

# cranes & access

March 2007 Vol. 9 issue 2

## Mast climbers and hoists

## First Bauma preview

## Trailer and small self erecting tower cranes

## Preserving the past

## Buying a used aerial lift

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## On the cover:

21 SGB mastclimbers and 3,000 metres of mast section were used on the new £160 million Manchester Civil Courts.



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

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

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Upbeat and successful but not too many ground-breaking new products. This year's ARA show reflects a maturing access market aimed at refining products and designing out costs. Leigh Sparrow reports from Atlanta.

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

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# cranes & access

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email: info.vertikal@t-online.de  
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Design & Artwork by:

bp design Ltd.

Tel: 01707 642141 Fax: 01707 646806  
email: studio@bpdesign.info

ISSN: 1467-0852

© Copyright The Vertikal Press Limited 2006

The Vertikal Press also publishes:



For users & buyers of lifting equipment

March 2007 Vol. 9 issue 2

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Press**

The Vertikal Press Ltd.  
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# c&a comment



## Where's the innovation?

In this issue we carry our first preview of the massive Bauma exhibition and review Februarys ARA show. Looking at what the aerial lift manufacturers had on display in Atlanta and what manufacturers are telling us they will launch at Bauma, one wonders what happened to real innovation?

Most equipment manufacturers agree that new products are the life blood of a growing business, the same applies to the health of an industry. It looks as though the major aerial lift producers are running out of steam when it comes to new ideas or are they simply resting on their laurels in a fat and happy market?

Don't get me wrong, this 'impression' does not come from any in-depth analysis, more a gut feeling after discussing Bauma plans with most manufacturers in January and then walking around what used to be the hottest new product show in the aerial lift business in February. A slower pace of development might of course be related to the fact that the powered access market is reaching a level of maturity, where it is harder to make a true breakthrough?

In terms of innovation the crane industry is currently setting a shining example, there is no argument about its maturity, some claim that it is even approaching its dotage. Yet some 10 to 15 years ago the industry was in the doldrums, new models on offer were hardly any different to 10 year old products in its customers fleets... leaving no pressure to trade up...so many simply refurbished. Then the industry came alive and over the past six to 10 years has been a hotbed of new product development. Modern cranes have longer booms, faster set up times, easier transportation and new concepts, or at least new angles on earlier concepts have sprung up.

A few years back the aerial lift industry needed to take a breath, it needed to slow down a bit and improve the quality and reliability of its products while reducing manufacturing costs. That task has all but been completed now and what the industry needs, using jargon, is to be 'stretching the envelope', moving things along, even 'thinking out of the box'.

New products that bring true user benefits forces or encourages rental companies to turn their fleets over faster. It differentiates the better companies from the 'rent-a-wreck' suppliers and enhances rental rates. Perhaps as importantly it produces a steady stream of good used machines for developing markets where powered access is in its infancy and where the cost of labour will not justify new.

The industry would do well to step up development while it can afford to make the odd mistake or two or it might face the double whammy of a lack of interest in a falling market.

Leigh W Sparrow

*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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# Ainscough buys Crane Services

(L-R) Martin Ainscough, David Slack and Niel Partridge (Ainscough) in front of a Crane Services Liebherr 500 tonner.

Ainscough Crane Hire has once again hit the acquisition trail purchasing Nationwide Crane Hire - which trades as Crane Services of Leeds - for an undisclosed sum.

Crane Services has a fleet of 36 cranes including some of the largest mobiles in the UK. Its three Liebherr 500 tonners and Liebherr 1000 tonner on order, provided users with a big telescopic crane alternative to Ainscough. The move effectively gives Ainscough a stranglehold in this sector of the market.

Chairman Martin Ainscough said: "We are delighted to have concluded this purchase and our intention is to run Crane Services as a separate business in the immediate future to ensure the minimum disruption to its customers."

David Slack owner and MD of Crane Services will remain with the business for four months as a consultant to ensure a smooth handover of the business.

Slack said "it was important for me to ensure a secure future for the staff and employees, many of whom have worked with me for many years, some since school. They have built up this business side by side with me and frequently gone above and beyond the call of duty to get the job done I am sure that they will continue to prosper under the Ainscough banner."

David Slack and his family took full control of the company just over a year ago when it purchased the remaining 50 percent of Nationwide Crane Hire from business partner Bob Dickey.



(L-R) John Cusack, Seamus O'Dwyer, financial controller, Skylift and John Fuller of Genie on concluding the €15 million deal.

# Skylift order

Limerick-based Skylift has ordered more than €15 million of aerial lifts from Genie industries. The deal covering a wide range of products is targeted purely at servicing the domestic Irish market. The company says it is the first of a number of planned major investments in new equipment over the next 18 months cementing its position as the leading access equipment supplier in Ireland.

Skylift was founded in Limerick almost 10 years ago by managing director John Cusack and now has locations in Limerick, Cork and Dublin.

# Frey to join Junheinrich

In a surprise move, Hans-Georg Frey, currently managing director of Liebherr Ehingen is to join fork truck and material handling company Junheinrich. Frey will take over as chairman of the management board from 1st May.

Frey (50), a lawyer by education, has been with Liebherr since he replaced Friedrich (Freddy) Bär in

late 2001. Mario Trunzer, currently the chief financial officer at Ehingen will take over Frey's responsibilities adding them to his existing duties until a successor is found. Jungheinrich is a public company with revenues of about €1.75 billion.

It provides a wide range of forklift trucks, shelving systems and services.



Hans-Georg Frey is leaving Liebherr to join Junheinrich.

# Tower cranes on air

Watch out for four short documentaries on London tower crane drivers to be aired shortly on Channel 4. Starting at 19:55 on March 19th and following at the same time on March 20th, 21st and 22nd, the shorts are part of the '3-Minute Wonders', which follows the Channel 4 News.

"Without cranes our modern cities would be hard to imagine, yet, most of us never notice cranes or their drivers," said the director, Eva Weber. "My aim is to give people a better understanding of what it takes to be a crane driver and to see London through their eyes."

"Due to the tragic accidents in Liverpool and London, the crane industry has recently had its share of negative headlines in the mainstream press. 'City of Cranes' hopes to redress the balance by allowing viewers to experience what it is really like to work hundreds of feet above the sky".

# Blair opens Vigo centre

Tony Blair formally opened UpRight's new Vigo centre last month spending an hour touring the facility and speaking to employees.

Managing director Darren Kell, said "The Prime Minister spent an hour with myself and our chairman Roy Stanley, touring the 23,000 sq metre factory and speaking to our colleagues in the offices and on the shop floor. He was extremely well-informed about aerial work platforms."

Addressing the workforce, Blair said: It is fantastic that you have

built up this company so quickly. This will be a company that will really make its presence felt not just in the North East, but throughout the world."

The visit came in the same week as the new UpRight celebrated its biggest weekly order intake to date, booking forward orders for 1,300 units worth €14 million.



Tony Blair at the new UpRight facility with Darren Kell.

# Train hits platform

On February 6th a Moog MB250 underbridge inspection platform on hire from ES Access was hit by the mainline Paddock Wood to Gillingham train traveling at around 60 mph. Amazingly no-one was injured in the accident although the platform suffered major damage. Investigations are continuing, but reports suggest that the platform was incorrectly instructed to set up on a bridge over the mainline railway, rather than on a river bridge about 150 metres further down the M20 motorway.

The train hit the centre part of the platform's deck scattering parts for quite a distance along the track. The windscreen of the train - the point of impact - was also shattered. Fortunately neither the operator from ES or the contractor's staff were in the platform when the train struck.

Keith Hunwick, proprietor of ES Access told C&A that the platform operator was one of his most experienced, with full certification and factory training on the Moog

platforms. In accordance with normal British Transport Police procedures, the operator was immediately arrested, but later released on bail.



## Tower crane summit

Senior managers of the UK's Construction Plant-hire Association (CPA) met with Stephen Williams, HSE's chief Inspector of construction, in February, following the incidents in London and Liverpool.

On the agenda was legislation, standards and industry good practice. Various items were identified for further development, including best practice guidance on maintenance and thorough examination of tower cranes.

The CPA says that this guidance will be drafted 'to produce robust practical information which will contribute significantly to raising standards in the industry, building on the work already carried out by the CPA's Tower Crane Interest Group'.

"The HSE is pleased to see the industry taking ownership of the need to improve health and safety. We had a very constructive meeting with the CPA and welcome their very positive approach," said Williams.

## For sale

William O'Brien Crane Hire of Cork, the fifth largest crane hire company in the 2006 C&A-UK/Ireland Top 30, has appointed Merrion Capital to find a buyer for the business.

Willy O'Brien founded the company almost 50 years ago, handing over to his son William O'Brien Jnr in 1996. The Bishopstown, Cork-based business is the largest crane company in the region, employing around 85 staff with, it claims, 76 cranes and has depots in Limerick, Waterford and Cahir.

Revenues passed the €10 million mark in 2005 with assets in the region of €15 million.

## Arcomet-Airtek

Arcomet of Belgium has acquired the 50 percent holding in Airtek Cranes UK that it did not already own, from Airtek Safety and has appointed Steve Rooney as managing director of the new Arcomet-Airtek Cranes.

Arcomet also owns Midland Cranes, which sells and rents self erectors - and Arcomet Tower Cranes which rents top slewers. Paul Phillips, chair of the CPA tower crane interests group also

works for Arcomet, selling Potain tower cranes to other rental companies in the UK and reporting directly to Arcomet Belgium.

Arcomet now plans to integrate its UK businesses and to this end has appointed Graham Baukham of Arcomet Tower Cranes as UK group managing director while Tony Reeves becomes UK chief financial officer. The company was appointed as the Potain distributor for the UK in January 2006 and added Ireland later in the year.

# Venpa buys Locatelli



Venpa 3 - the Italian rental company - has bought Locatelli, the Bergamo based crane manufacturer. Locatelli specialises in rough terrain and small city cranes in the ranging from 12.5 to 60 tonnes capacity.

Venpa was originally an offshoot of Genie distributor CTE and still has a

level of common ownership with the CTE group. It operates from 36 locations in Italy and Eastern Europe with 3,500 machines including aerial lifts, mobile cranes and general construction equipment. No financial details of the deal have been released.

## Fraco in UK

Canadian based mast climbing manufacturer Fraco has opened its own, majority owned distribution and rental company in Hampton, Middlesex. Fraco (UK) Ltd will be headed by managing director Ken Beesley, who also owns a minority shareholding in the new business. The first units - all single mast 1.8 tonne capacity ACT 4s - have recently been delivered to a site in Bristol which is looking to take 22 units in total. A further 16 units have been quoted for sale to a London contractor.

Beesley told C&A that as well as selling the units, he hopes to build up a rental fleet of around 30 units mainly single mast ACT 4s and the 3.63 tonne capacity ACT 8s, but also the trailer based, fast set up FRSM1500's.

Fraco originally entered the UK with Universal Sky-Platforms, which established a specialist rental business in the London area but then slipped back after losing its general manager.

*Brogan Scaffolding using a Fraco mastclimber.*



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The Manitowoc 21000 lifting an 812 tonne cracker with 54 metre main boom and Max-Er attachment.

## A cracking lift

Manitowoc 21000 crawler crane has lifted an 812 tonne hydrogenation cracking unit during reconstruction of the Beijing Yansan Petrochemical Complex in China. The crane, owned by oil company Sinopec, easily positioned the 32 metre high unit - the largest lift in the project.

Sinopec used Manitowoc's Max-Er superlift attachment, boosting the crane's maximum capacity to 907 tonnes. The crane was rigged with a 54 metre main boom for the lift which took less than 30 minutes from picking the vessel to final positioning. Ma Zengtao, Sinopec's crane manager.

## Up and running 10 year check

Hi-Lift's newly formed division Eco-Lift has purchased 10 Maeda mini crawler cranes - a mixture of MC104, MC285, MC305, MC405 and LC785 models.

This is a new venture for Hi-Lift. Its sister company Hi-Reach powered access has seven depots across the UK and a significant customer base and the company clearly sees potential in adding mini crawler cranes to its range.

"We hit the ground running on March 1st with a team of fully trained staff, capable of providing effective technical advice for our customers," said Hi-Lift's managing director Paul Richards.

The UK's Transport and General Workers Union is calling for an annual check on all cranes over 10 years old. It is also urging the HSE to blitz sites to ensure compliance with tower crane regulations.

Health and safety officials from the TGWU have distributed posters to sites across the country to gain support. Forty-one MPs have apparently signed an early day motion backing the campaign. Bob Blackman, T&G national officer, said: "I understand that contractors are starting to take ownership for crane safety. They're checking cranes as they come to site, rather than relying on hirers."

**Genie magic** Terex Aerial Work Platforms - largely trading under the Genie brand - saw 2006 revenues rise by 41 percent to \$2.09 billion despite slowing domestic demand for telehandlers and trailer mounted lifts in the fourth quarter. Gross margins jumped from 19.8 percent to 25 percent while income from operations almost doubled to \$525 million or 17.8 percent of sales, up from 12.9 percent for 2005.



The large self erecting tower crane caused extensive structural damage.



## Off the rails

A large self erecting tower crane which collapsed in St Petersburg, Russia killing at least three people was ready to be dismantled and apparently toppled as it was inadvertently driven off the end of its tracks.

The crane fell onto a 12 storey apartment block smashing through the walls of the top four floors and causing extensive structural damage. A 65 year old woman, an 18 month old child and an unidentified man were all killed while at least three others were injured. The contractor - Energomashstroy has refused to comment.

## Terex Cranes up

Terex cranes saw revenues rise to \$1.74 billion last year up 37 percent on 2005.

Gross margins rose substantially from 13.4 percent of sales to 16.8 percent or \$293 million. The net effect was a rise in operating income of 256 percent to \$155 million or 8.9 percent of sales compared to 4.7 percent in 2005.

The crane group's order book more than doubled to \$1.13 billion or almost eight months.

The Terex Corporation as a whole posted revenues up almost 25 percent to \$7.65 billion with net after tax income more than double that of 2005 at \$400 million. The group's backlog grew by almost a \$1 billion to \$2.49 billion.

## One or two?

CTE has added a second machine to its spider platform range, the 17 metre working height CS170.

The new model is available with a choice of one or two man platforms.

The two-man CS 170 has a lift capacity of 200 kg, while the CS 170/1 offers 120kg. The new model has an overall travel width of 800 mm, a GVW of 2,000kg and an outreach of 7.5 metres. CTE claims that the unit is able to climb gradients of up to 31 percent.

Weighing just over 2 tonnes the unit has a 15 metre platform height.



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The addition of the Bronto GL 101 means that Gerken now has 11 truck mounted platforms over 70 metres.



## Another big Gerken

Düsseldorf-based Gerken has taken delivery of a Bronto GL101 truck mounted lift, the highest work platform in the world. The Bronto joins Gerken's 100 metre Ruthmann unit. The new lift went directly to work, inspecting an external stainless steel stack at a newspaper printing plant, for damage following almost hurricane level winds. With its lighter weight and more compact dimensions the company was able to manoeuvre the Bronto much closer to the building than would have been possible with the Ruthmann which has been in the fleet for three years. "These characteristics make the GL 101 suitable for new fields of use which until now were not possible for 100 metre platforms," said Ludger Pottbecker, head of the vehicle mounted lift division at Gerken.

## Liebherr confirms UK rental

Liebherr has confirmed that it will open its previously announced UK rental business within the next six months. A separate company, Liebherr Rental Ltd will be based at the company's UK headquarters in Biggleswade but equipment will also be based in Bathgate, Scotland and Wigan, Lancashire.

Liebherr has been crystal clear about its intentions and stressed that it will only offer products for rent that it does not sell to rental customers. These will include specialist earthmoving, quarrying and demolition equipment. The company has stated categorically that it will not be entering the crane hire market and is also not likely to add telehandlers to its fleet.

Liebherr is currently recruiting a managing director for its rental operation and has placed orders for 55 machines with a total value of around £7 million.

Liebherr's Mietpartner rental operation in Germany along with similar operations in France, Italy and Spain generated revenues of €143 million in 2005 from 124 locations.

## Enter the ESTA Awards

If you are a crane, rigging or heavy transport company you have a couple of weeks left to enter a job that you have done in the past 12 months for a 2007 ESTA award for excellence.

The forms can be either sent by e-mail to: [esta@verticaltransport.nl](mailto:esta@verticaltransport.nl) or by post to:

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**Book now for the ESTA awards dinner**

The awards will be made at the annual ESTA awards dinner which will be held on Thursday 26th April at the Hilton Munich Park Hotel during the Bauma exhibition.

All entries for a Crane Award should be sent in no later than 30th March. There are two crane categories:

**Category I** for all lifts with cranes up to 100 tonnes lifting capacity.

**Category II** for all lifts with cranes of over 100 tonnes capacity.

Each job entry will be judged on three major criteria involved in the execution of a specialised transport or a crane/lifting operation:

All members of associations affiliated with ESTA are eligible to enter the job of the year competition. In the UK that means that all CPA members are eligible. Tickets for the dinner are €110 per person.

No.	Major criteria	Options					
1.	Complexity of the enquiry	C	R	R	R	C	C
2.	Solution to the problem	C	C	R	R	C	R
3.	Execution of the operation	C	C	C	R	R	R

C = complicated R = routine

The rules have been revised to simplify the process and entrants must now submit clear digital photographs with a detailed description of the lifting operation, together with a completed entry form.



Dutch based Saan was runner up last year with this lift.

## Dinolift expanding

Finnish trailer-mounted platform specialist Dinolift is expanding. Production this year is set to double to more than 1,000 units. The company delivered its 5,000 lift in August 2006 and will shortly deliver its 6,000th..

To cope with this increase, a new 3,500 sq metre extension to its main facility in south east Finland is being built resulting in a total of 18,000 sq metres of production space. To further expand, the company is looking to new export markets including North and South America - in co-operation with Haulotte - and to Eastern Europe, particularly the growing Russian market. Total revenues in 2006 exceeded €20 million.

Heavy investment in production equipment maintains quality says Dino.



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# Moving into Top Gear

Fans of BBC's Top Gear might have seen the recent episode where Richard Hammond and James May attempted to launch a Reliant Robin rocket into space. This amazing feat was in fact the largest non-commercial rocket launch attempt in European history.

Ainscough Crane Hire's Newcastle depot provided a 50 tonne Liebherr LTM1055-5.1 All-Terrain crane to assist with the assembly of the 8 tonne rocket

Top Gear get a lift.



Top Gear's James May and Richard Hammond.

and to recover the pieces after the launch. In spite of a successful launch however, the Reliant Robin failed to release from the main booster and crashed into the hillside with a spectacular explosion - Top Gear's biggest ever.

## Weldex orders SL6000

Inverness-based crawler crane rental company Weldex has ordered two new Kobelco SL6000 crawler cranes. The first 550 tonne maximum lift capacity unit will be on show at Bauma rigged with a 48 metre main boom plus 48 metre luffing jib. However, the unit will be delivered to Weldex with an 84 metre main boom plus 84 metre luffing jib. The second unit is expected to be delivered a couple of months later.



