

# cranes & access

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March 2010 Vol. 12 issue 2

50 exhibits  
not to miss  
at Bauma

Spider  
cranes

Spider  
lifts

John  
Ball on  
rental  
yields



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## On the cover:

UK rental company Panther recently supplied a 22 metre Omme 2200 spider lift for maintenance and cleaning work on Salisbury Cathedral's internal ceilings.



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**SKAKO**

LIFT

Platform Basket enters trailer lift market, Terex sells Atlas, Filipov returns, Bronto to launch 112 metre boom, Omme launches 37 metre spider, Jekko enters the spider lift market, the end of the road for Winterlift, Tanfield receives takeover bid for Smiths, Sany unveils 1,000 tonne AT, JCB announces new telehandlers, Merlo unveils new AT Platform, Lifterz acquires C&G Platforms, H.A.B unveils 100ft boom, Socage appoints new UK dealer, Broshuis and Vestas team up, First glimpse of new Terex AC100/4L, Mechan takes on Gruniverpal mini cranes.

Spider lifts 17

The spider lift appears to be the saviour of the access industry with demand generally outstripping supply, particularly above 30 metres - providing rental companies with relatively good returns. We visit Worldlift Industries, or Skako as it is to be known, the inventor of the spider lift and discover how it has transformed the business and is introducing the world's largest spider along with more mainstream models. We also do a follow up visit to spider specialist Higher Access which has just taken delivery of the UK's first Leo 50GTX.



Spider and mini cranes 27

The Spider crane market is one of the few crane markets that is still in its infancy. Even though numbers are growing steadily, it is still relatively unknown. We speak with a number of rental companies, including JT Cranes and Coppard Plant Hire - as well as looking at recent product developments.



The Bauma preview 37

Bauma is huge and Bauma 2010 - the 29th - looks set to be the biggest yet with loads of exciting new products. We kick off our coverage with a special for those with limited time at the show, by compiling our 'Top 50' products not to miss. If you are not going you can see what you will be missing.

Artic Raptor articulating tower crane 41

Is this the future of confined space lifting? The world's first Artic Raptor 84 articulated tower crane is currently working on its first contract in North London and could be the answer to contractors lifting problems on tight inner city 'infill' job sites. Mark Darwin saw the crane in action with Bob Jones of City Lifting Raptors UK sales agent.

The thoughts of president Ball 62

Outgoing IPAF president and managing director of Easy UpLifts/Height for Hire makes an impassioned plea to the powered access industry as a whole to face up the mess that industry is in and adapt to the modern world.

He also reflects on his two years as president of IPAF.



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In the next C&A April 2010 issue we look at last minute Bauma announcements, Truck Cranes, Mast Climbers and Hoists and Access for Aborists.

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**c&a**  
comment

## What's the yield?

Why has the equipment rental industry become so pre-occupied with physical utilisation rates? Surely the objective of any business is to make a profit. For a rental company that means buying, maintaining and renting machines of a good standard - and making a profit to continue the cycle all over again.

It matters not one jot if a machine is only used 20, 40 or 60 percent of the time - so long as it is profitable. Several companies interviewed this month said they do not even record physical utilisation - it is how much money each machine makes. About time too!

For far too long, utilisation has been the rental companies' Holy Grail - and it has been generally true that if the utilisation is right the rest will generally come good, but that assumes some discipline in the rental rate structure. The problem comes when the utilisation mantra holds total sway over the rates and the idea of making money is lost. There is no point giving equipment away - even in tough economic times.

John Ball, the outgoing president of IPAF, acknowledges his company's errors and makes an impassioned plea to his rental colleagues for discipline and a shift of focus away from physical utilisation towards yields (see page 62). If a company is losing money from a lack of rate discipline leading to poor yields, surely it is the senior management of the company that is to blame, rather than the lowly salesman? The challenge for larger players is to implement pricing discipline without killing off the entrepreneurial spirit, a tough task.

It is also true that in the recent past some manufacturers and financial institutions have exasperated the situation with easy credit terms, which has led the more desperate to focus purely on generating enough cash to cover the repayments and dangerous creditors - in such cases the need for a cash fix is so strong that rates and yields are long forgotten. The market has ways to rectify such problems, but inappropriate payment holidays and bankruptcy codes that are 'not fit for purpose', is slowing the market's natural correction processes.

It is time that the industry as a whole learns from those that manage yields well, such as car rental, airlines and hotel operators and possibly more importantly, rekindle a respect for the benefits that our products, knowledge and services provide. Providing a crane to lift an awkward load or a platform to reach a job in complete safety while shaving days off a contract surely has more value to it than ordering something like the office stationary?

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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# Terex sells Atlas..... to Fil Filipov?

Terex has announced that it has reached an agreement to divest the Atlas excavator and loader crane business. No financial details or the identity of the buyer have been released. However local reports in Germany, indicate a company in which Fil Filipov is involved is the buyer. Further checks by Cranes & Access also confirmed this. Filipov was responsible for the Atlas acquisition in 2001. His son Steve was seconded from Terex to Atlas prior to the acquisition and managed the business when it became part of the group.



Fil Filipov

Product lines included in the deal are Terex Atlas loader cranes and crawler, wheel and rail mounted excavators, as well as the Ganderkesee, Vechta and Delmenhorst facilities in Germany and Terex Atlas of Bradford, UK. It also includes Terex's minority holding in the Atlas Chinese joint venture.



Terex Atlas crane

The business is being divested together with an undisclosed amount of capital to help support the business. Terex chief executive Ron DeFeo, said: "We acquired the Atlas business in 2001 with the intention of having a quality full-size excavator as part of a globally competitive portfolio of construction equipment. Our goal was to grow the regionally strong Atlas excavator product as part of this strategy, but we were, for various reasons, never able to achieve the product cost advantage required for it to be successful."

"Despite restructuring attempts, the tough economic conditions in 2009 resulted in an operating loss for this business in excess of \$61 million on sales of approximately \$194 million, with approximately two-thirds of the loss coming from the construction products."

## Winterlift closes its door



The sun has set on Winterlift

On March 12th Manchester and Sheffield-based crane hire company Winterlift became the latest UK crane company to file for bankruptcy by entering administration. A spokesperson for administrator Deloitte, which has taken over the management of the business said that it was assessing the situation but had ceased all trading. Owners and managers Andrew and Peter Winter have left the business, with Andrew Winter telling Cranes & Access that he had no plans for the future and would take a month off before considering his future.

The company was founded in 1999 and acquired Yorkshire Crane Hire of Sheffield in late 2008, which according to Cranes & Access Top 30 crane rental companies 2009, made it the 14th largest crane rental company in the UK and Ireland, with a fleet of 42 mobile cranes with capacities of up to 500 tonnes.

## Ommel launches 37m spider

Danish spider and trailer lift manufacturer Ommel Lift has announced a new 37 metre telescopic spider lift, the 3700RBDJ with bi-energy power pack. The new lift features a seven section boom plus 130 degree articulated jib and full 180 degree platform

rotation. Outreach is 14 metres and maximum lift capacity 250kg.

Power comes from a Kubota diesel for outdoors with a dual motor battery electric system for indoor use or where noise is an issue. A large eight battery power pack ensures a decent shift between recharges.



Ommel Lift's new 37 metre spider

## Bronto to launch 112 metre truck mounted lift

Finnish manufacturer Bronto Skylift has announced that it will break its current record and unveil a 112 metre truck mounted aerial work platform at Bauma in April. The company already holds the record with its S-104HLA model, which is a metre higher than the Palfinger-Wumag WT1000, the first lift to exceed 100 metres. Bronto has declined to release any photographs or drawings of the new lift before Bauma. We do know however that the

Bronto S-112 HLA will offer an outreach of 25 metres at a height of 90 metres and will be mounted on a Mercedes Benz 76.60 commercial truck chassis, with five steered and four driven axles. The overall road height will be below four metres, with a total length of around 19 metres.

The new lift will feature the Bronto+ control system with upgraded Telecontrol, automatic outrigger levelling and visual interactive display.





The  
Maeda  
LC383

## New Maeda mini arrives

Maeda is set to launch its smallest CE pick & carry mini crane to date, the 2.93 tonne Maeda LC383M-5. The company has offered smaller models in Japan, including a smaller boomed version of the LC383, but never made them readily available in Europe. Features include an 8.7 metre four section telescopic boom, up to 1.46 tonnes pick & carry capacity an open but covered superstructure mounted operators cab and a gross weight of 4,500kg.

The LC383 has primarily been developed for use in areas such as city centres where the highly compact tracked footprint requires no need for outriggers and zero-tailswing.

## Tanfield receives offer for Smiths

Tanfield, owner of UpRight and Snorkel aerial lifts has received an offer for its Smith Electric Vehicles business. The non-binding, conditional offer has been made by its US Joint venture Smith Electric Vehicles US Inc (SEVUS) and could be worth as much as £70 million. Tanfield has given SEVUS a four month exclusivity on the deal.

The offer is for Smiths' 49 percent holding in SEVUS, the license agreement between Tanfield and SEVUS and all intellectual property associated with the business. The deal comprises £37.0 million in cash (equivalent to 50p per share) plus an additional £33.3 million payment in the event that SEVUS goes for a stock market flotation prior to September 2015. In the case of an IPO going ahead within the timeframe, the deal would be worth 95p a share.

Tanfield has stressed that it cannot be sure that any agreement can be finalised nor whether SEVUS is in a position to raise the finance required for the deal.

*A Smiths Edison truck fitted with Versalift boom lift.*



## Worldlift name change

Worldlift Industries is set to change its name to Skako Lift following a nine month restructuring which has transformed the way the company works. The change reflects the fact that its owner Skako Industries is making access equipment one of its core businesses.

A full interview with managing director Kenneth Loburg and report on recent changes can be found on page 23.

**SKAKO**  
LIFT



*Jekko's first spider lift SPL17*

## Jekko enters the spider lift market

**Italian-based spider and pick & carry crane manufacturer Jekko will launch its first spider lift work platform at Bauma.**

The 17 metre SPL17 will offer up to seven metres outreach from its dual arm parallelogram riser, two section boom and articulating jib. The track and outrigger controls are electro-hydraulic, while the superstructure is fully hydraulic and the standard version includes automatic chassis levelling.

Dimensions are compact with a 780mm wide chassis and an overall height of 1,980mm. Optional extendable tracks are available to provide higher ground clearance and

better stability on rough terrain.

Marco Zava, product manager for Jekko, said: "Spider lifts match with Jekko's mission, 'lift anywhere you need, no matter if people or materials'. Our production and distribution synergies have been put together in this product. We feel confident that it will meet our dealers' and customers' enthusiasm and we have plans to extend the range in the near future."

The company is also launching a new version of its SPD500 mini crane the SPX527 at Bauma. It will have a longer boom and increased capacities.

## Platform Basket to launch trailer lift

Italian spider lift manufacturer Platform Basket will unveil its first trailer lift at Bauma in April. The first units will be a 15 and 18 metre family which the company says will be lightweight, easy to tow, simple and reliable.

A 13 metre model will follow later in the year. Given that few trailer lifts are sold in its home market, Basket expects over 80 percent of the trailer lift production will be exported.



*Platform Basket will launch a 15 and 18 metre trailer lift at Bauma.*

# JCB announces new telehandlers

JCB has launched a number of new telehandlers including its smallest yet, the 1.5 tonne/four metre 515-40. By using the off-set, single spine chassis first seen on its Miniscopic, it has been able to reduce the overall height to just 1.8 metres, length to 2.97 metres and weight to less than 3.5 tonnes, while allowing a spacious easy to enter cab.



JCB 515-40

The compact 527-58 Loadall is just two metres wide and two metres high with a maximum lifting capacity of 2.7 tonnes and a lift height of 5.8 metres. Even at full three metres forward reach, the 527-58 can handle a useful 1.25 tonnes. Power is supplied by either the 85hp or 100hp JCB Dieselmex engine, driving through a hydrostatic transmission with travel speeds of between 25 and 40 kph depending on tyre and transmission combinations.

The new 550-80 is JCB's highest capacity telehandler, specifically designed for bulk handling operations in waste and industrial sectors. The unit offers a lift height of eight metres with a

maximum lift capacity of five tonnes.

Designed to work equally well with forks or a shovel, it has the capacity to operate with 3.5 cubic metre high capacity buckets. With servo controls as standard and the option of a seat mounted servo, the operator benefits from low lever efforts and excellent ergonomics, all increasing efficiency.

The new EN15000 standard calls for the introduction of a longitudinal load moment limiter on telescopic handlers produced after September 2010. JCB has developed an innovative progressive cut-out that prevents the operator exceeding the machines forward stability capability.

JCB has also made one of the biggest investments in its history - £80 million - to develop what it claims is the off-highway sector's cleanest engine, in readiness for incoming emissions legislation.



The compact 527-58 Loadall

The investment has delivered an industry-first solution which eliminates the need for any exhaust after-treatment (including Diesel Particulate Filter). The engine is now undergoing full in-field testing before going into production in 2012 to meet Tier 4 interim/Stage 3B legislation.



JCB has invested £80 million to develop its latest Dieselmex engine

## Chinese 1,000 tonner

Chinese-based Sany Heavy Equipment has unveiled the 1,000 tonne SAC 303 - its largest All Terrain telescopic crane to date - to a small group of employees and dignitaries as it rolled off of the production line in Changsha, Hunan province in early March. Photos taken on a mobile phone by a C&A reader give an impression of the new crane. At first glance it has some similarities to Liebherr's flagship LTM11200-9.1 and the new Terex AC1000, with a nine axle carrier and a swing out outrigger design. The 100 metre boom is designed to be removed for road transport.



Sany 1,000 tonne - boom on.



Outriggers are very similar in design to Liebherr's LTM12000.

## UK confirms position on new crane directive

The UK's Health & Safety Executive has confirmed that it will enforce the new Rated Capacity Limiter override arrangements in spite of the delay in publication of the EN13000:2010 standard. The latest version of the machinery directive 2006/42/EC came into force at the end of December and requires the consideration of reasonably foreseeable misuse of the equipment.

The new standard highlights the inappropriate use of the over-ride device as an area of foreseeable misuse and incorporates a set-up button for rigging and the placing of the override switch outside of the cab along with the fitting of a data logger to monitor use of the override.

With no current standard in place that fully complies with the new directive, crane manufacturers and importers must ensure that cranes built and certified after December 29th 2009 are checked for compliance with the Essential Health and Safety Requirements of the new directive. The HSE is adamant that this means that the new override and set up buttons must be fitted.

Under the Health and Safety at Work etc Act 1974 the HSE has powers to take enforcement action with both suppliers and users of mobile cranes, where they have not complied with Health and Safety Legislation.

See letters page

## Liebherr City first

Liebherr has released the first photographs of its new 45 tonne City All Terrain crane the LTC1045-3.1. The three axle crane bridges the gap between single cab city cranes and dual cab All Terrains. The crane's cab is mounted on a short telescopic boom allowing it to sit in the normal superstructure position when on site, telescoping to the front of the chassis for road travel. The compact crane weighs 36 tonnes with a 36 metre, five section main boom and bi-fold 13 metre swing-away extension with a short 1.5 metre jib integrated into it which can be offset up to 60 degrees.

The Liebherr LTC1045-3.





# New Merlo platform

Merlo unveiled its new All Terrain aerial work platforms - the MPR 15 and 18 - along with a host of other new products at its Cuneo headquarters earlier this month. The 40kph road-going four wheel drive, four wheel steer, All Terrain big deck boom lift boasts a 1,000kg platform capacity and 180 degrees of platform rotation in each direction giving over 2.5 metres of clear lateral outreach in addition to the fore and aft outreach provided by the boom type lift mechanism. The lift can level by nine degrees side to side and five degrees end to end.



The MPR platform rotates 360 (2x180) degrees.

MPR 15 and 18 basic specifications

- GVW 11,500 and 12,500 kg respectively
- Overall length: 6.3 and 6.5 metres
- Overall width: 2.24 metres
- Overall height stowed: 2.92 metres
- Working height: 15 and 18 metres
- Lift capacity: 1,000kg

Merlo also announced a new Eco Power drive system that links a machine's hydrostatic pump, motor and engine through a smart controller which reacts to the speed demands from the operator (via the accelerator) and delivers the power in the most efficient manner. The system has three settings including one that returns the unit to normal drive.

The company says that the new system will provide up to 30 percent fuel economy and a 2.5 decibel noise reduction. The first model to be fitted with the system is the 55.9CS.



The MPR15 fully extended

# H.A.B reveals new boom

German-based aerial lift manufacturer H.A.B has unveiled the T 35J D4WDL - a 100ft/33metre platform height telescopic boom lift with up to 25.1 metres of outreach from its four section octagonal boom and articulating jib. Platform capacity is 250kg. The machine includes extendible axles which provide a 2.51 metre transport width with a 3.2 metre working width. The four wheel drive, four wheel steer chassis also boasts 270mm of ground clearance. The lift will be on show at Bauma next month.

The new 100ft/35m H.A.B boom will be on show at Bauma



# Socage appoints new UK dealer

Socage has appointed Kettering-based Cumberland Industries as its distributor for the UK. The appointment also ends Cumberland's association with Oil&Steel which, it says has been unable to supply a boom for a jointly designed Land Rover-based platform. Socage has most recently been distributed in the UK by Kalmar following the demise of Allen Access. Kalmar has now merged with Hiab UK as part of Cargotec.

Cumberland is developing another Land Rover-based unit using a specially designed Socage boom which it is hoping to show at Bauma next month. It is also in the process of developing three Iveco-based aerial lifts - a 13.5 metre articulated, a 16 metre telescopic and a 20 metre double riser articulated models.

# CTE delivers its largest lift

CTE has delivered its first 62 metre B-Lift 620HR to Rome-based Tecnoalt and Elevateur both of which are divisions of Venpa3.

The 620HR can be mounted on a four-axle 32 tonne truck and is equipped with a five section main boom plus three section telescopic jib, which is controlled by an electronic management system. Overall length is just under 11.7 metres. Maximum outreach is 35 metres with the main boom horizontal, but a more practical 29 metres is available at up to 43 metres of height

The machine's electronic management system automatically measures outrigger spread and the load in the platform and adjusts maximum outreach to suit.

The first CTE B-Lift 620HR delivered to Tecnoalt and Elevateur in Rome.



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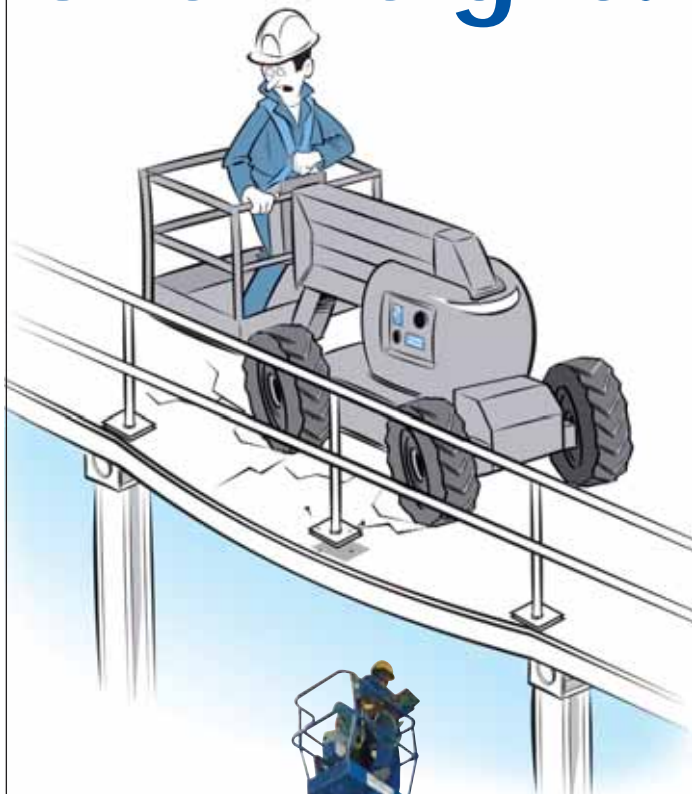
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The thank you ceremony  
between Kobelco and Sin Heng Heavy Machinery

## A century for Sin Heng

Singapore-based Sin Heng Heavy Machinery, one of the regions largest crane companies, has taken delivery of its 100th Kobelco crawler crane. The milestone was celebrated with a visit to the Kobelco plant in Okubo (Hyogo) Japan, for a joint celebration. Sin Heng purchased its first Kobelco crawler crane in 2004 and since then has purchased more than 100 units, including a large number of the 250 tonne CKE2500s and 7250s, 180 tonne CKE1800s and 135 tonne CKE1350s.

## 30 years with JLG

Aerial Platform Hire of Ireland celebrated 30 years as a JLG dealer during a visit from JLG president Craig Paylor. Paylor and members of his management team met up with Nicholas Davin, Aerial's owner, to raise a toast to the last 30 years, while looking forward to the future.

Davin founded the business in January 1980 and soon started selling and then renting JLG products. The company is probably the longest serving JLG dealer in Europe.

"JLG and APH have been working together for three decades and it has been a pleasure to watch both our businesses grow and our relationship strengthen," said Paylor. "Over the years, the company has evolved into a high-calibre, customer-focused equipment rental company and JLG thanks it for all these years of support and success."

Nicholas Davin, owner of Aerial Platform Hire (L) with JLG president Craig Paylor.



## Lifterz Acquires C&G Platforms

UK-based access rental company, Lifterz has acquired C&G Platforms from its owners Catherine and Graham Campbell. Campbell founded C&G 23 years ago as a Genie aluminium access dealer. Today it covers service and repairs, including a larger number of service contracts and brokers platform rental and training. The acquisition adds no additional staff, premises or fleet to Lifterz and is driven by Campbell's wish to start "slowing down a little". He joined the access industry in 1967 as a sales manager with John Rusling.



Richard Short of Penny Hydraulics (L) with Bill Thorpe of OVL



## In for a Penny...

UK-based loader and mini crane manufacturer Penny Hydraulics has appointed Optimum Vehicle Logistics (OVL) of Milwaukee and Dubai as its full product range distributor for the Middle East and Africa. OVL supplies parts and services to operators of commercial and military vehicles and is the authorised source for AM General Humvee parts in the Middle East and Africa.

"There's nothing else like the products made by Penny Hydraulics available in the region," says Bill Thorpe, OVL's sales director. "This is a growing market and we see great potential for providing customers with highly effective solutions to their load handling and other requirements."

## Custers goes all electric



Dutch access specialist Custers has unveiled a new all-electric van/truck mounted lift - the Taurus 265-12.5E - based on a Smiths Electric Vehicle Newton truck with lithium power pack. With a working height of 12.5 metres the platform has an outreach of 7.5 metres and 265kg platform capacity. Total GVW is 10 tonnes and the practical driving range is around 100km between charges. The vans also include a number of other environmental features such as bio hydraulic oil.

Custers Taurus 265-12.5E all electric truck mount.

## Champagne moment

Gill Riley managing director of GGR - the European master distributor for Unic mini cranes, UK dealer for Galizia and glass handling specialist - is one of four finalists in this year's Veuve Cliquot Business Woman Award. Past winners include Anita Roddick, founder and managing director of the Body Shop and Linda Bennett, founder and managing director of LK Bennett.



Gill Riley

## Anti-dumping duties lifted

South Africa has lifted its anti-dumping duties on wire rope manufacturer Bridon International after six and a half years. ITAC's recommendation followed a thorough investigation that found that Bridon had not dumped steel wire rope and that there was no likelihood of future dumping.

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## Broshuis and Vestas team up

Leading wind turbine company Vestas teamed up with Dutch trailer manufacturer Broshuis to design a better loading and road transport system for its new V112, three megawatt turbine in order to reduce component damage.

Gunnar K. Storgaard Pedersen of Vestas Technology R&D said: "We liked Broshuis' willingness to innovate and think outside the box and it has close ties with wind turbine transport companies that have led to concepts such as the triple trailer and triple wing carrier, the kind of thing we were looking for."

