

THE PEAK OF EXCELLENCE

# bauma 2010

19 – 25 APRIL, MUNICH

**+++FIRST+++**

This is the place  
to see innovations  
first.  
At bauma 2010.

bauma has half a million square meters of exhibition space. Not only is it the largest exhibition in the world. It is also a key international driving force behind innovations in the industry that gives visitors a comprehensive look at the market:

- Meet market leaders and key players.
- Experience innovations and premieres.
- See the widest range of the construction-machinery and mining industry

Use bauma's leading international position for your success.

Messe München GmbH  
Tel. (+49 89) 9 49 - 1 13 48  
Fax (+49 89) 9 49 - 1 13 49  
[www.bauma.de](http://www.bauma.de)

## 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)



# C & A contents

Comment 5  
News 6

Batteries 41

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.



Safety nets 47

FASET - the trade association and training body for the international safety net rigging and fall arrest industry - explains everything you need to know about safety nets.

Lifting

Accessories 48

Lifting attachments are becoming an increasingly important part of increasing site speed and efficiency. Here we take a look at two new products

IPAF Summit 50

The 2010 IPAF Summit and International Awards for Powered Access (IAPAs) are just a month away. We run through the event essentials.

Rental shows 64

February was the month for rental shows with the UK's Executive Hire show in Coventry and the ARA's Rental show in Orlando, Florida. Cranes & Access was at both to bring you the highlights.

## regulars

Innovations 51

Books & Models 52

ALLMI Focus 55

Training 57

IPAF Focus 59

PASMA 61

Your Letters 62

What's on 66

On-line directory 70

16

All Terrain cranes



25

Electric scissors



41

Batteries



**SUBSCRIPTIONS:** Cranes & Access is published eight times a year and is available on payment of an annual subscription of £40.00. If you wish to subscribe, please send a crossed cheque made payable to The Vertikal Press Ltd to: Subscriptions, The Vertikal Press, PO Box 6998, Brackley, Northants NN13 5WY. Address changes should also be sent to this address. Please include the address label from a recent issue with all correspondence and allow 3 months for changes to be effective.

**SUBSCRIBE ONLINE AT:**  
[www.vertikal.net/en/journal\\_subscription.php](http://www.vertikal.net/en/journal_subscription.php)

**BULK DISCOUNTS:** These are available to companies wishing to take out multiple subscriptions. Please contact the subscriptions manager for more details.

Tel: +44 (0)8448 155900 Fax: +44 (0)1295 768223  
E-mail: [info@vertikal.net](mailto:info@vertikal.net)

**Kran & Bühne:** The Vertikal Press also publishes a German magazine which deals with the same issues as Cranes & Access, but is written for German users and buyers. Details available on request.

While every effort is made to ensure the accuracy of information published in Cranes & Access, the Editor and Publisher can accept no responsibility for inaccuracies or omissions. Views expressed in articles are those of the authors and do not necessarily reflect those of the Editor or Publisher. Material published in Cranes & Access is protected under international copyright law and may not be reproduced without prior permission from the publishers.

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.

ALE rebrands 37

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.



Syrinx No.1 for Hire Software

550+ companies throughout the UK and Ireland use Syrinx®

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

+44 (0)118 947 6669



Book now for IPAF Summit and  
Awards Dinner – London 25 March  
For details visit [ipaf.org/events](http://ipaf.org/events)



# Aerial platforms



# IPAF trained operators



# Safe effective work at height

IPAF Approved Training Centres train more than 80 000 operators per year worldwide in the safe and productive use of modern platforms - its PAL Card is recognised everywhere as proof of high quality training.

International safety legislation increasingly demands proper training and your business relies on the productivity of your operators. So insist on IPAF training for operators to get every job at height done effectively and in complete safety.

**Welcomed on  
UKCG sites**

**Contact IPAF for full details now**

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

- Find your nearest IPAF Training Centre
- Learn how to become an IPAF Training Centre
- Discover how to join IPAF and how IPAF can help your business

IPAF, Bridge End Business Park, Milnthorpe LA7 7RH, UK

Also in France, Germany, Italy, Netherlands, Spain, Switzerland and USA

IPAF training is certified by TÜV as conforming with ISO 18878



The world authority  
in powered access



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

# cranes & access

## The Vertikal Press

PO box 6998 Brackley NN13 5WY. UK  
Tel: +44(0)8448 155900 Fax: +44(0)1295 768223  
email: info@vertikal.net  
web: www.vertikal.net

## In Germany:

### Vertikal Verlag

Sundgaualle 15, D-79114,

Freiburg, Germany

Tel: 0761 8978660 Fax: 0761 8866814

email: info.vertikal@t-online.de

web: www.vertikal.net

## Germany, Scandinavia, Austria and Switzerland

Karlheinz Kopp, Vertikal Verlag,

Sundgaualle 15, D-79114, Freiburg, Germany

Tel: +49 (0)761 89786615

Fax: +49 (0)761 8866814

email: khk@vertikal.net

## Italy

Fabio Potestà, Mediapoint,

Corte Lambroschini,

Corso Buenos Aires 8, V Piano-Interno 7,

I-16129 Genova, Italy

Tel: 010 570 4948 Fax: 010 553 0088

email: mediapointsrl.it

## The Netherlands

Hans Aarse

39 Seringenstraat, 3295 RN,

S-Gravendeel, The Netherlands

Tel: +31-78 673 4007 Mobile: +31(0) 630421042

email: ha@vertikal.net

## Russia

Cranes&Access Russia

DM Publishing 127287 Pocc

Moscow

tel. +7 (495) 685 94 28

fax +7 (495) 685 94 29

e-mail: matrosova@vertikalnet.ru

## UK and all other areas

Pam Penny

PO box 6998 Brackley NN13 5WY. UK

Tel: +44(0)8448 155900

email: pp@vertikal.net

## Design & Artwork by:

bp design Ltd.

Tel: 01707 642141 Fax: 01707 646806

email: studio@bpdesign.info

ISSN: 1467-0852

© Copyright The Vertikal Press Limited 2010

The Vertikal Press also publishes:



For users & buyers of lifting equipment

February 2010 Vol. 12 issue 1

## Editors:

Leigh Sparrow

Mark Darwin

## Associate Editors:

Rüdiger Kopf (Freiburg)

Alexander Ochs (Freiburg)

Andrew Klinaichev (Moscow)

## Sales & customer support:

Pam Penny

Karlheinz Kopp

Clare Engelke

## Production:

Nicole Engesser

## Publisher:

Leigh Sparrow

**Vertikal  
Press**

The Vertikal Press Ltd.  
MEMBERS OF



**c&a**  
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.

Letters, emails, faxes and phone calls are welcome and should be sent to:

The Editor,  
cranes & access,  
PO Box 6998, Brackley  
NN13 5WY, UK

Tel: +44(0)8448 155900

Fax: +44(0)1295 768223

email: editor@vertikal.net

**Vertikal**  
.net