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## Straubing calls

Crane and telehandler manufacturer, Sennebogen has unveiled plans for a new factory on a 10ha/25 acre site at Straubing in Bavaria, Germany. The new plant, construction of which will begin later this spring, will significantly add to the company's production capacity. The first phase of the facility, a 13,000 sq m assembly hall is expected to cost €25 million and will include new product development and international visitor centres.

New office buildings and social areas will be built in a second phase. Sennebogen currently employs around 1,000 people across three production plants, two of which are in Germany (Straubing and Wackersdorf) plus a steel plant in Hungary.



Sennebogen's new plant will include a new product development and international visitor centres.

## AFI in new areas

AFI-Uplift has ordered 800 new aerial lifts valued at £12 million, expanding its powered access fleet to more than 4,000 units. The majority of new machines will be small electric platforms including Pop Up push around lifts, Haulotte Star 6 and Star 10s, Genie IWPs and Genie GR15 Runabouts. In order to cope with the extra deliveries it was ordered 20 new delivery vehicles and eight trailers.

The company is also opening a new depot in Scotland this summer and relocating some of its existing depots to larger premises.

# Wolffkran expanding all over

Go-ahead tower crane producer Wolffkran has opened a production facility in Lübben, maintaining its 'made in Germany' if not 'made in Heilbronn' status. Around 80 staff are now employed at the new facility producing around 1500 generic tower crane elements per year. According to managing director Dr Peter Schiefer, even multiple shifts and 50 additional staff at its Heilbronn facility have failed to meet increased demand.

The company has also entered into two sales and marketing agreements. Abu Dhabi-based Kanoo Machinery will concentrate on the hire and sale of cranes in the United Arab Emirates and its agreement with Streif Baulogistik will lead to a Wolffkran hire fleet in the Ukraine. "As with our partner HTC in England, we are opening up new markets not by establishing a branch of our own, but by collaboration with a local service provider", says Schiefer.



L- R: Sigmund Przybilla (MD- Streif Baulogistik Polska), Dr. Peter Schiefer (MD-Wolffkran), Czesław Legut (MD- Streif Baulogistik Ukraina), Thorsten Wiesendorfer (MDSreif Baulogistik GmbH)

## Rumsby goes out in style

Tony Rumsby the, proprietor of Wonalift-Hevingham, Norwich, died suddenly on Jan 24th aged 67. He left three specific requests for his funeral:

1. His beloved Coles 825 truck crane was to transport him to the funeral;
2. He was to be buried wearing his hard hat, coveralls, boots and Hi Viz jacket and finally
3. His wife Lorraine, was to say a few words at his funeral.



All three wishes were granted to prepare him for the next life and those in attendance heard Lorraine give a tribute that left many hardened construction professionals with tears in their eyes.

To say Tony led a colourful life would be an understatement. There are many stories, including one where on a site in Gt. Yarmouth, the agent explained he had a yellow and red card notice. One yellow card meaning you are being watched, two yellows lead to the red card, which means a sending off. Rumsby turned to the site agent and said, "I drive a crane, I do not play football, so stick that Red Card up your a\*\*e," and drove off the site to another job. The industry has lost a true character and is the poorer for it.

Anthony J Rumsby 1940 - 2007 going out in his own personal style



## Allan switches to Terex

Market Harborough based Allan Access has been appointed as the UK distributors for Terex Utilities, the producer of specialist aerial lifts and digger derricks for the utility industry. Allan previously represented Altec in the UK. The distribution deal will focus on the Telelect and Hi-Ranger product lines.

Allan Access has been in the powered access business since 1993, while owner Phil Allan has spent his life in the vehicle mounted aerial lift industry and been instrumental in its development. The company recently moved into new premises in order to cope with the expanding market for the products it handles, which includes Nifty vehicle mounted lifts and Socage truck mount and spider type aerial lifts.

## Biggest mini crane?

Unic Cranes Europe is set to unveil what it claims is the world's biggest mini crane at Bauma. With six tonnes capacity at three metres and a hook height of 19.5 metres, the URW-706 is now the largest crane in the Unic range.

Despite its size the unit is still able to pass through a standard double doorway.

The 706 also features a three metre long, self-stowing three fly jib, another first for a mini crane, together with an optional searcher hook.



The new Unic 706 - the worlds largest spider crane?

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## Stirnemann announces management succession

Stirnemann Ag the Olten, the Switzerland-based crane and access distributor has announced the appointment of Lorenzo Cassani (46) as general manager and president designate. Stirnemann president Alfred Wyss is aiming to formally hand over to Cassani later this month



Lorenzo Cassani

and then depart the day to day activities after Bauma. Wyss will then remain as a non executive director.

Cassani has spent the past seven years working for Caterpillar in Geneva. He has held a number of general management positions in the construction equipment industry and is fluent in German, English and French. He officially started with Stirnemann on January 8th and will formally take over as general manager at the next full board meeting and AGM in March.

Wyss (63) joined Stirnemann, which was the Richier and Grove distributor, in 1970 as parts and service manager. He became managing director in 1984.

(Full story see [vertikal.net](http://vertikal.net))



Al Wyss

## New crane and access event

A new cranes and access event - Vertikal Days - is set to take place on September 19th and 20th at Haydock Park racecourse. Organised by The Vertikal Press, publishers of Cranes & Access, the event is aimed at bringing together UK industry professionals for a two day 'get together'. Rental companies, fleet owners and lifting professionals will have a chance to view the latest products, meet with a wide number of suppliers and discuss their purchasing or technical requirements for the year ahead.

Based on the successful formula of Platformer Days in Germany, there are no parking charges and hospitality is included. Qualified visitors can pre-register, be invited by an exhibitor or purchase an all inclusive pass.

There will be no earthmoving or other unrelated equipment, no large distances to walk, and apart from a short wait at the buffet or the bar, no queuing!

For exhibitors, there is a fixed price entry which is all inclusive. The organizers say that no special ground preparation, private catering, stand structures or graphics are allowed. The only add-on is a basic gazebo/cover to keep out any rain.

If the event takes off it could become a regular event, either at the same location or rotating between southern and northern venues. Leigh Sparrow, of Vertikal said:

"The plan is for this to become a UK industry event with the participants deciding its development in terms of location and frequency."

**Vertikal  
days**



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- Plant hirer **Hewden** has appointed **Nick Childs** as its new head of access. He takes over from Andrew Spencer who left the company late last year.
- Terex Utilities** has appointed **Allan Access** as its UK distributor for its equipment, including the Telelect and Hi-Ranger product lines.
- Hiab's** latest UK forestry dealer, Perthshire-based **Forest & Field Engineering**, has made a record-breaking start - selling nine machines in a single month.
- Ashtead** has appointed **Christopher Cole** as its non-executive chairman.
- Alan Russon** managing director of Russon Access the Holland Lift and Mani-access dealer for the UK and Ireland, has married **Caroline Phillips** at a ceremony on February 19th in Antigua.
- A bill requiring crane inspection and operator certification in **Washington State** has been introduced.
- US telehandler and skid steer producer **Gehl** has reported improved results in the face of a softening US telehandler market.
- HSE** Inspectors have started carrying out a series of intensive farm inspections in **Scotland** focusing on work at height.
- Linamar**, owner of Skyjack is buying the minority holding in its Hungarian affiliate.
- Australian crane and access company **Boom Logistics** has reported revenues up 40% and profits up 25% and confirmed that CEO **Rod Harman** is to retire.
- French lifting gear company **Verlindé** has appointed Wirral-based **Hoist UK** as the UK distributor for its full product range including Stagemaker.
- Airtrax**, the Sidewinder fork truck and Cobra aerial lift manufacturer, has raised \$3.2 million to fund further growth.
- A member of the salvage team removing containers from the beached **MSC Napoli** was airlifted to hospital after he was knocked off a shuttle barge by a crane.
- Socage** is to supply Spanish rental company **Nacanco** with 100 truck mounted platforms to be delivered in the first half of 2007.
- Platform Sales Europe**, the Dutch based aerial lift distributor, has ordered 1,300 booms and scissors from **UpRight** and agreed a wide ranging distribution deal.
- Ruthmann** will auction its 10,000th platform at the end of the Bauma show. The unit - a TB220, on a Mercedes Sprinter chassis - will be put on ebay with a starting bid of €1 - with a proportion going to a children's charity.
- Haulotte** has appointed **Laurent Demartz** as the new head of its Mexican subsidiary which opened in January
- A further 16 **Hewden** depots have achieved the International Environmental Management System Standard ISO 14001.



Russon weds



Richard Tindale, Arjan Roelse and Darren Kell

- Tutt Bryant**, the Australian subsidiary of **Tat Hong Holdings**, has acquired **Muswellbrook Cranes Services**.
- Powered access rental company **AFI-Uplift** came 5th in a top 100 list of companies with the fastest growing profits in 2005.
- Hewden's** owner, **Finning International** has announced record results for 2006, but saw only marginal improvements in its UK businesses.
- RSC** the world's second largest equipment rental company recently sold by Atlas Copco to two venture capital companies is to launch an IPO.
- JCB** has been named Industrial Company of the Year in the first-ever Best of British Industry Awards.
- Cummins** has announced that its A Series engines have been certified to EPA Tier 4 Interim emissions regulations .
- JLG** is to add an own brand version of **Dakota-shine** paintwork restorer to its range of after care products.
- Georgia-based High Reach Equipment Services - with annual revenues of about \$11 million - has been bought by **United Rentals**.
- The first wind and gas, dual energy scheme sited off the Cumbrian coast has been given the go-ahead. The Ormonde project will be sited 10km from Walney Island near **Barrow in Furness**.
- The mayor of **New York** has proposed to spend \$6 million to improve the safety of **suspended scaffolds**.
- Curtain wall specialist **Antemex** has taken delivery of its 6th Valla crane 12 months and has confirmed **Valla** is its preferred supplier of compact crane for its wall installations worldwide.
- Loxam** has purchased **Realsa Alquiler** in south east Spain adding six locations to its existing operation in Spain.

- Associated British Ports** has appointed **Peter Jones**, formerly chief executive of Mersey Docks & Harbour Company (MDHC) as its new chief executive.
- The **Australian** rental industry is looking to tempt skilled professionals to migrate to the country to help solve a serious skills shortage.
- A museum in Wales is looking for an old 10 tonne crane. Contact **Internal Fire** (web site [www.internalfire.com](http://www.internalfire.com)) situated just north of Cardigan.
- Ossett based **Lifterz**, the new company owned by the **Bowers** has spent over £1million with **Nifty Lift**.
- Cranes&Access forum** on **Vertikal.Net** has added a section where victims of theft can post details of cranes, platforms and telehandlers that have been stolen.
- JLG** has been awarded a new \$102 million **US Army** contract for 566 JLG Atlas II telescopic handlers for delivery over the next five years.
- Harsco** the US based owner of **SGB** and **Hünnebeck** increased the sales of its Access Services division by 37%
- PopUp** has unveiled the new **PopUp-Plus** a higher version of its highly popular PopUp push around scissor lift with a 4.6m working height.



(L-R), Ben Bowers, Tim Ward of Niftylift and Mark Trueman



The new PopUp plus

See [www.vertikal.net](http://www.vertikal.net) news archive for full versions of all these stories

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# Climbing the rack

There is a quiet revolution going on in the mast climber market with usage in many western countries beginning to escalate significantly. Contractors now appear to be getting the message that they are a cost effective and efficient alternative to façade scaffold, not to mention a safer or at least a more predictable access method.

The carrier scaffold contractors like Brogan Scaffold, BFT and SGB have seen the writing on the wall and are moving into mast climbing work platforms in a big way. It now seems that the mast climber rental or rather 'contracting' business - after having started out disastrously with powered access rental companies - is coming to rest in the façade or contract scaffolding rental sector, after having moved there via a few specialist companies.

This evolution certainly makes sense. Good contract scaffolders have the engineering and planning skills, the erection teams and most importantly the mind-set for this business. Not to mention of course, the customer base to really develop the concept. The biggest obstacle they face is to overcome the notion that they are a scaffold company and realise that they need to think of themselves as a façade access specialist.

It can be argued that the mast climbing work platform business takes traditional scaffolders into the powered access business, but a form of powered access that they can understand and excel with. This does not mean that large scaffold companies will take over the mast climber market completely. Far from it. There will always be room for the devoted specialist and many of the big scaffolding companies that are moving into mast climbers are wisely creating - or as in the case of SGB, buying - specialist divisions to handle their mast climbers.

### More producers... More product diversity

At the same time mast climber manufacturers are offering an increasingly diverse range of products. This ranges from small trailer mounted mast climbers for low

level and light duty work such as painting, caulking etc... through to mid range products, still the most popular in Europe, to heavy duty - high capacity mast climbers that can not only carry large loads, but also handle substantial cantilever platforms, long decks and multiple levels. In recent years North America has favoured the big heavy duty mast climbers, most often powered by an engine and hydraulics, while Europe has favoured lighter duty models with electric power and drive.

Canadian manufacturers have become the champions of the ultra heavy duty mast climber market and devoted a good deal of effort into promoting factory designed solutions for highly specialised configurations. The two principle manufacturers are Hydro Mobile and Fraco. Both of which have now started to sell in Europe with Fraco making the running. It also has a significant and growing presence in a number of countries on the

continent. The company's first entrance into the UK and Ireland - through Universal Sky Platforms in London - started well and then foundered. Since then it has branched out and been far more successful selling to companies such as Brogan Scaffold.

In order to service these companies it has recently established a majority owned UK affiliate in Middlesex-Fraco (UK), headed by managing director Ken Beesley, who also owns a minority shareholding in the new business. In addition to servicing its UK and Ireland customers, Fraco (UK) is planning to establish its own rental business as the market develops. Scanclimber, Finnish based but manufacturing in Poland, is another company that has done well at the heavier end of the market with its special heavy duty mast that is common across most of its range. Unusually the Scanclimber mast incorporates a ladder on one side which also acts as additional structural support.



*Mast climbers do not have the aesthetic or security problems of façade scaffold.*



*A wide range of cantilevers and wrap-arounds can be incorporated.*



*There is almost no limit to what can be done with mast climber platforms to profile a façade*



Modular and commonality are the latest buzzwords in the industry. AS Climbers of Italy pitched this feature strongly when it opened for business a couple of years ago and has already built up a significant business on both sides of the Atlantic. More recently Hek has announced that it will launch its new modular system range of light, medium and heavy duty mast climbing products at Bauma. Meanwhile Alimak is promising to unveil some new electronics and remote access features that might just change the face of the rack and pinion business?

### Is this the age of the mast climber?

With an increasing number of producers coming into the mainstream market with ever wider and more versatile product ranges, the market for mast climbers is likely to continue to grow at an increasing pace. House builders throughout Europe rarely think twice about the access they use for new builds - they typically call in their regular scaffold company and have them erect façade scaffold. In the UK and Ireland this has typically been tube and coupler, due to its cheap purchase cost and almost unlimited versatility. However tube and coupler requires a high level of expertise to both design and erect and it is also becoming increasingly difficult to find young people who are prepared to put up with the manual labour involved, not to mention the challenges of erecting it safely without breaking manual handling rules.

Mast climbers are in comparison relatively easy to erect or install, do not require the same degree of reconfiguring and those using them can work at the absolute ideal height. There is no climbing up and down on ladders and of course materials can be loaded at ground level, which is far safer than in the air. With such benefits it is certain that the mast climber is set to go mainstream and grab a far great slice of the market than it currently enjoys.

# Scanclimber follows slip form tower

C&a mast climbers

Two cooling towers at the Neurath power plant in Germany needed a suitable hoist to transport passengers and materials from ground level to the landing location during the slipform construction. However, with a lower diameter of 108 metres and a 39 metre difference between the bottom and top diameters, the chosen hoist had to cope with the substantial concave profile of the cooling tower.

Since the sliding formwork used for the concrete pour changed height continuously, a key requirement was that the hoist could adapt to the constantly changing structure.

Oy Scaninter Nokia eventually solved the problem together with German contractor Wiemer & Trachte adapting the two tonne capacity Scanclimber SC2032F with 3.2 metre by 1.5 metre cage.

In order to adjust the hoist mast to the concave profile of the structure, precision engineered distance sleeves were inserted between each 1.5 metre mast section on one side in order to give the mast the same curve profile as that of the cooling tower.

A closer spacing of the tie-in anchors - at 12 metre intervals rather than the normal 21 metres - not only helped create the curve, but also made a strong base for the

15 metres of free standing mast - at up to 16 degrees off of vertical! - at the top, which was required to avoid of disruption with the formwork.

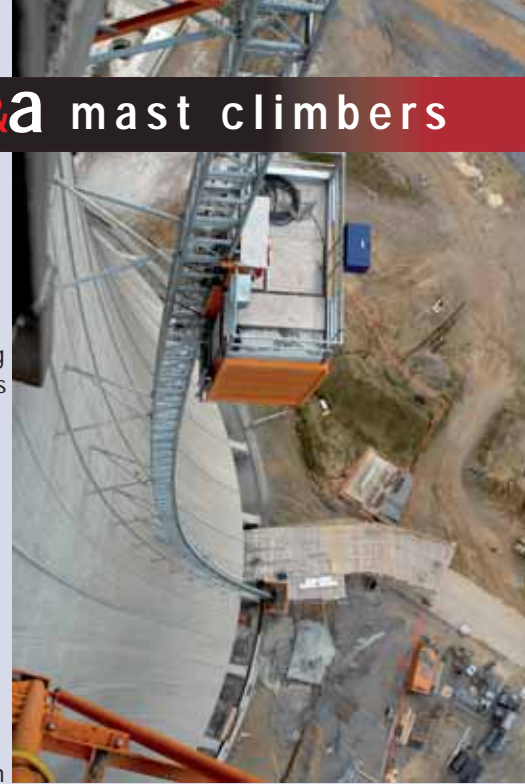
The power supply cable also had to be specially installed. A cable trolley was placed underneath the hoist cage and the ground station was slightly elevated to accommodate this. Due to the changing inclination throughout the entire lift, cable guide problems would have been extremely likely.

In order to overcome this, the cable guides were manufactured with special rollers that minimised the cable tension.

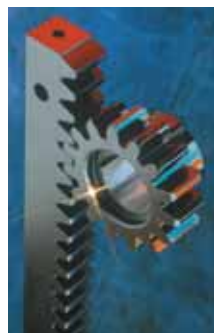
Wiemer & Trachte's new hoist has been working well for the last nine months. The unit also features additional equipment such as a frequency converter which considerably reduces the starting current and thereby provides soft start and stop for a more comfortable ride and an automatic rack lubrication grease pump.

Standard equipment on the Scanclimber SC series hoists -

which range from 800-2000kg capacity - includes overload protection, error code displays and 'clear thru' construction to provide snag free loading of materials on pallets. Cage lengths vary between 2.4 to 3.7 metres long with a maximum standard mast height of up to 300 metres.