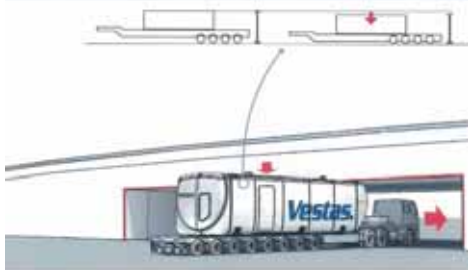
Three concepts were developed, in the first, for nacelles and tower sections, Broshuis decided on an eight axle semi - the V112 transport height is only 3.4 metres - with a recess to support the tower sections. Normally a modular trailer is used for nacelle and the tower sections because of the height restrictions, so the trailer deck lowers to pass under low overhead obstructions. Broshuis also designed a simple jacking system to self-load and unload the nacelle.

Concept two is a 53 metre long blade transporter based on a standard trailer.

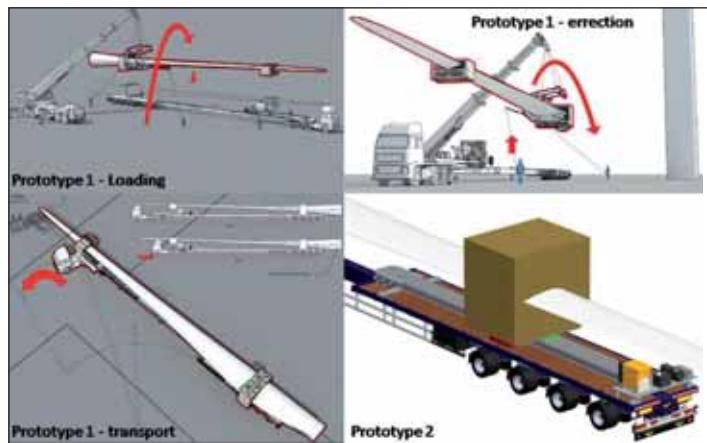
One of the problems with transporting long blades is coping with sharp bends in the road, so for the final concept Vestas and Broshuis looked for a solution that allows the blades to move back and forth whilst on the trailer, in order to allow the maximum front and rear overhang for straight runs, with the ability to slide the blades on the trailer bed to eliminate the overhang for tight turns where obstacles are present. This concept has been tested with a transport contractor and is being refined in order to make it more user friendly and less costly to produce.



The nacelle and tower transport trailer.



The blade transporter includes a sliding device that allows the combined overall length of tractor and trailer to be used.



## A lightweight portable crane

A new aluminium portable crane has been developed by Chepstow-based manufacturer Reid Lifting. The Porta-Davit is lightweight enough to be carried easily by two people, lifted into embedded sockets on site and ready to use in minutes. It has been designed with water and waste treatment plants in mind, where pumps, valves and filters often weighing over 500kg, need to be lifted for inspection on a regular basis. Engineers currently have to rig up large machines or build permanent structures to carry out this work.

MD Nick Battersby with the new Porta-Davit.



## Record results for Bronto

Full year revenues at Bronto, the Finnish-based truck mounted lift manufacturer rose 10 percent to \$160 million. Order intake fell 40 percent to \$96 million for the year, but picked up in the fourth quarter, reaching \$28.4 million compared to \$26.7 million in the same quarter of 2008.

Operating income for the year was \$19.2 million, an increase of 85 percent on 2008, thanks to the higher sales volumes, lower overheads and higher margins from its new plant expansion which has allowed it to bring a large amount of subcontracted work in-house.

## TGM reaches new heights

TGM Wind Services of Abilene, Texas has taken delivery of two new 90 metre Bronto Skylift S-90 HLA truck-mounted aerial lifts, the highest lifts currently working in North America. Mounted on six axle Kimball chassis, the platforms will primarily inspect and maintain wind turbines.

The two lifts have been ordered with 2.4 by one metre, 454kg/1000lbs capacity baskets, maximum outreach is 33 metres. Auto outrigger levelling helps the units set-up and reach full working height in 15 to 20 minutes.



The TGM Wind Services crew with the two new Brontos.



The two new Bronto 90HLA truck mounts.

## Skyjack falls

Skyjack full year 2009 revenues fell 63.6 percent to c\$161.3 million, with the fourth quarter particularly weak due in part to a reversal of earlier sales that have been re-categorised as long term rental. As a result, the industrial products division - which is largely Skyjack - posted an operating loss of \$40.5 million compared to a profit of \$36.3 million in 2008.



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# 100 tonne long boom Terex ready to roll

The first images of the new 100 tonne, long-boom Terex AC100/4L have been released. The four axle All Terrain crane features a 59.4 metre six section main boom with a 19 metre bi-fold swingaway extension taking the on-board tip height to 81.7 metres, all of which can be carried within 12 tonne axle weights.

An eight metre lattice insert section can be added between the main boom and extension taking it to 27 metres, all of which can be offset from the main boom nose while offering a maximum tip height of just under 90 metres.

The crane is compact with an overall width of just 2.55 metres combined with a relatively short overall length. It offers four standard outrigger widths in order to provide the maximum versatility for setting up in restricted spaces without sacrificing capacity.



The new Terex AC100/4L All Terrain will be at Bauma

## Lavendon posts £48 million loss

2009 revenues at International rental company Lavendon Group fell 13 percent to £226.9 million while it posted a pre-tax loss of £47.8 million, compared to a profit in 2008 of £22.5 million. The company says that revenues and profitability fell in each of its markets except for the Middle East where revenues increased 39 percent to £32.1 million with operating profits up 56 percent to £11.4 million.

## Haulotte loses €63 million

Haulotte has confirmed 2009 revenues of €202 million and a pre-tax loss of €63 million compared to a profit of €50.6 million in 2008.

On a positive note, the company has been cash positive and has reduced its net debt by €15 million to €239.7 million. Haulotte says that it expects 2010 to be similar to 2009 and that it will not be paying a dividend.

## Mechan takes on mini cranes

Sheffield, UK-based manufacturer Mechan, has signed an exclusive distribution contract with Italian mini crane and mould handling equipment manufacturer Gruniverpal Tranchero for the UK and Irish markets.

Mechan will focus on Gruniverpal's Minidrel B, GB and GIA series mini cranes and Transidrel series mould lifters, both of which incorporate its patented kinematic system providing higher lifting capacities and reach heights.

A Gruniverpal Tranchero pedestrian operated mini crane



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- UK-based **Kier Plant** has promoted **Peter Barrett** to the role of operations director.



Peter Barrett

- Finnish-based **Ramirent** has acquired the **Hyrmaskiner group** which trades as **Hyrmaskiner Tidermans** in central Sweden.

- US-based **H&E Equipment** has reported its 2009 results, revenues are down 37% with a loss of \$18 million.

- Wordsworth Holdings** the construction equipment manufacturer owned by **Duncan Wordsworth** has called in the administrators.

- UK-based self erecting tower crane rental company **R&B Mantis**, has closed and is being liquidated. Irish based **Mantis cranes** which has a base in the north of England, acquired some of the assets and employed **Doug Rose** of R&B.

- UK-based rental company **HSS** has signed a distribution agreement with **JLG** for its Liftpod portable lift in the UK.



- International rental company, **Ramirent** has adopted a new brand identity including a new Rami man.

- United Rentals** has combined its East and West field operations for general and aerial lift rental operations under the leadership of senior vice president **Matt Flannery**.

- US rental company **RSC** has appointed **Juan Corsillo** as senior vice president, sales, marketing and corporate operations.

- US crawler crane rental company **Essex crane** has reported 2009 revenues down 39% while remaining profitable, it also says that order intake is improving.



Sarah Spivey

- Modulift**, the modular spreader beam company has appointed **Sarah Spivey** as managing director.

- Feliciano Gentilini** has joined Italian crane and access distributor, rental company and manufacturer **Leader** as sales director for Italy.

- Jimmy Lomma**, owner of **New York Crane & Equipment** and **Lomma crane** and one of his mechanics have been charged with manslaughter following the collapse of a tower crane in New York City.

- Haulotte** has appointed **Michael Kuharik** as its zone manager for North America, he takes over the role from **Jeff Ott** who is leaving the business.

- George Reid** of UK-based **Kingfisher Access** has died suddenly after a short illness, he was 56.

- Ontario's minister of Labour is charging **Millennium Crane**, its owner **David Selvers** and crane operator **Anthony Vanderloo**, with criminal negligence for a fatal accident in 2009.

- Merlo** chief executive **Amilcare Merlo** announced that his daughter **Silvia**, would be taking a more significant role in the company and represents the family's future in the business.



Amilcare Merlo with daughter Silvia

- Cramo** has published its 2009 results which show a loss of €34.9 million on revenues down 23%.

- UK-based rental company **Hi-Reach Access** has gained a further **Achilles** quality accreditation.

- Aerial lift manufacturer **Ruthmann** has appointed **Nico Krekeler** as construction and development manager

- UK-based rental company **Peter Douglass Platforms** has purchased two new Multitel truck mounted lifts.



Sharbel Kordahi



Shea Stimac

- Terex AWP/Genie** has appointed **Sharbel Kordahi** as regional sales manager for the Middle East and Southern Africa. And **Shea Stimac** as territory sales manager, Middle East and Southern Africa.

- Singapore based crane company **Tat Hong**, has introduced a new management structure for its operations.

- Hertz Equipment Rental** has reported full year revenues down 33% on its numbers for 2008.

- Italian telehandler manufacturer **Merlo** said that revenues fell 20 percent in 2009 to €315 million with telehandlers now representing between 75 and 80 percent of total volume,

- UK Tool Hire** of Ilkeston, England has joined the **Access Alliance** of independent regional rental companies.

- Zenith** sealed batteries and chargers has appointed **George Jansen** as its sales director for Europe.



George Jansen

- Aerial lift manufacturer **Isoli** has appointed Barcelona based **Transgruas** as its distributor for Spain.

- Ramirent** has reported an improvement in quarterly profitability while revenues for the year dipped 28%.

- JLG** has promoted **Andrew Satterley** to vice president - sales and marketing for the Asia Pacific region.



Andrew Satterley

- Unic Cranes Europe** has appointed **PPK Management & Industrie** service as its distributor for Austria.

- Palfinger** has released its full results for 2009, with revenues down 36 percent and a pre-tax loss of €11.8 million compared to a profit of €63.9 million in 2008. It is now back in profit and predicts a 10% revenue improvement for 2010.

- Manitowoc** has appointed **Ingo Schiller** as senior vice president of sales and marketing for North America and **Bruce Buchan** as senior vice president of sales and marketing for the company's Latin American organisation.



Bruce Buchan

- Ashtead**, owner of **Sunbelt** in the USA and **A Plant** in the UK has reported nine month revenues down 28%.



Ingo Schiller

- Antwerp-based **Euro Rent** has taken delivery of a new **GSR 200** truck mounted lift with Mercedes Blue Efficiency.

- Australian regulators** have published interim safety device requirements for aerial work platforms that include overload systems from 2011.

- Finning International** has issued its 2009 results and says that it may consider selling **Hewden**, its UK rental business.



Alec Ullmer

- UK-based rental company **AFI** has appointed **Alec Ullmer** to a new role responsible for two of Europe's largest sites.

- Manitowoc** has appointed **John Kennedy** as vice president of sales and marketing its crawler crane product line and **Allen Kadow** as director of marketing for Manitowoc in Latin America.



John Kennedy



Allen Kadow

- The **Bronto Arctic challenge** has set off for its trek across Finnish Lapland the participants which include **Jan Denks** and **Ian James** of Bronto are hoping that industry peopled will sponsor them by contributing to the Alzheimer charity, see the story on **Vertikal.Net** for a link to the charity's donation website.



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# Spiders, spiders... everywhere

It is no secret that the aerial work platform industry is going through tough times just now, with most manufacturers of self-propelled units reporting a decline in sales of around 60 to 70 percent. Meanwhile many rental companies have seen a revenue decrease of around 30 percent due to lower utilisation and savage rate cutting. However there are a number of bright spots in the market where both manufacturers and rental companies continue to do well. One of these niches is the rapidly growing market for spider lifts, particularly tracked models.

## Why are they called spider lifts?

Well, the original products in this sector had outriggers that when set up looked like spider's legs. The necessity that bred the invention was the need for a machine with a decent outrigger spread from a chassis that was narrow enough to pass through a single doorway. Today many lifts, particularly the larger ones, still retain this style of outrigger design, while many others have simple 'flop down' straight or bent outrigger legs. However, the spider lift moniker remains a good one to sum up the collection of narrow, self-propelled lifts, largely rubber track-mounted, that use outriggers for stability and levelling.

*Two types of spider outrigger - the original in the foreground shows how the name was coined.*



The spider lift's main benefit is that it is light, narrow and versatile; and can handle some of the worst outside terrain while - at least for the rubber-tracked models - be equally at home indoors on delicate flooring such as marble. If you add to this the fact that many spider lifts can pass through a single doorway, climb stairs and set-up on steep slopes, it's easy to understand their growing attraction.

## Architects and developers take note

The larger model spider lifts are well suited to applications such as the cleaning and maintenance of high ceilings in public buildings such as cathedrals, mosques, museums and hotel or office atriums. At the higher end of the market there is an argument that a large spider lift is a practical and cost-effective alternative to built-in suspended or hydraulic maintenance platforms. The argument goes something like this:

- The building doesn't need to be reinforced or designed to accommodate the rails and tracks that built-in devices require.
- The architectural lines of the building need not be compromised.



C&a spider lifts



*A 42 metre Palazzani climbs the steps to Westminster Cathedral.*

- A spider lift will usually cost significantly less.
- The lift can be used in other parts of the building.

It's easy to see why this can be such a persuasive argument, European Construction Design and Management regulations call for architects to consider safe means of access for any ongoing maintenance or cleaning tasks at the building's design stage. Working with a specialist spider lift manufacturer to specify a machine together with specific drawings of how to place and use it would qualify as meeting those regulations.

## Where the volume potential is

When it comes to smaller spider lifts the potential is entirely different and still largely untapped. There are a myriad of trades that even in the most developed European markets do not yet use powered access, for jobs such as external painting on houses or smaller commercial buildings.

*Spider lifts can replace built-in systems.*





Then there's gutter, soffit and window installation, repair or replacement and, to a lesser extent, TV antennae/satellite dish and security camera installation and maintenance.

These are often short jobs that are frequent and repetitive with ladders, trestles or small scaffolds currently the equipment of choice and normally carried around in the builder's van. If they are to change to powered access, the replacement needs to be equally portable. A trailer lift is certainly one solution as it can either be towed behind the contractor's van or collected from a local tool-hire shop as needed. However, once on site, they can be awkward to manoeuvre due to their length, and all but the smallest are too wide to pass through single doors or gates.

These same builders and contractors invariably own a twin-axle trailer that they tow behind their vans for transporting materials. They are also used to collect a tracked mini excavator when it's needed. The same builders would have used spades and shovels a decade ago but no longer consider this an option. The compact spider lift could well do the same for powered access?

### Better availability is the key

Spider lifts can be towed to the job and once on site easily pass through doors or gates, set up almost anywhere, even on steps or slopes and have enough outreach to span obstacles such as flower beds etc...

However, in order for spider lifts to gain a wider acceptance they need to be more widely available. So far few if any of the major general rental companies have taken the product seriously, even though it meets their criteria for easy transport and compact storage. Price is clearly a factor as more producers enter the market and volumes rise spiders may become more affordable? Rental companies also need to consider how to reach a wider market. Builders that could use a lift every day will not want the cost of short-term rental, but may not be in a position to buy. In these cases contract rental might be an option? The problem with small builders is that they tend to be financially volatile and this may well be an obstacle. If a solution is found this could be the volume market of the future.

### Who's who?

When it comes to spider lift manufacturers, the market leader in terms of unit volume is unquestionably Hinowa. Based near Verona, Italy, Hinowa produces almost three times the volume of most other manufacturers and is the only maker to have built and sold around 1,000 units in a single year. Last year it launched the Lithium powered 14:70 Goldlift battery and is increasingly working with World Lift Industries, which



The Hinowa 14:70 Goldlift.

distributes its products in the USA, India, Denmark and most of Asia.

At the top end of the market, in terms of size and price, Teupen leads, with models up to 50 metres, while Falck Schmidt currently builds the largest spider at 52 metres, but until now has focussed on the atrium market.

An interesting point is the total absence of any major self-propelled lift manufacturer. When and if this will change is an open question with no signs yet of any movement. The following chart covers all the companies that produce spider lifts on a regular basis.

### Through the cloisters and into the nave

Panther Platform Rental was recently called on to find an efficient access solution for Salisbury Cathedral to clean, inspect and maintain its ceilings which are over 20 metres high. The challenge was to find a machine that was compact enough to pass through doorways and the cloisters and yet high enough to reach the ceilings. On top of this the equipment had to be gentle on the floors both in terms of overall weight and ground bearing pressures.

In the past scaffold or custom built towers have been used, but they require work areas to be closed off for days at a time and tend to be expensive. Panther specified an



Small spider lifts are ideal for work on homes and small buildings

And finally at the end of the working day the machine was quickly stowed and parked in a corner, thus not disrupting services.



The Omme 2200 passes through the first door...

And down through the cloisters...



And through another doorway...



And through another doorway.

### The principal Spider lift manufacturers

Company	Up to 15m	15-25m	Over 25m
Airo	No	Yes	No
Bluelift	Yes	yes	No
Cela	No	Yes	Yes
CTE	Yes	Yes	No
Dino Lift	No	Yes	No
Easy Lift	Yes	Yes	No
Falck Schmidt	No	Yes	Yes
Hinowa	Yes	Yes	No
Ihimer	Yes	Yes	No
Jekko	No	Yes	No
Leader	Yes	Yes	No
Leguan	Yes	No	No
Lion Lift	Yes	yes	No
Merlo	Yes	No	No
Multitel Pagliero	No	Yes	No
Nifty	Yes	Yes	No
Oil & Steel	Yes	Yes	No
Omme	No	Yes	Yes
Palazzani	No	Yes	Yes
Platform Basket	Yes	Yes	Yes
Socage	Yes	Yes	No
SUP Elephant	Yes	Yes	No
Teupen	Yes	Yes	Yes





The Leo 13GT is aimed at smaller rental companies and end

# New lightweight spider trailer

Bespoke trailer supplier Hazlewood and Teupen UK distributor Ranger Equipment have developed a new lightweight trailer for the 12.7 metre working height Leo 13GT tracked spiderlift.

Weighing in at 400kg, the trailer combines with the Leo 13GTs relatively low overall weight of 1400kg, plus 70kg for the on-board generator, to provide a combined trailer and lift weight of less than 1,900kg. This comes within the towing capacity of a wider range of vehicles, including small commercial vans and larger domestic cars, which would struggle with the two plus tonnes typically faced in transporting 12 and 13 metre spider lifts. An additional benefit is that by running a gross train weight below 3.5 tonnes with specific vehicles, it negates the need to fit a tachograph.

The trailer's overall dimensions have been kept as compact as possible

both for weight and manoeuvrability, being within the width of a typical large car. The unit is hot dip galvanised after manufacture for prolonged life and has twin axles with maintenance-free independent suspension, automatic reversing brakes and comes with stowable steel loading ramps.

Launched last autumn, the budget priced Leo 13GT is said to combine Teupen build quality with simple-to-use controls aimed at smaller rental companies and end-users. The specification includes non-marking tracks, low ground bearing pressures, narrow 780mm wide chassis, 6.10 metres of outreach with the maximum capacity of 200kg, plus completely automatic levelling operated from the platform control panel.



Combined the trailer and platform weigh less than 1,900kg

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# Higher (50 metres) Access

Two years ago, Cranes & Access profiled a small up and coming Ramsbottom, UK-based access rental company, Higher Access. It now claims to have the largest spider fleet in the UK and has just taken delivery of the first 50 metre Teupen Leo 50GTX in the country. We return for an update.



Paul Hyde

In business, continual evolution is essential. At Higher Access, some things have changed drastically over the past two years, while others have remained the same. The fleet is now 100 percent spider platforms, and with 30 plus units it claims to be the leading specialist spider hirer in the UK. Director Lucy Ashburner however, is still running the day to day rental business, having just recruited a hire desk controller so that she can concentrate on growing the company.

The majority of the platforms above 23 metres are still Teupen and include the Leo 26T, a number of Leo 30Ts, one Leo 36T plus the new 50 metre, alongside the favourite Leo 23GTs. There are also 18 CTE traccess platforms, and 22 and 26 metre Ommes. The truck mounts, scissors and Pop Ups are long gone. "We dabbled in other types of platforms but because of the poor returns and a possible conflict with other companies, and also the dilution of the specialist nature of our brand, we elected to concentrate on what we do best - spiders," said sales manager, Paul Hyde. "We try to stay away from conventional equipment and

cross-hire as we find it difficult to maintain our service level." Expansion has continued with larger premises - taking over similar sized offices, workshops and yard space next door - giving room for more equipment and in the longer-term, a training centre. Director Peter Ashburner has recently qualified as an IPAF instructor and the company firmly believe there is a need for a specialist spider training provider in the UK.

"We discussed the need for another depot in a different location but in the end decided to stick with a single depot. This is particularly advantageous when dealing with transport where the savings of a second depot buy an enormous amount of diesel," says Hyde. "We were in danger of not being able to satisfy demand due to transport cost, availability and delivery capacity. We have recently reviewed delivery charges in the region of a 20 percent reduction for long-haul deliveries; the reward has been a 30 percent uplift in work in the South of England. We have taken on another driver, acquired a 7.5 tonne beavertail and are looking for another 26 tonne beavertail to supplement our current fleet - long

The new Teupen is the only 50GTX in the UK



The Leo 50GTX on its first job - a water tower near Silverstone, Northamptonshire

term this will be a dedicated vehicle, with driver/operator, for the Leo 50GTX.

The company also gained IPAF Rental+ certification last December - the first specialist spider company to do so. "We are building on the management systems already in place, which streamline the business, allowing us to run it profitably, smoothly and efficiently even as it grows over the coming years.

"We run inspHire software which has helped the business enormously, the reports it produces are superb but we could do more with the information. For example, when we buy a new machine we go on gut

differ and offer various features and benefits to suit almost any application."

The company is looking forward to Bauma and the new product releases that are rumoured. "In particular, a machine we understand is in development is a 23 metre CTE - if it's all that has been promised so far we will definitely be investing. We recognise that we have been strong below 30 metres, but to be a truly one stop shop we had to build the fleet above 30 metres, hence our investment in the Leo 36T and Leo 50 GTX. This has stimulated a lot of enquiries for 50 metre work, and surprisingly has also generated enquiries for other machines in the fleet."



One of 18 CTE platforms

"Our philosophy is still the same as two years ago - to supply good quality, well maintained equipment delivered and collected on time," says Hyde. "In support of this we have improved our systems and marketing, including strengthening the company brand with a new online and printed brochure and new website."

instinct, which tends to be right, but it is nice to have the facts and figures so we know that we are making the right decision and are as profitable as possible," says Ashburner.

Higher Access is very clear about the products it buys and what it would like to see in terms of new products. "Our decision to opt for a multi-brand product offering has been proven right," says Hyde. "All the machines

"When we were profiled by Cranes & Access two years ago, we made a number of statements of intent about our future," said Lucy Ashburner. "We are happy to say that we have achieved these objectives and remain focused on maintaining our position as the leading spider specialist in the UK."



  
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# Watch out for Skako Lift

Worldlift Industries has transformed itself over the past six months and is set to introduce a number of class-leading new products - focusing on the largest spider lifts - while looking to expand into the more mainstream big spider lift market. As part of its transformation the company is set to change its name to Skako Lift. **Cranes & Access** visited the company's Odense headquarters and met new managing director Kenneth Loburg and sales and marketing director Brian Falck Schmidt.



