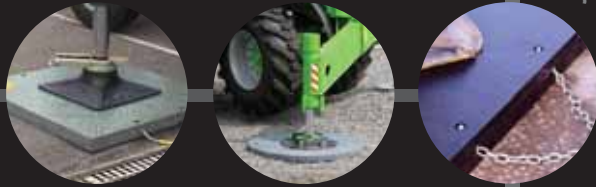
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2006
£780 € 900
2 in stock



GENIE GL4

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1 in stock



GENIE LOAD LIFTER LL5

1999
£200 € 220
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1 in stock



GENIE SUPERLIFT SLC6

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1 in stock

SKYJACK SJ3219 Battery

2001 £2,250 € 2,475 4 in stock



UPRIGHT MX19 Battery

1997 £2,650 € 2,915 1 in stock
2000 £2,000 € 2,200 1 in stock
2001 £2,250 € 4,475 1 in stock



UPRIGHT SL20 Battery

1998 £1,780 € 1,960 1 in stock



GENIE GS2032 Battery

1998 £1,800 € 1,980 26 in stock
1999 £1,800 € 1,980 5 in stock



GENIE GS2646 Battery

1999 £2,200 € 2,420 1 in stock



SKYJACK SJ4830 Battery

1999 £1,950 € 2,145 3 in stock



UPRIGHT X32 Battery

1997 £1,700 € 1,870 9 in stock
1998 £1,850 € 2,035 7 in stock



SKYJACK SJ6832 Battery

1998 £1,500 € 1,650 1 in stock
1999 £1,750 € 1,925 2 in stock



SKYJACK SJ7027 Diesel

1996 £1,900 € 2,090 1 in stock



UPRIGHT XRT33D Diesel

ALL 4WD
1999 £3,000 € 3,300 1 in stock
2000 £3,050 € 3,500 2 in stock



SKYJACKSJ3219 Battery

1999 £1,750 € 1,925 5 in stock



UPRIGHT TM 12 Battery

2003 £3,980 € 4,370 3 in stock



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GENIE Z20/8N
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£3,800 € 4,180
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2002
£5,000 € 5,500
2 in stock

GENIE Z30/20N Battery
2001 £7,920 € 8,712 4 in stock



JLG 40NE Battery
1997 £3,500 € 3,850 2 in stock



GENIE Z45/22BI Bi-Fuel
1997 £4,300 € 4,730 1 in stock
1998 £4,950 € 5,445 4 in stock



GENIE Z45/25BI Bi-Fuel
1999 £7,000 € 7,700 2 in stock

GENIE Z45/25BI JIB Bi-Fuel
1999 £7,400 € 8,140 2 in stock



GENIE Z45/22D Diesel
ALL 2WD
1998 £5,000 € 5,500 4 in stock



GENIE Z45/25DJ Diesel
2WD
1999 £7,400 € 8,440 3 in stock
2000 £7,980 € 8,690 2 in stock
4WD
1999 £7,750 € 8,525 18 in stock



GENIE Z34/22D Battery
2WD
1997 £3,900 € 4,290 2 in stock
1998 £3,950 € 4,345 1 in stock



GENIE S40 Diesel
4WD
1999 £6,000 € 6,600 3 in stock



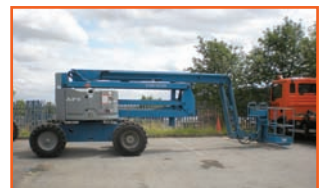
SKYJACK SJ46TDK Diesel
2WD
1998 £4,000 € 4,400 1 in stock



GENIE S60 Diesel
ALL 4WD
1997
£9,500 € 10,450
1 in stock
1998
£10,500 € 11,500
2 in stock
1999
£11,000 € 12,100
6 in stock



GENIE Z60/34D Diesel
2WD
1996 £8,500 € 9,350 1 in stock



GENIE S65 Diesel
2WD
1998 £10,500 € 11,550 2 in stock



SKYJACK SJ66TKD Diesel
2WD
1997
£5,500 € 6,050
2 in stock



GENIE Z34/22DC Battery
1999 £4,500 € 4,950 1 in stock



Haulotte STAR 10 Battery
2006 £9,950 € 10,945 5 in stock



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