The Scanclimber had to overcome the substantial concave profile of the cooling tower.



The heaviest Fraco mastclimbers can incorporate a variety of craneage. Note the hoist access to the crane.



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# Accessing the Courts

C&a mast climbers

The new £160million Manchester Civil Courts building is the largest such building since the Royal Courts of Justice were built in London 135 years ago. Designed by Denton Corker Marshall, the slim 16 storey structure is marked by the random cantilevered courtrooms at each end of the building and its 60 metre tall central atrium.

Its design uses fresh air and natural light to reduce energy consumption and deep groundwater to help cool the buildings 47 courtrooms. However, the biggest contributor to its 'sustainability' is the cladding.

Robert Simcock project manager for cladding contractor Josef Gartner said: "There are six different types of walling on this project, two of which proved to be a real challenge. The first was the double skinned facades, with an aluminium/steel/glass unitised curtain wall system as the inner water barrier with an external glass rain screen 1.5m away. The second was the outer wall of the 11 storey atrium, which is glazed on both sides. Both facades feature internal architectural stainless steel walkways between the two skins."

The hanging atrium wall is believed to be the largest of its type in Europe. Its translucency emphasises the visual impact of the internal walkways; but in fact the internal void also functions as a giant ventilation duct to carry warm air upwards and outwards.

## Access headaches

"Two major access problems had to be faced from the outset," he said. "We had to be able to handle and fix panes of glass weighing up to 700kg each and we had to have an access solution that allowed us to work on both the inner and outer faces from one side only."

In practice the most challenging area was the courtroom cantilevers, or 'fingers'. The lowest of these is at the first floor level while the highest is nearly 100 metres above ground. Worst of all, each can-

tilever is different, with the courtrooms protruding at seemingly random lengths on both the north/south elevations and on the east, forming a gigantic three dimensional cladding nightmare. Traditional scaffolding could not be designed to satisfy the architects requirements. Suspended platforms were considered, however, they were not stable enough and could



The North and South elevations required two twin mast platforms to be tied in back to back.

not carry the payload, handle the glass or reach into the façade. So in desperation Gartner turned to SGB-Mastclimbers to see if mast climbing work platforms could manage the task.

"The first technical challenge was the load the platforms had to carry - up to 3,500kgs at a time. Then there were the limited opportunities for tying into the structure. And we also had to cope with the fact that the façade wasn't uniform in any direction or on any plane," said SGB-Mastclimbers operations manager, Robert Bryce.

## Mast sections

It took 12 months of brain storming and planning for SGB and Gartner to come up with a solution. Eventually 21 mast climbers were deployed, utilising around 3,000 metres of mast sections. One platform was specially built to fit around one of the project's tower

cranes, allowing both to operate independently. Platforms were up to 19 metres in length with a 3.5 tonne lift capacity.

Tying in was a major headache. In some places the first feasible tie-in location was more than 30 metres up. So SGB installed two twin-mast mast climbers back to back and tied together. "Overall we had to develop five special wall ties for the job, including cantilever ties up to 3.5 metres long," said Bryce.

In some areas the platforms could get no closer than two metres from the workface so SGB installed lightweight extensions that could be hooked onto the front edge of the platforms to bridge the gap. All platforms featured full debris netting and were fitted with harness running lines to allow operators to safely remove guardrails for loading and unloading.

## Innovative monorail

To cope with the tricky task of handling heavy sheets of laminated high performance glass measuring up to 2.4 x 8 metres and manoeuvring them into position in their frames, SGB devised an innovative overhead

A clever monorail overhead gantry crane was attached to the tops of the masts to handle the 700kg glass panels



Gaining access to three of the sides was a real challenge

monorail gantry crane, which was supported by and attached to the twin masts of each platform. Each mast had to rise 10 metres above the top floor taking the mast height to over 100 metres and requiring a special roof tie-in structure.

With limited storage space on site most deliveries were 'just in time', with cladding components often being transferred from delivery vehicles straight onto the platforms and up to the workface.

Simcock said: "Solving the atrium and 'fingers' challenges was a massive benefit to the whole project. The platform extensions and overhead cranes were brilliant ideas, and the platforms were not just capable of carrying a heavy load, they were stable enough to dance on. The MCWPs were also much quicker to install and dismantle than conventional scaffolding would have been."

The external work is now complete



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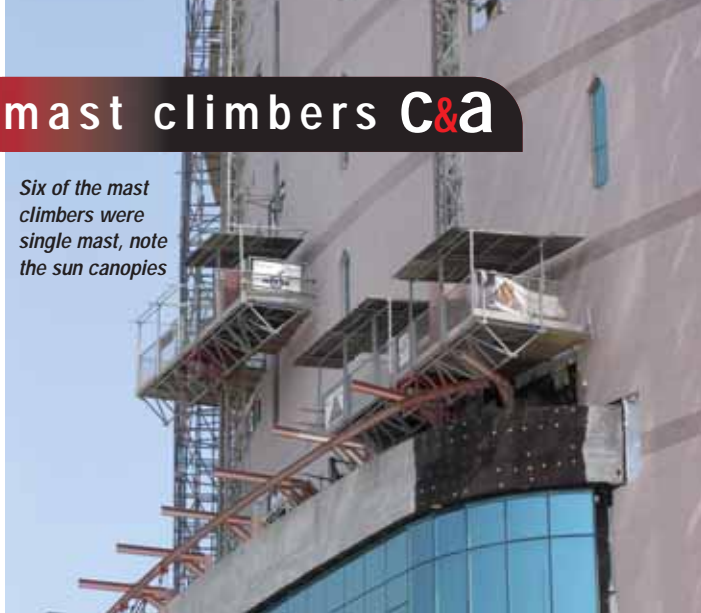


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*Six of the mast climbers were single mast, note the sun canopies*



## Anchors away

To meet the growing demand for sophisticated services, Emirates Telecommunications Corporation (ETISALAT) has undertaken a quick-paced expansion strategy that includes the construction of seven new Customer Services Buildings, one for each Emirate.

One of the new Customer Services buildings, a 33-storey, 185 metre high tower block, with a natural granite stone façade is located in Dubai. The main contractor, Dhabi Contracting, called in Al Laith Scaffolding to provide a solution for the lifting and access required

to attach the heavy granite panels to the massive tower. Al Laith's solution was to surround the tower with mast climbing work platforms. It selected HEK MSM Super mast climbers, including six single-mast machines with heights of 185, 160 and 120 metres and two twin-mast machines with a height of 80 metres. Each system has been installed with an anchor separation of eight metres, with platform lengths varying from four metres up to 19.4 metres. Each mast climber has a different mast height, in line with the positioning of the glass and granite panels on the tower. The glass panels give way to the granite panels, along an angled line. The glass panels will be installed from the inside of the building.

Some of the reasons behind Al Laith and Dhabi Contracting's selection of mast climbers for installation of the granite panels was to dramatically reduce the number of anchor points required, and to speed up the erection and

dismantling time. "In addition, it is more efficient to raise the heavy panels to the required height using the mast climbers, negating the need to tie up a tower crane," says Steve Hellowell, director of operations at Al Laith.

*Mast climbers were used to lift and place the granite panels in Dubai.*



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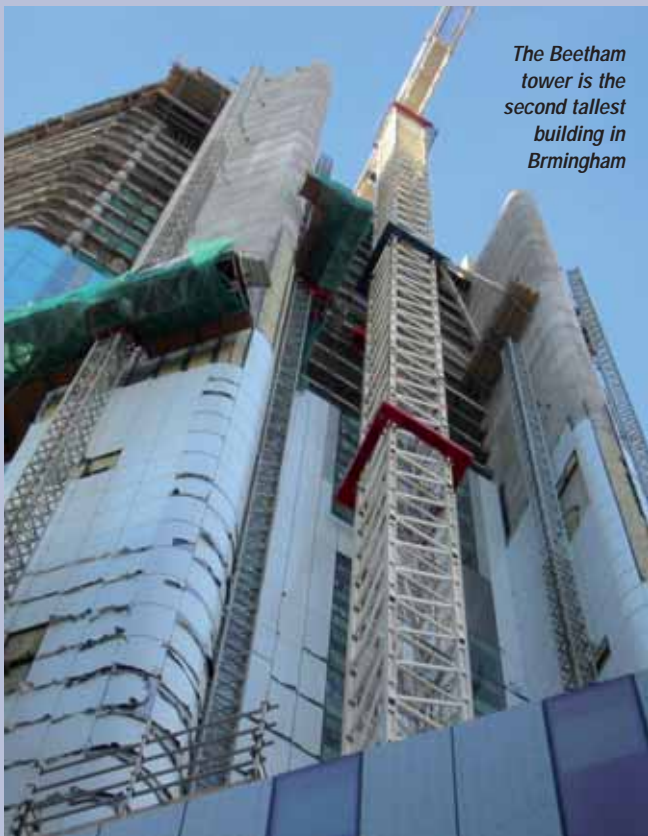
# No ground space

The Beetham tower, a combined hotel and apartment complex the second tallest building in Birmingham after the BT Tower is, according to Sovereign access, the tallest new build in the UK to date that has used mast climbing work platforms. The application was unusual due to the fact that the massive tower sits on a site of only a third

of an acre, there was no room for scaffold and only one crane. Sovereign provided the solution for the access by installing the mast climber masts on custom made steel brackets tied into the concrete core walls about 30metres above the ground, thus saving avoiding the use of any ground space at all and of course saving on mast sections.



*The masts sat on wall brackets 30m up the tower*



*The Beetham tower is the second tallest building in Brmingham*



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# The greatest show on earth



When it comes to equipment shows nothing comes close to Bauma, held once every three years this is the granddaddy of them all. With as many as half a million visitors, 3,000 odd exhibitors and 540,000 square metres of exhibit space it makes most other shows look like country fairs.

In this, the first of two introductions to the show, we give you a flavour of what you can expect. If you are dithering over whether to visit or not - do it. If you haven't been before you will not regret it - this year promises to be the best yet.

But leave yourself enough time to get around the show and don't be put off by the seeming lack of hotel rooms. If you are a loyal customer with one of the big manufacturers you might find that they have a room that they will be happy to turn over to you. Alternatively use a travel agent, they tend to have rooms that they have block booked.

If you are looking for a bargain you can always book a hotel room well outside of Munich, possibly in the foothills of the Alps. Try to select a location on the rail network so that you can take the train directly into the showground making the journey in much easier.

This year the open-air area to the north west is more integrated into the main area and is accessible without using bridges over the dividing road. There is

also an additional one and a half halls - C3 and C4.

For those interested in cranes, access equipment, telehandlers, lorry loaders and attachments, mast climbers, hoists and systems scaffold - as well as associated products - there is an enormous amount of equipment to see, mainly in the open air area to the east and north.

This is the first Bauma preview giving a brief look at the major launches that we know are happening. Obviously, Bauma being the world's largest equipment show, manufacturers gear their product development plans around its timing, and many would rather make a bigger splash at the show when launching a new product. So, as always, there will be lots of unexpected launches during the show. For a full show guide, Vertikal will be distributing its very popular, multi-lingual Vertikal Bauma guide to all readers of Cranes & Access, as well as an additional 15,000 copies available at the show itself.

Bauma is the 'essential' show. However plan your days - it is so big that you can easily miss the equipment you went to see. Vertikal Bauma is an ideal guide at the show - copies can be picked up at most entrances as well as the Vertikal press stand F7. 702 / 6. Come and visit us on our stand and take a well earned break from an excellent but very exhausting show!



## Exhibitors

### AGS

AGS - known for its tower crane anti-collision devices - will be showing its expanding range of technology-based products. As well as its AC3 multi-crane anticollision system, the company will have its AN3 anemometer (wind speed monitor), anti collision lighting for tall structures (SF3), tower crane camera system, remote fleet monitoring, live monitoring of site work progress (SV3), electrical cabinet power distribution and a range of custom services.

### Alimak Hek

Alimak Hek - now owned by private equity firm Triton - is gearing up for a big Bauma showing a completely new Hek Modular System consisting of a light, medium and heavy range. The company is giving little away about this and its new online diagnostics system the A3 - an online/mobile phone system for remote control. Visit the stand for the full story.

The company is expanding its Scando hoist range with the introduction of the 650FC-S. With a speed of up to 100 metres per minute it matches the Scando Super but has a maximum lifting height of 400 metres with a payload up to 3.1 tonnes while using less power than a standard hoist.

### Bocker Steinweg

Bocker will be launching a new lightweight aluminium trailer crane - the AHK 31/1400 - which also doubles as a

work platform. The unit - which features a completely new, tandem axle trailer chassis - has a maximum lift height of 31 metres and a maximum lift capacity of 1,400 kg. A new radio remote control also has remote diagnostics and full visual information of the load on the hook and boom position.

Weighing 3.5 tonnes the unit can be towed by some of the larger 4x4 and once on site, is self propelled using the optional drive unit.

With a basket attached the machine has a maximum platform height of 26 metres and payload of 250kg. The platform can swivel 35 degrees left and right for added manoeuvrability.

The Steinweg hoist part of the group is showing two new hoists - a modular, 400 metre lift height Giant hoist capable of up to 60 metres per minute. Maximum platform size is 3.8 metres by 1.5 metres. Also on show will be the MX320 material/passenger hoist with a 300kg capacity aimed at smaller sites.

### Bobcat

Bobcat's new T2250 telehandler is as compact as the marques largest skid-steer loader, yet can lift 2.2 tonnes to a height of 5.2 metres. Measuring less than 2 metres high and 1.8 metres wide, Bobcat claims that the 56kW turbo-charged unit has a loading performance equivalent to a similar-sized articulated wheeled loader.

For maximum versatility, the unit can be fitted with either of two



The compact T2250 can lift 2.2 tonnes to a height of 5.2 metres.

quick-change attachments - the standard or the Bob-Tach system used on the Bobcat loaders which can carry attachments such as a sweeper, rotary broom, auger, snow blade and rotary snow blower.

### Dinolift

Dinolift will be launching a new model but is keeping details close to its chest. However, business is on the up at Finnish trailer-mounted platform specialist. Last year's production was 500 units, delivering its 5,000th Dino during the summer. This year the company hopes to double annual production to more than 1000 units, delivering its 6,000th unit in the process.

### Fassi

Four new models will extend Fassi's heavy 'Evolution' range. The F500 and F560AXP replace the F480A and F530AXP. Seven versions will be available with two to eight hydraulic extensions. Maximum lift height is 20.3 metres with the F500A maximum lifting moment is 51.5 tonne metres and 56.3 tonne metres for the F560AXP.

The F600A and F660AXP are the Evolution models of the F540A and F600AXP. Two to seven extensions and a max lift height of 20.3 metres is similar to the F500 and F560 but lift moments of 56.8 and 62 tonne metres gives a little more capacity.

The addition of the L061 hydraulic jib allows even lightweight cranes to be fitted with a third articulation. The new jib has a 1.2 metre hydraulic extension as well as an optional manual extension. It will be available with the F65A - giving 10.3 metres extension with a maximum capacity of 430kg and on the F80A giving 390kg and an extension of 12.15 metres.

### Haulotte

Haulotte will unveil its own range of telehandlers which will include two models, the four tonne capacity and 17 metre lift height HTL 40-17 and the three tonne capacity, 14 metre HTL 30-14. The company says it is focussing on the construction sector and is aiming for 'robust and easy to drive machines'.



Fassi continues to extend its loader range with four new models including the F600AXP

All telehandlers will initially be straight masted units and built at Haulotte's new Spanish facility. Longer term, the company hopes to reduce the proportion of turnover from platforms to about 50 percent. No new platforms for 2007 look out for those at Conexpo 2008.

### Hinowa

Hinowa is launching an unusual machine - the tracked forklift. Aimed at the construction, road and landscaping markets, the unit is ideal for sites that are muddy, sandy or have steep gradients. Basically it is a tracked dumper chassis with a rigid masted forklift on the front. Lift capacity varies from 400-1400kg.



This tracked forklift range from Hinowa has lift capacities from 400-1400kg.

### HMF

A completely new range of HMF lorry loaders will be introduced in the 12-16 tonne metre range. Three existing HMF loader models will be replaced by a total of eight new models more details at the show.

### Jost

Innovative topless luffing crane manufacturer will have its own stand at this year's show to launch at least two models including the JTL 68.4 and the JTL 132.8.

The JTL 68.4 is a topless luffing crane with a maximum jib length of 40

metres with a tip load of 1.5 tonnes and completes the S range of cranes - Jost's most successful product worldwide. Ease of erection and transportation feature in its design with the heaviest



A new range of lorry loaders is being introduced by HMF

section weighing 5 tonnes.

Transporting the crane - 40 metre jib, 24 metre tower and 4.6 metre cruciform base without ballast - just two trucks are needed. The crane has a maximum load of 4 tonnes and a maximum hook height of 125 metres and is available in two configurations - 15kW and 22kW hoist units.

The JT132.8 is the smallest in the modular designed, topless saddle jib range.

On the Bauma stand will be a 55 metre jib unit with a tip load of 1.7 tonnes. Maximum load is 8 tonnes in four fall operation.

One of the main advantages of this unit is the entire jib section with hoist and trolley unit, trolley, hook block, ropes, cables and control cabin are pre-assembled in the factory and transported on a single truck reducing erection time considerably.

Jost also plans to launch two 400 tonne metre cranes - the JL416.24 - a luffing crane with maximum jib of 60 metres and 5.1 tonnes tip load - and the JT412.24 - a saddle jib unit with a maximum load of 24 tonnes, maximum jib length of 80 metres and 2.5 tonnes at the tip.

### JLG

Smallest but probably one of the most important recent releases is JLG's compact Model 1230ES. Seen for the first time at the ARA show in Atlanta, this new self-propelled mast lift weighs 790kg yet provides up to 3.66m platform height, 1.66 metres long and 0.76m wide

small enough to be transported in a lift. The 1230ES features energy saving electric motors on the front wheels, which JLG claims gives up to three times the number of duty cycles as other models.

Swing-out trays provide easy access to frame and power-pack components and four 6Volt 220A/hr



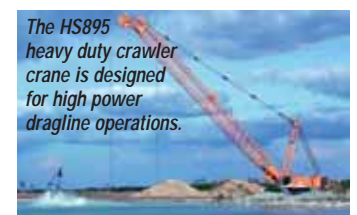
Small but could be very big for JLG - the 1230ES.

batteries. The 1230ES is fitted with a fully automatic self-seeking 20 Amp battery charger. A low step-in height of just 0.66 m together with saloon-style spring-loaded swing doors combine to provide ease of entry to the platform. The 0.69m wide x 1.26m long platform has a steel deck, rugged square tube handrails and offers a capacity of 230kg.