## What's in a name?

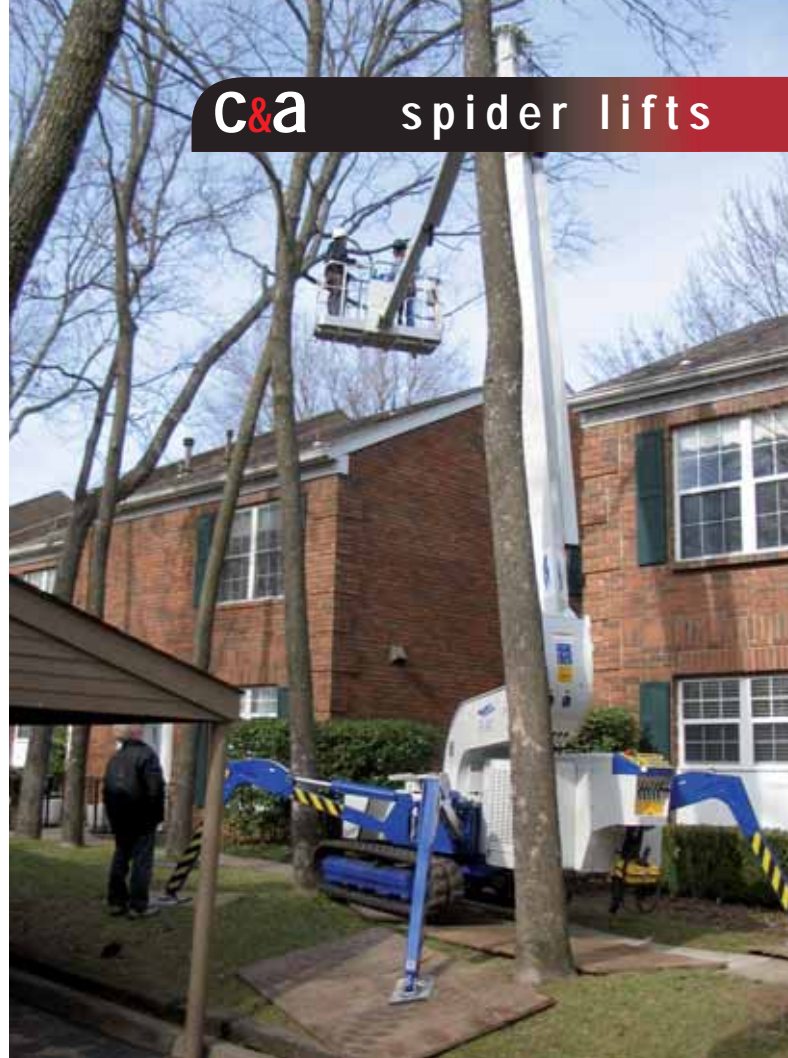
Before you say anything, the Skako name was not dreamt up by the folks in Odense or by a highly paid corporate identity agency. It is the name of its owner Skako Industries, which is signalling its long term intentions in the access business and at the same time rebranding all of its group companies.

**SKAKO**  
LIFT

Worldlift was created in early 2005 when Denka Lift owner VS Holdings acquired fellow Danish manufacturer Falck Schmidt. While they were given a common name, the two companies maintained their separate brand identities, manufacturing facilities and overheads, with little effort to merge the businesses.

In 2006 VS Holding changed its name to Skako Industries, a public company quoted on the Copenhagen stock exchange. The group's main product line was and is concrete production equipment which it builds under the Skako brand in Denmark and the Couvrot brand in France. It also owns Comessa vibration which focuses on the mining industry. The rebranding of these companies will also be announced at Bauma.

Since the mid 1990's the group has considered exiting the access business. It attempted to sell Denka in the late 1990's and then after a number of good years considered it again in 2004 acquiring Falck Schmidt in order to put together a more marketable asset. After growing the two business it looked to sell it again a couple of years ago without success. Since then the



**c&a** spider lifts

company has totally changed its strategy and last year hired Kenneth Loburg as chief executive. A trained engineer, his recent background is general management in the window industry, with sojourns in the USA and Turkey.

Since joining the company last spring, Loburg has transformed the business completely with the aim to slash the company's manufacturing costs while adding substantially to its production capacity and flexibility. And at the same time improving the already enviable build quality. A tall order, but one that looks to have been achieved from a standing start last August.

With the transformation now around 80 percent complete, the company will drop the Worldlift name in favour of Skako, reflecting the change in strategy as the access business becomes a core product for the group.

## A total culture change

Both Denka and Falck Schmidt were vertically integrated manufacturers, building much of the machine themselves, while the new Skako Lift is almost purely an assembler. This allows the company to focus on the core skills of design/engineering, marketing, distribution and product support.



A 29 metre wheeled spider lift destined for an emirs palace in the Gulf



Skako is not the first company to outsource fabrication. Many access manufacturers have done so for years, some locally and some from low cost countries such as China. Skako has however taken an approach rarely seen in the specialised equipment market. It has invested over €9 million in a process which began with the reworking of more than 4,000 component drawings/blueprints. This was particularly critical for the Denka machines which were built on an artisan basis which relied on a number of highly skilled and experienced employees at the company's unusual production facility in Holbaek with knowledge handed from father to son.

As part of this exercise the designs of the company's most popular models, which it will now focus on, were modularised with just eight separate modules for the Falcon range of spider lifts and four modules for the bulk of the Denka lift range.

### Outsourcing search

The company then conducted a massive outsourcing search. The only companies that were approached were those with new plants that worked for major companies and did not have their own product lines. Each company approached was given over 600 questions to respond to within a rigidly fixed time frame. Any company that missed the deadline was automatically dropped from the selection process and only those that achieved satisfactory scores in all five specific areas were then considered. Eventually the company ended up with two subcontractors in China for the main modules, one in India for smaller steel parts and one in the Czech Republic for aluminium components.

### Counterfeit/copy security

No subcontractor builds more than half the modules for a model and no modules that connect with each other, in order to protect the company's core asset - its designs/intellectual property - and prevent local copies. A module typically comprises the fabrication, paint and installation of associated components which might include pumps, valves and hoses, all of which are supplied to the contractor on a free-issue basis. The modules are all small enough to be easily containerised and even air freighted when necessary.

Subcontractor staff working on Skako product lines are all third-party certified, while external auditors have around the clock access for unannounced inspections. Skako now treats quality control on a strictly black or white basis, something that is harder to strictly adhere to when modules are built internally - only perfect modules are accepted and signed off. A number of Skako's own technical staff from its Danish HQ are also on site at all times, at least during the ramp up period. The whole approach has greatly simplified the final production process and made it much easier to add additional assembly plants in the future. Loburg sees the possibility of adding plants in the USA which currently represents 25 to 30 percent of the company's revenues and China/Far East as sales continue to grow in those regions.



The boom arrives in Odense fully assembled

### Added expertise

"One of the benefits we did not anticipate was the expertise that some of these subcontractors bring to the table" says Loburg. "As well as working for us they work for global blue chip companies such as Toyota and are continually investing in new equipment. One of them has the ability to throw 130 highly trained production engineers at a problem over a weekend if necessary. There is no way we could bring that sort of power to bear on our own."

The benefit has been to cut the time a unit spends in production at the Odense plant by 90 percent - the Holbaek plant was closed last year with all operations transferring to the Falck Schmidt plant in Odense. Lead times have also been improved with eight weeks now being typical even though all products are only built to order. Constant contact with subcontractors means that this can be maintained even during periods of high demand.



Three modules link together to create a large Falcon chassis



Part of the Denka lift assembly line in Odense

### An articulated Falcon - the world's largest Z-Boom?

Six months on from the start of the subcontract programme the company feels confident enough with its reduced production costs and increased capacity to start looking at new products in areas where it would have struggled to compete in the past. The first such unit will be a FS320Z - a 32 metre articulated spider lift - which the company claims is the world's largest Z-boomed spider lift. It features a chunky two arm over-centre riser, four section telescopic boom and 110 degree articulating jib. The result is a machine that weighs around 5,000kg and an outreach of 16 metres - possibly 18 metres thanks to its progressive overload cut out - at an up and over height of 11 metres.



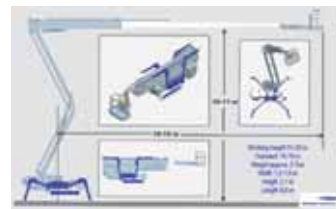
Brian Falck Schmidt.

Falck Schmidt/Denka normal standards, this unit will be priced very aggressively and will be competitive with offerings from other well known manufacturers," says Brian Falck Schmidt.

### World's largest spider lift

The second new product is, at the time of going to press, the world's largest production spider lift, the Falcon FS520C. The largest spider lift ever built is a 55 metre Falck Schmidt built in 1995 for the Petronas Towers in Kuala Lumpur. In the 15 years since, it has had one repair call-out and clocked up more than 4,000 hours. The unit was recently given a refurbishment and is back at work.

The new FS520 will be based on the same design concept as the company's 42 metre Falcon model but with an eight section boom with slightly more overlap between sections. It includes the 42's dual track trunion-mounted undercarriage system and tri-power pack - AC Electric, DC battery and diesel.



FS320Z

Overall width is less than 1.2 metres with tracks extending to 1.5 metres for normal travel. Three platform options will be available with 200kg capacity, while maximum outreach will depend on the load in the basket - greater reach is possible for a single relatively slim person than for two hefty men and their tools.

"While the quality levels will be to





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## spider lifts

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The overall dimensions will be only marginally larger to accommodate the extra height and reach. As with other models in the range it will be designed to handle soft and uneven ground as well as delicate indoor floors such as fine marble. It will handle steep slopes making it ideal for high reach utility work such as pylon/transmission line refurbishment, the gradeability and unusual track design also allow the Falcons to climb steep steps or stairs to reach otherwise inaccessible areas.

### Lead customer

The lead customer for the 52 metre lift is Height for Hire/Easy UpLifts, the Irish-based international rental company which runs one of the largest big spider fleets in Europe, including five 42 metre Falcons. The company likes to be able to provide its customers with machines that are not widely available elsewhere and to solve challenging access problems. It also has a thriving re-rent business for its larger and more specialised models.

### Spiders rather than built in access systems

A large number of the Falcon spider lifts are sold for work in large

atriums such as opera houses, large hotels and the like. The company says that while the big Falcons are not cheap, they cost considerably less than built-in access systems on large structures and do not detract from the architecture, while having the ability to work in other areas of the building.

### Putting its money where its mouth is

As part of the company's new strategy it has doubled its warranty programme to two years and is promoting fixed price service contracts, both in Denmark and overseas. It is also confident enough to guarantee product satisfaction. The company says that it has taken this approach on a number of occasions where first time rental buyers have been concerned the machine or concept might not



FS52



Easy-UpLifts/Height for Hire is the lead customer for the new 52 metre lift

work with its customers. It has rarely if ever needed to take a machine back under such a guarantee. While Skako may be an

unusual name it is certainly enthusing the world's original spider lift manufacturer with a new found energy and optimism. Watch out for Skako.

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# Popular but still unknown

Given the growing numbers of spider and small tracked cranes in Europe, and particularly the UK, you would have thought that most potential users would be aware of them and their benefits. However, many in the sector compare its development with the powered access market of 20 years ago, very much in its infancy.

The spider crane market worldwide is dominated by two Japanese manufacturers - Maeda and Unic - and although others such as Italian company Jekko are working hard to win a slice, the main two still dominate.

Perhaps mini crane development will mirror mini excavators? Throughout the 1980s, Kubota was the dominant player (with more than 70 percent of the market for many years) before every manufacturer and his dog decided to build a mini and prices tumbled as unit sales increased dramatically. Mini cranes will never be as popular as mini excavators of course, but there is a similar driving force behind their increasing numbers - manual handling. The growth of the mini excavator was based on increased speed and reduced costs. One small machine could easily replace a gang of men with spades, providing huge time and cost savings.

The Manual Handling regulations - coupled with employers' liability and the UK's tick-box mentality - are starting to force companies into looking at mechanised lifting solutions in the same way that the Working At Height Regulations are driving the smaller, push around lifts and access platforms.

Everyone knows that to lift a 10 tonne load there is no option but to hire in a sizeable mobile crane. Perhaps this is why mobile crane rental companies tend to 'sit back' and wait for the phone to ring -

there is no alternative and it is all about being the first choice over others. But what about smaller lifts such as glazing, installing escalators or erecting steelwork inside a building? Manual handling and the use of a traditional 'block and tackle' used to the norm, but are becoming more frowned upon as safety and efficiency move to the fore. However many contractors still employ the time consuming and risky manual method or use a large crane from a distance. Why? Probably because they are still unaware or wary of the alternatives, the mini - spider, tracked or pick and carry - crane.

Mini cranes have only just scratched the surface outside of Japan and there is still huge potential as more and more realise the benefits that can be had in terms of speed, safety and cost. And because of this, rental companies still have to spend time and effort to sell the concept to convince a customer and get the hire. The better access companies have been selling on this basis since the start and will continue to do so for many more years to come. The crane guys don't - everyone knows you need a crane to lift a heavy load that is not on a pallet.

The choice of equipment available to lift small or light loads is growing all the time. The major spider crane manufacturers offer machines with overall widths of just 600mm, that are capable of lifting a tonne or more with a boom length of 5.5 metres and more. At the other end

C&a spider cranes



of the scale a six tonne model on a 1.8 metre wide crane can boast more than 19 metres of boom. Their compact dimensions and gradeability means that they are often able to gain access to the tightest areas upstairs or down to carry out the lift, reducing disruption, congestion and the costs and road closures associated with larger AT cranes. Mini crawler cranes offer a useful pick & carry option and although not as compact as the spiders when travelling, their lack of stabilisers results in a much smaller working footprint.

The growing awareness of small cranes has also given a boost to the smaller pick and carry crane which is certainly enjoying a revival, particularly in the two tonne capacity sector.

The other major benefit of the mini crane to a rental company is that the returns remain good - especially when compared to run of the mill access equipment. Whether this continues depends on the business sense and attitude of the increasing number of suppliers in the market. The mini excavator model is not one to follow. Thankfully mini cranes tend to work inside or in places where they cannot be seen from the road so the worst type of salesmanship... the stop off and 'I can do it cheaper syndrome' is less prevalent. Add to this the incredible cost savings that a contractor can achieve over conventional cranes and it is still a win win situation.



# Testing, testing...

For almost 30 years, JT Crane Services has kept a low profile carrying out crane testing and repair service largely working for major hirers and manufacturers. Since starting its spider crane hire fleet in 2006, it has changed its ways but has continued to make use of its specialist lifting experience and knowledge.

John Taylor started the family company in 1981 working as a subcontractor to major manufacturers such as Demag, Liebherr and Grove. He and his wife Penny ran the business with son Russell joining in 1987 straight from school and daughter Julie in 2001. Penny passed away in 2003 and John is still active in the major repair business, while Russell gradually took over the running of the company as he gained more and more crane experience from his father. The company is based in sizeable premises on the outskirts of Great Grandsden in Bedfordshire.

"A major part of the business is still testing mobile cranes, carrying out F96 four yearly and proof testing after major repairs etc," says Russell. "We have 650 tonnes of calibrated weights and the only 650 tonne test cradle in the UK, allowing us to test pretty much anything even 1,000 tonners. We have contracts with the major hirers and still do a small amount for manufacturers."

The subcontract work decreased significantly when its major client, Demag, was acquired by Terex in

2002 and stopped using independents. While this caused some difficulties one benefit was that it could work directly for end customers without the 'manufacturer's mark-up'.

"It is funny - we have always been involved with large All Terrain and crawler cranes - yet with the spiders we are at the opposite end of the size spectrum. I saw their potential in 2005 when we were looking for an income stream that wasn't so 'hands on' and with the introduction of the manual handling regulations the lifting market was set to change."

"Russell knows cranes inside out and has an eye for innovative ideas and equipment," adds Julie. "We looked into taking on the agency for an Italian crane but with more research decided the best machines were Meada and Unic."

The first cranes, purchased in 2006, were two Unic 295s and the fleet now includes 295s, 376s, four 506 and a 706.

"I will not have the 094 (or the Maeda 074) in the fleet, because I think all cranes - even those with less than one tonne capacity - should be fitted with an SLI,



Julie and Russell Taylor

This Unic 706 was able to track along the footpath to access the lock gates.



particularly if it is for hire," says Russell. "In my opinion, there is nothing to compete with the Unic 295 at the moment - the Maeda 285 is good but being 150mm wider, access is just a little more difficult. The Unic 376 and Maeda 305 are similar; the Unic 506 competes with the Maeda 405 which is a better, stronger machine. We bought the 506s because the Maeda wasn't available at the time but it will be a Maeda 405 next time."

"Our speciality is on the lifting side," says Julie. "We therefore haven't got into glass handling, but concentrate on solving difficult lifts. One job at the Addenbrooke Hospital, Cambridge required a machine in an enclosed courtyard. The contractor was going to block the main road and use a fully rigged 500 tonne mobile crane to lift a couple of tonnes over the building," says Russell. "I went to see the job and managed to get a 506 and 706 through a tunnel and then used the 706 to lift the 506 onto a lower roof which then serviced the project without any disruption as well as saving a lot of money."

"In the early days competition for jobs and rates was limited, with more mini cranes available the rates are now coming under pressure. Many new rental companies have little crane or lifting expertise and can only use rates to win business," said Russell. "The 706 is a very popular, it cost us around £80,000 when we bought it but now with

the exchange rate, a new one is 50 percent more, yet the rates are probably 25 percent lower! The business has been hit by the recession, although the crane repair and testing business is still good."

"All our spiders go out with a set of outrigger mats and tested crane specific chains," says Russell. "We also see the importance of environmental issues and have designed and developed a catalytic converter that is a straight swap for the standard exhaust. All of our Unics have the cat and a baffle to reduce the noise and over the next few months, it will be offered to other Unic users. With the cat and particulate filter you can run the machine in an enclosed space."



Two mini cranes at Addenbrooke Hospital

Most of our cranes have the AC option but the cat satisfies the paperwork required to get cranes on site - main contractors like to know it is 'green'."

"We are currently looking to develop new premises and streamline the business, but will continue to grow steadily by specialising in difficult jobs that need lifting experience and knowledge."





# The one and only...

There is nothing more frustrating than needing a machine for a specific task but finding out that one doesn't exist. Mark Stevens managing director of Devon-based agricultural and plant hire services company Cropmech was in that position - but is now a happy man. Mark Darwin visited the company to take a look at its new addition - the Giraf Track - in action.

The requirements were simple - a machine that can travel over bad terrain, has a platform that can lift several men and tools but can also lift objects weighing several tonnes. But does such a machine exist? Now it does with the introduction of the Giraf Track crawler mounted boom lift - a combination of a Caterpillar excavator undercarriage and a Merlo telehandler boom.

"I regularly scanned the internet looking for a machine that satisfied our needs, several met two of the three requirements but there was absolutely nothing that exactly fitted the bill," says Stevens.

Stevens founded Cropmech as a general agricultural contractor, mainly drilling and spraying, in 1987. This work led to an opportunity to take on a share farm and he now runs a 1,300 acre farm which is also the base for his expanding contracting and plant hire business.

With several Merlo telehandlers in its hire fleet, Cropmech started working for Western Power carrying out work on the larger power line



poles located in areas inaccessible to its own equipment - across a few fields, in woods or on the side of a hill.

"I saw an opportunity for quite a bit of work with Western Power but a telehandler cannot be used legally with a man-basket unless it has controls in the basket, so we purchased a Merlo fold-out, rotating man-basket and it was an immediate success. The fact that we can wrap the basket around the back of the pole makes access and repair quicker and easier. The Merlo and basket is a great bit of kit and we now have four baskets and four 16 and 17 metre Merlo telehandlers which are generally busy."



*Cropmech used the Giraf Track to erect the roof of this building at one its yards*



**C&a spider cranes**

With a four tonne lift, the telehandlers are used as both crane and platform on the same job. Initially the two tonne 'H' poles are assembled on the ground before being lifted using a short jib attachment and carried to their final location. Once the structure is fixed, a platform replaces the jib and the installation is finished with the re-fitting of the cables.

When Cropmech is called out to replace a pole it is often an emergency situation and has to be done as quickly as possible. Not getting to the pole because of the terrain or weather is not an option. However when the ground is very soft or terrain very difficult the 12 tonne telehandlers struggle to reach some poles. They also make a lot of mess cutting up the site or they have to be dragged or winched in and out.

"If the ground conditions are good and not too steep, the telehandler is used but the poor weather and inaccessible poles can be a problem," says Stevens. "There have been times when Western Power had to rent a temporary tracked road (around £14k) to provide access across two fields yet we were only on the job a few hours."

"The logical step was to put tracks on a telehandler but I was unable to find anything suitable on the market. I then spotted an article (in C&A) about a prototype machine built in Belgium - the Giraf Track - by TDL (Testcentrum De Lille) so I rang them, to be told that it was just starting to build a unit. We needed the unit with rubber pads, a cab and a blade which is used to level up the machine on steep ground, so a few modifications were needed to their original design."

The Giraf Track can work on slopes of up to 10 degrees, (while a telehandler is usually limited to five degrees) and then is able to level a further 14 degrees using the blade. It can lift 3.8 tonnes and its 18 tonne weight makes it a very stable machine and can easily handle lifting the larger H poles and even the 3.5 tonne concrete panels used in agricultural buildings."

Cropmech has an 800kg capacity and a 300kg capacity basket as well as a basket on a short parallel arm jib that gives it up to 20 metres reach which is useful for pylon work. Other attachments which are all interchangeable with the Merlo telehandlers include pallet forks, bucket, a long truss jib, a short standard jib with swivel hook for heavier loads and a winch.

The cab, made specifically for this machine, is fitted with a heater that is independent of the engine, keeping the operator warm on jobs which can last though the night.







The remote control locks into a cradle to drive the machine

Cropmech also wanted full remote control to operate the machine from the basket, the same control unit locks into a cradle in the cab to provide the all the lower controls. An electric auxiliary power unit provides emergency power.

Cropmech took delivery of the machine last December, but unfortunately the designated and trained operator was taken ill and will be unable to work for at least six months, so the company has had to employ another operator who is now fully trained. "Initially classifying the machine was a bit of a problem from a training point of view," said Stevens. "However as it has a cab it has been accepted as a Roto telehandler with tracks."

"The general feedback is fantastic,"

he said, "from a recent one day demonstration/hire we obtained a three week contract. It is all very positive. Rates are £500 a day, £2,500 per week. There is the possibility of an eight month contract for the machine and if this materialises, we will buy another immediately."

The unit is currently working throughout the South West up to Bristol, although Western Power has work for it in Wales and there are enquires from as far away as Oxfordshire.

"Overall I am very happy with the quality and performance of the machine. The only slightly disappointing feature is its forward speed which should have been 4.5kph but this was less than 2kph when delivered. Although it has been improved to 2.6kph it still could do with being a bit quicker," he says. "Because of the narrow roads in Cornwall and Devon we often have to unload the machine a fair distance from the work site so travel speed is important."

"If there are any other additions to the range, I would like something a bit lighter that we could transport on a rigid lorry rather than needing an artic. A longer boomed machine would also be useful but TDL has said that the unit would have to be totally redesigned so we may have to wait a while before this is launched."



The Giraf Track has a maximum working height of 20 metres



Giraf Track with 7 metre to 13 metre 'giga-basket' being used for horizontal panel installation.

## Some additional attachments

### Giga basket

Four basket options are currently available including the seven metre long extending to 13 metre 'giga' basket - developed to improve the safety, speed and efficiency of erecting fast-track industrial buildings in Europe. This is more than double the length of Merlo's longest basket and made possible by the stability of the Giraf Track carrier. Despite its length, the basket weighs 1,100kg, giving 500kg capacity for carrying sheet materials, plus 250kg 'mobile' load for personnel and tools.

The platform can be rotated a full 180 degrees, reducing the machine width to just under three metres, allowing it for example, to be driven down the typical four metre corridor width between container stacks in dockyards.



A switch to the 4.5 metre basket to install sandwich insulation prior to installing exterior vertical panels with the help of a 500kg winch.

### Extending 4.5m basket with winch

Developed to complement the 13 metre basket for lightweight panel building applications, the 2.3 metre extending to 4.5 metre basket (a 2.5 metre fixed option also available) has a 500kg capacity, removable overhead winch as well as providing 300kg payload for equipment and personnel.

The payload and extended length provide good capacity for carrying bulky but relatively light loads (such as insulation), while the winch can be used to hoist items such as external vertical cladding panels into position.

## Other attachments

A fixed 200kg capacity, 2.5 metre long platform fitted with a 550kg capacity Palfinger loader crane, is aimed at glass and heavy panel installation. The unit is also useful for earth anchoring applications on railways and motorways.

The Giraf Track also gets more out of the Merlo 9 and 11 metre Space boom work platform attachment. Conventional telehandlers need to have their outriggers deployed to provide the required stability. In contrast, the Giraf Track can operate stabiliser-free saving the time of repeatedly resetting outriggers for each new work position.



Glass panes and other heavy materials can be lifted by the 550kg telescopic overhead Palfinger lorry crane on this 2.5 metre long Giraf Track basket.



Attaching to short standard jib.



The Giraf Track can lift up to 3.8 tonnes.



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# London A-Z

Coppard Plant Hire has an unusual and diverse range of equipment from Access to Zero tail swing excavators with everything in between. The recent expansion of its crane and glass lifting division created one of largest spider crane fleets in the country and has put the company firmly on the 'crane' map. Mark Darwin spoke to Joby Coppard and John Wilding about cranes, access and training.

Very few rental companies have a product portfolio as diverse as Coppard Plant Hire. Formed 35 years ago by David Coppard (who still runs the business) the company has grown from the original Landrover, compressor and small tools 'one man band' based in Crowborough, East Sussex (now head office) into a multi-million company with some 6,000 items of equipment along with 49 staff in three main divisions - concrete, civil engineering and plant hire.

David's son, Joby, is plant manager. "The two main divisions - civil engineering and plant hire - each account for about 40 percent of our turnover with the concrete division - started six years ago - making up the rest," says Coppard. "Acquisitions over recent years

included an aggregate and haulage company Jules Sands in 1995 (the premises also housing Coppard's Godstone depot) and more recently the small tool company Ree-Even in Brighton. Coverage for the civil engineering and concrete divisions is primarily in the South East, but for the mini cranes and glass lifters we cover the whole country."

It was about six years ago that the Coppards, looking to expand the company, bought its first mini crane - a Unic 295. The good returns (Coppard does not measure utilisation - just the return on each item of equipment) obtained resulted in further purchases with a large expansion in the last three and a half years. Current mini crane numbers include more than 20 Unics (from the 094 through to the 095, 376, 506



and the largest spider crane, the six tonne 706) a couple of Maedas (MC104 and MC285) and three Valla 20E pick and carry cranes.

### Specialist lifting machines

Coppard also runs several specialist 'lifting machines' that it had built including two Marooka tracked dumper-based 'cranes' - one a Marooka MST 1000 fitted with a Hiab 071 loader crane capable of lifting 7.5 tonnes at a metre, the other a larger MST2200 fitted with an Amco VR30 telescopic boom which has a maximum lift capacity of 31 tonnes. It also has two crawler-based, 10 metre working height platforms.

Only last month Coppard entered into a tie-up with Valla distributor Peter Hird - which has the largest Valla rental fleet in the UK - to rent its cranes in the South East. As well as its own 20E cranes, it now has a 'floating stock' of six 20E machines in its yard from Hird for use in the region.

"The main problem with renting this type of crane at a distance is the transport costs," says Alan Hemmings, managing director of Peter Hird. "By forming this reciprocal arrangement we can offer cost effective rentals throughout the South East through Coppard. So if a customer rings Hird for a machine in the London area, Coppard will deliver to site as a subcontractor for Hird and vice versa, it makes the whole process much more efficient."

"We are looking at this type of arrangement with other companies around the UK," adds Hemmings. "It is far more difficult to purchase equipment at the moment, so this will make the hire of Valla cranes

more cost effective and hopefully more appealing."

Peter Hird, the Valla distributor for the UK, only entered the hire market after ordering 12 cranes for a company working on the Canary Wharf project in London which began in the late 1980's. With the company (HSS) only taking one machine and the rest already in the UK, Hird was 'forced' into entering



Coppard's 10 metre platform on a Hitachi tracked chassis



Lifting in a spider platform at the Westfield Shopping Centre, Shepherds Bush

the hire market. Now its fleet includes pick and carry cranes up to 25 tonnes as well as a fleet of six Jekko mini cranes.

"We purchased two Valla 20E cranes from Peter Hird at the end of last year following a request from an existing customer for a specific contract and the relationship grew from there. This arrangement has already produced three hires and we see it as a benefit to both companies."



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"There are a lot of companies that hire spider cranes, a few that hire glass lifters and many more with access platforms but few companies do it all. The diverse range of equipment we have makes us a true 'one stop shop' for all access and lifting needs. So if you

and then a 19 metre Hinowa. The general access fleet now numbers 45 units and includes several 13 metre CTE spiders and a 23 metre Teupen along with a number of Niftylift Height Rider booms and some scissors.



Just a few of Coppard's lifting equipment at its Godstone depot

are an architectural/structural glazier for example, nine times out of ten you will need a scissor lift, boomlift, mini crane and glass lifter - the whole package can be done through us - either under CPA or contract lift conditions - and because we run our own transport we can put the platform, crane and glass lifter all on one truck, which means reduced transport costs, one purchase order and one invoice, saving on back office costs as well. We also run forklifts and telehandlers from the Manitou Bugiscope up to the 17 metre MT1740."

Coppard does not own mobile or larger crawler cranes but it does have a tie up with a local company - Preston Crane Hire - for All Terrains up to 50 tonnes. It also has a 32 metre Comedil self erecting tower crane. On the access side it has offered spider lifts for almost 10 years starting with an Octopussy

"Our aim is to satisfy customer needs and stop them going elsewhere," says Coppard. "If you do it all, they stay with you. Our current customer-base totals about 6,000 from the multi-national to the one-man-band down the road."



Joby Coppard

Glass handling equipment grew out of the spider crane expansion and ranges from the vacuum '4 in line' and the MRT range up to 600kg units, a 250kg capacity Geko glass and window handling robot, Genie Superlift SLK25 and a Glasboy GK500 lifter.

"The mini cranes are finding new markets and uses on site every day, for example the cranes are much quicker, more efficient and safer than struggling with block and tackle to erect low level steelwork," says Coppard.

"We have always tried to be totally self-sufficient and we own all our

Working at Kings Cross for Balfour Beatty



equipment and depots. We are a buying company rather than a cross hirer and we do have the cash to buy whatever is needed."

The Group spent around £1.5 million on new equipment last year and has no specific renewal policy but most general equipment is replaced after four or five years. Specialist equipment such as the mini cranes should last a little longer.

"The oldest mini is now about 5 years old and will go on a few more years but we are looking at like for like replacements," says Coppard. "We have decided to buy Unic cranes which is a combination of customer demand and familiarity - our engineers have worked on them for several

years. Although we do have a very varied fleet, it makes life easier with one brand of equipment. In the pick and carry market we have chosen Valla and customers want the machines with the Tirfor Minifor TR50 winches which we wire into the SLI system."

### Rental rates?

"Surprisingly the hire rates for spider cranes and glasslifters are good and have held up as have the rates for the Genie Superlift and Glasboy," says Coppard. "We have our hire rates and a set strategy on what we want to achieve. Whilst we would not have achieved the level of success without being competitive, we are not giving our cranes away - far from it."

Vacuum lifters working at the Cross Harbour Project in the Isle of Dogs





Coppard Plant Hire's desire to be self sufficient in all that it does has led to another recent development - training.

"When putting our operators through the A66 training we met trainer Ian Morphew who also has a contract lifting and training business IM Contract Lifting and Training Solutions. One thing led to another and Ian came onboard doing all our method statements and managing our contract lifts. One of the contracts he looked after was the tricky King Cross job for Balfour Beatty and the relationship blossomed from there to the point that a new training company has been formed by Ian and his wife Michaela - MI Construction Training - that is based at our Godstone depot with access to all the

equipment in the yard."

MI recently achieved its CPCS accreditation and is just waiting for the final red tape to be completed before it is fully up and running offering a wide variety of courses including A66 A to D as well as training on other cranes including mobiles, tower and self erectors. The company works very closely with Coppard providing all its in-house training as well as offering training to those hiring the equipment.

"These latest developments - the mini cranes, tie up with Valla and the association with IM Lifting and Training - all help us expand the scope of the company," said Coppard. "By keeping more in-house and within our control, we can provide a better, more cost-effective service to customers."



Micaela Morphew



Alan Hemmings (L) with John Wilding



## Houston - we don't have a problem

A Maeda MC405-C spider crane has been getting into tight spots on top of the 30 storey Discovery tower office construction project in Houston, Texas, erecting a three storey, steel turbine structure. Inman Texas Co supplied the crane to specialist ornamental metalwork contractor Milestone Metals to erect the steel structure which will house turbines providing electricity for the building. The 81,000 square metre office building should be ready for occupancy in the second quarter of 2010.

The crane was lifted on to the roof by a tower crane and then tracked into position. Duties included lifting beams and other materials while erecting structures on the roof. The Maeda was able to erect the steel frame without using the tower crane which saves both idle time and man hours to complete this part of the project.

"Using the Maeda means we were able to have more crews installing

steel," said Bob Macey, vice president of Milestone Metals.

"We have one crew using a tower crane while the Maeda can do the infill pieces, which speeds up productivity."

With a maximum capacity of 3.83 tonnes, the MC405-C has lifted most of the smaller, one to 1.5 tonne, loads, while the tower crane takes care of the heavier lifts. The spider crane has a maximum lift height of 16.8 metres and 360 degree slew.

"It's been real easy for us to move the crane around the rooftop," says Macey. "You get into places that you can't with the larger crane and the operator is in direct view and contact with the riggers and steel workers which also adds to the overall safety. The crane has two travel speeds and an electric motor option so it also can be used for indoor applications."

As with all Maeda cranes the MC405 is ASME B30.5 compliant, as required by OSHA, and has EPA compliant engine.



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# The unmissables...

C&a

Bauma 2010

Bauma is huge and Bauma 2010 - the 29th - looks set to be the biggest yet with more than half a million square metres of exhibition space. While other shows have felt the economic pinch, Bauma has ploughed on at full speed, with many potential exhibitors obliged to join a long waiting list before joining the 3,000 plus exhibitors, due to the show being sold out well in advance.

Visitors interested in 'lifting' equipment will find the vast majority of relevant exhibitors located in the vast outside area. Even for experienced show visitor, Bauma takes a lot of planning to ensure that you get the most out of your visit. It is very easy to walk miles and still miss exhibits you needed to see.

Even focussing exclusively on the Crane, Access and telehandler exhibits, there are still well over 1,000 pieces of equipment to look at! So what do you do if you have a limited time at the event - and given the hotel costs this is a distinct possibility for many? You can start with the guided tours in the Vertical Guide to Bauma which will be published on-line at least a week before the show, with more than 12,000 hard copies distributed at the fair itself. Each equipment sector includes a full listing and easy to follow, logical tours with the highlights and 'what to look for' clearly outlined.

In the meantime, however, the following pages contain our main preview and includes both a full listing along with the 50 exhibits not to miss - mostly new products of course. If you are visiting the show, please come and visit our stand at the entrance to the outside area and pick up your guide.



## C&A's 50 exhibits not to miss

### Access Equipment

#### 1. Bronto Skylift S112 HLA

Bronto's record breaking 112 metre working height S112 HLA truck mounted platform not only adds a further eight metres to anything on the market but also offers 25 metres outreach at 90 metres height. The lift is mounted onto a Mercedes 76.60 12x8x10 commercial truck chassis with a 19 metre overall length and overall height of less than four metres. Unfortunately no pictures are available so this is definitely one to see at the show.

#### 2. Merlo MPR 15 and 18


Merlo never disappoints at show time, consistently unveiling innovative and unusual products. Bauma 2010 is no different with the launch of the MPR 15 and 18 All Terrain lifts that combine Roto telehandler running gear with a telehandler boom and a four by two metre scissor lift sized deck. The result is a 40 kph road-going 4x4x4, big deck boom lift, with



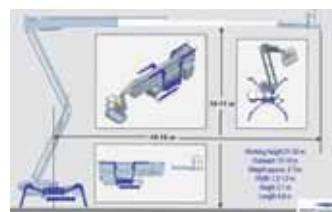
1,000kg platform capacity and 180 degrees of end mounted platform rotation in each direction, providing over 2.5 metres of clear lateral outreach from the edge of the 2.2 metre wide chassis. The lift is fully self propelled from the platform in any configuration and can level by nine degrees side to side and five degrees end to end.

Other Merlo access introductions include at least two Cingo articulated telescopic spider lifts, a nine and a 12 to 14 metre model.

#### 3. Worldlift/Skako Lift - FS320Z

Danish-based Worldlift  Industries will unveil its new identity - Skako Lift - at the show along with an all new 32 metre articulated boom tracked spider lift, with up to 16 metres outreach and an overall weight of less than five tonnes. The new unit will feature a chunky dual over-centre riser mechanism, four section telescopic boom and articulating jib. At just 6.8 metres overall length and 1.2 metre retracted width it is highly compact. The company also says that it will be priced very attractively.

Skako Lift will also be talking about its new 52 metre Falcon spider lift, the first unit of which will ship to Irish-based rental company Easi-Uplifts in August.



#### 4. Hinowa Goldlift 14.70 Battery

Possibly one of the most important new product developments is the Hinowa battery-powered Goldlift 14.70 tracked spider lift with 2,000 Watt, 48 Volt AC motor and Lithium Ion battery pack.

With three times the storage of regular batteries, around five years battery life and little to no maintenance it is a real alternative to diesel power and much cheaper and cleaner to run.



#### 5. Jekko SPL17



The 17 metre Jekko SPL17 spider lift

Italian-based crane manufacturer Jekko will launch its first platform - the 17 metre, SPL17 spider lift. With seven metres of outreach an overall width of just 780mm and overall height of 1,980mm it is highly compact. Optional extendable tracks provide higher ground clearance and better stability on rough terrain.

Also look out for the SPX527 - a new version of its SPD500 mini crane - which features a longer boom and increased capacities.



**6. Omme 3700RBDJ spider**

Omme's new 37 metre 3700RBDJ telescopic boom spider lift features a seven section boom plus 130 degree articulated jib and full 180 degrees of platform rotation. Outreach is 14 metres with 250kg maximum lift capacity.

The unit includes a bi-energy power pack with Kubota diesel and dual motor battery powered electric system for indoor use. The lift is just 1.1 metres wide, hydraulically extending to 1.5 metres for normal travel and will climb slopes of up to 35 percent and set up on slopes of up to 40 percent.

Overall height is 1.98 metres with a length of 7.78 metres with the basket in situ, 7.23 metres when removed total weight is 5.2 tonnes.

**7. CTE Traccess - 23m**

CTE is expected to show a new spider lift - possibly 23 metres. If it delivers this machine with the specification that has been hinted it will have a winner - a working height of 23 metres, overall dimensions of under a metre wide, two metres high and less than six metres long a total weight of less than three tonnes and with a very competitive price.

**8. Time/Versalift Semi and All electric truck mounts**

Time Manufacturing has three environmental electric products including the all-electric 13 metre Versalift ET36LF mounted on a Smiths Transit-based Edison chassis ideal for inner cities and particularly suitable for the stop/start cycles of street lighting contracts. However it is the semi-electric concept that uses the chassis' engine for road travel and the battery pack for platform operation that may prove more popular. Also look out for a new Land Rover-based lift and two new 16 metre models.

**9. Multitel Pagliero J375 TA**

Italian truck mounted lift manufacturer Multitel Pagliero, should have its new 75 metre - Multitel J375 TA - on its stand. The new platform is mounted on a five axle Volvo FM460 (10x4) chassis, and a platform capacity of 600kg at up to 28 metres of outreach. Maximum outreach is 34.5 metres with 200kg in the basket. A lighter truck (48 tonnes) is available with a slightly wider outrigger spread and reduced lift capacity.

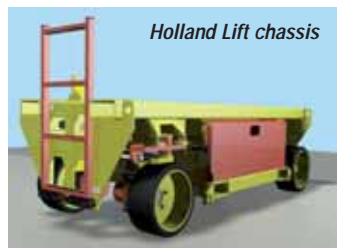
Multitel also plans to expand its range of spider lifts at Bauma, showing a 22 metre machine - the SMX 220 - which uses the boom structure from the MX225 truck mount.

**10. Holland Lift Eco Star range**

Holland Lift will launch its all new more economically priced Eco Star range of compact, battery powered scissor lifts. The four model range offers two platform heights - 26ft/7.8m or 32ft/9.7m and two chassis widths of 1,000 or 1,400mm.

Lift capacity is 450kg on the lower models and 325kg on the higher. The two wider units are also rated for both indoor and outdoor use and the 900mm roll out deck offers the same lift capacity as the main platform.

The company may also display an upgraded version of the Holland Lift B-195DL25 with lift capacity increased from 750kg to 1,000kg.

*Holland Lift chassis***11. Dino 215XTC**

Finnish-based Dinolift will launch its third spider lift, the 21 metre 215XTC which joins the 16 and 18 metre models launched last year and uses the lift mechanism from its well proven 210XT trailer lift. At the same time it will launch new radio remote controls for all three of the new XTC machines.

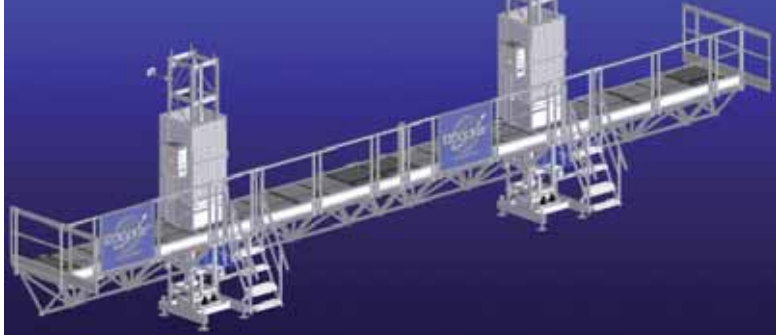
Also check out Dino's new 265RXT wheeled self propelled boom lift, its largest to date.

*Dino spider lift***12. Imer Lem 2200 spider lift**

Imer is launching the 22.7 metre Imer Lem 2200 with 10.3 metres of outreach 200kg platform capacity and variable outrigger base. A choice of engines is available including a 13hp Honda iGX440 petrol engine or a 16hp Kubota Z602E diesel.

*The 37 metre Omme 3700 RBDJ*

*Böcker is entering the mastclimber market with the launch of the Maxilift MC650*

**13. Socage/ Cumberland Land Rover 4x4**

An interesting partnership, Socage and its new UK dealer, Cumberland Industries are jointly developing several 4x4 platforms. The first is a new Land Rover-based platform with specially designed Socage boom.

**14. Böcker MC650 mast climbers**

German-based hoist, crane and lift manufacturer, Böcker is entering the mast climber market with the launch of its Maxilift MC650. The range is based on existing rack and pinion components from the Giant-Lift and Superlift LX hoists, combined with purpose built bases, platforms and controls. Platform elements are available in five different sizes, allowing a single-mast platform with a width of up to 15 metres and lifting capacity of 3.5 tonnes. Dual-mast platforms of up to 35 metres are possible with a lifting capacity up to six tonnes.

**15. Skyjack SJ12 and SJ16**

Canadian-based Skyjack will show the final production versions of its mast type self propelled lifts, first seen as concept machines in late 2008. The 12ft/4metre platform height model offers several advantages over existing products, including a lower entry height, lower ground bearing pressure and tighter turning circle. For many though the 16ft/5.5metre version with push-out deck for up to 500mm of outreach will be of most interest thanks to its extra height in the same dimensional envelope and low overall weight when compared to 15ft scissor lifts.

**16. MEC crawler boom**

Sadly MEC has not managed to ship its new Titan mega boom in time for the show, it will however have a new track mounted 40ft telescopic boom which has been designed in co-operation with a number of Dutch rental companies.

*Imer Lem 2200*



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### 17. Palfinger large truck mount

Palfinger is keeping mum on a new large truck mounted lift that it is planning to unveil, the company's largest unit is currently a 101 metre lift on a Faun All Terrain carrier. Also look out for its P260B - a 26 metre boom on a 3.5 tonne chassis.

### 18. Ruthmann TB270

Ruthmann's 27 metre TB270 platform will become the highest lift on a 3.5 tonne chassis.

### 19. UpRight S19

The S19 replaces the MX19, the 19ft micro scissor that created the 19ft market. UpRight says it is not ground breaking just robust, easy to use and cheap to maintain. Take time to check out the Pop-Up range that combines UpRight and Pop-Up product low level lifts.

### 20. CMC SUP24 spider and 24m truck mount

CMC is unveiling a 24 metre, 3.5 tonne truck mount with up to 11 metres outreach and a 24 metre spider lift with 14 metres outreach on an 877mm wide chassis.

### 21 Platform Basket 22.10 spider lift

Platform Basket is showing its 22 metre spider lift with variable outrigger positioning - the company's spider range now runs up to 30 metres.

#### Other new access products worth a detour:

- Teupen Leo 13GT Spider lift
- Multitel/Palazzani: 22 metre spider
- JLG: revamped 30N Boom
- Oil & Steel: Remote control Safety Ring
- Altrex: suspended platform and painters scaffold
- Geda: hoist

## Cranes

### 1. GG Crane - twin jibbed tower crane

The 'must see' crane of the show purely because it is so crazy and so massive. GG Crane chief executive, Patrick Gillis finally gets to exhibit his radical twin jib tower crane.

The idea is that the while one jib is being unloaded the other is loaded thus providing a massive efficiency saving - as long as load and unload positions are precisely 180 degrees apart of course. The downside is the clear air space required. The unit on display (built for him by Wilbert) will have two 82.5 metre jibs giving 165 metres span, mounted on a 40 high metre tower. The jib tips are fitted with large propellers to slew and brake the crane. This may be a once in a lifetime opportunity.



### 2. Spierings SK387-AT3 City Boy

Spierings is launching the SK387-AT3 a three axle, single cab, mobile self erecting tower crane dubbed the City Boy, reflecting its similarity to City type All Terrain cranes. The new model is lighter and more compact than anything that has gone before and offers a two tonne lift capacity at 36 metres radius and 30 metres height. Alternatively it can lift the same load to a height of 53 metres at almost 26 metres radius. Maximum capacity is seven tonnes at 9.5 metres.



The crane's chassis is 9.7 metres long and 2.5 metres wide. The crane also includes a battery pack allowing it to drive and operate electrically, in areas

where noise or emissions are an issue.

### 3. Liebherr LTC 1045-3.1 City

Liebherr is unveiling its first City type All Terrain crane with conventional drive, the 45 tonne, three axle LTC 1045-3.1. One unusual feature of the new crane is the dual position operator's cab. Mounted on a short telescopic boom it can sit in the normal superstructure position when on site, and then telescope to the front of the chassis for road travel providing the crane with the best combination of a single cab city crane and dual cab All Terrains. Weighing 36 tonnes the LTC1045 has a 36 metre, five section main boom and integrated into the bi-fold 13 metre swing-away extension is a 1.5 metre jib which can be offset up to 60 degrees.



Liebherr LTC 1045-3.1

### 4. Terex AC1000

All eyes will be on the long awaited AC1000 - the new 1,000 tonne All Terrain crane from Terex which claims to have the longest boom that can remain on the crane when travelling on the road. The crane has two boom options a five section 50 metre heavy duty boom, or a further four sections weighing just 22 tonnes which fit inside the 50 metre boom to convert it to 100 metres,



The 1,000 tonne Sany SAC 303

providing a maximum boom and luffing jib combination of 163.3 metres. In order to meet 12 tonne axle loads the crane travels with the 50 metre base boom and no outriggers, but in the UK it may be possible to travel with the full 100 metres and rear outriggers within the 16.5 tonne STGO rules.