### Liebherr

Once again Liebherr's stand is huge - the largest at the show. With 75 exhibits from its extensive construction machinery range, it needs the 13,000 sq metre, open-air site to house the 12 mobile, 5 crawler and 9 tower cranes - to name just the lifting exhibits!

Centre of attraction is the entirely new, nine axle LTM11200-9.1 all terrain crane. Claimed to be the most powerful telescopic the unit has a 100 metre boom - 16 metres longer than the previous record holder the LTM1500-8.1. With a total weight of 108 tonnes including four outriggers and complete slewing platform with both winches, the unit can be driven on the road. The boom is carried on a separate transport vehicle.



The HS895 heavy duty crawler crane is designed for high power dragline operations.

Other new cranes include the 1350 tonne capacity LR11350 crawler which has a maximum boom length of 228 metres (114 metre main boom and 114 metre luffing fly jib) giving a 223 metre maximum under hook height.

Also new is the 300 tonne, LR1300 crawler which has a maximum boom length of 172 metres (59 metres main boom plus 113 metre luffing jib), a new successor for the popular LTM1045-3.1, the 50 tonne LTM1050-3.1 mobile crane which has a four metre longer boom and 12 percent (on average) increased load capacities.

The new 22HM is a larger version of



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Liebherr's LR11350 crawler has a maximum boom length of 228 metres.



the 13HM fast erecting crane which can either be towed with a drawbar or fifth wheel mount at speeds up to 80 km per hour. The unit can also be fitted with the optional hydraulic 40 degree 'super-raised' jib and has a 33.4 metre under hook height.

Completing the new crane line-up is the HS895 heavy-duty crawler crane which has a pulling force of 45 tonnes and is designed for high-power dragline operations.

Although available since last autumn in parts of Europe, Bauma will be the first international viewing of Liebherr's four model telescopic handler range with capacities of 3.5 and 4.5 tonnes and lift heights of 10 metres and 13 metres.



A two section telescopic mast increased working height between 20 metres and 32 metres

### Manitowoc Crane Group

MCG promises a spectacular stand with the unusual GTK1100 rising above all the other exhibits. Seen in the metal for the first time, Grove claims the GTK1100 is an easy and rapid to erect

telescopic mast and luffing telescopic boom capable of lift heights of more than 120 metres. The unit - already sold to a German crane company - is the first of three to be built this year. Maximum production will be about one per month.

Also on the MCG stand will be the latest five-axle, all-terrain crane, the Grove GMK5095 which features a 100 tonne maximum capacity and 60 m seven-section main boom; the long boom version of the Grove GMK4100 and the latest rough-terrain crane, the RT540CE.

Potain adds two innovative self-erecting cranes - the Igo T 70 and Igo MC 13.

The Igo T70 uses a two-section telescopic mast to increase its working height between 20 metres and 32 metres in increments of 3 or 6 metres. The crane has a maximum capacity of 4 tonnes and lifts 1.3 tonnes at its maximum radius of 40 metres.

The Igo MC13 is equipped with a trailer axle, making it highly mobile and maneuverable. The crane is claimed to be erected in less than 30 minutes, making it a perfect candidate for short-term jobs. Maximum capacity is 1.8 t and maximum jib is 22 metres, at which radius the Igo MC 13 lifts 0.6 tonnes.

### Manitou

Shown initially at Intermat, Manitou will be officially launching the Maniaccess 150TP telescopic masted platform. Fitted with a 5.0 metre long platform extendible to 6.3 metres and 2.3 metres wide, the unit can lift 1tonne to a height of 15 metres.

Its large working platform and good lift capacity makes the unit particularly suited to the cladding and glass installation sectors. Its four wheel drive with crab steering allows good manoeuvrability and with its telescopic arm at half maximum height, it gives the unit a working platform length of 15 metres at a height of 8 metres.

### Kobelco

Claiming to be the world's market leader in lattice boom crawler cranes up to 250 tonnes with a share of between 37-40 per cent, Kobelco is aiming for a bigger slice of the 250-800 tonne market with the launch of the 550 lift capacity SL6000. It also says it has other new cranes in the 2008/9 pipeline. The stand unit - the first to be built - is one of two SL6000's ordered by Weldex. The crane will be rigged with 48 metre main boom and 48 metre luffing jib, although when delivered will have an 84 metre main and 84 metre luffing jib.

### Neuson Kramer

KramerAllrad will be showing its new telescopic handler range including the



The long-boom version of the GMK4100 can be seen for the first time.



Kobelco is aiming for a slice of the bigger crawler crane market with the SL6000

latest model the 9 metre lift height 4009. Although there are plans to expand the range with 13 metre and 17 metre additions, these look likely to be introduced in 2008/9 rather than this year. Kramer says that the smaller models have been well received in the UK with about 150 sales to date.

### Oil & Steel

Oil & Steel will have a wide range of equipment including the Eagle truck mounts, Octopussy crawler platforms and the PM range of lorry loaders. The SAIE show in Bologna was the main showing for numerous new models, so Bauma is restricted to a few additions to the PM range. This will include the four extension versions of the J500 and J700 hydraulic jibs which can be mounted on several series of loader. In the Platinum range, PM is going to launch a new top of the range version of 85SP, the 85028SP+J1204.20.



A new range of lorry loaders is being introduced by HMF

### Ruthmann

As well as Ruthmann's 10,000th platform - a TB220 mounted on a Mercedes Sprinter chassis - the German platform manufacturer will also be showing an offroad version of the TB220, mounted on a Scam SMT 55 chassis.

Manufactured in the Czech Republic, the 5.5 tonne chassis is similar to the Iveco's Daily 4x4. In fact, Scam has been working in co-operation with Iveco since 2005.

The TB220 has a 22 metre working height and a 14 metre outreach with 100kg in the basket and a jacking/leveling mechanism that can deal with gradients up to five degrees.



The 10,000th Ruthmann platform - a TB220 will be auctioned after the show with proceeds going to charity.

Ruthmann currently exports only 15 per cent of its production and is looking to improve this. Last month it took a major step in raising its profile in the UK when it sold five T370 truck mounted platforms to the Lavendon group.

The new 305C+ has a new engine and hydrostatic drive.



**Sennebogen**

Few details are available on the new Sennebogen cranes to be launched but look out for a new HD crawler, the 305C+ multicrane with new 91kW engine and hydrostatic drive as well as two new telehandlers.

**SMIE**

Tower crane anti-collision specialist SMIE is showing three new products - the AC246 system with updated software and checks, the DLZ342 aimed at offering essential data for a single crane and the SGC240 for monitoring and logging information from up to 20 cranes.

**Tadano**

Tadano says it will be showing six new cranes out of the 10 cranes on its stand including the 360 tonne, 60 metre boom ATF360G-6 with a new styled jib. Also on show will be the 90 tonne, 51.2 metre boom, 8x6x8 ATF 90G-4 replacing the 80 tonne ATF80-4,

the 40 metre boom 50 tonne ATF 50G-3 and the 40 tonne ATF 50G-3 which features the Faun rear axle steering and smallest in the ATF range is the new ATF40G-2 with a 35.2 metre boom.

Other new models include the 55 tonne rough terrain GR 550EX and the truck mounted HK40.



Tadano HK40 replaces the HK35 and has a standard boom length of 35.2 metres

**Teupen**

Teupen will be showing three new models across three product ranges. Its 12 metre working height Euro B12T is being shown mounted on the world's most popular chassis - the Toyota Dyna 100LY.

The new trailer mounted, articulated Gepar 15GT has a length of 4810mm and weighs 1540kg. Basket control cables are within the aluminium boom and all hydraulic cylinders have shut-off return valves.

Teupen's new crawler-mounted aerial access platform is Leo 18GT. With a working height of 17.9 metres and a 7 metre outreach it slots between the Leo 15 and Leo 23. The ground pressure in standard working position is 1.9kN per sq m and 5.52 kN per sq cm in transport mode allow the machine to travel over most surfaces. Working "footprint" is 2,93m x 3,92 m and with an overall length of 4710mm (3995mm without the basket) width of 780mm and travel height of 1980mm the unit is capable of getting into most situations.



Teupen Euro B12 is a 12 metre high working platform mounted on a 2.8 tonne Toyota Dyna chassis.

**Wolffkran**

Rapidly expanding Wolffkran will be unveiling a new luffing jib and two new 'L class' topless saddle jib cranes - a 180 tonne metre and 224 tonne metre unit.

A feature of the topless cranes is the reduced transportation required - just four trucks for the larger Wolff 6031 with the counter jib on one truck saving a claimed 1.5 to 2 hours erection time.

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# Ho Hum in Atlanta

This year's American Rental Association's Rental Show was upbeat and successful, in spite of lower attendances. On the other hand the absence of new product development was very noticeable. Time was when at least one manufacturer rolled out groundbreaking new lifts every year. Genie clearly wins the innovation award this year, with an AC drive train on its 40ft boom and a levelling system on an electric scissor lift to create the GS3232.

Snorkel, JLG, Bil-Jax, MEC, Custom, Xtreme and Sumner also launched new products, but more evolution than revolution. This is a clear indication that the aerial lift industry is maturing and that the rapid developments of earlier years are behind us. Most development spending is now being targeted at refining existing products and designing cost out. While this is likely to be of greater value to rental companies it does make the ARA less interesting.

## Attendance

This year's show was originally scheduled to be in New Orleans, but was switched to Atlanta after hurricane Katrina hit. The total number of visitors slipped from 6,490 last year to 5,613. In terms of space, the show was sold out well before the doors opened, with 25 companies going on a 'standby' list in case of cancellations. In order to prevent this happening next year the ARA has contracted for more space in Las Vegas.

## Genie 40ft Boom and tall narrow scissor

Genie unveiled its new 40ft Z40/23nRJ boom lift - based on the Z45/25DC the new model is clearly targeted at JLG's M400AJ. The new Genie has slightly more outreach and platform height and a higher travel speed, otherwise it is very similar to the JLG. In order to 'up the ante', Genie has installed a new AC motor direct electric drive system, possibly the first aerial lift to use this technology. Benefits include regenerative braking; more torque; a higher drive speed and the ability to counter rotate the drive wheels for better turning. However apart from its fast drive

speed, the Z40/23n offers little improvement over existing products. Most European visitors we spoke were clearly disappointed that the new Genie boom was not a lightweight 1.5 metre articulating boom along the lines of the Nifty HR12 or UpRight AB38.

### How does the new Genie Z40/23n stack up?

Spec	Genie Z40/23RJ	JLG E400AJPn	Haulotte HA15IP
Platform Ht	40.4ft/12.3m	40ft/12.19m	42.6ft/13m
Overall Width	1.5m	1.5m	1.5m
Outreach	6.9m	6.8m	7.9m
Up & Over Ht	6.5m	6.5m	6.5m
Rotating Jib	YES	YES	NO
Drive Speed	4.5mph/7.2kph	2.9mph/4.8kph	2.8mph/4.5kph
Turning Radius (o/s)	3.2m	3.15m	3.7m
GVW	6,940kgs	6,863kgs	7,300kgs
Drive	AC direct Electric	DC direct electric	DC direct electric

\*RJ = with rotating jib option



The AC drive system on the Z40n

The new Genie Z40/23n

The other new product from Genie, the GS3232 'skinny mini' electric scissor lift offers definitive benefits. The new model uses the 820mm wide chassis and basic platform from the GS2632 combined with the scissor stack from the GS3246. The big new feature is the four inboard jacks it uses



to ensure that the machine is always perfectly level - it will not rise above 22ft unless the jacks have been properly set. The result is a tall, narrow scissor lift that will pass through a standard single doorway and yet weighs only 350kgs more than a 26ft narrow scissor at 2,352kgs.

The GS3232 can still drive while elevated up to 22ft. If working at this height and needing to go higher, the platform must first be lowered and the jacks set with a simple auto level button. The jacks provide the 32ft height without excessive counterweight so that the 3232 can use the same drive train as the smaller GS models. An additional benefit is that the machine can be leveled by up to five degrees side to side and three degrees end to end.



The Controller has an extra pad for setting the outriggers.



C&a

ARA show

Skyjack had much to talk about



The new GS3232 goes through a single door and works up to 38ft

## Snorkel and 85ft Articulated Booms

Snorkel is runner up in terms of innovation with its AB85RJ. This new 85ft platform height articulating boom lift is both the first Snorkel and the first 80ft boom to offer a rotating jib. The models main benefit though is its working envelope. It has a working outreach of almost 19.5 metres - an industry best - at an up and over height of 8.5metres. With zero tailswinging, thanks to its dual sigma type riser, three section top boom and articulated rotating jib, this looks like the best new product from Snorkel in years. The company took a good number of orders for the new model at the show.



How the new Snorkel stacks up

Spec	Snorkel AB85RJ	Genie Z80/60	Haulotte HA260PX	JLG 800AJ
Platform Ht	84.5ft/26m	80ft/24.3m	77ft/23.6m	80ft/24.3m
Max Outreach	19m	18.3m	15.7m	15.7m
Up & Over Ht	8.5m	8.8m	6.8m	9.8m
GVW	17,700kgs	17,000kgs	15,900kgs	15,000kgs
Gradeability	45%	45%	40%	45%
Rotating Jib	YES	NO	NO	NO

JLG

The interest on the JLG stand related more to its new owners, Oshkosh, rather than its products. Oshkosh branding was already in evidence and senior managers were present on the stand, including chairman Bob Bohn. Oshkosh made it very clear that it is 'a hands on - in it for the long term owner'.

"We are owners and operators not buyers and sellers of businesses" said Charlie Szews, interim president. He also stressed that Oshkosh has a strong belief in the power of innovation and has a history of 'firsts' in its other businesses.

The only new product from JLG was the 1230ES



mast lift. The company has clearly reversed engineered an UpRight TM12, adding some significant improvements along the way including direct electric drive, saloon style gates and component access. It claims to have 236

percent more battery life than the UpRight and thanks to its electric drive - fewer hoses and fittings and thus less chance of oil leaks.



The new JLG 1230ES demonstrating its ability to ride elevators

Skyjack

Skyjack had no new products on display but had plenty to talk about. The company showed the final production version of its 45ft straight boom and the first CE unit will be at Bauma. Skyjack has also significantly stepped up its engineering efforts and will launch a 60ft straight boom at the end of this year with a 45ft articulating boom to follow in 2008.

In order to provide more European input into its product development programme, Skyjack has employed David Hall who was previously responsible for Manlift engineering in Europe. In addition to expanding its aerial lift range, Skyjack is looking at telescopic handlers and carrydeck cranes.

UpRight

There was nothing new on the UpRight stand in terms of products, but the difference from last year could not be more radical. In its first American show with its new owner, UpRight was out to make an impact with its US relaunch. In order to do this the company raffled a \$75,000 Shelby Mustang and announced that it was close to signing a contract on a new green field production facility in *Darren Kell congratulates Max Christopher of Tennessee-based Christopher Equipmen. after he won the special Shelby Mustang*



California. It also announced a Benelux distribution agreement with Platform Sales Europe with rights to sell in Eastern Europe and other markets. As part of this deal PSE ordered 1,200 scissor lifts in addition to a 100 unit order for AB38 boom lifts.

Haulotte

Haulotte used the show for the US launch of its big boom lifts and new sales and service outlets. It also exhibited a Haulotte branded Dino Lift which it is distributing in North America and other markets. It stated categorically that it has no plans for a USA production facility until it has the sales volume to justify it. Alexander Saubot said "I have seen too many other companies follow the advice that to succeed in the USA you need to produce here, only to find that after making the heavy investment nothing changes. We will not make that mistake." Haulotte will use Bauma for this year's new product launches with four new aerial lift products plus its own telehandler models to debut in Munich.

MEC

Mec unveiled its new large rough terrain scissor lift range - the 91 series with 25, 33 and 41ft platform heights and 900, 680 and 450kg lift capacity respectively. All units are 91 inches/2,310mm wide, 3.65 metres long and include a 1.2 metre roll out deck extension. Auto leveling outrigger jacks are optional. Also new on the stand was the 3772RT a 37ft/11.2 metre platform height version of its compact rough terrain scissor. With its 1.8 metre width, 2.98 metre overall length and auto-leveling jacks this product offers something new. The company also confirmed that it has settled its differences with Manitou which had taken legal action against MEC's European master distributor.

In terms of telehandlers, MEC is claiming substantial sales in the 12 months since it purchased the designs from Volvo. So far all of its sales have been the low boom European style models, rather than the high boom versions.



The new Hybrid 1430 from Custom

Custom

Custom Equipment unveiled the CE version of its successful Hybrid 1030 micro scissor lift, the company is considering its distribution options for Europe. It also showed off its new HB1430 which incorporates many of the features from the 1030, including its dual steering wheels and low entry height but offers a platform height of 14ft while weighing a mere 750kg, the same as a 12ft mast lift.

Bil-Jax

Now wholly owned by its management, Bil-Jax did not show off its new self propelled product but instead concentrated on developments to its trailer lift line which it hopes to introduce to Europe in 2007. The company will be exhibiting at Bauma.

The 2008 Rental Show is set for Feb. 11-14 at the Mandalay Bay hotel - Las Vegas

MEC introduced a 37ft Compact RT scissor





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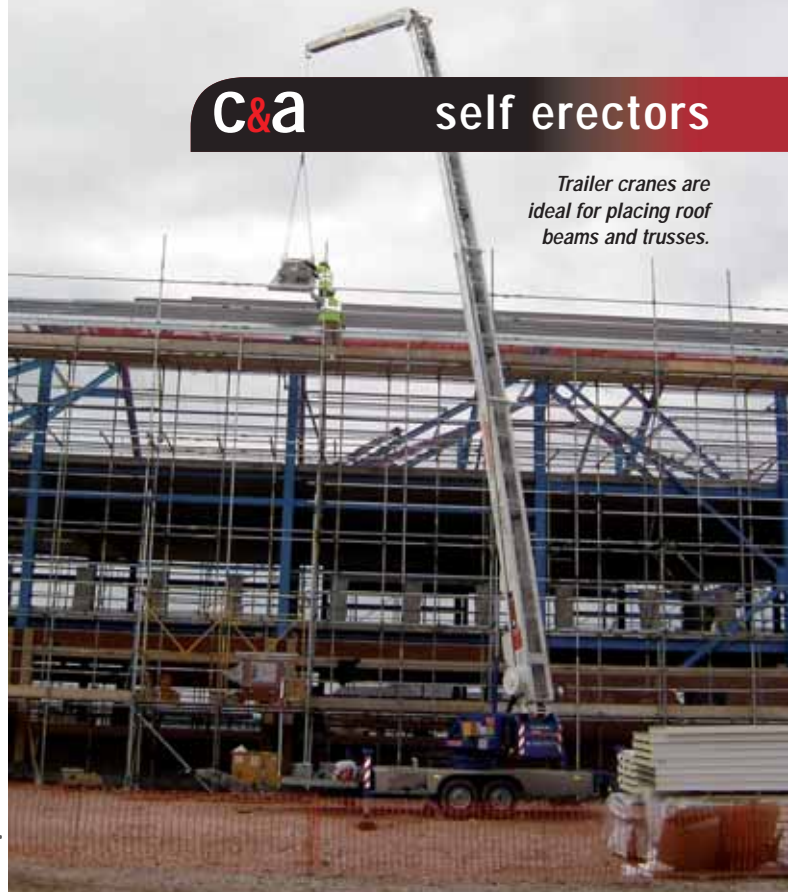
# DIY cranes for builders

Increasing pressure to complete projects even quicker, changes to Health and Safety lifting regulations and more and more developments using congested, brown-field sites has made UK and Ireland contractors look seriously at trailer and small self erecting tower cranes. Now more common, many are probably wondering why these machines have taken so long to gain a foothold in the UK. C&A takes a look at what is currently available.