### 5. Sany SAC 303

Chinese manufacturer Sany Heavy Equipment may have its nine axle, 1,000 tonne SAC 303, its largest telescopic crane to date on display. The crane rolled off of the production line in Changsha, Hunan province on March 3rd.

At first glance it has some similarities to Liebherr's flagship the LTM11200-9.1 and maybe the new Terex AC1000, with its nine axle carrier and a similar swing-out outrigger design. The seven section 100 metre main boom removes for road travel.

### 6. Grove GMK 6300L

Grove's new six axle, 300 tonne GMK6300L All Terrain crane features a seven section, 80 metre main boom. Lifting capacity with full boom and counterweight is 12 tonnes at 12 metres radius and two tonnes at 74 metres radius. A bi-fold swing-away jib adds 29 metres of height for 112 metre maximum tip height. Offset is up to 40 degrees and capacity on the fully extended swing-away and boom is 3.3 tonnes.



Grove GMK6300L



### 7. Maeda LC383M-5

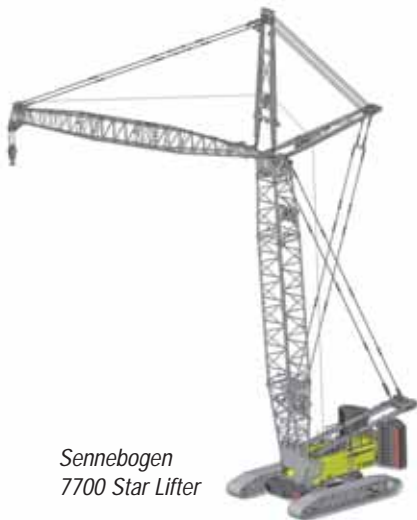
The 2.93 tonne capacity, zero-tail-swing Maeda LC383M-5 mini crane will debut at Bauma. The crane builds on the success in Japan of earlier 383 models, but features a longer boom along with many other upgrades and improvements.

Developed primarily for use in areas such as city centres where the compact tracked footprint requires no outriggers, it features an 8.7 metre four section telescopic boom, up to 1.46 tonnes pick and carry capacity, an open but covered superstructure mounted operator's cab and a gross weight of 4,500kg.

### 8. Sennebogen 7700 Star Lifter

Sennebogen will unveil its new 'flagship' the 300 tonne Star Lifter 7700 crawler crane. Maximum boom and jib configuration is 148 metres (74 metre main boom plus 74 metre fly boom) all of which can be containerised for easy shipment. The widest component is just three metres and weighs 40 tonnes. The new crane is said to offer quick set-up and ideal for shorter term jobs such as precast concrete assembly and small wind turbine work.

While on the stand take a look at the new 60 tonne, HPC 60 crane on a four axle commercial truck chassis. with a new compact, 42 metre telescopic boom.



Sennebogen  
7700 Star Lifter

### 9. Wolffkran 630B and 700B

Wolffkran is unveiling two new luffing jib tower cranes and a brand new tower system. The 630B and 700B have maximum capacities of 42 and 50 tonnes respectively and completes the company's B range of medium to heavy luffing cranes. Key features are the innovative counterweight design and lighter

weight components for easier transportation and erection.

One of the new cranes on display will be mounted to the new more compact dimension System 23 tower which offers a 112 metre free standing height for cranes up to 700 metre/tonnes. Although at 2.3 metres it is more slender, it is said to outperform the 2.5 metre tower system in many areas.



Wolffkran  
700B

### 10. Altec AC38-127S and Go-Tract GT4500 chassis

US-based aerial lift and boom truck manufacturer Altec Industries, is showing a special crane/aerial work platform mounted on a Prinoth Go-Tract tracked chassis. The unit mates a 38 tonne Altec AC38-127S crane to the largest model in the Go-Tract range, the new GT4500. The unit has a maximum tip height of 58 metres and includes an optional fully integrated two man work platform and fully insulated jibs or platform attachments. Designed for transmission line construction and maintenance work over ground inaccessible to regular vehicles it boasts a payload of up to 20 tonnes and will climb slopes of up to 60 percent and traverse side slopes of up to 40 percent.

### 11. Tadano telescopic luffing jib

Seen in concept form on a 320 tonner at the last Bauma, Tadano is officially launching its hydraulic



Maeda LC383M-5

telescopic 8.5 metre to 20.9 metre luffing telescopic jib mounted on its 220 tonne ATF 220G-5. The attachment is said to offer a set-up time of about 15 minutes and does not need a second crane to install. It will eventually be available on smaller models, so definitely with a look even if you are not in the market for a 220 tonner.

### 12. Zoomlion - truck and All Terrain cranes

With a number of new cranes it is hard to pick just one. Zoomlion will show a new 120 tonne five axle truck crane within a 55 tonne GVW with a 58.5 metre, six section oviform boom and 85 metre with

jib. It is also showing the 130 tonne six axle QY130H, the 260 tonne QAY260 All Terrain crane and new 80 and 400 tonne crawler cranes. It also says that it will show the RT750, a 75 tonne/metre Rough Terrain crane with 40 metre main boom.

### 13. Liebherr 81 K

Liebherr is introducing a new fast-erecting tower crane the six tonne 81K with a 25 percent improvement in lifting duties over the 71k it replaces, coupled with easier controls. The crane also claims to be the first in its class to operate totally in double reeved mode. The new design requires a



Zoomlion mobile  
crane QY130H



Wilbert  
WT 2405L



slewing radius of just 2.7 metres, while tower sections are only 2.4 metres long and can be carried sideways on a truck.

#### 14. Tadano Mantis GTC-700EX

Following its purchase of Mantis early last year, Tadano will be showing the GTC-700EX telescopic boom crawler crane with 70 tonne pick and carry capacity at three metres. Fully extended the tracks are 5.69 metres wide but these can be retracted to three metres for transportation. The GTC-700EX has

Linden Comansa 21 LC 750



a 34 metre main boom plus 9.1 metre extension and 6.1 metre jib. With 15.9 tonnes of counterweight and gradeability of 68 percent.

#### 15 Wilbert WT 2405L

Wilbert's WT 2405L e.tronic is big, with a maximum capacity of 128 tonnes. Standard jib lengths run to 78 metres and can be extended with a runner to 83 metres. The crane will be assembled on a new tower system which allows freestanding tower heights up to 130 metres stationary or up to 90 metres on a travelling base. The company will also show its new WT 175L175 tonne/metre luffer.

#### 16. Linden Comansa 21 LC 750

Linden Comansa will show its biggest Flat-Top crane to date. Announced last year, the 21 LC 750, offers 24, 36 or 48 tonnes of maximum lift capacity.

#### 18. Ormig 804AC 80 tonne truck crane

Mounted on a commercial chassis, this unit takes the growing trend for such cranes to a new level.

#### Other new cranes to look out for:

- Locatelli: Gril 8500 Rough Terrain
- Ormig: 5.5tme - 5.5 tonne electric pick & carry crane
- Hitachi-Sumitomo 200 and 550 tonne crawlers
- Terex: AC100/4L long boom
- Palfinger new High Performance PK19502/PK2202EH
  - Kobelco: 550 tonne SL6000
  - Unic: Air powered spider cranes
  - Böcker four tonne aluminium truck crane



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Giraf Track GT580



Merlo Panoramic P25.6



Sennebogen 310



XCMG

## Telescopic handlers

### 1. Giraf Track GT580

The only full-sized tracked telehandler available, the 16.5 tonne Giraf Track GT580 is certainly worth a look, especially if you need something that will cope with just about any terrain. Lift capacity is 3.8 tonnes and various work platforms with up to 20 metres working height and 750kg capacity are also available. The standard GT580B is now joined by the GT580-3C with drivers cab and optional V Blade for slope levelling up to 19 degrees (34%) and anchoring on steep gradients.

### 2. Manitou MT625

One of several new Manitou products is the compact MT625 telehandler which replaces the MT620 at the lower end of the range. With a 2,500 kg capacity and 5.85 metre lift height, the unit will have a side mounted turbocharged Kubota engine, matched to a two-speed hydrostatic transmission.

Also look out for two new 'MRT Easy' 360 degree models with 16 and 18 metre lift heights aimed at users looking for a less complex 360 degree telehandler.

### 3. JCB Miniscopic

JCB will be showing several new telehandlers including its smallest yet - the 1.8 metre high 515-40. Also look out for the compact 527-28 Loadall and the large capacity 550-80.



JCB 515-40

### 4. Merlo Panoramic P25.6 and P50.18

The compact telehandler concept - developed by Merlo almost 20 years ago - has been updated and improved with the new P25.6. Measuring 1.8 metres wide and less than two metres high, the P25.6 can lift 2.5 tonnes, has a 5.9 metre maximum lift height and is fitted with a full-sized cab.

The P50.18 is a five tonne/17.8 metre lift height heavy duty model aimed at the Canadian market. The units use the Merlin electronic control and diagnostic system which manages all operating parameters of the machine. Also look out for the new six tonne/24 metre Roto.

### 5. Sennebogen 310

The new Sennebogen 310 is a cross between a telehandler and wheeled loader. Weighing 19.5 tonnes it features a hydraulic elevating cab which can be raised to more than five metres. Maximum load capacity is 10 tonnes and maximum lift height 9.3 metres. The hydraulic quick change system with an extra wide quick change plate allows various attachments such as various buckets, forks and work platforms increasing versatility.

### 6. Bobcat Rotary telehandlers

Bobcat will launch four new 360 degree 'Rotary' models, offering lift capacities from 3,500 to 5,000kg and lift heights from 15.7 to 24.5 metres. All but the smallest have 360 degree continuous slew. Weights range from 13.1 tonnes to 17.5 tonnes and the range can be supplied with the full range of Bobcat attachments.

The smallest model is the more basic, 15.7 metre TR35160 with a two-section telescopic boom, non-continuous 400 degree slew and almost 14 metres of outreach.

### 7. Genie GTH 4018SR

Genie will be showing two new four tonne capacity rotating telehandlers aimed at the rental market - the 15.4 metre GTH 4016 SR and the 17.5 metre GTH 4018 SR. The smaller model can lift 700kg at 13.35 metres forward reach.

The GTH 4018 SR can take 500kg to a maximum forward reach of 15.53 metres. Both machines have a dedicated stability control system with a hydraulic accumulator to smooth out shocks while operating the boom.

### 9. KramerAllrad 2506

Kramer will be showing its compact 2506 which weighs in at 4.8 tonnes and an overall height of less than two metres. Maximum capacity is 2.5 tonnes and lift height is 5.73 metres.

## Also worth a visit

- Dieci is almost certain to have something new
- JLG to see compact model developments
- CAT latest models
- Liebherr has upgraded and extended its line

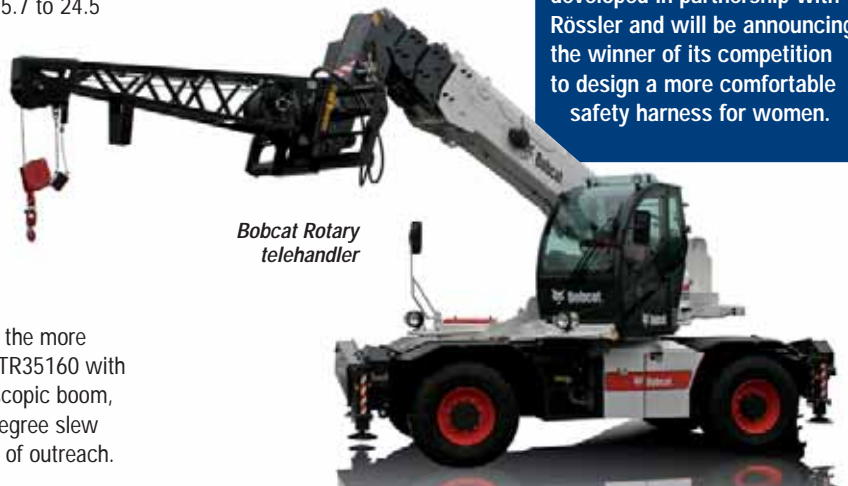


## IPAF Safety Experience

The International Powered Access Federation has an 800 square metre on which it will feature a walk-through experience with between 15 and 20 aerial lifts demonstrating the safest and most efficient way to use powered access. It is also hoping to unveil a new 'intelligent' PAL card, developed in partnership with Rössler and will be announcing the winner of its competition to design a more comfortable safety harness for women.

### 8. XCMG telehandlers

There have been very few Chinese telehandlers so far, so XCMG's new range will certainly be worth a look. Whether they will make it into full production and be available in Europe is another matter. The word is that 14 and 17 metre fixed frame models will be on display.



Bobcat Rotary telehandler



# Exhibitor Listing

The following is a full listing of all crane, access, and telehandler equipment manufacturers with booth numbers. A full listing with component and service suppliers along with ancillary equipment will be published in the Vertical Guide to Bauma.

## Access

Company	Area	Stand			
Aichi	F11	F11.1102/2	GSR	F10	F10.1003/3
Airo	F11	F11.1101/4	H.A.B.	F11	F11.1102/1
Alba Macrel	F10	F10.1004/9	Hinowa	F13	F13.1305/2
Alher	F12	F12.1204/1	Hitachi	F5	F5.504/505/5
Alimak Hek	F11	F11.1102/8	Holland Lift	F12	F12.1201
Altec	F10	N.1015/3	Huddig	F6	F6.N611/4
ATN	F12	F12.1201/4	Hydro Mobile	F10	F10.1001/2
Barin	F13	F13.1302/2	Ihimer	F9	F9.903/5
Bison	F13	F13.1304/1	Imai / Jekko	F12	F12.1204/4
Bluelift	F10	F10.1003/3	Isoli	F11	F11.1101/5
Böcker AG	F12	F12.1203/2	Iteco	F9	F9.903/5
Bravi	F11	F11.1104/12	JLG	F10	F10.1005/3
Bronto Skylift	F12	F12.1203/3	Junjin	F11	F11.1104/11
Camac	F11	F11.1104/1	Kreitzler	F9	F9.901/7
Cela	F13	F13.1303/1	Kuli/Kempkes	A1	A1.321
CTE	F11	F11.1102/4	Leader	F9	F9.904/6
Denka Lift	F10	F10.1003/3	Leguan	F5	F5.502/2
Dinolift	F13	F13.1305/1	Maber	F10	F10.1003/4
ESDA	F13	F13.1302/4	Manitou	F9	F9.908/1
Falck-Schmidt / Skako Lift	F10	F10.1003/3	Merlo	F11	F11.1108/1
Geda Dechentreiter	F10	F10.1004/1	Moog	F13	F13.1303/3
Genie	F7	F7.704/705	Oil & Steel	F13	F13.1306/2
Giraf Track	F10	F10.1001/7	Omme Lift	F11	F11.1102/1
Goian	F10	F10.1003/6	Pagliero Multitel	F12	F12.1203/1
			Palazzani	F13	F13.1303/3
			Palfinger Platforms /	F13	F13.1304/1
			Bison / Wumag		
			Paus	F5	F5.503/1
			PB Lifttechnik	F10	F10.1003/3
			Pega Hoist	F10	F10.1001/4
			Platform Basket	F9	F9.902A/2
			Platform Sales Europe	F10	F10.N1015/10
			POP-UP	F11	F11.1103/2
			Raxtar	F11	F10.1001/2
			Ruthmann	F10	F10.1006/4
			Saeclimber	F7	F7.702
			Saltec	F11	F11.1103/11
			Scaninter/Scanclimber	F13	F13.1302/1
			Skako Lift	F10	F10.1003/3
			Skyjack	F11	F11.1102/6
			Socage	F9	F9.902/4
			Steinweg	F12	F12.1203/2
			Stros	F12	F12.1201/2
			Tecchio	F11	F11.1107/2
			Teupen	F12	F12.1204/6
			Time Export	F10	F10.1002/5
			UpRight	F11	F11.1103/2
			Versalift	F10	F10.1002/5
			Worldlift Industries	F10	F10.1003/3
			Wumag	F13	F13.1304/1

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## Cranes

Company	Area	Stand
Amco Veba	F7N	F7.N715/3
Altec	F10	N.1015/3
Arcomet	F7	F7..709/3
Bencini / Cams	B5	B5.300
Böcker AG	F12	F12.1203/2
Bonfiglioli	F12	F12.1206/5
Cargotec	B4	403C
Effer	F8N	F8.N819/4
Ferrari	F9N	F9.N924/2
Fassi	F8N	F8.N824/1
FM Gru	F11	F11.1103/3
GAL	F10	F10.1001/9
Galich Autocrane JSC	F11	F11.1101/1
Galizia	F9	F9.903/2
GGR	F10	F10N1017/3
Grove	F10	F10.1002/6
Hiab Cargotec	B4	403C
Hitachi Sumitomo	F11	F11.1105/2
Hyva	B4	B4.211/212
Imai	F12	F12.1204/4
Jaso	F10	F10.1003/6
Jost	F11	F11.1103/1
Kato / Kranlyft	F10	F10.1003/1
Klitsi JSC	F11	F11.1101/1
Kobelco	F12	F12.1202/1
Liebherr	F8	F8.803-807
Lift Systems	F8N	F8.N827/5
Link Belt	F11	F11.1105/2
Locatelli	F12	F12.1204/5
Liugong	F11	F11.1111/4
Maeda	F10	F10.1003/1
Mait	F6	F6.N611/5
Manitowoc	F10	F10.1002/6
Marchesi	F9N	F9.N919/1
Marchetti	F10	F10.1004/5
MKG	F8N	F8.N826/1
National Crane	F10	F10.1002/6
Next Hydraulics	B4	B4.200
Ormig	F10	F10.1006/7
Palfinger	F8	F8.N822/5
Paus	F5	F5.503/1

Pesci	F9N	F9.N922/1
PM Group	F8N	F8.N822/2
Potain	F10	F10.1002/6
Raimondi	F10	F10.1007
Sany	F6	F6.N608
Sennebogen	F7	F7.706
Soilmec	F6	F6.601/602/1
Soosan	F6N	F6.N610/6
Spierings	F10	F10.1002/1
Tadano Faun	F12	F12.1205
T.C.M.	F11	F11.1104/4
Terex	F7	F7.704/705
Unic	F10	F10N1017/3
Valla	F9	F9.N913/2
Wilbert	F12	F12.1202/3
XCMG	C4	C4.400/700
Zoomlion	F9	F9.905/1

## Telehandlers

Company	Area	Stand
Ahlmann	F7	F7.709/1
Ausa	F8	F8.802/2
Bobcat	F6	F6.601/602/3
Case	F7	F7.707 & 708/2
Caterpillar	B6	B6.102/104
Dieci	F11	F11.1110/1
Galmax	F8	F8.817/1
Genie	F7	F7.704/705
Faresin	F8N	F8.N820/1
Jakob Fahrzeugbau	F8	804A/805A
JCB	F7	F7.707/1
JLG	F10	F10.1005/3
Kramer	F9	F9.909-911
Liebherr	F8	F8.803-807
Manitou	F9	F9.908/1
Merlo	F11	F11.1108/1
New Holland	B5	B5.108/406
Schäffer	F8N	F8.N815/4
Sennebogen	F7	F7.706
Terex	F7	F7.704/705
XCMG	C4	C4.400/700

## Mobile scaffold tower exhibitors

Company	Area	Stand
Altrad	A2	A2.406
Altrex	A2	A2.401
Alufase	A2	A2.304
Harsco	A2	A2.122
Hymer	A2	A2.108
Instant UpRight	D1	D1.216
Layher	A2	A2.412
MJ	A2	A2.111
Ulma	F7	F7.N712/1
UpRight- Instant	D1	D1.216
Youngman	A5	A5

## Other

Company	Area	Stand
Cranes&Access	F7	F7.702/5
IPAF	F10	F10.N1016/1
Vertikal.Net	F7	F7.702/5

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Sun: 9.30 a.m. - 4.30 p.m.

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**Platform Basket**

Platform Basket will show its first trailer lift, an 18 metre articulated telescopic model with articulated jib, together with a 15 metre version and its new 22.10 spider lift. A 13 metre trailer lift is forecast for later this year.

**Iteco**

Italian manufacturer Iteco - now part of the Imer group - will unveil the 170210E, a new 56ft/17metre platform height compact diesel/ battery electric scissor lift with 5.8 metre extended platform with 540kg unrestricted lift capacity. Four wheel drive with oscillating axle is standard, along with non-marking Rough Terrain tyres and automatic levelling outriggers. The machine is 2.1 metres wide with an overall length of under four metres. Maximum drive height is 14 metres and gradeability 45 percent.

Iteco will also launch three battery powered articulated boom lifts, the 33ft/10 metre IT100E, the 43ft/13 metre IT130EN and the 50ft/15 metres IT150E. The larger booms include a dual riser, telescopic boom and articulating jib.



**Altrex**

Altrex will show several new products including its MBH modular suspended platform system and the MTB modular triangle bridges.

The MTB is an easy and fast to install platform system ideal for external building work up to 12 metres. Its 'V' shaped trusses are available in two, three and four metre lengths allowing a 12 metre long working platform to be built in 15 minutes.



**Holland Lift**

Holland Lift is likely to win the award for maximum new product density, but late news suggests that it will have a 34 metre battery electric powered scissor lift on display, the world's largest by far.

**Vertikal Bauma**

In order to make the most of your visit to Bauma and not miss any critical crane, access or telehandler exhibits, make sure you pick up a copy of the Vertikal Guide to Bauma, with detailed maps, listings and guided tours to each product sector. It is all you need to get the most out of this massive show and as the last publication to go to print

it has the latest breaking product information.... If you are staying for an evening or longer the handy guides to the city include the best underground and S bahn map you will find, with guides to restaurants, bars and tourist spots.

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# The future of confined space lifting?

The world's first Artic Raptor 84 articulated tower crane is currently working on its first contract in Kilburn, North London and could be the answer to everyone's confined space lifting prayers. Mark Darwin saw the crane in action with Bob Jones of UK agent and hire company City Lifting.

With a minimum out of service radius of just four metres, the new Artic Raptor 84 looks set to revolutionise lifting on tight sites. Until its introduction, the minimum radius of a similar sized luffing tower crane was generally between nine and 12 metres. Placing the crane in the most efficient position - usually outside the building to minimise reinstatement costs - is often impossible particularly on small City infill contracts and where laws restrict oversailing such as the UK and Singapore.

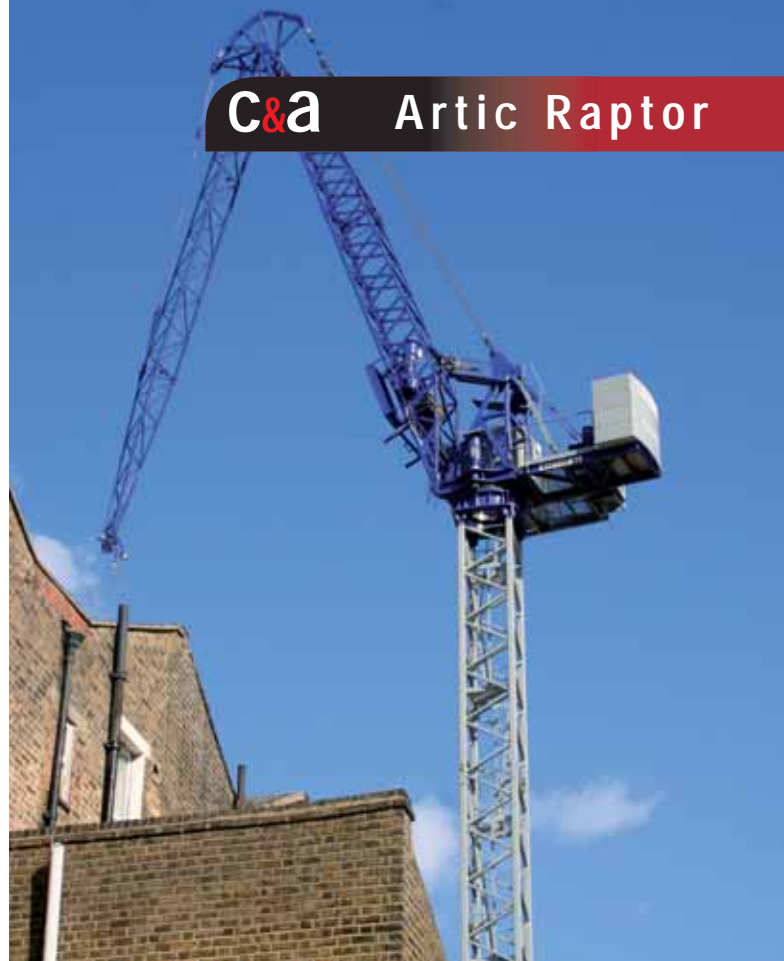
It was an ancient principle of English law that the rights over your land

stretched from the centre of the earth all the way to the stars. This together with a few legal test cases means that if a contractor does not have the right to oversail an adjacent property or is unable to obtain an Oversail Licence then a complete rethink may be needed in the design, method of work and type of crane or other lifting equipment which usually means huge additional costs.

The Raptor 84's (84 tonne metres) first job on Willesden Lane, Kilburn shows off its capabilities perfectly. Principal contractor Bouygues Construction needed a tower crane for its six storey, 13 apartment, precast concrete frame development for the London Borough of Brent. Unable to gain permission to oversail any adjacent buildings, the logical position for the tower crane was in a courtyard in the corner of the small site. The close proximity of the adjacent buildings (four metres) however meant that a conventional luffing jib crane would have had oversailing problems. The only option would be to place the crane in the centre of the site - still very close to the site boundary - and straight through the heart of the building.

The Raptor on the other hand was able to sit in the courtyard area just four metres from two site boundaries.

"We did look at other luffing jib cranes but their out of service radii were between 10 and 12 metres and we also had the problem of the ballast blocks and counter jibs trespassing into the adjacent airspace," said City Lifting's Bob Jones. "If we didn't have the Raptor, the only option for the contractor would have been to put the crane



right in the centre of the site going through the building. With no lift (or lift shaft) it meant the crane would have gone through every apartment adding considerably to construction and reinstatement costs."

The crane is being hired to reinforced frame contractor Duffy Construction with the possibility that Bouygues will take over the hire later in the contract to complete brickwork and roof construction.

The 28 week contract - which started mid February - uses a ring beam and pile foundation and needed the crane as early as possible to unload materials from a side street on the far side of the site, a maximum of 28 metres

from the crane.

"All materials used - mainly precast concrete columns, beams and rebar - are less than two tonnes, well within the lifting capacity of the Raptor which can lift four tonnes to 21 metres and two tonnes to 32 metres," says Jones. "This type of crane is ideal for high speed, accurate lifting. Its other main advantage is that it can work very close to its tower, unlike a luffer which has a 3.5 to six metre minimum working radius. Often tower cranes are positioned in a lift shaft but a luffer cannot be used to construct the shaft because the minimum radius is too big. Some contractors forget this fact and it can cause a big problem."



*The Raptor has a minimum work and out of service radius of four metres*



*The articulated tower crane can lift four tonnes to 21 metres and two tonnes to 32 metres*



The experienced crane operator - provided by Duffy - had driven a variety of tower cranes including the older Tornborgs Magni S46 articulated cranes but still had to go through a thorough and full induction process to familiarise himself with the crane controls including the new touch screen computer - although it was the electric seat, air conditioning and generally spacious cab that immediately impressed.

"We have jointly developed the Raptor with Artic Cranes over the past three years and have the option on the first four units that it produces. Artic has decided to build two cranes at a time so the second Raptor 84 should be ready for the UK in a few months. Maximum free standing height is 32 metres under the hook on a 1.2 metre square tower. If you use either a 1.6 metre



The new touch screen computer.

square tower or a 1.6 metre reducing down to a 1.2 metre tower it can go much higher of course. The jib articulation in the middle means that the end of the jib remains level and at the same height whatever the radius."

"The front jib arrives on site folded with hook block already rigged and only needs reeving for luffing motion," said Jones. "Using a pinned tower (the old Magni's used bolts) the crane can comfortably be put up in three hours using an 80 tonne mobile although we used our 100 tonne Terex 100/4."

"I have been amazed at the number of serious enquiries we have already had primarily from contractors in London and the South East working in the City because of the reduced airspace and good lifting duties. We originally identified the need for such a crane when the contractor's 10 year crane rule was introduced. We had upgraded our four Magni S46s but their age meant that they fell foul of the rule. This is the next generation and future of confined space cranes. It gives us a modern crane which also has a much greater lifting capacity than the S46 the last of which were built in the early 1980's."

"The first Raptor was still being built when we heard about this contract and while the contractor did not want to be used as a guinea pig, we had the crane erected in our yard and put through its paces



The Raptor has a spacious cab

every day for three weeks prior to being erected on site just in case and it has performed faultlessly."

All drives are controlled by PLCs (Programmable Logic Controllers) and frequency inverters and all load and angle sensors are connected in a redundant control circuit for safety. The cab has been well thought out and includes tempered heat reducing glass, a fully adjustable seat and display screen system that provides the operator with all the necessary information at a glance. The crane has also been fitted out with spotlights right at the end of the jib which helps working during winter site hours.

"The Artic is the ultimate confined space crane which has no modern competitor. Even compact luffers

such as the Jost JTL68.4 has either a nine or 10 metre out of service minimum radius (although in special circumstances it can be reduced to five metres) while the Jost 108.6 is 10.9 metres and the Jost 158.6 is 12 metres," says Jones. "For this job, even positioning a luffer in the middle of the site may have caused over sailing problems."

## Articulated tower cranes



Two Magni S46

Possibly the most successful articulated or 'jackknife' tower crane as it was known, was the Magni S46 built by Tornborgs Maskinfabrik AB in Sweden in 1961. Tornborgs was an old Swedish company founded in 1871 in Lindås, a small village in the south east of Sweden. The company currently produces rack and pinion hoists which have been sold into the US market since the early 1970s under the Pecco brand.

The 46 tonne/metre Magni S46 - with a maximum capacity of 2.2 tonnes to 22 metres and 1.25 tonnes to 30 metres - continued in production until the early 1980s. Using a concrete counterweight its minimum radius is 5.1 metres although this can be reduced by 0.5 metre using a steel counterweight.

There are still many Magni's working in the UK, the largest fleet being run by Leighton Buzzard-based Vertical Transportation. The main advantage of the articulated jib crane design is that the jib stows in a folded position at minimum radius which is a real benefit on cramped sites.

Other benefits include fast slewing operation, particularly when the jib is retracted as well as its high-speed extension or reduction of the working radius in comparison to single jib luffers. One possible disadvantage is that the end of jib height is constant compared with a single luffing boom jib.



# Never change your oil

Kleenoil has launched a new on-board oil analysis and cleaning system, that it claims will allow engine and hydraulic oil to last virtually the life of a machine, eliminating oil changes, extending the life of the engine and hydraulics and improving efficiency.

It is generally accepted that a machine's oil quality and its cleanliness is a significant influence on the economic life of a machine. Another fact that is much less accepted is that even partially contaminated oil can increase friction and resistance within bearings etc.. leading to higher fuel consumption.

Kleenoil claims that its new By-pass filter with built-in analyser will both monitor and clean the oil as the machine operates. Another benefit is that with the oil remaining clean, dirt and sludge that normally builds up between oil changes and is rarely fully flushed, is eliminated. This is particularly true with hydraulic oil, which is changed less often and thus degrades between changes. Changes are usually carried out quickly, as part of a routine service which inevitably leaves a good deal of contamination in the system, including particles and water, thus increasing machine wear and costs.

*Kleenoil's lifetime oil concept is a three part programme:*

## 1. Use long term environmental oils

Begin by installing long-term oils with environmentally considerate non-tox characteristics. Kleenoil recommends Panolin HLP Synth O rapidly biodegradable hydraulic oil that has

been proven suitable for long-term applications with more than a billion operating hours and up to 100,000 operating hours without a change. Oils such as this carry the Blue Angel approval sign while another product HLP Synth E also carries the 'Euro-Margerite' certification.

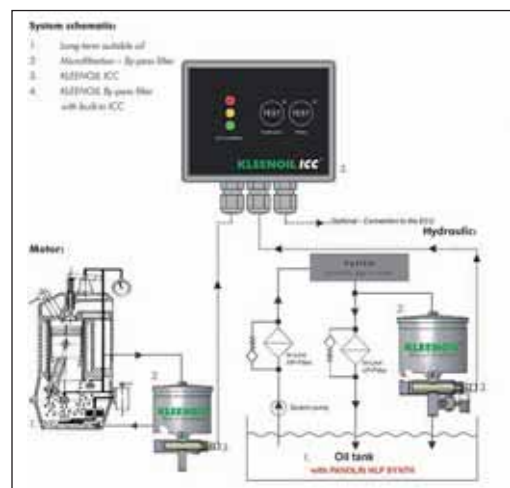
## 2. Oil microfiltration through the by-pass circuit

The Kleenoil By-pass filters are independent of the return line and can therefore be equipped with exceptionally fine filters- down to 1µm nom, (avoiding the danger of filtering out components from the oil itself) along with a high dirt and water retention capacity. Therefore most abrasive and catalytic contamination is filtered from the oil. This results in the protection of the components. At the same time the chemical ageing process of the oil is slowed down. The oil retains its chemical and tribological properties and therefore oil change intervals can be significantly extended.

## 3. Kleenoil ICC on-board oil analysis system

The Kleenoil Identification Contamination Control - ICC system is an oil analysis sensor that has been designed for the on-board oil analysis, in order to achieve the

highest possible precision the data of the oil that is installed is programmed into the sensor. The state of the oil is then either displayed to the operator or the data can be sent to the machines on-board monitoring system or be sent via GSM/satellite where a telematics system is in operation.



C&a

innovations



Parker Hannifin has introduced a number of new hydraulic hoses, including the PowerLift 477, designed for typical crane and lifting equipment applications. It is a medium pressure hose designed for restricted spaces and offering higher working pressures. It features two steel wire braids and offers a combination of higher working pressure, smaller outside diameter based on compact hose construction, tight bending radius and light weight. In addition, the nitrile inner tube offers increased chemical resistance to bio oil, while the outer cover is resistant to abrasion, providing longer service life and reduced overall equipment costs.

Other new hoses include the RemoFlex 412, a highly flexible pilot line hose for an increased constant working pressure of 12.0 MPa for hydraulic control systems in mobile applications. And the Push-Lok Plus 801, a new low pressure hose from Parker with a higher working pressure and extended colour range.

## High performance ropes for mobile harbour cranes

Teufelberger has launched a new high-performance rope, the Evolution Q8, for harbour cranes and industrial applications which, it says, offers a longer service life and higher breaking strength. The Evolution Q8 offers a 40 percent longer working life than its predecessors, especially in single-layer configurations. The company says that the claim has been proven in both laboratory and extensive field testing.

At the same time the new rope offers a higher breaking strength, thanks to its compacted outer strands, delivering a 20 percent gain compared to conventional 8x25 steel wire ropes and around a five percent improvement over more sophisticated products. The compacted outer strands also provide improved multi-layer winding characteristics.

*The new high-performance hoisting rope is ideally suited for use on van carriers, mobile harbour cranes, RTG and RMG cranes, ship-to-shore cranes, loading bridges, pontoon cranes, grab excavators, and indoor cranes with low lifting height.*



enquiries

To contact any of these companies click on the 'Access & Lifting Directory' section of [www.vertikal.net](http://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](mailto:editor@vertikal.net) with 'Innovations' typed in the subject box.



# Terex RT130

The Terex RT130 is a heavy duty Rough Terrain crane with a maximum lifting capacity of 118 tonnes with a maximum tip height on the main boom of around 50 metres. This is the largest rough terrain crane in the Terex range and weighs in with a hefty gross vehicle weight of over 60 tonnes.

The 1:50 scale model version of the crane has been made by NZG of Germany and it is quite a heavy model with a minimum of plastic parts. The tyres are large and impressive with a good tread pattern, while each axle steers independently so that crab steering can also be posed. The outrigger beams are of metal construction so are sturdy enough to support the crane on their own without the tyres landed. A particularly nice detail is the outrigger pads which reflect the structure of the original pads.

The chassis is cast well and includes a number of steps and handrails. One detail which could have been improved however is a loop for attaching the hook block when travelling which is actually not usable on the model so posing it realistically is compromised.

The body of the crane is very nicely detailed with fine grab rails and mirrors, and hydraulic tubes are modelled too. In addition the two winches have thin hydraulic lines running to them and the hydraulic cylinders for attaching the



The Terex RT130



Nice access ladder



Set up for a lift



Hydraulic lines to the winches

counterweight are also modelled, although non-functioning. The operator's cab is very well rendered with good controls inside, while the exterior details include wipers, lights and mirrors. Particular care has been taken with the windows, which have been detailed to have realistic looking seals around the edges.

The boom consists of the base plus four telescopic sections with all parts made of metal and simply detailed. The model includes a bi-fold swing-away lattice extension which also has a short telescopic centre section. This provides the model with three different lengths, although it cannot be set at different offset angles like the real one which features 20 and 40 degree offsets. On the review model, the extension was already pinned to the boom nose and this took some effort to remove in order to enable the boom to be telescoped out without it attached.

Two hooks are supplied with the crane, a single line headache ball and a multiline block so various display options are possible. The winches are operated using supplied keys and the winches are stiff enough to hold a load.

As is usual for an NZG crane, the paintwork and graphics are to a high standard. This is a good quality crane model and is available for €95 from the Terex web shop and it is good value for money at this price.

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



Metal outriggers with nice pads

## Cranes Etc Model Rating

Packaging (max 10)	7
Detail (max 30)	23
Features (max 20)	13
Quality (max 25)	20
Price (max 15)	12
Overall (max 100)	75%

# Ladder Association says **c&a** ladders 'don't be a ladder lightweight'

"You can teach an old dog new tricks," claims the ladder trade body.

'Don't be a ladder lightweight', a new campaign from the Ladder Association complete with its own logo, sets out to combat the over-confident and often dangerous mentality of ladder users who rely solely on learning on the job. According to the association, which launched its new code of practice earlier this month, training is the key to improving ladder safety and best practice in the workplace. It is also a significant factor in helping to ensure that ladder users and their managers and supervisors are competent as required by the Work at Height Regulations.

Despite the many myths surrounding ladders, and the stories regularly appearing in the popular press, the Health & Safety Executive (HSE) has not banned ladders and they remain, with some two million estimated to be in daily

use in the UK alone, an invaluable and flexible piece of workplace equipment.

The campaign is aimed particularly at those in the manual trades who take ladders, and the risks associated with them, for granted. "Sadly, familiarity breeds contempt," says Ladder Association chairman, Chris Ball. "Our aim is simply to promote an informed and professional approach to ladder use, just like any other piece of access equipment. Falls can be avoided by sensible and proportionate management of the risks - knowledge and skills best acquired through training."

An integral part of the initiative, the new code of practice can be used as a stand alone reference, but is also intended to complement the association's one-day standard training course available from its approved training centres. The code



covers employers' and users' responsibilities, the Work at Height Regulations (WAHR), risk avoidance, best practice and the importance of planning, inspection and maintenance."

"Everyone thinks they can use a ladder," adds Ball, "But it's surprising the number of people who go on our courses, including the hardened 20-year user, who come away having admitted to learning something new. We firmly believe you can teach an old dog new tricks."

More information about the campaign and the Ladder Association's new Code of Practice, including details of the association's approved training centres, can be found at [www.ladderassociation.org.uk](http://www.ladderassociation.org.uk)



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# EN12999 A3 grinds towards conclusion

Further to an appeal to the CEN technical board from the Italian Standards Body, UNI, a meeting was held on 11th February in Haan, Germany, in order to resolve the issues relating to the new version of EN12999, the European Standard for Loader Cranes.

The meeting concluded that a series of minor changes to the draft could address the concerns raised by UNI. ALLMI technical director, Alan Johnson, comments: "the changes are relatively minor, with the most significant amendment being the reversion back to the older standard EN954-1:1996 in relation to safety related parts of control systems as opposed to EN ISO 13849-1. There's also a requirement for a warning device to be fitted, which indicates when hydraulically operated stabiliser legs are not in the transport position. This is new for hydraulically operated stabilisers, although it has been in place for manual legs since October 2007. Member countries had until 15th March to raise any objections to these changes and it's now at the stage where a second formal vote will be conducted by CEN. With no firm date being given for the new standard to come into force, it is important that importers, installers and operators continue to declare conformity directly against the Essential Health and Safety Requirements of the Machinery Directive."



## BS7121 Part 4: 2010 released

On 28th February, the British Standards Institution (BSI) released the new version of 'BS7121 Code of Practice for the Safe Use of Cranes: Part 4 - Lorry Loaders'. With an increased emphasis on lift categorisation and the formalisation of lift planning, it's a document that users of loader cranes will need to be familiar with. Due to its involvement in the writing of the Standard, ALLMI is of course very well placed to advise its members on the Standard's requirements and to incorporate them into the Association's various training schemes. Executive director, Tom Wakefield, said: "in terms of standards and legislation development, 2009 was a year which saw a lot of activity within the lorry loader industry. The implementation of the new machinery directive, as well as the revision of BS7121 Part 4 and EN12999, has meant there are new requirements that importers, service agents and end users need to be aware of and as the industry

Association it's our job to ensure that members are kept fully informed on these matters.

We've achieved this through our usual channels of bulletins, quarterly newsletters, magazine editorial and general meetings, as well as providing ad hoc advice; but in addition to that, following the release of the new Part 4 and the machinery directive, we've updated each of the ALLMI training schemes to reflect the new requirements and to further ensure that members remain compliant. The launch of our Appointed Person training course later this year will also add to this, as will the publication of the ALLMI / CPA Best Practice Guide for the Safe Use of Lorry Loaders, the aim of which is to clarify and expand upon the requirements of BS7121 Part 4."



## ALLMI membership up 30%

With a 30 percent increase in membership, 2009 was an excellent year for ALLMI and 2010 appears to be following in the same vein. With seven new members since the start of the year, and with several more applications pending, the growth of the Association shows no signs of slowing.



## New job specific training guidance for members

ALLMI is about to launch a new guidance note on the importance of site safety, job specific and familiarisation training. The guidance addresses the various aspects of this type of training that employers need to be aware of:

- Safety Awareness
- Legislation
- Responsibilities
- Depot Safety
- Site Safety
- Documentation
- Vehicle Familiarisation
- Product Familiarisation
- Customers
- Company Procedures

Operators Forum chairman, Steve Frazer-Brown said: "all new employees, irrespective of their knowledge and experience, should receive instructions and guidance upon commencing work for a new employer. Employees should be made aware of any specific safety arrangements the new employer has, and they should be familiarised with their surroundings, as well as staff, their vehicle, lifting equipment and accessories. We've been looking at this issue for a while, as it's become clear to us that some employers in the industry don't give this area of their operations the attention it deserves: or it may be that they do, but it's not recorded and formalised which can create problems later on, should an incident occur. We hope that the guidance will be seen as practical, helpful advice which members can use to improve the running of their businesses."

## ALLMI General Meetings

The next General Meeting for manufacturers/service agents will be held in Coventry on 15th April.

The Operators' Forum will hold its next General Meeting on 17th June as part of the Vertical Days event at Haydock Park Racecourse.





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

# Lack of training costs £33,000

A semi-trailer manufacturer, S Cartwright and Sons (Coachbuilders), of Trafford, Manchester, has been fined £15,000 and ordered to pay £18,315 costs after pleading guilty to breaching the health & safety at work act following an accident in which an employee was crushed by more than two tonnes of falling steel.

The prosecution followed an incident in Broadheath near Altrincham in March 13th 2008. David Jones was helping to move a stack of 6.7 metre long metal strips onto a trailer when the incident happened. The stack and lifting beam, weighing a total of 2.2 tonnes, fell onto him from the forks of a forklift truck. Jones broke his back in four places, along with 12 ribs and a shoulder blade, punctured a lung, bruised his heart and suffered stomach injuries.

HSE Inspector Richard Clarke said: "This man was seriously injured because the company did not do enough to protect the safety of its employees. Mr Jones is still in constant pain and the incident could have killed him. The company regularly requires its employees to unload long stacks of metal strips, which are used to build the trailers for lorries. But, at the time of the incident, it did not provide suitable training or written guidance for its staff to handle long loads."

# Scaffold collapse costs £31,000

A scaffold collapse has cost Sale based Craven Scaffolding Ltd £31,000 in fines and costs to collapse of one of its scaffolds at the Ricky Hatton health and fitness centre on Queen Street, Hyde during its construction.

The court heard that the company had failed to tie the tube and coupler scaffolding to the building, despite it being in a windy location. The structure, which was more than 40 metres wide and nearly six metres high, was forced over by high winds early in the evening of Saturday 17 January 2009. It collapsed onto a neighbouring residential street, damaging several parked cars.

HSE Inspector Neil Martin said: "People living near the site could easily have been badly injured or even killed when the scaffolding collapsed. Several cars parked on the street were



crushed but luckily no one was in them at the time. There is a primary school nearby and it is sheer luck that this incident happened in the evening and not at the end of the school day. I would not like to speculate about the injuries it could have caused."

"The scaffolding collapsed because basic health and safety procedures weren't followed when it was put up. Craven Scaffolding had put up netting on the scaffolding to catch falling debris but it acted as a sail and pulled over the structure, which was not tied to the building.



## Who trained him then?

Spotted on a trading estate in the North of England an overloaded forklift reversed down a ramp into the street with its rear wheel some 2ft/60cm in the air, unable to turn. A rapid recruitment drive gathered sufficient counterweight to continue, and then drive up the ramp of a low loader to deposit the load.



# A-Plant helps disadvantaged

A-Plant has joined the Prince's Trust Construction and Business Services Leadership Group (CBSLG) and is participating in the Get into Construction programme which allows young people to gain experience in the industry, as well as a qualification that will help them take their next step into employment. The programme helps young people who have struggled at school, have been in care, are long-term unemployed or have been in trouble with the law.

As part of the programme, A-Plant will offer work placements and training to young people in the community, helping them to gain a qualification such as the CSCS (Construction Skills Certification Scheme) card. Following the placement, participants will be considered for potential apprenticeships or employment and will be offered six months progression support from the Prince's Trust to further assist them

to progress into employment, education or training.

A-Plant's chief executive Sat Dhaiwal said: "We're very proud to be part of this programme and be given the opportunity to work with young people to upskill them, offer work experience and ultimately provide employment opportunities to help them pursue a career in the construction industry."

A Plant is encouraging young people to "get into construction" with the Princes Trust





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# High turnout for IPAF Summit and Awards dinner

The IPAF Summit and Awards dinner were held on 25th March 2010 in London, as this magazine went to press. At last count, more than 200 delegates were registered for the IPAF Summit, while more than 400 guests were expected for the IAPAs ceremony and dinner.

The IPAF AGM held earlier that day saw the election of a new president for a two-year term. Also up for vote was a resolution to convert IPAF Ltd into a society registered under the UK Industrial and Provident Societies Act 1965. This will bring the benefits of harmonising IPAF's rules and constitution, allowing greater protection for reserves, while improving tax efficiency.



## Regional meetings prove popular

IPAF continues its successful series of UK regional meetings with the first one in South East England hosted by Alistair Jordan of Rapid Platforms.

It was a good meeting with approximately 45 attendees. Presentations were made by IPAF president John Ball, Geoff Frackleton of the Health & Safety Executive and Chris Buisseret of Rapid Platforms.



## Training figures brightened by international growth

IPAF issued 67,744 UK PAL Cards (Powered Access Licences) in 2009, 11.4 percent fewer than in 2008. On a brighter note, the decline in the UK was partly compensated by a 46.5 percent increase in PAL Cards issued in markets outside the UK (10,466 in 2009).