The UK construction industry has always been conservative - with a small c - about changing construction methods. 'That's the way we have always done it' was a common comment when rejecting the benefits of a new fangled piece of equipment. The backhoe loader for example - for so long the mainstay of the small UK building site - has now been surpassed by the telehandler (along with the mini excavator) primarily because of the changing methods in the way we supply materials to site and therefore a change in the construction process. Looming on the horizon, literally, are the quick and easy to setup cranes that offer benefits that are particularly attractive to an increasing number of builders and contractors.

The HSE has been keen to reduce site traffic and therefore accidents from equipment such as the telehandler. A compact, rapid set-up crane situated on one side of the site can help achieve this. The use of remote controls with the crane also allows the operator to stay with the load, positioning it with more precision and therefore more safely.

The use of a crane also allows construction materials to be centralised resulting in more benefits such as easier site deliveries once again cutting down on site movements - ie accidents. A crane permanently on site also reduces the number of visits by mobile cranes and time lost through site inductions and producing paperwork on every



C&A

self erectors

*Trailer cranes are ideal for placing roof beams and trusses.*

occasion. And its fixed location gives known radii and corresponding safe working load, making for simplified lift planning.

But there are two factors that have swayed the thinking of the traditional construction worker more than any other - these cranes can save money through increased productivity and now, because they are increasing in popularity, they are easier to source which has also led to more competition and thus keener hire rates.

While self erecting tower cranes of all types have increased in popularity over the past five years or so, the trailer crane is just starting to gain a foothold in the UK.

Three manufacturers now offer products here - all German-made. Klaas distributed by Octopus UK based in Bromsgrove, Böcker by Pfaff Silberblau and more recently Paus available from Unic-GGR.

Germany is besotted with the self erecting tower cranes at the expense of telehandler sales and more recently contractors have taken to the telescopic trailer crane for applications such as the placing of roof trusses.

The upcoming Bauma exhibition in Munich will see the launch of at least one new trailer crane joining a growing range of product.

Westphalia-based Böcker will unveil the lightweight aluminium AHK 31/1400, trailer crane that can also double up as a work platform.

The unit - which features a completely new, tandem axle trailer chassis - has a maximum lift height of 31 metres and a maximum lift capacity of 1.4 tonnes.

The new radio remote control also has remote diagnostics and full visual information of the load on the hook and boom position.

Weighing 3.5 tonnes the unit can be towed by some of the larger 4x4s and once on site, can be self propelled if the optional drive unit is chosen. In fact we would strongly recommend this feature for final positioning of the unit.

With a man basket attached the machine has a maximum platform height of 26 metres and lift capacity of 250kg. The platform also offers 35 degrees of rotation in each direction allowing it to be squared up to the working area.

According to Klaas distributor and hirer Octopus UK and its rental division 'The Little Crane Company', the trailer crane market has grown considerably since it first showed its machines at last year's SED exhibition. The company now has a growing fleet of trailer cranes working throughout the UK primarily because these machines can access and work on sites where space is restricted. It now has a complete mechanical handling division which offers cranes with fully trained operators or on a bare lease -self drive basis. It also offers the option of contract lift services with an 'appointed person'.



*Weighing 3.5 tonnes, the new Böcker AHK 31/1400 here seen with man basket can be towed by larger 4x4s.*

*The Klaas K19-28 has a maximum lift height of 28 metres and outreach of 19 metres.*

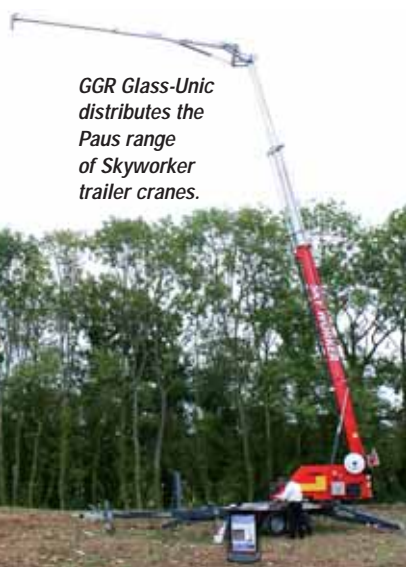


Klaas K19-28 trailer crane can lift up to 1.3 tonnes and offers a maximum lift height of 28 metres. It has a four section main boom and a three section jib for extra up and over reach resulting in a load of 250kg to a radius of 19 metres at a hook height of 16 metres. The unit also has 360 degree of continuous rotation. Like the new Böcker, the Klaas can also be used with a self-leveling basket and is movable without the towing vehicle thanks to a self-drive jockey wheel.

Last August, Paus appointed Unic mini crane distributor GGR Glass-Unic as the UK distributor for its Skyworker aluminium trailer crane range.

The 1.2 tonne capacity, 2.1 metre wide, self-propelled chassis weighs in at just below the critical 3.5 tonne trailer weight limit. The aluminium main boom and nine metre fly jib provide a maximum lifting height of 30 metres and a maximum working radius of 25 metres. Standard radio remote control and a 360 degree slew add to the cranes versatility.

*GGR Glass-Unic distributes the Paus range of Skyworker trailer cranes.*



So, all these very similar versions of the aluminium trailer crane offer easy and quick set-up in space restricted areas, towing capability with a 4x4 and easy positioning of loads using the remote control.

However these units are more suited to short term, specific lifts such as the installation of a set of roofing trusses, or to carry out a lift in a specific area, for example in situations where a very low ground bearing pressure is a necessity. Longer term jobs requiring 'whole site' coverage are far better suited to the self erecting tower crane.

Self erectors are available with a number of different chassis options, ranging from a simple set of bogie wheels for unloading purposes, low speed trailers or trolleys, to road going trailers and crawler undercarriages. However by far the most popular are the standard units with a set of unloading wheels. Delivered via truck the smallest units can travel with their counterweight in place while the larger units unload and install their own counterweights once they are set up.



*Delivered by truck or tractor self erectors are easy to move about.*

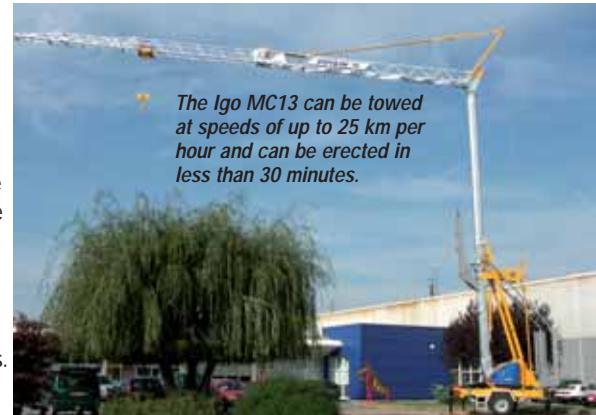
The theory with these cranes is that the builder buys or rents his own tower crane, takes it to site and sets it up himself. In reality setting these cranes up properly is not only the most critical part of the entire operation, it is also relatively high skilled. In Germany and France, where more contractors own their equipment, it is true they do operate the cranes in this way. But many years of familiarisation and very regular use ensures that this is a safe and normal thing to do. In the UK and to a lesser extent Ireland, few contractors have the necessary experience or use them often

enough to make this a sensible option. As a result virtually all of the experienced companies renting out self erectors insist on installing the cranes themselves.

An experienced rental company can have the crane ready and working in a few hours. A key aspect of the set up is of course the electrical supply available. Increasingly contractors are using generators which can simplify this aspect of the set up. The next thing to consider is the training of those who will operate the crane. A special CPCS course is available for pedestrian controlled tower cranes and it is essential that all staff on the site who are likely to be called on to operate the crane are trained at least to this standard. Most rental companies will help arrange this.

Thanks to the relatively low cost of smaller self erecting cranes, the rental rates of between £500 and £800 per week will not break the bank, especially considering the benefits of reducing the number of telehandlers on site and avoiding some if not all mobile crane rental. Potain has been making small tower cranes for as long as any major producer and has been a pioneer of the small self erectors. It says that its self-erecting crane range is one of its fastest growing product lines within the Manitowoc crane group and is launching two new models at Bauma - the compact Igo MC 13

and the much larger Igo IG70. This is really in a different league to the small units we are covering here, however it can still be transported on a single low-loader and install its own counterweight with its tower mounted swinging gantry jib. It is unusual in that it features a telescopic tower and can self install additional six metre tower sections to take the tower height from 20 metres to 32 metres. The jib can be raised up to 30 degrees for a maximum hook height of 45 metres at up to 34 metres radius.



*The Igo MC13 can be towed at speeds of up to 25 km per hour and can be erected in less than 30 minutes.*

The Igo MC13 is highly manoeuvrable when equipped with a trailer axle. The unit can be towed at speeds up to 25 km per hour while carrying full counterweight without exceeding 12 tonnes on the single rear axle. Potain says the crane erects easily in less than 30 minutes, making it ideally suited for smaller short-term jobs. In many parts of Europe this type of crane is set up to handle lifting work even on single dwelling sites. Maximum lift capacity is 1.8 tonnes while the maximum jib length is 22 metres at which radius the unit can lift 0.6 tonnes.



*The Igo T70 features a telescopic tower and can self install additional 6 metre tower sections taking the tower height from 20-32 metres.*



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Liebherr's latest fast-erecting crane - the 22HM - is a larger version of its 13HM first seen in 2002. With a bigger, two tonne lift capacity and its 'super-raised' jib under hook height of 33.4 metres, the HM22 is aimed at construction trades looking for good lifting capacity and compact size.

The 22HM can either be towed via a fifth wheel coupling or drawbar or transported on a three axle truck at up to a maximum speed of 80 km per hour.

The undercarriage is, according to Liebherr, completely new. Undercarriage steering - where the crane superstructure can be released allowing the undercarriage to turn freely - is also joined by the ability to steer the crane manually via the remote control, at speeds up to 10 km per hour. At speeds more than this, the crane switches to trailing steering axle which

fitting a 40 degree 'super-raised' working angle jib. The jib can be moved steplessly from 0-20 degrees and from 20-40 degrees making it a lot easier when working alongside steep pitched roofs for example. The unit also has a ballast slider for moving the cast iron ballast and fitted as standard are the frequency controlled slewing gear and rotary power connector.

The vertical mast of the 22HM and other self erecting tower cranes gives a distinct advantage over trailer cranes thanks to their up and over capability allowing them to set up in very narrow streets and still clear the roofs of buildings.

Despite the slow start, there are now numerous self erectors available in the UK, mostly from well established manufacturers based in Italy, France and Germany. One that isn't is Mantis Cranes.



Cattaneo cranes are available through Weaving Machinery - this is the CM90S4.

ensures that it follows in the truck's tracks with considerably reduced tyre wear. The unit also features twin tyres, which help with reduced ground pressure allowing it to travel across sites without sinking.

Using the space-saving, tried and tested hydraulic erecting linkage system, the HM22 opens the jib at 15 metres - over the top of most obstacles. This is claimed to be a quick, one-person operation.

Liebherr also claims that the 22HM is the only crane with the option of

The company now offers a range of self-erectors with jib lengths from 20-45 metres including the TC25 unveiled last year. Developed by the Irish-based manufacturer and the Engineering Department of The University of Ulster, the TC25 features ease of mobility, siting and erection - all important factors to builders of one-off houses and those erecting timber frame and light steel framed structures.

The self-contained unit is built on a road-going chassis and has fixed ballast so that one articulated



Liebherr's 33.4 metre under hook height 22HM is a larger version of its 13HM launched in 2002.

tractor unit can move the 20 tonne rig to site in a single vehicle journey. The TC25 can deliver a one tonne load to 20 metres or 750kg load to 25 metres at a hook height of 19 metres. According to the company interest and order intake looks promising. Mantis is obviously doing well having moved into new premises late last year while also taking on more employees.

As with many types of crane, Italy is by far and away the home to the largest number of manufacturers of self erectors. In addition to the big international names there are a vast number of small local suppliers, some of whom have made it to the UK.

Terex Comedil, one of the largest producers has launched the new CBR 40H which can lift the same as the smaller CBR 36H despite having a hook height 2.7 metres higher and a jib four metres longer. While Comedil is a major player in the UK top slewing tower crane market it has been less successful when it comes to its self erecting cranes - in spite of a wide product range.

Another Italian producer Vicario has been sold in the UK for many years by Vanson cranes of Grantham which is celebrating its 25th year in business. Vanson markets the

line under its own name and until recently also operated a rental fleet. However in October last year the company sold most of its rental fleet to City Lifting (See Face to Face page 58) in order to concentrate its efforts on selling tower cranes. The company offers a range of 12 different models of self erectors starting with the VC15 (See Rob the builder opposite).

Cattaneo - available in the UK through Weaving Machinery near Evesham - launched three new cranes at the end of last year - the CM73A, the CM76B and the largest the CM90S4. Most compact is the CM73A measuring 11.9 metres long and 2.95 metres high in travel mode. The crane can set up in a space no larger than 3.3 metres square and lift 750kg to a 21 metre radius at a height of 18.2 metres. With this load, the jib can raise by 18 degrees above horizontal, increasing the hook height by five metres. With lighter loads (500kg) the jib can raise up to 30 degrees giving a maximum under hook height of 27 metres.

FB Gru - available from Dunham Crane Hire - has launched the compact, 12.2 tonne tow weight GA136 which features twin cylinders to provide a faster

## Rob the builder

Vanson Cranes recently supplied a VC15 tower crane to small builder Robin Bonds Builders of Barnstable. This self-contained, compact unit, the smallest in the Vanson range is aimed at small sites and is ideal for use in congested urban or even retail environments where it would normally be impractical or costly for other types of construction cranes to operate. It has a retracted transport width of only 1.6metres, 2.2 metres high and only requires 2.7metres square of ground space.

In spite of its diminutive size, it can lift 1.5 tonnes to seven metres radius at 15 metres height or will take 600 kg to 15 metres at the same height, maximum hook height is 19 metres.

"As we mainly build single or double unit houses and small factory buildings we have very much appreciated this small and manoeuvrable crane" said Robin Bonds, the company's managing director. "Not only is it very compact and very versatile, but it solves most of our Health and Safety problems by taking away the need for manual lifting. This is now done by the crane, so we don't have to have guys going up and down ladders carrying materials. Instead the crane is used to lift all of the roof slates, trusses, tiles, blocks etc. It is a superb piece of kit, which we get a lot of use out of and I am surprised that there aren't more of them around."

"It is easy to use and training is fairly straightforward and this only costs around £300 per person, which isn't excessive. The VC15 is ideal for the small builder like us," he said.

The VC15 is completely self-contained, and incorporates a ballast handling derrick to avoid the need to bring in lifting equipment. As a result it can be erected and dismantled using just two people. The jib can also be folded to avoid violating another party's airspace. Although it is essential that the operators are properly trained to do this.

Once erected, it is well suited to three and four storey construction work and has the added advantage of a minimal physical impact on the site. Only a single phase 3KW mains or 5 KVA generator is required to power the crane.

As with all of Vanson's VC cranes the VC15 includes 'soft start' on each of the crane's hoist, trolley and slew functions. This technology enables the load to be positioned much more precisely and also creates a smooth hook action.

"Once our clients have had a VC crane they soon realise the cost savings that can be achieved due to its operational efficiencies, speed of operation, low operating costs says Vanson Crane's managing director, Trevor Vanson. "Also, its ability to reduce handling risk is becoming an important factor in a builder's decision making process."



The VC15 is the smallest self erector in the range from Vanson Cranes.



The FB Gru GA136 seen here at its launch at the SAIE show in Bologna.

erection time. Working from a 4.2 metre square outrigger base, the unit has a one tonne lift capacity at 36 metres with a hook height of 22.5 metres. The jib can also be raised to give an increased hook height of 30 metres reducing the radius to 34.9 metres. Dunham says that it sold around 30 cranes into the UK last year but like most manufacturers, this figure is on the increase. Dunham is unusual in that the company is also a builder and developer and has been using self erecting tower cranes on its sites for many years. It only decided to start selling them two years ago.

Several other Italian companies such as Gru Dalbe - with its HS380 - and Gelco Clever Crane manufacture self erectors but as yet they are not available in the UK or Ireland. As well as offering conventional self erectors, Gelco Clever Crane has an interesting self lifting chassis option where the base of the crane can be jacked up by 2.75 metres to allow car or pedestrian access underneath.

The unit also is very short, courtesy of three section telescopic tower, and with the four wheel steering motorised chassis which can cope with gradients up to 25 degrees to manoeuvre itself into very tight spots. The telescopic tower also allows the height of the crane to be changed when working.



The Gelco Clever Crane's 4WD chassis can cope with gradients up to 25 degrees..



Clever Crane's telescopic chassis allows up to 2.75 metres of head height giving access to cars and pedestrians.



When folded, self erectors are small enough to gain access through some surprisingly small openings.



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# Buying a used lift



c&a

used lifts

*Many companies, offer refurbished machines, this is a Genie boom to AFI-Resale's 'Band-A' classification*

Aerial work platforms are largely a rental item, with such a wide variety of product types and heights it suits most people to rent what they want, when they want it. In markets such as the UK, Ireland, Sweden and Holland over 85 percent of all aerial lifts are rented rather than purchased.

However as the market grows and powered access expands into an ever wider range of applications, a greater number of companies find themselves using one or more lifts almost constantly. If you are in this position it could be worth looking at a lift or two of your own. You can of course buy new, however if the cost puts you off you might well be considering a second hand lift. In the following pages we provide a few tips that might prove helpful.

*Consider how involved you want to get*  
You have decided to buy second hand, but where do you start?

The first two things you should ask yourself are:

**1. How much effort do you want to put into your purchase?**

Tracking down the very best deal might consume more in time and expenses, not to mention distraction from your day job, than you save from finding a bargain.

**2. What sort of back-up support do you want?** If you need or want to pick up the phone and have your hand held all the way, there is no point in buying a used lift from the USA or at an auction, sight unseen. It could end up costing more than a new machine!

If you want to make it easy and stress free you should look at buying from a reputable company that will make your purchase as simple as buying a new lift. We will address this type of purchase later. In the meantime we'll consider the options for the more adventurous buyer, some of these only make sense if you get a real kick out of tracking down a bargain-basement deal or you are buying a large number of lifts.