## IPAF takes training solutions to ARA Rental Show

It was a busy time for IPAF and its North American subsidiary AWPT at the ARA Rental Show, where AWPT offered managers three concrete training solutions: 'Get your employees trained by an AWPT-approved training centre', 'Become an AWPT-approved training centre', or 'Get first-class training material'.

The event also saw the launch of a landmark US-based document that defines what operator training is necessary and to what standards that training should be provided.

The *Statement of Best Practices of General Training and Familiarisation for Aerial Work Platform Equipment* is a first-of-its-kind industry initiative to clarify what is required for general training and model-specific familiarisation of AWP equipment. It was developed for use in the US and is based on ANSI standards.

The document was launched by: the American Rental Association (ARA), the Association of Equipment Manufacturers (AEM), the Associated Equipment Distributors (AED), the International Powered Access Federation (IPAF) and the Scaffold Industry Association (SIA). A copy can be downloaded from the Publications section of [www.ipaf.org](http://www.ipaf.org)



## Europlatform bookings open

The Europlatform conference on the theme of "Renting Smart" will take place on 16th September 2010 at the Hotel Eurostars Madrid Tower in Spain.

The conference will be held in English, with simultaneous translation into Spanish. A reception will take place on the evening of 16 September, immediately after the conference. Details on registration and getting to the venue are at [www.europlatform.info](http://www.europlatform.info)



## Dutch IPAF

A meeting was held in Holland to discuss the formation of an IPAF Dutch County Council. This would offer more services to local members, boost membership in the country, while providing a local networking opportunity and encourage existing members to play a more active role within IPAF. Over 50 companies - both manufacturers and rental companies - both members and non-members representing over 75 percent of the Dutch aerial lift fleet, attended at the event held at the premises of Kemp Hoogwerkers in Meern.



## Elevating the art of access

A new show called ELEVarte (the art of elevation) is being organised in Spain to let visitors experience powered access equipment in a fun and relaxed environment. ELEVarte will take place from 17 to 18 September 2010 in Madrid at the exhibition grounds El Olivar - Alcalá de Henares. It is jointly organised by IPAF and Movicarga. ELEVarte follows directly on from the Europlatform conference. Details are at [www.elevarte.es](http://www.elevarte.es)



## IPAF-Basel has moved

IPAF's Swiss office has moved from its former serviced office to self-contained premises. The new details are:

IPAF-Basel  
Dufourstrasse 11  
CH-4052 Basel, Switzerland  
Tel: +41 (0)61 227 9000  
Fax: +41 (0)61 227 9009  
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at Moss End in Cumbria that will be more suitable for delivering the services that members require. Watch for full new details at [www.ipaf.org](http://www.ipaf.org)



The IPAF head office in the UK is also moving soon to new purpose-built premises



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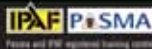
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# Judith Hackitt to open new PASMA HQ

Judith Hackitt, chairman of the UK's Health and Safety Executive, has kindly agreed to open PASMA's new headquarters in the commercial heart of Glasgow. Now home to the association's eight strong secretariat, 7 Newton Place is PASMA's first permanent HQ and represents a significant step forward in the development of the association. Guests will include members of council and PASMA's various committees, together with representatives from member organisations of the Access Industry Forum (AIF).



## George Reid

Everyone at PASMA was shocked and saddened to learn of the sudden death of George Reid on 25th February after a short illness. Managing director of Rochester-based training specialists, Kingfisher Access, over the years George made a significant contribution to safety and best practice in the work at height sector. A popular and highly respected figure, he was an active supporter of the work of the association and will be sadly missed by his many friends and colleagues in the industry.



## Assembling mobile access towers

Before starting to assemble a mobile access tower you should:

- Use physical barriers to set up a danger or exclusion zone to protect passers-by
- Consult and strictly follow the manufacturer's instruction manual
- Check the safe working height and not exceed it
- Confirm that you have all the components and that none are missing or damaged
- Make sure that the ground is level, firm and stable
- If not, use mats, sole boards or spreader plates to spread the load
- Employ the stabilisers or outriggers as directed by the manufacturer



The latest editions of manufacturers' instruction manuals can be downloaded from the PASMA website: [www.pasma.co.uk](http://www.pasma.co.uk)

## First for Forum

Containing forewords by Geoffrey Podger, chief executive of the Health and Safety Executive (HSE), and Brian Law, chief executive of the Association for Project Safety (APS), the new 12-page brochure from the Access Industry Forum (AIF) sets out the Forum's agenda and describes the activities of each member organisation.

It explains that all nine members are 'standards driven' organisations committed to advancing safety, best practice and competency when working at height, irrespective of equipment type or safety solution employed. It also makes clear the link between training and competency in the workplace and the need for users of all types of access equipment to be professionally trained to a recognised standard based on agreed work procedures. For a copy visit [www.accessindustryforum.org.uk](http://www.accessindustryforum.org.uk)



## Annual Review

As a new service to members, the association has decided to publish its first Annual Review. Entitled *Four decades of progress*, it will be launched at this year's AGM at Moxhull Hall and contain contributions from the chairman, the managing director and the various committees. It will also feature a section devoted to the exceptional progress made by PASMA in recent years.

## AIF Knowledge Base set to take centre stage at 2010 Expo

The AIF Knowledge Base will be a new feature at the Safety & Health Expo, 11 - 13 May 2010 at the NEC. In completely new surroundings, the concept is designed to address the hot topics in work at height. Gone are the traditional presentations and actor-based scenarios to be replaced by panel discussions, debates and demonstrations featuring twelve organisations at the forefront of access, safety and best practice.

Contributing to the Forum for the first time are guest organisations: the Association for Project Safety (APS); the British Safety Industry Federation (BSIF); the Construction Products Association (CPA); the Chartered Institute of Building (CIOB); the UK Contractors Group (UKCG) and the Institution of Occupational Safety and Health (IOSH).

In a marked departure from previous years, PASMA will host a series of three different debates - one each day - by leading university debating societies briefed by a panel of tower experts:

### Tuesday, 11 May at 13:00

That 3T (Through the Trap) is a perfectly acceptable method of preventing falls from height.

### Wednesday, 12 May at 11:00

That advance guardrails are the best available option for preventing falls from mobile access towers.

### Thursday, 13 May at 13:30

That industry cannot afford the cost of converting to advance guardrails and should stick to the tried and proven 3T Method.





# Its time we all faced the music

John Ball - managing director of Easi UpLifts/ Height for Hire, the Irish-based international rental company - ends his two year stint as president of IPAF this month. His time at the head of the Federation began as one of the longest and strongest boom periods for the industry was coming to an end. Since then the world economy has faced some of its greatest challenges ever, none more so than in his home market.

In spite of this Ball has put more hours and more effort into his role than most of his 14 predecessors combined. He is highly positive about what IPAF has achieved and rightly feels that he has made a significant contribution to the Federation's efforts to become a more international organisation. He is particularly proud of taking the annual summit to Dublin and attracting a record attendance in its first time outside of the UK.

Speaking to Cranes & Access just before the 2010 IPAF Summit where 'Safety is a management issue' is the theme, he talks about what he sees as the greatest threat to safety that the industry faces today.

He also expresses deep regrets and concern at the lack of professionalism in many parts of the aerial lift industry. In particular the plummeting rental rates and therefore yields, as discipline has evaporated in the face of falling utilisation.

"We all have to take responsibility for what has happened, manufacturers, banks and all rental companies," he says. "While the customers might win in the short term they will certainly lose out as equipment ages and maintenance slips, resulting in significantly higher rates as the resulting equipment shortage starts to bite."



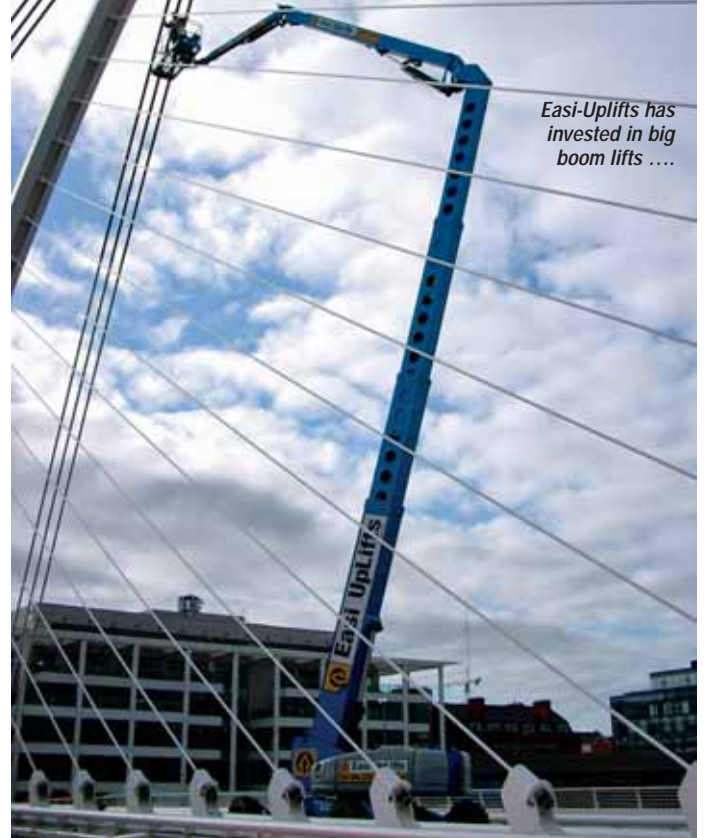
John Ball took over as IPAF president in April 2008

"It all started with the manufacturers giving machines with financial support or payment holidays to new entrants into the market and to people who in some cases were clearly incapable of managing a company of any kind. They must accept some of the responsibility for the current situation which is now hurting them as much, if not more than anyone else."

"The banks and finance companies are equally to blame. Partly for some of their less sensible funding decisions, but more critically, for continuing to support some of these people long after they have clearly become 'basket cases'. I'm talking about companies that have come into the market with barely any of their own funds and have borrowed large amounts to buy new equipment on business plans that only stand a chance of succeeding in peak market conditions with a fair wind behind them. Many of these companies are now unable to meet their financial commitments yet they continue to be supported by the institutions. This is distorting the market and penalising those which have been in the business longer and which have been more diligent in meeting their financial obligations."

**"We can't just stand by and let this happen."**

"Such companies ought to be wound up, or at the very least the banks should be putting someone into the business to protect their investment. The most distressed rental companies seem to be sending equipment out for next to nothing, often into hostile environments. It is difficult to see



Easi-Uplifts has invested in big boom lifts ....

how they can properly service and certify this equipment under these circumstances. The banks are receiving no payment for this kit and it is being devalued through abuse while the safety of the equipment may well be compromised? As an industry we cannot just stand by and let this happen."

"The financial institutions ought to be focusing on the industry's stronger players rather than over protecting the weak and propping up the unviable. In doing so they will help stabilise the rental market and protect their better paying customers. In Ireland many locally based institutions seem to be afraid to pull the plug and face the losses. With little or nothing coming in on the repayment front and the equipment getting older and rougher, they are simply building a more significant problem. Overseas finance companies seem to be taking a more aggressive approach and have started repossessing equipment as part of their exit from the Irish market. With conditions for selling this equipment having improved considerably in the last few months they should act now."

"We rental companies are as much to blame as anyone, particularly at this stage of the crisis and in spite of all the finger pointing, none of us are innocent. There has been a fixation with time utilisation rather than yield, with some people patting themselves on the back for lifting utilisation a few percentage points but at the cost of the rate, so what is the point?"

**"You can't keep putting equipment out at rates that are lower than the cost of finance"**

"Rental companies need to realise that most financial institutions are now only offering conventional financing models, in some cases down-payments are required and payment holidays no longer exist. The rental landscape has also changed considerably in recent months, with a more significant percentage of short-term work. Too many rental companies are applying the rules of long-term rental for a week or two's work and yet the dynamics are totally different. If companies don't adapt to the change, yields will continue to deteriorate."

"You can't continue putting equipment out at rates that are in many cases lower than the cost of finance, particularly with the risk factors also changing, with a much greater incidence of bad debts, particularly in the construction sector. Add all this up - finance costs, transport, maintenance, certification, sales costs and credit risk - and it is easy to see that many companies are committing commercial suicide with their rate policies."

"As an industry we have been guilty of undervaluing the products and services that we continue to provide. Looking at our own company our best yields are obtained on the hire desk. Sales reps tend to be manipulated on site into giving lower rates or not





.....And specialist equipment such as this narrow Denka

software in order to have our system provide yield reports that are easy to read and use. Salesmen need to understand that the words 'minimum' and 'maximum' have an entirely different meaning. While this part of the business may be boring and tedious it has become necessary for our businesses and the health of the industry as a whole."

"At the risk of repeating myself, we need to accept that none of us are without blame here and it is essential that we all acknowledge the part that we have played. It is a huge task to bring rental yields back up to commercially viable levels, but absolutely necessary if we are to continue to supply consistency and quality, providing the customer with safe, well-maintained and properly certified equipment."

### "I am still very optimistic"

"I am still very optimistic about our business and the long term future of our industry. Manufacturers have already started to take a more responsible attitude by dramatically cutting production of new equipment and there will soon be a shortage of two to three year old equipment on the market.

charging enough for extras such as transport, while the hire desk tends to work on a more structured basis."

"We need to retrain our sales forces urgently and need to be more meticulous about tracking nonsensical yields. We have just upgraded our InspHire rental

Companies like our own are also diversifying into specialist equipment such as spider lifts, larger booms and truck mounted lifts which continue to perform well and where the product and the service is still respected. We all need to pull together in an effort to make this the norm for all of the equipment that we provide.

As a company we have also diversified geographically opening up in the UK and Eastern Europe as well as offering our specialist equipment to other rental companies on a cross hire basis,

providing sufficient returns for both parties."

"This is still a young industry and we have not yet come close to the saturation point for the use of this equipment. Our focus to date has largely been on the obvious construction sector. There are many other potential applications out there that are less stressful on the equipment, while returning a higher yield. For those that survive this period, the opportunities and potential for growth are still very promising."



John Ball at the Dublin Summit with Peter Power, Ireland's minister for overseas development

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Hello Alexander,

At the moment I am working in Saudi Arabia and am not in Holland often anymore, I notice that on page 35 and page 40 of the November issue of Cranes & Access I notice that you have used two photo' which I took. The blue Manitowoc fell over while it was standing on a backfilled storm flood drain. It was also operating on more then 100 percent rated capacity...

It was salvaged by an Liebherr LR 1400/2 and Kobelco CKE 2500 from Shangvi Movers and two local cranes. Is it possible that I can receive a hard copy of this issue since I like to collect everything in which a picture I took is published.

Kind regards,

*We have withheld the name of this correspondent sent to Alexander Ochs, from our Freiburg office, as a precaution based on the nature of the information contained in the letter. A copy has been sent to this online reader. Ed*

**The following is an open letter to Colin Wood of the CPA, the organisation that represents most crane rental companies in the UK.**

**Dear Colin**

**SUPPLY OF MACHINERY (SAFETY) REGULATIONS 2008**

Further to our recent conversation relating to the delay in publication of EN13000:2010 Cranes - Mobile Cranes I would like to confirm the HSE position with regard to compliance with the Machinery Directive. The latest version of the Machinery Directive 2006/42/EC, as enacted in the UK by the Supply of Machinery (Safety) Regulations 2008, came into force on the 29 December 2009.

As with previous versions, the Directive requires manufacturers/importers of machinery, such as Mobile Cranes, to either declare that their equipment complies with a transposed Harmonised European Standard or that it directly satisfies the Essential Health and Safety Requirements (EHSR's) of the Machinery Directive.

The existing European Standard EN13000:2004 does not provide presumption of conformity to the new Directive and the delay in publishing its replacement, prEN13000:2010 has the consequence that manufacturers / importers will no longer be able to declare against a harmonised standard and will have to directly satisfy the EHSR's of the new Directive.

**Over Ride Key Switch**

The new Directive has introduced a requirement under EHSR 1.2.1. for consideration of reasonably foreseeable misuse of the equipment. Reasonably foreseeable misuse is defined as "the use of machinery in a way not intended in the instructions for use, but which may result from readily predictable human behaviour". One example of this is inappropriate use of the over ride device on the Rated Capacity Limiting (RCL) system. If you recall prEN13000:2010 addresses foreseeable misuse with several new requirements that include the introduction of a new set up button for rigging the crane and relocation of the RCL over ride key switch out side of the drivers cab. The standard also introduces the requirement for a data logger to monitor the RCL and use of the set up button or over ride key switch.

**Implementation Date**

The new Machinery Directive came into force on the 29 December 2009 without a transition period.

**Where the manufacture of a crane was completed after this date then crane must meet the requirements of new Directive.**

Any cranes where manufacture was completed prior to the 29 December 2009 may be sold after this date to the old Directive if the declaration of conformity was completed and the CE mark applied prior to this date.

Dear Sir,

I saw a large hardware company's truck delivering timber last week. The truck was fitted with loader crane which appeared to be well maintained. The truck was clean and the driver looked like he knew what he was doing, reversing into a job site first thing in the morning with assistance from traffic controllers.

What stood out was the array of soft slings that were stored on the headboard of the truck tray, just looped over the top bar. They may have been in reasonable condition, however some of them were terribly faded, to the point of it being hard to distinguish the colour. If it rained, I imagine that they would get wet as well. This certainly is not best practice, and is also not a once off occurrence.

They are a fantastic tool to have but care must be taken with their storage and use. As with any product that you may be looking to buy, there are many choices in the availability of these fantastic tools. The price is no longer as high as they once were with the availability of imported product, but remember that you only get what you pay for. If you are looking for products in the lower price range, you need to make sure they comply with Australian Standards.

There were often used soft slings left over when I used to unload goods from containers, or unloading cargo from boats on the wharf. As tempting as it may have seemed, these soft slings and strapping systems were produced to a lower standard than we demand. You could feel the difference in your hands. Check with our specialist VCA members if you are after more detailed information. They will be happy to help.

Have a safe week.

Cheers for now,

**Brent Stacey** Liaison Officer

Victorian Crane Association m. 0439 556 867 f. 03 9772 9968

*Whilst I appreciate that this may cause problems for some of your members with equipment on order where there are long lead times, the implementation date and contents of the latest revision of the Machinery Directive have been known and well publicised to industry bodies for several years.*

**Summary**

*In summary from 29 December 2009 manufacturers / importers of mobile cranes have to declare directly against the EHSR's of the new Directive. In preparing their declaration they must take account of foreseeable misuse of the over ride key switch.*

*Under the Health and Safety at Work etc Act 1974 the HSE has powers to take enforcement action with both suppliers and users of work equipment, such as Mobile Cranes, where they have not complied with Health and Safety Legislation. I would ask you to bring the matters contained in this letter to the attention of your members.*

*Yours sincerely*

**Ian Simpson**

*HM Principal Specialist Inspector of Health and Safety  
Mechanical Engineering Specialist Group - North*

**Letters to the editor:**

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

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## Big Five 2009

Middle East construction show in Dubai  
November 23-27, 2008 Dubai, UAE  
Phone: +49 (0) 89 949 22 0  
Fax: +49 (0) 89 949 22 350  
E-mail: info@imag.de

## Cranes Asia

Two day seminar on crane safety  
December 9-10, 2009, Singapore, Singapore  
Phone: +44 (0)20 8269 7743  
Fax: +44 (0)20 269 7803  
E-mail: khearn@progressivemediagroup.com

## Executive Hire Show 2010

Exhibition for the UK Tool Hire industry  
February 3-4, 2010  
Coventry, UK  
Phone: +44 (0)1249 700607  
Fax: +44 (0)1249 700776  
E-mail: nigel@executivehirenews.co.uk



## ARA / Rental Show 2010

Orlando Florida Feb 8th to 11th 2010  
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## Middle East Cranes Conference

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## IPAF Summit

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Access Federation  
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## Bauma 2010

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April 19-25th, 2010 Munich, Germany  
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## Safety & Health Expo

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## SED 2010

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## Verticaaldagen Benelux

Benelux lifting event  
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Fax: +31 (0)84 710 0518  
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## SAIE 2010

Bologna Fair, Italian Building  
products exhibition,  
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25 t Demag AC 25	2000	4x4x4	25,00m + 1,30m
30 t PPM ATT 335	1997	4x4x4	27,40m + 15,00m
30 t PPM ATT 350	1998	4x4x4	30,40m + 8,00m
35 t PPM ATT 400	1998	4x4x4	30,40m + 15,00m
35 t PPM ATT 400/2	2000	4x4x4	30,40m + 8,00m
40 t Terex-Demag AC 40L	2009	4x4x4	37,40m + 8,00m
40 t Liebherr LTM 1040-1	1994	6x6x6	30,00m + 8,00m
40 t Liebherr LTM 1040-1	1997	6x6x6	30,00m + 14,50m
40 t Liebherr LTM 1040-1	1999	6x6x6	30,00m + 14,50m
45 t Faun ATF 45-3	2004	6x6x6	34,00m + 15,20m
50 t Faun ATF 50-3	1997	6x6x6	38,00m + 16,00m
50 t Krupp KMK 3050	1995	6x6x6	38,10m + 15,00m
55 t Liebherr LTM 1055/1	2004	6x6x6	40,00m + 16,00m
60 t Faun ATF 60-4	2000	8x6x8	40,00m + 16,00m
70 t Grove TT 3065	1997	8x6x8	38,00m + 18,50m
75 t Grove GMK 4075	2001	8x6x8	43,20m + 27,00m
75 t Grove GMK 4075	2001	8x6x8	43,20m + 17,00m
80 t Liebherr LTM 1080/1	1999	8x6x8	48,00m + 17,00m
80 t Demag AC 80-1	2000	8x6x8	50,00m + 9,20m
80 t Faun ATF 80-4	2005	8x6x8	48,50m + 16,00m
90 t Faun ATF 90G-4	2009	8x8x8	51,20m + 19,00m
100 t Terex-Demag AC 100-4	2008	8x6x8	50,00m + 19,00m
110 t Faun ATF 110G-S	2006	10x6x10	52,00m + 16,20m
120 t Terex-Demag AC 120	2008	10x6x10	60,00m + 17,60m
160 t Faun ATF 160G-S	2009	10x8x8	60,00m + 37,40m
160 t Krupp KMK 5160	1995	10x8x8	49,00m + 18,00m
180 t Grove GMK 5180	2001	10x8x10	60,00m + 38,00m
220 t Faun ATF 220G-S	2007	10x8x8	68,00m + 37,20m
225 t Liebherr LTM 1225	1996	12x6x10	60,00m + 63,00m

**TELESCOPIC - TRUCK CRANES**

Make / Type	s. o. m.	Drive	Boom / Fly Jib
25 t Kato NK 250 E	1998	6x4x2	30,00m + 7,50m
50 t Kato NK 500 E III	1996	8x4x4	40,00m + 15,00m
50 t Kato NK 500 E	1997	8x4x4	40,00m + 15,00m
50 t Tadano TG 500 E	1999	8x4x4	40,40m + 14,60m

**ROUGH-TERRAIN CRANES**

Make / Type	s. o. m.	Drive	Boom / Fly Jib
50 t Tadano TR 500 E	1989	4x4x4	34,10m + 17,10m

**REACHSTACKER**

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

**BOOMLIFTER**

Make / Type	s. o. m.	Drive	Boom / Fly Jib
3,5 t JCB Telehändler 535-125	2007	4x4x4	12,50 m
5,0 t Terex Giroflit 5022	2001	4x4x4	22,00 m

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2005-2008  
12m white non marking  
tires choice of 3



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1998-2000  
14m choice of 4



JLG 330C RT  
2000-2001  
12m 4x4 with  
outriggers choice of 4



JLG 40RTS  
2000-2002  
14m 4x4 with outriggers  
choice of 4



JLG 450AJ SII  
2004-2006  
16m 4x4 choice of 9



JLG 600AJ  
2006  
20m 4x4 choice of 2



JLG 860SJ  
2007  
28m 4x4  
1.131t (29.10.2009)



JLG 1200SJP  
2005  
38m 4x4x4  
2.397t (06.10.2009)



GT18-12  
2008  
UNUSED on Nissan Cabstar  
3.5t Euro 4 choice of 3



### ACCESS EQUIPMENT MANUFACTURERS

Ascendant Access [www.ascendantaccess.com](http://www.ascendantaccess.com)  
Aichi [www.aichi.de](http://www.aichi.de)  
AIRO [www.airo.com](http://www.airo.com)  
Alimak [www.alimak.co.uk](http://www.alimak.co.uk)  
Altrex B.V. [www.altrex.com](http://www.altrex.com)  
Barin [www.barin.it](http://www.barin.it)  
Basket [www.basket-platforms.com](http://www.basket-platforms.com)  
Bil jax [www.biljax.com](http://www.biljax.com)  
Bravi [www.braviisol.com](http://www.braviisol.com)  
CMC [www.cmc-platforms.com](http://www.cmc-platforms.com)  
CTE [www.ctelift.com](http://www.ctelift.com)  
Denka Lift [www.wi-industries.com](http://www.wi-industries.com)  
Dino Lift [www.dinolift.com](http://www.dinolift.com)  
Esda [www.esda-fahrzeugwerke.de](http://www.esda-fahrzeugwerke.de)  
Genie [www.genieindustries.com](http://www.genieindustries.com)  
GSR Spa [www.gsrspa.it](http://www.gsrspa.it)  
Haulotte [www.haulotte.com](http://www.haulotte.com)  
Hinowa Tracked Aerial Platforms [www.hinowa.com](http://www.hinowa.com)  
Holland Lift [www.hollandlift.com](http://www.hollandlift.com)  
Isoli [www.isoli.com](http://www.isoli.com)  
Iteco [www.itecolift.it](http://www.itecolift.it)  
JLG [www.jlgeurope.com](http://www.jlgeurope.com)  
Leguan Lifts [www.leguanlifts.com](http://www.leguanlifts.com)  
Manitou [www.manitou.com](http://www.manitou.com)  
Matilsa [www.matilsa.es](http://www.matilsa.es)  
MEC [www.mec-awp.com](http://www.mec-awp.com)  
Nagano [www.kemphoogwerkers.nl](http://www.kemphoogwerkers.nl)  
Nifty Lift [www.niftylift.com](http://www.niftylift.com)  
Oil&Steel [www.oilsteel.com](http://www.oilsteel.com)  
Omega Platforms [www.omegaplatforms.com](http://www.omegaplatforms.com)  
Omme Lift [www.ommelift.dk](http://www.ommelift.dk)  
Palazzani Industrie [www.palazzani.it](http://www.palazzani.it)  
Palfinger Platforms [www.palfinger-platforms.com](http://www.palfinger-platforms.com)  
PB Lifetechnik [www.pbgmbh.de](http://www.pbgmbh.de)  
Ranger tracked access [www.tracked-access.co.uk](http://www.tracked-access.co.uk)  
Ruthmann [www.ruthmann.de](http://www.ruthmann.de)  
Skyhigh [www.skyhigh.be](http://www.skyhigh.be)  
Skyjack [www.skyjack.com](http://www.skyjack.com)  
Snorkel [www.snorkelusa.com](http://www.snorkelusa.com)  
Socage [www.socagefassi.it](http://www.socagefassi.it)  
SUP [www.supelefant.com](http://www.supelefant.com)  
Teupen [www.teupen.info](http://www.teupen.info)  
Turner Access [www.turner-access.co.uk](http://www.turner-access.co.uk)  
Upright International [www.uprighteuro.com](http://www.uprighteuro.com)  
Versalift distributors (UK) Ltd [www.versalift.co.uk](http://www.versalift.co.uk)  
Worldlift [www.wi-industries.com](http://www.wi-industries.com)

### MAST CLIMBERS & HOISTS

Alimak-HEK [www.alimakhek.com](http://www.alimakhek.com)  
LTC Hoists [www.ltcscalf.co.uk](http://www.ltcscalf.co.uk)  
Safi [www.safi.it](http://www.safi.it)

### PLATFORM RENTAL

2 Cousins Access Limited [www.2cousins.co.uk](http://www.2cousins.co.uk)  
AA Access (Specialists) [www.aaaccess.co.uk](http://www.aaaccess.co.uk)  
Access Link [www.accesslink.biz](http://www.accesslink.biz)  
Access Platforms Direct [www.accessplatformsdirect.co.uk](http://www.accessplatformsdirect.co.uk)  
Acro Services [www.acroservices.co.uk](http://www.acroservices.co.uk)  
Advanced Access Platforms [www.accessplatformsuk.com](http://www.accessplatformsuk.com)  
Aerial Platforms Ltd [www.aerialplatformsltd.co.uk](http://www.aerialplatformsltd.co.uk)  
AFI- Uplift [www.afi-uplift.co.uk](http://www.afi-uplift.co.uk)  
Bucks Access Rentals Ltd [www.bucksaccessrentals.co.uk](http://www.bucksaccessrentals.co.uk)  
Easi up Lifts [www.easiuplifts.com](http://www.easiuplifts.com)  
ES Access Platforms Ltd [www.esaccess.co.uk](http://www.esaccess.co.uk)  
Facelift [www.facelift.co.uk](http://www.facelift.co.uk)  
Higher access [www.higheraccess.co.uk](http://www.higheraccess.co.uk)  
Hi-reach [www.hi-reach.co.uk](http://www.hi-reach.co.uk)  
Industrial Access Romania [www.industrialaccess.ro](http://www.industrialaccess.ro)  
LTC Powered Access [www.ltcaccess.co.uk](http://www.ltcaccess.co.uk)  
Manlift Hire [www.manlift.ie](http://www.manlift.ie)  
Max Access [www.maxaccess.co.uk](http://www.maxaccess.co.uk)  
Nationwide Access [www.nationwideaccess.co.uk](http://www.nationwideaccess.co.uk)  
Panther Platform Rentals [www.platform-rentals.co.uk](http://www.platform-rentals.co.uk)  
Peter Douglass Platforms [www.peterdouglass.co.uk](http://www.peterdouglass.co.uk)  
Peter Hird [www.peter-hird.co.uk](http://www.peter-hird.co.uk)  
Rapid Platforms [www.rapidplatforms.co.uk](http://www.rapidplatforms.co.uk)  
Riwal [www.riwal.com](http://www.riwal.com)  
Skylift Hire [www.skylift.ie](http://www.skylift.ie)  
Spiderlift [www.spiderlift.co.uk](http://www.spiderlift.co.uk)  
Trac-Access [www.trac-access.com](http://www.trac-access.com)  
Universal Platforms [www.universalplatforms.com](http://www.universalplatforms.com)  
Wilson Access [www.wilsonaccess.co.uk](http://www.wilsonaccess.co.uk)

### NEW & USED PLATFORMS

Access Business [www.accessbusiness.nl](http://www.accessbusiness.nl)  
Access Platforms Direct [www.accessplatformsdirect.co.uk](http://www.accessplatformsdirect.co.uk)  
Access Platform Sales [www.accessplatforms.co.uk](http://www.accessplatforms.co.uk)  
Access Sales International [www.accesssalesint.co.uk](http://www.accesssalesint.co.uk)  
Advanced Access Platforms [www.aaplatforms.co.uk](http://www.aaplatforms.co.uk)  
AFI Resale [www.afi-resale.co.uk](http://www.afi-resale.co.uk)  
A.J. Access Platforms [www.accessplatforms.com](http://www.accessplatforms.com)  
Baker Access [www.maxaccess.co.uk](http://www.maxaccess.co.uk)  
Baulift [www.baulift.de](http://www.baulift.de)  
Brodrene Jorgensen AS [www.brjorgen.no](http://www.brjorgen.no)  
Caution -Access [www.cautionaccess.com](http://www.cautionaccess.com)  
Don Maq Inc [www.donmaq.com](http://www.donmaq.com)  
Easi-uplifts [www.easiuplifts.com](http://www.easiuplifts.com)  
Facelift [www.facelift.co.uk](http://www.facelift.co.uk)  
Flesch [www.Flesch-Arbeitsbuehnen.de](http://www.Flesch-Arbeitsbuehnen.de)

Genie [www.genieindustries.com](http://www.genieindustries.com)  
Industrial Access [www.industrialaccess.ro](http://www.industrialaccess.ro)  
Instant Holland [www.instant-holland.nl](http://www.instant-holland.nl)  
JLG [www.jlgeurope.com](http://www.jlgeurope.com)  
Kemp Hoogwerkers [www.kemphoogwerkers.nl](http://www.kemphoogwerkers.nl)  
Kermco [www.kermco.co.uk](http://www.kermco.co.uk)  
Kunze GmbH [www.KUNZEgmbh.de](http://www.KUNZEgmbh.de)  
Lisman [www.lisman.nl](http://www.lisman.nl)  
LTECH [www.ltech.ru](http://www.ltech.ru)  
Manlift Sales [www.manlift.ie](http://www.manlift.ie)  
Mech-Serv (GB) Ltd [www.mech-serv.co.uk](http://www.mech-serv.co.uk)  
Mr Machinery [www.mrmachinery.co.uk](http://www.mrmachinery.co.uk)  
Nationwide Access [www.nationwideaccess.co.uk](http://www.nationwideaccess.co.uk)  
Peter-Hird Ltd [www.peter-hird.co.uk](http://www.peter-hird.co.uk)  
Tracked Access [www.trackedaccess.com](http://www.trackedaccess.com)  
Platform Sales [www.platformsales.co.uk](http://www.platformsales.co.uk)  
Platform Sales Europe [www.platformsales europe.com](http://www.platformsales europe.com)  
Promax Access [www.promaxaccess.com](http://www.promaxaccess.com)  
Rapid Platforms [www.rapidplatforms.co.uk](http://www.rapidplatforms.co.uk)  
Ritchie Bros auctions [www.rbaction.com](http://www.rbaction.com)  
Riwal [www.riwal.com/used](http://www.riwal.com/used)  
Skylift Hire [www.skylift.ie](http://www.skylift.ie)  
Thanner [www.USED-Worklift.com](http://www.USED-Worklift.com)  
Turner Access [www.turner-access.co.uk](http://www.turner-access.co.uk)  
TVH - Group Thermote & Vanhalst [www.tvh.be](http://www.tvh.be)  
Universal Platforms [www.universalplatforms.com](http://www.universalplatforms.com)  
Wilson Access [www.wilsonaccess.co.uk](http://www.wilsonaccess.co.uk)

### ALLOY SCAFFOLD TOWERS

Altrex [www.altrex.com](http://www.altrex.com)  
Industrial Access Romania [www.industrialaccess.ro](http://www.industrialaccess.ro)  
Instant [www.instantupright.com](http://www.instantupright.com)  
Svelt [www.svelt.it](http://www.svelt.it)  
Turner Access [www.turner-access.co.uk](http://www.turner-access.co.uk)

### SPECIAL/BESPOKE ACCESS & LIFTING SOLUTIONS

CRANETECH [www.cranetechgroup.com](http://www.cranetechgroup.com)  
Kermco [www.kermco.co.uk](http://www.kermco.co.uk)  
Platform Sales [www.platformsales.co.uk](http://www.platformsales.co.uk)  
Ranger Equipment [www.spiderlift.co.uk](http://www.spiderlift.co.uk)  
H&A Height Services [www.ha-heightservices.com](http://www.ha-heightservices.com)

### SPECIAL & NICHE PLATFORM RENTAL

Acro Services [www.acroservices.co.uk](http://www.acroservices.co.uk)  
CAT Access Solutions [www.cataccesssolutions.co.uk](http://www.cataccesssolutions.co.uk)  
Easi Uplifts [www.easiuplifts.com](http://www.easiuplifts.com)  
Easy Reach Scotland [www.easyreachscotland.co.uk](http://www.easyreachscotland.co.uk)  
Facelift [www.facelift.co.uk](http://www.facelift.co.uk)  
Higher Access [www.higheraccess.co.uk](http://www.higheraccess.co.uk)  
Max Access [www.maxaccess.co.uk](http://www.maxaccess.co.uk)  
Panther Platform Rentals [www.platform-rentals.co.uk](http://www.platform-rentals.co.uk)  
Spiderlift [www.spiderlift.co.uk](http://www.spiderlift.co.uk)  
Tracked Access [www.trackedaccess.com](http://www.trackedaccess.com)  
Rapid Platforms [www.rapidplatforms.co.uk](http://www.rapidplatforms.co.uk)  
Universal Platforms [www.universalplatforms.com](http://www.universalplatforms.com)  
Wilson Access [www.wilsonaccess.co.uk](http://www.wilsonaccess.co.uk)

### SPECIALIST SCAFFOLDING

LTC Specialist Scaffolding [www.ltcscalf.co.uk](http://www.ltcscalf.co.uk)

### TRAINING CENTRES & TRAINERS

Access Platforms Direct [www.accessplatformsdirect.co.uk](http://www.accessplatformsdirect.co.uk)  
Access Platform Sales [www.accessplatforms.co.uk](http://www.accessplatforms.co.uk)  
Active Safety [www.activerentals.co.uk](http://www.activerentals.co.uk)  
Advanced Access Platforms [www.accessplatformsuk.com](http://www.accessplatformsuk.com)  
AFI [www.afi-uplift.co.uk](http://www.afi-uplift.co.uk)  
Ainscough [www.ainscoughtraining.co.uk](http://www.ainscoughtraining.co.uk)  
AJ Access [www.accessplatforms.com](http://www.accessplatforms.com)  
Astra Access Safety Training [www.astratraining.co.uk](http://www.astratraining.co.uk)  
Avon Crane [www.avoncrane.co.uk](http://www.avoncrane.co.uk)  
Central Access [www.central-access.co.uk](http://www.central-access.co.uk)  
Davis Access Platforms [www.davisaccessplatforms.com](http://www.davisaccessplatforms.com)  
Easi-Uplifts [www.easiuplifts.com](http://www.easiuplifts.com)  
ES Access Platforms Ltd [www.esaccess.co.uk](http://www.esaccess.co.uk)  
Facelift [www.facelift.co.uk](http://www.facelift.co.uk)  
HCS [www.hydrauliccraneservices.co.uk](http://www.hydrauliccraneservices.co.uk)  
Hi-Reach [www.hi-reach.co.uk](http://www.hi-reach.co.uk)  
Hiab [www.hiab.com](http://www.hiab.com)  
Hird [www.peter-hird.co.uk](http://www.peter-hird.co.uk)  
HSS [www.hss.com/training](http://www.hss.com/training)  
JLG Training [www.jlgeurope.com](http://www.jlgeurope.com)  
Kingfisher Access [www.kingfisheraccess.co.uk](http://www.kingfisheraccess.co.uk)  
L&B Transport [www.lbtransport.co.uk](http://www.lbtransport.co.uk)  
Liebherr Training (UK) [www.liebherr.co.uk](http://www.liebherr.co.uk)  
Loxam [www.loxam-access.co.uk](http://www.loxam-access.co.uk)  
Lifting Equipment Training [www.letltd.co.uk](http://www.letltd.co.uk)  
LTC Training Services [www.ltctrainingservices.co.uk](http://www.ltctrainingservices.co.uk)  
Nationwide Platforms [www.nationwideaccess.co.uk](http://www.nationwideaccess.co.uk)  
Norfolk Training Services [www.norfolktraining.co.uk](http://www.norfolktraining.co.uk)  
Panther Platform Rentals [www.platform-rentals.co.uk](http://www.platform-rentals.co.uk)  
Rapid Platforms [www.rapidplatforms.co.uk](http://www.rapidplatforms.co.uk)  
Skylift Hire [www.skylift.ie](http://www.skylift.ie)  
Southern Crane & Access [www.southern cranes.co.uk](http://www.southern cranes.co.uk)  
TH White [www.thwhite.co.uk](http://www.thwhite.co.uk)  
Terex Atlas (UK) Ltd. [www.atlascranes.co.uk](http://www.atlascranes.co.uk)  
The Platform Company [www.platformcompany.co.uk](http://www.platformcompany.co.uk)  
Turner Access [www.turner-access.co.uk](http://www.turner-access.co.uk)  
Universal Platforms [www.universalplatforms.com](http://www.universalplatforms.com)  
Wilson Access [www.wilsonaccess.co.uk](http://www.wilsonaccess.co.uk)

## EQUIPMENT AUCTION HOUSES

Mr Machinery  
Ritchie Brothers

[www.mrmachinery.com](http://www.mrmachinery.com)  
[www.rbauction.com](http://www.rbauction.com)

## CRANE MANUFACTURERS

Galizia  
Grove  
Jekko  
Kobelco  
Liebherr  
Maeda  
Manitowoc  
Mantis Cranes  
Ormig  
Potain  
Sany  
Sennebogen  
Spierings  
Tadano Faun  
Terex-Demag  
Unic Cranes  
Valla  
Zoomlion

[www.galiziagru.com](http://www.galiziagru.com)  
[www.groveworldwide.com](http://www.groveworldwide.com)  
[www.jekko.it](http://www.jekko.it)  
[www.kobelco-cranes.com](http://www.kobelco-cranes.com)  
[www.liebherr.com](http://www.liebherr.com)  
[www.maedaminicranes.co.uk](http://www.maedaminicranes.co.uk)  
[www.manitowoccranes.com](http://www.manitowoccranes.com)  
[www.mantisranes.ie](http://www.mantisranes.ie)  
[www.ormig.co.uk](http://www.ormig.co.uk)  
[www.manitowoccranes.com](http://www.manitowoccranes.com)  
[www.sany.com.cn](http://www.sany.com.cn)  
[www.sennebogen.com](http://www.sennebogen.com)  
[www.spieringskranen.nl](http://www.spieringskranen.nl)  
[www.tadanofaun.de](http://www.tadanofaun.de)  
[www.terex-cranes.com](http://www.terex-cranes.com)  
[www.unic-cranes.co.uk](http://www.unic-cranes.co.uk)  
[www.valla-cranes.co.uk](http://www.valla-cranes.co.uk)  
[www.zoomlioncranes.co.uk](http://www.zoomlioncranes.co.uk)

## CRANE HIRE

Ainscough  
Berry Cranes  
Bob Francis Crane Hire  
City Lifting  
Hewden  
Ladybird tower crane hire  
Mantis Cranes  
McNally crane hire  
Port Services Ltd Heavy Crane division

[www.ainscough.co.uk](http://www.ainscough.co.uk)  
[www.berrycranes.co.uk](http://www.berrycranes.co.uk)  
[www.bobfrancisranehire.co.uk](http://www.bobfrancisranehire.co.uk)  
[www.citylifitng.co.uk](http://www.citylifitng.co.uk)  
[www.hewden.co.uk](http://www.hewden.co.uk)  
[www.ladybirdcranehire.co.uk](http://www.ladybirdcranehire.co.uk)  
[www.mantisranes.ie](http://www.mantisranes.ie)  
[www.cranehire-ireland.com](http://www.cranehire-ireland.com)  
[www.portservices.co.uk](http://www.portservices.co.uk)

## HEAVY LIFT MANAGEMENT

DWLS Ltd

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

## MINI CRANE HIRE

Easi Up Lifts  
Easy Reach Scotland  
Industrial Access Romania  
JT Mini Crane Hire  
Peter Hird  
Tracked Access

[www.easiuplifts.com](http://www.easiuplifts.com)  
[www.easyreachscotland.co.uk](http://www.easyreachscotland.co.uk)  
[www.industrialaccess.ro](http://www.industrialaccess.ro)  
[www.jtminicranes.co.uk](http://www.jtminicranes.co.uk)  
[www.peter-hird.co.uk](http://www.peter-hird.co.uk)  
[www.trackedaccess.com](http://www.trackedaccess.com)

## NEW & USED CRANES

AGD Equipment Ltd  
Cranes UK  
Crowland Cranes  
E.H Hassells  
Immo Cranes  
Jones-Iron Fairy  
Kobelco  
Mantis Cranes  
M. Stemick  
P.V. Adrighem BV  
Terex Demag  
Used Cranes CCK  
Valla UK Ltd  
UCM

[www.agd-equipment.co.uk](http://www.agd-equipment.co.uk)  
[www.cranesuk.net](http://www.cranesuk.net)  
[www.crowlandcranes.co.uk](http://www.crowlandcranes.co.uk)  
[www.hassells.com](http://www.hassells.com)  
[www.immo-cranes.com](http://www.immo-cranes.com)  
[www.jonesironfairy.co.uk](http://www.jonesironfairy.co.uk)  
[www.kobelco-cranes.com](http://www.kobelco-cranes.com)  
[www.mantisranes.ie](http://www.mantisranes.ie)  
[www.stemick-krane.de](http://www.stemick-krane.de)  
[www.adrighem.com](http://www.adrighem.com)  
[www.terex-cranes.com](http://www.terex-cranes.com)  
[www.used-cranes.de](http://www.used-cranes.de)  
[www.valla-cranes.co.uk](http://www.valla-cranes.co.uk)  
[www.ucmholland.nl](http://www.ucmholland.nl)

## SELF ERECTING TOWER CRANES

Airtek safety  
City Lifting  
Ladybird tower crane hire  
London Tower Cranes  
Mantis Cranes  
Vanson

[www.airteksafety.com](http://www.airteksafety.com)  
[www.citylifitng.co.uk](http://www.citylifitng.co.uk)  
[www.ladybirdcranehire.co.uk](http://www.ladybirdcranehire.co.uk)  
[www.londontowercranes.co.uk](http://www.londontowercranes.co.uk)  
[www.mantisranes.ie](http://www.mantisranes.ie)  
[www.vansoncranes.com](http://www.vansoncranes.com)

## LORRY/TRUCK LOADER CRANES

Effer  
Fassi UK  
Hiab  
Palfinger

[www.effer.it](http://www.effer.it)  
[www.fassiuk.com](http://www.fassiuk.com)  
[www.hiab.com](http://www.hiab.com)  
[www.palfinger.com](http://www.palfinger.com)

## TELESCOPIC HANDLERS

Genie  
Haulotte  
Industrial Access  
JLG  
Manitou  
Mec Telehandlers  
Merlo

[www.genieindustries.com](http://www.genieindustries.com)  
[www.haulotte.com](http://www.haulotte.com)  
[www.industrialaccess.ro](http://www.industrialaccess.ro)  
[www.jlgeurope.com](http://www.jlgeurope.com)  
[www.manitou.com](http://www.manitou.com)  
[www.mecawp.com](http://www.mecawp.com)  
[www.merlo.co.uk](http://www.merlo.co.uk)

## OUTRIGGER PADS, MATS & ROADWAYS

Eco power pads  
Timbermat  
TMC lifting supplies  
TPA Ltd  
Welex

[www.outriggerpads.co.uk](http://www.outriggerpads.co.uk)  
[www.timbermat.co.uk](http://www.timbermat.co.uk)  
[www.tmc-lifting.com](http://www.tmc-lifting.com)  
[www.tpa-ltd.co.uk](http://www.tpa-ltd.co.uk)  
[www.welex.nl](http://www.welex.nl)

## NEW & USED TELEHANDLERS

Industrial Access  
Lisman  
Mr Machinery  
Skylift Hire  
Rival  
VHS Vissers Heftruck Service

[www.industrialaccess.ro](http://www.industrialaccess.ro)  
[www.lisman.nl](http://www.lisman.nl)  
[www.mrmachinery.ie](http://www.mrmachinery.ie)  
[www.skylift.ie](http://www.skylift.ie)  
[www.rival.com/used](http://www.rival.com/used)  
[www.vhsbladel.nl](http://www.vhsbladel.nl)

## PARTS & SERVICE SUPPLIERS

Caunton - Access  
Crowland Cranes  
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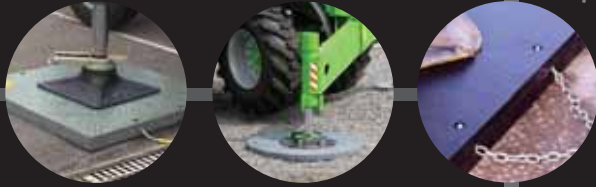
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