**The options include:**

**Large public Auctions**, such as those held by Ritchie brothers. These massive events, often lasting three days, mostly offer general plant and earthmoving equipment. However the number of aerial lifts going on sale is increasing steadily and range from unused models from inventory to units that barely function. All lifts must be sold on the day with no reserves allowed. The very best deals are to be had when there are few lifts in the sale thus failing to attract buyers for aerial lifts, be careful though that the low price does not tempt you into buying a lift that is totally unsuitable for your application. Although if it is a bargain that is simply too good to pass up, it might be worth taking it home and using it as a trade-in against a new or used product that is closer to what you need.

You can now bid on-line at these auctions, however we would advise against this unless you have had someone physically inspect the machines first.

**Single company auctions:**

There has been an increase in the number of auctions of a single company's equipment, usually a liquidation sale. But Hewden, the UK's largest rental company, as started holding auctions each year to dispose of its surplus equipment. The rules are the same but at least you know where the equipment comes from and it might be more local to you.

**Buying on line:**

This is an increasingly popular way to buy many items and anyone trading in used aerials will have a web site with a list of available machines. Unless you know and have a relationship with the company you are buying from we would strongly advise against making a purchase sight unseen. It is better to use the web to make contact then inspect the machine and conduct the purchase in the traditional face-to-face manner. At least in the first instance, after getting to know who you are buying from and building up a layer of trust, web and email can work nicely.

**Buying across the pond**

The low dollar makes used machines advertised on American web sites or publications look very attractive indeed. Beware though, aerial lifts sold in North America are built to ANSI specifications and rarely carry CE approvals. A JLG sold in the USA can be quite different from the CE version sold in Europe.



*One persons 'rental ready' is another's turn off*



*Easi-UpLift is already selling machines as young as 2005*

This need not put you off, unless you felt that our first two warnings regarding effort and support, apply to you even 'somewhat' if so skip the next section.

If you are interested consider that boom lifts are easier to convert than scissor lifts, diesel is simpler than DC power and larger is more practical than small. With these three pointers you could end up

with a really good deal. Most manufacturers have designed their boom lifts, particularly the larger ones, to convert fairly easily between Ansi and CE, you will though need the manufactures co-operation to obtain CE certification and could be questioned at the port for importing non CE marked products.

A general rule is to forget small electric machines, these require far more modification, including battery charger, gates, guardrails and often counterweight, not to mention the overload system.... life is too short.

**Beware definitions 'Good', 'Excellent' and Rental-Ready**

Another point to be aware of is that "good condition" and "rental ready" often has a different meaning on each side of the Atlantic. Many budding business relationships have turned nasty over these definitions. To quote an actual example:

A reputable rental company I know in North America sold a container of lifts to a reasonable European buyer. He carried out remedial work on the lifts, tested and charged them and



*APS and AJ Access stock specialist units such as this 29m Spider lift (APS)*

in good faith and confirmed to his buyer that they were in good condition and ready to rent. When the buyer opened the container in his yard he was horrified. He thought the paint on the 30 month old machines was poor, the solid tyres had chunks out of them and to him they looked scruffy and not at all rentable. The buyer thought he had been lied to and was most upset.

This highlights the biggest single problem when buying used equipment at a distance, one persons 'excellent' is another mans 'scrapper'. This can be bad enough neighbour to neighbour but the gulf can be even larger internationally. Avoid buying from across the pond unless you are doing it regularly, and can develop the relationships and the systems to deal with CE conversions, even then it is best to avoid small electric scissors.

**Less adventurous buying**

So having explored some of the more exotic ways of buying used aerial lifts what about advice for those who want a nice machine, low mileage - one lady owner with some local support?

Our definitive advice is contact one of the companies that has made a business of supplying good used machines to end users and local rental companies. The number of companies doing this has expanded rapidly in recent years, mostly divisions of larger rental companies as they renew their equipment more frequently and seek to get the maximum value for their old machines.

The choice is wide, so use the web and publications such as Cranes&Access to see who is selling regularly and what sort of



*And this 21m Dino trailer lift (AJ)*



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An AFI 'Band B' machine

companies still do part exchange deals and can be a particularly good source for used examples of their own models and will sometime offer a good warranty. The best deals can come from those that are not set up to sell used equipment, as they simply look to get used machines off their books and out of their hair before the ends up rotting in the corner of their yard.

**Buy from those you know**

If you rent machines from one of the larger companies, they will almost certainly also have a re-sale department that will be happy to sell you a good used lift. As you have an ongoing relationship with them, they should make sure that you are well looked after. Do shop around though before making a final decision.

**Get it fixed up and serviced**

If you want to have the machine you have selected spruced up or some work done on it, negotiate this as part of the purchase, don't wait till after you have agreed a price. And make sure that the machine is delivered with a full service and inspection and an up to date, ideally new, test certificate. Many company's such as AFI resale offer repainted 'Band-A' machines or 'Band B' units that are simply checked cleaned tested and delivered.

There has never been a better time to buy a used aerial lift, (although there have been times when it was cheaper) in terms of the number of good companies offering quality used products of a variety of ages, with various levels of refurbishment and support.

You can start by checking out the ads in the back of this magazine.

products they have available. Then call them, most companies have a far wider range than they advertise and some will help you find a specific model and age. You will quickly note that the average age of the lifts being sold by one company will vary compared to another. Some hirers such as Easi-UpLifts have adopted a policy of changing out their fleet every three years and will mostly have very young machines for sale, while others prefer to run units on for five years and some longer than that and so will have lower prices. It all depends on what you are looking for.

**Try a manufacturer**

Manufacturers or their distributors can be a good source for used equipment, while the number of machines that they trade-in has reduced in recent years, most



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# Building a lifting platform

Amid high winds and with little room to manoeuvre inside a steelworks pit, Eve Trakway carried out an intricate installation of a platform capable of supporting a 70 tonne crane at the Corus Steelworks in Scunthorpe. Commissioned by Crane Services which was contracted to slab-casters Danieli Davy Distington, the project was initially delayed by six hours due to treacherous winds but was completed after a two-phase installation.

Phase one outside of the pit, involved the placing of 60 box panels to allow a 400 tonne crane to move in close enough to be able to first of all lift the materials into the 25 metre deep steelworks pit, to build up the platform, followed by the 70 tonne crane. Phase two, the building of the

platform in the pit, involved 800 timber railway sleepers, 75 half-sleepers and 300 sandbags to build a sleeper cribbage. This was then fully decked with a further 70 box panels to create the final panel platform for the crane to operate from.

Mark Barratt, senior project manager at Eve Trakway, said: 'This was an extremely difficult procedure made all the more tricky by the conditions we faced. In the end it was a combination of superb teamwork and experience that ensured the project was completed successfully.'



## Packaging cranes and access

Platform Sales and Hire of Leighton Buzzard recently supplied both crane and access solutions to BAE Systems at Warton. The company required new equipment for their aircraft test facility. The original enquiry was for access staging but it became clear that a small lifting device was also required. After various demonstrations a three tonne Valla-30E battery powered compact crane was selected. The Valla is able to get in close to the fighter aircraft in order to remove heavy ejector seats and other aircraft components.



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# ALLMI Operators' Forum One Year On

In March 2005, representatives from ALLMI met with a group of fleet operators with the idea to establish a new ALLMI division. The inaugural meeting of the ALLMI Operators' Forum was held 11 months later. Since then the Forum has gone from strength to strength and already has 30 members including some of the largest fleet owners in the UK. We look at what the Operators' Forum has achieved in its first year.

The first task was to set out aims and objectives, the underlying theme of which was to raise the standard of loader crane operators. An application process was formulated, requiring applicants to detail their standards while providing the Forum Executive Committee with the ability to identify areas for

The interchange of ideas and opinions takes place partly via general meetings, but also through the Forum's representatives on the ALLMI Technical and Training Committees, which between them produce guidance on all aspects of lorry loader use. Amongst other things, the Forum has already had

a direct involvement in the development of the recently released ALLMI Slinger / Signaller course, the revision of the ALLMI Code of Practice and the training programme for thorough examinations and load tests of lorry loaders, which is

due to be released later this year.

The Forum's representative on the Training Committee, Peter Duckett of WTB Group, comments: "Being part of the ALLMI Training Committee has been a pleasure and a privilege. Through my representation, end users are provided with the opportunity to actually shape and develop the industry's leading training programmes in accordance with their needs and requirements."

When it comes to issues that members want to discuss in between meetings, the recently introduced on-line Forum allows members to discuss loader crane related issues over the web. While it has been an eventful first year there are more developments planned for the year ahead as the Operators Forum gathers momentum.

## The next 12 months

Two major Standards affecting loader cranes - BS 7121 Code of Practice for the Safe Use of Cranes Part 4 Lorry Loaders, and BS EN 12999, Cranes/Loader Cranes are currently under revision. ALLMI has representatives on both of the Committees dealing with these

improvement and provide any necessary advice and guidance. The Forum is providing outside organisations with an ideal communication channel to the UK's lorry loader owners. The Health and Safety Executive (HSE), for example, has been represented at two of the three general meetings held to date, providing members with guidance on important issues, such as working at height, falls from vehicles, the legislative requirements surrounding the use of lorry loaders and safety alerts resulting from accidents. While VOSA (Vehicle and Operator Services Agency) has used ALLMI to inform members of the requirements from vehicle inspectors in relation to lorry loaders.

The two sides of ALLMI complement each other extremely well. On the one hand are the crane manufacturers and service companies, which can provide technical expertise, while on the other hand the operators provide invaluable feedback to the manufacturers on the products and services they are producing.



Standards, with 12999 already underway and 7121 due to commence in April. Forum members have already been asked for their input on the proposed changes, with a further progress report to operators being expected later this year providing all ALLMI members with a direct say in the standards that will impact on their business.

In addition to industry standards, ALLMI is developing further guidance notes that will benefit end users, with ground pressure and non destructive testing being top of the agenda, along with risk assessments and method statements for loader crane operations. The association is also working with the HSE, on its forthcoming campaign on vehicle bed access. In fact the HSE's Sarah Hague will attend the Forum's general meeting in the autumn in order to outline its plans for this campaign and to receive feedback from operators.

In addition to providing members with information necessary to raise standards, and belonging to an association that clearly represents high quality standards, a fundamental aim of ALLMI, is also negotiating supply agreements that will benefit members financially. The Association's approved insurance supplier, AIPS Ltd, has already saved manufacturing and service members' money and will shortly roll-out its programme to Forum members. Other supply agreements will cover all manner of ancillary equipment for lorry loaders, such as slings, chains,

fall arrest equipment, etc, which should generate further opportunities for members to save money.

## The Next Meeting

The next meeting of the Operators' Forum will be held on the 12th April at the Strawberry Bank Hotel, Meriden, Coventry, and will include presentations from PC Bill Slater of the West Midlands Police on road safety with lorry loaders, Barbara Edwards from AIPS on Insurance services, and Brian Szukala from the Freight Transport Association, who will be demonstrating an innovative loader crane simulator (see pictures).



For further information on this meeting or the Operators' Forum, contact Tom Wakefield ALLMI general manager.



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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





Liebherr now offers a range of mobile crane training courses at its UK headquarters in Bedfordshire.

## New crane school at Liebherr

Liebherr Great Britain has opened a new mobile crane training school at its UK headquarters in Biggleswade, Bedfordshire.

The fully accredited CPCS centre has been created specifically to provide certified compliance for lifting operations and lifting equipment requirements in accordance with British Standards for the safe use of cranes.

Courses range from basic operations to planning and managing complex lifting projects and involves both classroom and hands-on experience and assessment on a specially constructed crane proving ground. The school, which offers both statutory and tailor-made programmes, has its own dedicated 30 tonne capacity All-Terrain crane exclusively for use during the practical aspects of the training courses.

Approved qualifications and assessments are available in the following categories:-

- Intermediate Construction Training (ICT)
- National Vocational Qualification (NVQ)
- Construction Plant Competence Scheme (CPCS)

## Fit for purpose?

These two are installing or removing a cantilever platform for working over a canal. While the platform might well be ideal, the risks in erecting it are clearly not. The HSE warns that risk assessments must also



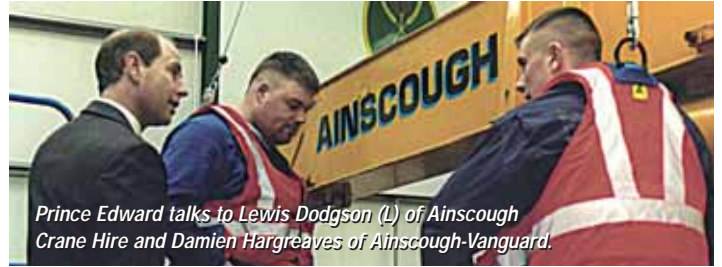
Working over a canal.

include the erecting of a given access method. If the solution risks lives to erect and dismantle it, a different solution must be found.

These days few locations are not accessible by one form of powered access or another.

## Prince Edward visits crane academy

Prince Edward paid a visit in February to the Crane and Plant Maintenance Academy at Myerscough College to view the facilities and to talk to students following a range of vocational training courses.



Prince Edward talks to Lewis Dodgson (L) of Ainscough Crane Hire and Damien Hargreaves of Ainscough-Vanguard.

The specialist training centre delivers Advanced Apprenticeships in Plant Maintenance, concentrating on mobile and crawler crane technology and repair. After the visit and meeting with students and staff, the Prince unveiled a commemorative plaque and signed the College visitor book.

John Holden, a lecturer in plant maintenance at Myerscough College said: "Prince Edward took time to talk to our students and showed a genuine interest in their work and the construction plant maintenance industry. Our students enjoyed his visit and appreciated his interest in their career subject."

## CPCS to consult on scheme revamp

The CPCS has announced a consultation process in preparation for a major review of the scheme. The CPCS management committee says that it has already listened to the needs of scheme users and has taken on board the comments, criticisms and suggestions over the past 12 months from employers, its road shows and opinion in the media. It has used this to develop recommendations for the future of the scheme.

The consultation process, it says, is the next step in forming a blueprint for the future of the scheme. The consultation period will run until mid May, with revised plans for the scheme being unveiled in June.

**Key proposed changes by the committee include:**

- The introduction of a new CPCS technical test for all entrants to the scheme, removing the requirement for an Intermediate Certificate end test.
- To bring the Health and Safety test to the beginning of the qualification process to ensure workers are aware of health and safety risks before undertaking plant training or the CPCS Technical Test.
- Streamlining of administration processes to simplify and speed up paperwork
- Requiring candidates to register for the S/NVQ to be able to obtain a red 'Trained Plant Operator' card and reducing its validity to one year to encourage candidates to progress through the qualification.
- Removing age and experience criteria - the Health and Safety Test, CPCS technical test and relevant S/NVQ are all that would be required to obtain your card.
- Removal of the requirement for candidates to hold their Trained Plant Operator (red) card for six months before progressing to blue - to simplify progression through the scheme.

Comments and suggestions can be forwarded to [cpcs.consultation@citb.co.uk](mailto:cpcs.consultation@citb.co.uk)

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# Don't miss the Summit

Or the Golf  
Or the Reception  
Or the Dinner  
Or the day after  
Or even the AGM.....

Another year has come and gone and the IPAF AGM and Summit is with us again. This year's event will be held on March 27th at Whittlebury Hall, the hotel and conference centre that backs onto Silverstone, the Formula One race track in Northamptonshire. This year's event is more of a series of events running over the three days from the IPAF Golf Challenge on Monday 26th March to a number of seminars and meetings on Wednesday 28th.

### Monday 26th

The IPAF Golf Challenge - contact IPAF HQ for details.

### Tuesday 27th

If you are a council member the day begins early..ish with an IPAF council meeting at 9:00am. This is followed by the federations Annual General Meeting open to members only and starting at midday, with a buffet lunch afterwards.

The Summit itself begins at 13.45 and is open to anyone who has an interest in powered access and working at height. This years theme is "Management responsibility for MEWPs" it is free, as long as you register, and includes a champagne reception afterwards.

This year's Summit will focus on a number of managers' responsibilities for MEWPs, including legislative background to a company's responsibilities, safety

harness use, the role of operator training and the importance of good organisation and planning, and will provide some good practical recommendations to take away with you.

*The Summit speakers and topics are:*

**Justine Lee**, HSE inspector for the construction industry and a specialist on work at height and demolition, she will examine on-site responsibilities for MEWPs.



**Justine Lee**

**Steve Derbyshire**, Acting Head of Safety at Taylor Woodrow, with 20 years experience as a safety specialist in civil engineering, he will provide insights on how a main contractor manages its MEWPs.

**Murray Pollok**, editor of Access International and International Rental News, will discuss the size and make-up of the UK MEWP market.

**Chris Buisseret**, training manager at Rapid Platforms, and vice chairman



**Chris Buisseret**



of the IPAF training committee with 20 years experience in the aerospace industry, will discuss what management needs to know about MEWPs.

**Rupert Douglas-Jones**, IPAF international training manager, will give an overview of the industry-wide Clunk



**Rupert Douglas-Jones**

Click campaign with details on when and how to wear harnesses.

**Bernie Kiekebosch**, president of the Elevating Work Platform Association of Australia and a senior manager with the Haulotte group, will provide an Australian perspective on workplace health and safety.



**Bernie Kiekebosch**

### Relax, chill out and catch up with old friends

After the Summit there is ample opportunity to mingle and network at the champagne reception which is open to everyone attending the Summit. The reception begins at 18:30 prior to that the hotel bar is likely to be the hot spot.

### And so to dinner

The reception is followed by the annual IPAF dinner which is open to members and their guests and costs £49.95 if you book a table of 10 you will receive an 11th place free of charge and if you book for 25 you will receive a 15 percent discount. This year's guest speaker is Kevin O'Shea - caped crusader - of US based Mastclimbers all the all the way from Atlanta.

He will be giving everyone his particularly Scottish/American/British view of the powered access industry, one thing is for sure, nothing will be sacred!

### The day after

On the day after the summit, IPAF will also be hosting a number of other professional seminars and meetings, so it might well pay you to stay an extra day.

In order to reserve your place at this year's Summit, the AGM the Golf and a number of meetings on the 28th, you can register by either by e-mailing [info@ipaf.org](mailto:info@ipaf.org), calling +44-(0)15395 62444 or simply use the Fax back form on page 69.



# Clunk Click goes big

A worldwide campaign to encourage all users of boom type platforms to wear a full body harness with a short lanyard has been launched.

The campaign was started in the UK by the Powered Access Interest Group (PAIG), a joint committee of the Construction Plant-hire Association and IPAF. PAIG specifically called on the Health & Safety Executive (HSE), manufacturers, hire companies and main contractors to support this campaign to save lives. "The PAIG initiative came from companies frustrated with the fact that people are dying because they are not following the simple advice in IPAF's

technical guidance note H1," says Tim Whiteman, IPAF managing director. HSE Chief Inspector of Construction Stephen Williams, in a letter to IPAF of 25 January, confirmed the HSE's support for any initiative that promotes the safe use of MEWPs. John Bradshaw of the Major Contractors Group wrote that MCG members welcome the campaign and will continue to demand equivalent standards on their sites. Over 12,000 Clunk Click posters, sponsored by hire

companies, have been printed. A set of three different sized stickers for boom lifts has been designed. IPAF has printed enough small stickers for every boom lift in the UK and is making these available free of charge. The full sets of three stickers can be ordered from Atlantic Coast Studios on 01271 374209 at a subsidised price of 19p. Companies who wish to print their own versions can obtain artwork from IPAF. A number of large UK rental businesses such as AFI-Uplift, Facelift and Nationwide are already distributing free posters and stickers to cover their fleet. Different versions of Clunk Click will be launched, including the German "Click Clack" and the North American "Click It".



## IPAF at bauma

IPAF is promoting platform safety at bauma with the support of the exhibition organisers.

The IPAF Safety Zone in the Outdoor Area F10, Stand No. N1014/9 is one of the largest at the show and covers more than 1,700 square metres. It will focus on how to choose the right equipment and how to use harnesses correctly.

Fifteen pieces of equipment from leading manufacturers will be displayed in the IPAF Safety Zone. Trained personnel will demonstrate an emergency escape from one of the largest vehicle-mounted platforms through abseiling. There will also be live demonstrations of the dangerous effect of soft ground conditions on outriggers. IPAF will host a series of short workshops on three topics: correct use of harnesses, training and typical accidents.



## IPAF Summit: What managers must know about MEWPs

This year's IPAF Summit will focus on the theme of 'Management responsibility for MEWPs'. The Summit is free and open to all interested parties. It will be held on 27 March 2007, starting at 13.45 hours, at Whittlebury Hall in Towcester, Northamptonshire.



"We have a panel of excellent speakers who will look at management responsibility for MEWPs from different angles, with the aim of giving managers practical recommendations for action," said IPAF managing director Tim Whiteman. "The Summit will provide a concise overview of the pertinent issues to help managers take control and manage their work at height."

**The Summit speakers include:** Justine Lee, Steve Derbyshire, Murray Pollok, Chris Buisseret, Rupert

Douglas-Jones & Bernie Kiekebosch. The Summit is open to non-members who must first register by e-mailing [info@ipaf.org](mailto:info@ipaf.org)

It is followed by the IPAF annual dinner which is open to members and their guests. This year's guest speaker is Kevin O'Shea - the caped crusader - all the way from Atlanta. Tickets for the annual dinner can be ordered by calling IPAF on +44 (0)15395 62444. Discounts are available when you book a full table.

On 28 March, the day after the Summit, the IPAF MCWP (UK & Ireland) Committee and the IPAF Rental+ Committee will meet.



Kevin O'shea

c&a

IPAF focus

## Kingfisher to the fore

IPAF-approved training centre Kingfisher Access is doing its bit to promote the Clunk Click campaign in an innovative way.

Since January, everyone attending a Kingfisher IPAF Operator or IPAF Harness course will receive their own harness and lanyard as part of the MEWP Operator's Safety Kit now supplied as standard on these courses.

"This way we know that all of our customers have the correct type and quality of harness/lanyard to give them high levels of protection against being ejected vertically from boom type MEWPs," said George Reid, managing director of Kingfisher.

"Kingfisher is to be applauded for this initiative," said IPAF managing director Tim Whiteman. "Any effort to make our industry safer is welcome."

## New PAL Card cost

As of 1 June 2007, the cost of processing a PAL Card (Powered Access Licence) will be £22.50 net (£26.44 including VAT). Courses held on or after 1 June 2007 will be charged at the new rate. This is the first increase in seven years and reflects higher costs.



IPAF, Bridge End Business Park, Milnthorpe, LA7 7RH, UK  
Tel: 015395 62444  
Fax: 015395 64686  
[www.ipaf.org](http://www.ipaf.org)  
[info@ipaf.org](mailto:info@ipaf.org)  
Offices in France, Germany, Italy, the Netherlands, Spain, Switzerland and the USA.

# Are YOU working SAFELY at height?



## Heightmaster Raising Standards

Heightmaster specialises in providing training, advice and consultancy to enable people to work safely at height.

Heightmaster began offering safety training in 2004 and quickly established itself as a recognised training provider within the Access industry. In just over two years, the company has trained more than 1800 operators of aerial work platforms.

The company with its head office near Burton-on-Trent, Staffordshire is headed up by Keith Barnett, who with a team of training instructors work nationally from client's own premises or approved training centres across the UK.

### Recognised Qualifications

Fully accredited by IPAF and PASMA, Heightmaster works independently of equipment manufacturers and suppliers to offer uncompromised tuition to all its candidates who, if successful, are rewarded with national and internationally recognised qualifications.

The course portfolio includes training for powered access;

mobile access towers, low-level access such as steps and ladders and work at height and risk assessment.

### Planned Developments

Plans to develop the business in 2007 are already in place.

The company will recruit additional training instructors by the second quarter and widen its course portfolio further from May with the addition of 'Open for Safety' courses. Designed to encourage individuals and groups, the bi-weekly courses will run initially from the company's centres near Guildford and Warrington.

Heightmaster will exhibit for a second year running at the Safety & Health Expo (NEC May 22-24) where, in addition to introducing their new range of safety clothing and accessories, they will be hoping to build the customer base and promote the brand further.

**See us at the  
Safety & Health Expo,  
NEC, Birmingham,  
May 22nd to 24th  
Stand AA31 in Hall 12**



**Tel: 08700 771709**

**Email: [training@heightmaster.uk.com](mailto:training@heightmaster.uk.com)**

**Web: [www.heightmaster.uk.com](http://www.heightmaster.uk.com)**

# Working at height - getting it right

Making access safe, practical and productive will be the theme of this year's Access Industry Forum's Conference at the NEC on Wednesday, 23 May 2007. The AIF has arranged an impressive line-up of expert speakers including Bill Callaghan, Chair of the Health & Safety Commission, and Ian Greenwood, head of the HSE's Falls from Height Team.

Based on case studies featuring familiar workplace situations, the AIF team - including PASMA - will be demonstrating different solutions to the same problem, highlighting the pros and cons in each case. If booked before 20 April 2007 tickets cost just £95.00 each,

including lunch. Email [conference@accessindustryforum.org.uk](mailto:conference@accessindustryforum.org.uk)



## Access the AGM

The PASMA AGM will take place this year in the Terrace Room at the Hilton Birmingham Metropole on Thursday, 24 May 2007. Situated adjacent to the exhibition halls at the NEC, it promises to be an ideal venue for members wanting to combine attendance at the AGM with a visit to Safety & Health Expo 2007 - Europe's leading annual health and safety event.

### CONTINUING PROFESSIONAL DEVELOPMENT - PASMA INSTRUCTORS

For the first time ever, the AGM will be followed by a professional development seminar as part of the association's stated policy of introducing a formal CPD programme. Further details on packages available, including accommodation and events at the Safety & Health Expo will be available shortly. More information at [www.pasma.co.uk](http://www.pasma.co.uk)

### For the record

The association has agreed with the Health & Safety Executive (HSE) that the utilisation of PASMA's latest Tower Inspection Record, designed specifically for use with mobile access towers, constitutes full compliance with the inspection and record keeping requirements of the Work at Height Regulations.

Measuring just 195mm x 70mm, they provide a quick, simple and effective means of identifying and recording the status of a mobile access tower on site.

This latest PASMA safety item can be ordered on-line at [www.pasma.co.uk](http://www.pasma.co.uk)

Other PASMA safety products available include the Operator's Code of Practice, the PASMA Safety Video/CD and the PASMA PocketCard.



The Pasma tower inspection record



Sam Parker at the awards ceremony with guest speaker, Robert Higgs OBE, chair of the Heating & Ventilation Contractors' Association (L), and Willie Poching of Leeds Rhinos (R).

## 17 year old wins first PASMA shield

Sam Parker, 17, was the winner of the inaugural PASMA Shield at the Leeds College of Building, the UK's only specialist further education construction college. A second year roof, slating and tiling student, he is currently employed by G Horne Roofing Contractors Ltd.

## Can PASMA user cardholders supervise untrained operatives?

It could reasonably be argued that an operative using a mobile access tower, when it has been assembled and is in its completed state, need not be trained and competent in assembly, alteration and dismantling. However, such an operative would nevertheless require to be trained and demonstrate competence in the basic principles of work at height.

The Advisory Committee on Work at Height Training (ACWAHT) has defined a competent person as

*"a person with sufficient professional or technical training and knowledge, actual experience and authority to enable them to:*

*Carry out their assigned duties at the level of responsibility allocated to them. Recognise potential hazards related to the work (or equipment) under consideration. Detect any defects, or omissions in that work (or equipment), recognise any implications for health and safety caused by those defects and omissions, and be able to specify a remedial action to mitigate those implications."*

The answer to the essential question posed is that, since assembling, altering or dismantling a mobile access tower is also "work at height", the operative engaged in assembling, altering or dismantling must be competent in this activity, "or if being trained, is supervised by a competent person". [WAHR, Reg. 5]

This leads to the conclusion that mobile towers should not be assembled, altered or dismantled by non-PASMA (or equivalent) trained operatives, since the Regulations state that such activity can only be undertaken by such a person if that person is being trained, and is under the supervision of a person who is competent to conduct that training.

It is PASMA's assertion that a person who is trained as a user is not competent to train other users, since they would not have been trained or assessed on their ability to "carry out their assigned duties at the level of responsibility allocated to them", i.e. in this case, their ability to train others.

## Guidance notes

The Association is in the process of producing a series of Safety/Technical Guidance Notes, the first of which "Stairway/Stairladder Tower Assembly" is available now. Others in the final review stages include guidance on tying in, low level access units and the use of towers in rigging netting. These Guidance Notes will be available for download from [www.pasma.co.uk](http://www.pasma.co.uk) and there will also be a short print run of each.

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

Fax: 0845 230 4042 Email: [info@pasma.co.uk](mailto:info@pasma.co.uk) [www.pasma.co.uk](http://www.pasma.co.uk)



# UNIC

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For more information about UNIC, please phone 01844 202 071, visit the UNIC Cranes website [www.unic-cranes.co.uk](http://www.unic-cranes.co.uk) or alternatively, email the UNIC Cranes sales office: [sales@unic-cranes.co.uk](mailto:sales@unic-cranes.co.uk)

[www.unic-cranes.co.uk](http://www.unic-cranes.co.uk)

# Trouble in sign-land

Steve Martin is the founder and owner of Xmo Strata a leading UK sign maker and contractor. He founded the company six years ago having spent nine years with another sign company. Angry and frustrated with the corner cutting and dirty tricks of his industry he decided to write a book exposing the industry's dark underside and throwing down the gauntlet to the cowboys. He says that he expects 'heavy flak' for his public stance but says that "if there is going to be flak, bring it on."

The largest section of the book, which is boldly entitled 'Safety Quality Tricks and Lies. Dirty tricks in the British sign industry and 100 questions your sign company doesn't want you to ask!'

takes the form of asking and answering 100 questions that Martin says you should ask your sign company.

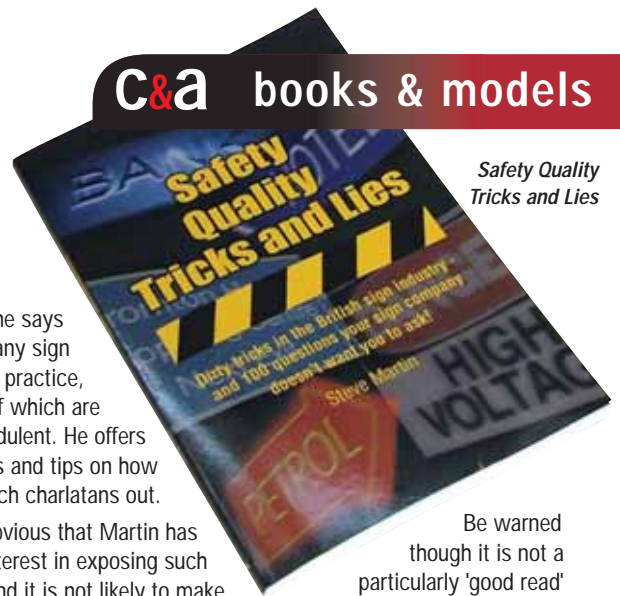
He runs through everything from credentials to finance, spending most of his time on health and safety, where he claims too many sign companies cut corners and take chances. He particularly urges sign buyers to demand that suppliers provide proof of employee training, especially when they are using alloy towers or aerial lifts. He also points out how an accident on a customer's premises could land them in court alongside the sign contractor who may be long gone by the time the case is heard.

Finally he exposes a number of dirty

tricks that he says way too many sign contractors practice, and most of which are clearly fraudulent. He offers suggestions and tips on how to catch such charlatans out.

It is very obvious that Martin has a vested interest in exposing such practices and it is not likely to make him the most popular guy at industry conferences. He does risk coming across as over sanctimonious at times, however it is refreshing for someone to provide such a candid look at his own industry while still active within it.

If you buy any volume of outdoor signage or are a supplier to sign companies, this book is worth buying.



Safety Quality Tricks and Lies

Be warned though it is not a particularly 'good read' but more an informative eye opener to dip in and out of.

Safety Quality Tricks and Lies, Dirty tricks in the British sign industry and 100 questions your sign company doesn't want you to ask! Is published by Arima Publishing and costs £14.95 (\$29 in the USA) from book shops or on line via Amazon under "safety quality tricks".

## JLG 10MSP

The JLG 10MSP must be the smallest scale model of an aerial lift on the market in spite of the fact that it is to the hefty 1/32 scale that JLG is using on its latest series of scale models.

The little model of its self propelled stock picker is highly detailed and exceptionally well made. The platform extends to full height, with a tight tolerance on the mast sections, opening saloon style gates and fully steering front wheels. The loading shelf is adjustable as it is in the real thing.

All in all an excellent model and one that will not hog shelf space like the 1/32 versions of JLG ultra booms, telehandlers and big scissors.

The JLG10MSP retails at \$34.55 and can be ordered on line at [jlg.com](http://jlg.com) or through a UK model dealer AB.Gee in Ripley on 01773 570444.



The JLG possibly the smallest scale model of an aerial lift is beautifully detailed

## AMA research - UK Access market 2006.

This is a 109 page densely typed report on the UK Access market, covering everything from ladders to permanently installed suspended platforms for window cleaning.

Compared to other crane or access industry reports by 'general research companies' that are often not worth the paper they are printed on, this is relatively accurate, quite thoughtful and while expensive for what it is - useful. Its main problem lies in the fact that it tries to do too much and in spite of this it still includes a lot of filler, including publicly available construction

and spending statistics.

A good deal of this information is only marginally relevant and along with the fact that it attempts to cover the full gamut of access equipment, both from a manufacturing and a rental perspective means that it is forced to skim on detail.

However if you are preparing a business plan for your bank this would be a handy report to use and reference in order to spruce up your presentation.

The report is priced at £595 and can be ordered directly from AMA Research on 01242-235724 or on line at [www.amaresearch.co.uk](http://www.amaresearch.co.uk).

## Haulotte pushes service

Haulotte has added a Peugeot Partner service van to its model collection in order to promote its worldwide expansion of its support services.

The van in Haulotte livery is 1/43 scale and comes in an acrylic display box. The Peugeot service van costs €29 and can be ordered online at [www.haulotte-boutique.com](http://www.haulotte-boutique.com)



The Haulotte Peugeot Partner van



## 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.

### *To the editor,*

*The increasing amount of tower crane accidents seems to be dividing opinions. Some say that it is unfortunate, just like buses, none turn up for ages and then three at the same time.*

*I beg to differ.*

*Accidents happen because of at least one failure in a particular area. Whether they happen all at the same time, or are nicely spread out isn't the issue. The main reason for the recent accident increase is a reduction of overall standards in the tower crane industry - primarily due to the lack of an experienced, fully trained and committed workforce.*

*Let's start at the top - the crane drivers. Not being ageist (or any ist) but younger drivers do not have the experience or the commitment to the job. This is exemplified by the fact that many sit for hours on mobile phones during work time - some even saying they can't do a lift because they are on the mobile! As in the current radio ads that warn us about driving a car and being on a mobile - it is very difficult to do two things that take effort and concentration at the same time.*

*This point has been raised before - by Geoffrey Marsh chairman of the CPA's crane's committee - so I am not the only one.*

*Drivers also don't have the mechanical sympathy required. Maybe it is lack of experience, maybe current courses are not sufficient, maybe it is just the attitude of today's younger workers. And because there is a demand for drivers, ones that are not great can get another job quite easily.*

*What can be done? Encourage more into the industry, train them better, give them more experience and easiest of the lot - get rid of the mobile phone!*

*Name and address supplied but withheld.*

### Dear Sir,

I work at Manchester Airport in the Airfield Operations Department where the main part of my job is Aerodrome Safeguarding, which basically means protecting the airport's operations against temporary and permanent obstacles. As such, I am looking for a way of communicating the safety obligations incumbent upon Crane or aerial lift operators wishing to use lifting equipment in the vicinity of airports.

We seem to have differing experiences when dealing with crane operators and contractors. Some operators seem to be aware of the limitations involved during operations in the vicinity of the airport, and contact us well in advance of any lifting operation with the appropriate details, whilst others appear to be blissfully unaware that they need to contact us at all.

Would it be possible for you to publish an article in your Magazine in order to raise awareness amongst the crane operator community? I would also be grateful if you could possibly be able to supply me with contact details for any Associations and other Industry Publications there may be.

I hope to hear from you soon,

Yours sincerely,

Shaun McAleer,

Airfield Operations,

Manchester Airport.

*(Ed: We contacted Mr McAleer and are now planning to cover this important subject in detail in a subsequent issue of Cranes&Access. In the meantime it might be worth reminding your operators and customers on the need to notify airports when working with high equipment near an airport.)*

### Dear Sir,

I am an avid reader of Cranes&Access and think that what you are doing with the magazine is first class. On a couple of occasions however I have thought that you have been wrong to have allowed your pages to include some personalised comments. One concerned comments from Malcolm Bowers and more recently a comment in your annual rental rate guide pointed at an individual.

Unless you are trying to take the publication in the direction of the Sun then I think such personalised comments are out of place and do you no credit.

That is my opinion but I know that I am not alone in sharing this view.

Yours Sincerely,

*(Name requested to be withheld)*



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# Valla

# City Lifting -

'it does what it says on the tin'

City Lifting has provided specialist lifting solutions for the last 25 years. With most work in and around London, the company has built up a varied fleet to cope with contractors requirements in the congested city. Mark Darwin of Cranes & Access managed to intercept its busy managing director, Trevor Jepson just long enough to find out a bit more about the company.



City Lifting celebrated 25 years last year. Yet in a relatively short space of time, much has changed with the company and the equipment.

"My father was in the formwork and concreting business in the '60s and early '70s and used self erecting cranes mounted on trucks," said Jepson. "I can remember we had three cranes

Boillot Petolat BP1000s on a Leyland Octopus a Thames Trader and a Guy Invincible - several of those are now collector's items. He either used them on his contracts or hired them out to other concrete firms. When the formwork firm finished he became "Lorry Mounted Tower Cranes Ltd."

However, rather than following his father into the family business, young Jepson trained as a toolmaker and then mechanical engineering at college. Unfortunately (or fortunately) when he qualified there were either no jobs for toolmakers or the money was poor, so he ended up working for his father. At this point the yard was an old bombsite in Bow, East London.

"We were renting off the council and it was very cheap, but we needed more space. So my father decided - against everyone's advice



*Congestion is a way of life in the City.*

- to get a place in the Isle of Dogs in the days when everyone was leaving the area."

More by luck than judgement, the site later was bought by the Daily Telegraph (for rather a lot of money) for one of the early developments of the 'new' Canary Wharf. In fact Jepson seems chuffed that from City Lifting's new premises in Purfleet, he can see Canary Wharf where it all started and where he worked when it was derelict big sheds and empty docks.

Jepson's first direct experience with cranes was operating one of his father's Munster self erectors. He recalls the one and a half hours it took to set-up the crane outside the site before driving it, fully rigged, into final position. "Stabiliser/levelling jacks were 'mandraulic'," he says, "ie turned by hand."

The fleet grew with the addition of two static cranes - Potain 427's bought from utilities contractor J. Murphy & Sons - but a disagreement with his father resulted in Jepson, now 23 years old, leaving and setting up on his own.

"I initially ran the two Potains, drove one and rented out the other," he said. "Living in Romford and securing a long contract in Woking before the M25 was built meant that if I wasn't passing through Parliament Square before 5.50 every morning, I was late!"

It was in the early days that Trevor got used to working seven day weeks - something he still does.

The two cranes expanded to four and Jepson started working with other crane people and companies. This resulted in him gaining a good reputation as a fitter/repairer and offering these services more and more through the early 1980's which proved quite lucrative.

"I used to have a fixed 4 hour minimum call-out charge and diagnosed the problem usually within half an hour. This was far quicker and cheaper than any other servicing companies which seemed to take days to sort out crane breakdowns."

City Lifting grew through the late 80's so that by the start of the 1991 recession it had a fleet of 23 cranes, all Potain.



*City Lifting is the comansa agent for the UK*

"That recession was really hard," recalls Jepson, "very few cranes were out on rental and even when they were, many of the companies hiring them went bust so we didn't get any money."

To keep his head above water, he turned to the booming Far East market, selling most of his fleet to Malaysia, Thailand and Singapore. He however looked to Dubai using his skills to gain repair or erection contracts. But he would limit his trips to a maximum of two weeks at a time. One contract was for just one day!

During this time, the business was kept ticking over in the UK by his brother-in-law Phil who has been with the company for many years - since he was 20. Jepson has never stopped diagnosing and fixing problems and dovetails well with his business partner of 10 years, Bob Jones, who's main role is looking after all aspects of the tower crane side of the business. Jepson's wife Clare also works in the business as well as his eldest son Daniel.

Today City Lifting has a fleet of 120 machines and employs about 65 staff.

The company is probably best known for its fleet of Spierings hydraulic folding cranes, the first being purchased in 2000/2001. The company still has one of the first cranes made by Leo Spierings - number 10 of the 500 or so that have now been manufactured - although it is not currently in use.

"We bought it second-hand," said Jepson. "It has an old type engine and the steering is poor, not many drivers like taking it out any more.

Each Spierings we purchased had improvements over the last, they have got better and better. I now think they are without doubt, the best cranes for the job. We currently have one of the new, seven axle Spierings SK2400 - AT7 on order for delivery in June and the old machine will be used in part exchange. We also have a five axle on order."

In total, City Lifting has about 14 Spierings, 12 mobiles - mainly Demag - with capacities up to 100 tonnes, three mini cranes (Meada and Unic) and the rest top slewing tower cranes. The self erector fleet was boosted to about 30 in October when it purchased the Vanson Cranes' Vicario rental fleet which according to Jepson are 'strong, simple, reliable and easy to drive'.

"I like the Demag cranes and the City versions in particular. The AC55 City and AC30 City are invaluable in London where the more compact the crane the better," he says. New additions to the mobile fleet sometime later in the year will include a four axle, 100 tonne Demag AC 100 and a 35 tonne AC 35.

City Lifting has a depot further north in Grantham purely as storage for the tower cranes. If any maintenance or repair work is required, the cranes are brought down to the main workshops and the new paint shop facility in Purfleet.

The company is currently re-organising the new facility but is struggling because of the continuous amount of work and the quantity of equipment that came from its two previous yards in Brentwood.



*Erecting one of the first City Lifting Potains, in the early days there were no harnesses, yellow jackets or hard hats.*

The company is also the Comansa agent in the UK and offers the full range of its flat top cranes for sale and hire. However, due to the nature of the UK tower crane hire market with most major hirers 'in bed' with a manufacturer, they are effectively just for hire.

"We are in the process of getting rid of some of the older tower cranes but keeping the Tornborg Magni S46's and looking at a new Jost hydraulic luffer to replace the smaller Tornborg Magni S40's."

The Magni S46 is a slightly unusual crane in that it has a 'K-type' articulated jib, jointed at the half-way point, making it ideal for working close to other cranes or when oversailing adjacent property is an issue. It also has Wolff 100 B luffers and Potain 331B's - similar he says to the new IG70.

City Lifting has more recently dipped its toe into the mini crane market with the introduction of three Maeda and Unic mini cranes. In fact it has ordered the first of Unic's new URW-706 currently under development. With a six tonne lift capacity at three metres and hook height of 19.5 metres, the 706 claims to be the world's largest 'spider crane'. The company also runs a zero tail swing, remote control Manitex 30124 boom-truck crane which is useful in certain street applications.

Two other very portable cranes worthy of a mention in the fleet are a seven tonne capacity Vanson VC20 mini luffing roof top crane which can be broken down into pieces no heavier than 120kg, taken in a lift and hand assembled if required, and five Ferro mini tower cranes which again can be erected by hand.

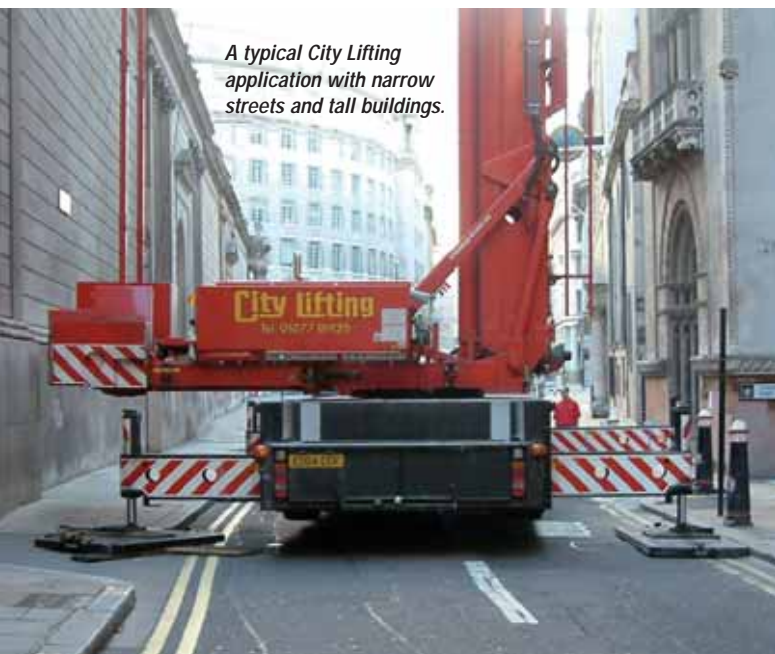
"We used a Ferro mini tower crane for the regeneration of Brighton pier after the fire - specifically for rebuilding the big dipper," said Jepson, "it was the only crane light enough yet with enough height and lifting capacity to do the job safely."

"Although I still enjoy being at the sharp end of fixing cranes, it highlights a problem that affects the whole crane industry but particularly in tower cranes - a lack of good technicians and drivers," he says. "Drivers need to be trained to a higher standard and be more mechanically aware of the equipment for which they are responsible. They all sign for the condition of the crane every week but when I visit site it can be a real eye opener." The new CPA tower crane interest group booklets for project managers and crane driver will explain and spell out everybody's responsibilities.

Until recently City Lifting insisted on supplying its own drivers for every hire but with the introduction of the mini cranes it has made an exception.

"Drivers tend to have their own machine, but will take out similar machinery," he said. "Most of our drivers like the Spierings cranes, but for a few the 30 metre high cab is a bit of a problem. These guys stick with the Terex Demags."

"We currently have very good drivers but I am looking for a tower crane electrician and three fitters - one vehicle and two for tower cranes. We advertise locally but it is getting increasingly difficult to find good people, primarily because there are no specific college courses. This is a good industry to work in, school children just need a bit more encouragement and the industry needs to be more positive about what it can offer."



*A typical City Lifting application with narrow streets and tall buildings.*

# Tread carefully

Treadcheck is a new system that can automatically check the depth of tread as the vehicle drives over a sensory mat.

As the truck tyre rolls over the sensor, the recorded changes in the magnetic field are used to give the relative height of the interior tyre construction from the horizontal plane. This is then compared against data from a new tyre giving a very accurate tread depth reading. And because the system takes multiple readings across the tyre, uneven wear can also be identified.

The tyre mat is wide enough to accommodate two side by side

tyres as found on a truck, trailer or coach. If the mat is connected to the internet a tyre reading can be anywhere in the world for an individual truck. Each tyre can also be identified by a unique radio tag that can be detected by the mat controller as the vehicle approaches.

Used in conjunction with management system software such as Truckfile, information can be set and stored by the owner on the minimum non serviceable depth as well as an advisory depth for a warning of low tread.

"The science has now been proved and we have a working prototype," said Paul Clarke managing director

of Treadcheck. "We now intend to go into pre-production testing, pilot the first few mats with operators and then later in the year get the product out to the market both in the UK Europe and the rest of the world."

The Treadcheck research project has been helped over the past two years by the European Commission and has partners from several European countries, but the UK has been chosen as the first market in which to release the product.



A Treadcheck mat being tested.

## High security remotes

Motion 29 is launching the UR range of category 3 (to EN954-1) high security remote control systems for mobile and industrial applications in the UK. The UR system is manufactured by Jay Electronique and can be integrated in to the host system's safety circuit. Jay has supplied the overhead crane industry for over 40 years and designed the new system to meet customer demand.

The controllers include a permanent and coded radio link between the transmitter and receiver that will shut the system down if it becomes jammed or interrupted. Similarly, when the emergency stop button is pressed, an active priority stop command is generated to open the safety relays. The transmitter also has a programmable dead man function that will shut down the system after a set time period. The systems security is provided by an electronic

key in the transmitter which limits access to authorised operators. Additional security can be implemented by using the optional infrared link, which at start up, requires the operator to point the transmitter at the receiver to establish the radio link. The controllers also have an electronic interlock to stop conflicting commands and mechanically protected buttons to minimise accidental operation.

The transmitter's modular design allows for the installation of up to five different types of function button - from single or dual speed push buttons to two or three position rotary switches in various combinations.

The receivers have two safety relays with a combination of up to seven output relays supporting the system's 64 programmable frequencies. It operates at 12 or 24 Volts DC and 24, 48, 115 or 240 Volts AC and is housed in an IP65 enclosure with external antenna.



The UR series of high security remote controllers from Jay

## Automatic greasing

Dutch company Groeneveld has introduced the TriPlus lubrication system, specifically aimed at vehicles with differing lubrication schedules such as mobile cranes. By using fully monitored diagnostic systems, the units always supply the a metered amount of grease irrespective of temperature or viscosity.

The Triplus lubrication system uses a few basic components - an electrical plunger pump with up to three outlets and an integrated control unit; progressive distribution blocks and grease pipes to blocks and lubrication points.

Each outlet is individually managed by the control unit and the interval



The TriPlus system is aimed at vehicles with differing lubrication schedules.

time and the quantity of grease to be supplied in each cycle can be separately determined for each outlet. The control unit determines the lubrication timing for each outlet, and monitors the entire process.

TriPlus has been designed for multi-purpose and biodegradable NLGI2 grease types and is available with either a 3, 4 or 8 litre reservoir.

## enquiries ↓

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

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

# Preserving the past

Although mobile cranes have been around for over a century, cranes as we know them largely date from the 1940's. While a few examples from the 40's, 50's and 60's have been preserved, most are left rotting in yards or worse still have been cut up.

The powered access industry is no better. Although a younger industry there have been some recent excellent examples of older truck mounted lifts being fully restored for promotional purposes.

The excavator has a shared history with lattice cranes, so we asked Arthur Smith to tell us about the work of the Excavator Preservation Trust in the hope that it might spur a few crane and access companies into taking some action to preserve historic machines of the past.

Since the 1920's the rope operated excavator has been one of the most useful and versatile machines in the building of modern Britain. The smaller universal excavator equipped as a shovel, drag-shovel, skimmer, dragline, grab or crane was from many years the mainstay of building and construction sites. Larger stripping shovels were employed in quarrying, obtaining the raw materials for roads and buildings. The biggest machines of all, the walking draglines, were engaged in removing overburden to gain access to coal deposits etc. Sadly, for those interested in all things mechanical, the excavators we once knew are disappearing. The first to go was the skimmer, replaced by wheeled loading shovels, then rope operated shovels and drag shovels were superseded by hydraulic excavators. Still hold-

ing their own, at least to some degree, are the larger draglines, grabs and cranes with models of the latter now capable of lifting loads of up to 2,000 tonnes and heights of up to 200 metres. The loss of these machines is sad but inevitable, as has been the loss of the British manufacturers which produced them, such as Ruston-Bucyrus, Priestman, Ransomes & Rapier, Smith Rodley and Newton Chambers.

We are fortunate however that a small number of people have recognised the historical importance of these older excavators and the undoubted interest in this type of machinery. Ian Hartland having found a use for an old excavator some years ago began collecting them at his quarry in Threlkeld, Cumbria. Then in 1985 he read Peter Grimshaw's recently published book 'Excavators' which directed attention onto the different types of excavators and their manufacturers. He promptly contacted Grimshaw, a life long enthusiast of these machines and put him in touch with Philip Peacock. Peacock lived in Hull, the former home of Priestman and had grown up with an avid interest in its machines, later becoming a plant fitter, driver and finally a manager with a crane hire company.

The three became instrumental in the formation of 'The Vintage Excavator Trust', starting with a

'portakabin' at Hillhead in 1997 and an advert in Camden Miniature Steam Services Book. Suddenly people who thought they were the only ones interested in old cranes and excavators were brought together, becoming members of the Trust. Hartland's quarry became its base and members started sending their own machines to join Hartland's collection. There are now over fifty machines on display, many of them in working order and others in the course of restoration. Each year, in May and September, a working weekend is held at the quarry where members of the public can see a variety of the machines in operation. Added attractions include a mining museum and the restored narrow

The second most numerous brand at the Trust is Priestman. Again the various models and types are well represented, many of them belonging to Adrian Patterson who has a well equipped workshop at Threlkeld. His collection boasts a complete range of Cubs from the MkI to the MkVI and a VC 15, a long reach hydraulic drag shovel designed by Priestman to replace the dragline on many duties. Other makes include NCK and Smith.

Until recently the emphasis has been on the preservation of rope operated machines, but it is recognised that early hydraulic machines are becoming historically significant and of course all of us have fond memories of the machines we knew in our formative years.

A few of the cranes & excavators at Threlkeld.



C&a historic cranes

A Ruston-Bucyrus 25-RBSC crane capable of lifting 30 tonnes.



A few of the cranes & excavators at Threlkeld.



gauge railway up into the quarry on which the Bagnall steam locomotive 'Sir Tom' can be seen.

The excavators include many models by Ruston-Bucyrus, with various front end equipment, including crowd-shovels, drag shovels, skimmers, draglines, grabs and lift crane attachments. Models include a number of 10, 19, 22 and 33-RBs, a 16, 17 and 38-RB, plus the massive 61-RB. Biggest of them all though is a 110-RB electric mining shovel, in the process of being re-assembled following its move from the Castle Cement quarry near Clitheroe.

It is therefore appropriate to have some machines that younger members grew up with. In addition to the aforementioned VC 15 other examples include a Priestman Mustang and Beaver along with two Ackerman face shovels. The Beaver was basically a MkVI Cub with the cable drums removed and hydraulic bucket hoist and drag functions fitted. The mechanical slew and travel functions remained. This hybrid arrangement was not popular with operators and subsequently few British attempts at producing hydraulic excavators were successful.

*This 22-RB, recently restored by Richard Bragg, is a typical example of a dragline. Their long reach made them ideal for keeping waterways clear amongst many other tasks.*



The cranes at Threlkeld are mostly crane versions of excavators. An example of a machine based on an excavator but designed specifically as a crane, is the Ruston-Bucyrus 25-RBSC, this consists of a 22-RB superstructure mounted on a 30-RB under frame resulting in a useful crane with a 30 tonne lifting capacity.

There are a number of smaller private collections around the country with collectors tending to concentrate on a particular manufacturer. Andrew Beaulah has a farm near Hull with a substantial

crawler tractor collection. He allows some Trust members to keep their excavators, mostly Priestmans, there and holds working days, in February and July.

Walking draglines are generally too expensive to be kept in working order for demonstration purposes, however a Bucyrus-Erie 1150B walking dragline has been preserved as a static exhibit at St. Aidan's near Leeds. This 1200 tonne machine fitted with a 215 ft. boom and a 19 cu yd bucket worked at the RJB Mining opencast site until 1988. After the site was closed and

flooded, RJB donated it to a trust set up by Leeds City Council with financial support from British Coal. This machine is maintained by the 'Friends of St. Aidan's B-E 1150-B Dragline'.

There does not yet appear to be a specific crane collection open to visitors although there are many interesting examples around. Most preserved railways have one or two, from large breakdown cranes down to small hand cranes, but where are the early mobile cranes, and the products of such companies as Coles, Jones and Ransomes & Rapier etc...?



*The narrow gauge quarry railway is an additional attraction at Threlkeld. Here the steam locomotive 'Sir Tom' is giving a ride to the catering ladies who ensure that visitors do not go hungry on working weekends.*

For further information on the 'Vintage Excavator Trust', or to join its 200 plus members and receive its quarterly newsletter, contact the secretary Philip Peacock 01482-875892, or membership secretary Pam Allarton 0121-5503160.

*The 200 tonne 110-RB is the biggest machine at Threlkeld. Donated by Castle Cement it is currently being re-assembled.*



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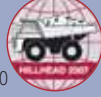
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