



# cranes & access

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December/January 2012 Vol. 13 issue 9

Annual rental  
rate guide

Truck  
mounted  
platforms

A look  
back at  
2011

Heavy lifting

...United acquires RSC...Bravi pushes on...Tower crane register goes...

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## On the cover:

Construction of the massive Mittal Orbit structure designed by Anish Kapoor which will be the centrepiece of London's Olympic Park. At 115 metres high it will be the tallest sculpture in Britain and some 22 metres higher than New York's Statue of Liberty. Completion is scheduled for this Spring.



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Rental rate  
survey 17

A year ago the annual Cranes & Access rental survey reported on a bloodbath in the crane and access market, while telehandlers had hit rock bottom. Thankfully the latest survey covering 2011 reveals not only an improvement in rates - particularly with telehandlers and access equipment - but other encouraging signs for the year ahead.

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Heavy lift is one area where clients and lifting contractors work closely together and where price is not the final arbiter. 2011 saw a spate of new 'super heavy lift' product launches aimed specifically at saving both time and money on the largest projects. Here we review some of the most recent additions.

In the next C&A

In the next issue of Cranes & Access our February 2012 we will feature Self-Propelled boom lifts, Batteries, All Terrain cranes, the first Intermat preview, the IPAF summit, ARA review and Used equipment.

Truck mounted  
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Over the past year or so there have been several interesting additions in the 3.5 tonne truck mount sector from the unusual - CTE 20.13MP and Cela DT21/24 - to the 'has it gone too far' 26 metre articulated CMC 260 and 27 metre Ruthmann TB270. All of these new machines



offer advantages in one area or another BUT so far have only captured a relatively modest slice of the 3.5 tonne market. We take a look at the new additions to the self-drive sector and ask are they too radical for their own good?

The Cranes &  
Access review  
of 2011 45

As we predicted 2011 was a far better news year than the previous two, for the industries we cover, with companies bouncing back into profit and rental rates moving steadily towards more sustainable levels. Here we take an extensive look back at 2011 - it wasn't all bad...

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**c&a**  
comment



## The pendulum effect

The social and business attitude of a country tends to follow the pendulum principal, oscillating between the State and the market. In Europe it has been acknowledged that state protection has

gone beyond what is affordable and is likely to be rolled back if we are to remain competitive on a global basis. This attitude is already starting to have an effect on attitudes regarding excessive Health & Safety regulation.

A recent UK government review has recommended a substantial cut in the number of regulations. It also suggests a shift in the way the HSE prosecutes companies following an accident, giving more credence to companies that have done all they possibly can to avoid an incident. It also identifies a much bigger problem where EU regulations are misunderstood and applied inappropriately or excessively. To maximise its effect the HSE will be "re-directing enforcement activities towards businesses where there is the greatest risk of injury or ill health" – i.e. the construction industry.

Last month my comment focussed on anti-crushing devices for boom lifts demanded by a UK contractor, frustrated with an industry it sees as dragging its heels over a statistically rare occurrence. A far more statistically common incident involves the overturning of cranes and some lifts with outriggers.

An example of this occurred at the Tate Modern TM2 site in London in December. Unusually the contractor that hired the crane issued a statement and guidance for site staff, subcontractors and suppliers. While it clearly states that human error was the main contributing factor (entering the wrong amount of counterweight into the load moment indicator?) the company says that it "intends to discuss with the HSE changes required in the regulations to enforce the requirement for ballast sensors on all mobile cranes".

Hopefully a more enlightened HSE will not get involved in 'regulatory changes' when all that's required is for contractors to pay a sensible rental rate for an impeccably maintained, right-sized crane with a well-trained, highly skilled operator and to respect his judgement. Uneconomic rental rates and a lack of respect for the professionalism of crane operation – hirer and operator – is the cause of far more incidents than any lack of regulation.

Our annual rental rate survey on page 17, while very encouraging, highlights uneconomic rate levels for many machines.

Hopefully 2012 will be the start of a move to a more sensible workplace, with each person taking responsibility for his/her own actions – and not trying to blame others, the employer or the equipment.

Happy New Year!

Mark Darwin

*Please mail, email or fax any comments you may have, to the editor, stating if we may publish them or not.*

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# United acquires RSC

United Rentals, the world's largest equipment rental company, has reached an agreement to acquire North America's second largest rental company RSC. The deal is a cash-and-stock transaction valuing RSC at \$18 a share for a total enterprise value of \$4.2 billion, including \$2.3 billion of net debt.

RSC shareholders will receive \$10.80 in cash plus one United Rentals share for every 3.59 RSC shares they hold, giving RSC shareholders a stake of around 30 percent in the merged company. The deal between the world's two largest equipment rental companies, creates a combined business likely to have revenues this year in the region of \$4 billion. The deal – subject to numerous conditions and approvals - is expected to close in the first half of 2012.

## Lavendon rebrands in the UK

Europe's largest powered access rental company Lavendon, has announced that it is consolidating all of its UK operations under the Nationwide Platforms brand. The 'go-live' date for the changeover is February 1st, however the transition has already started. The company currently operates under three brands – Panther, EPL-Skylift and Nationwide Platforms.

The truck mounted lift business, currently operated under the EPL Skylift banner, will continue to be run separately in recognition of the differences between operated and non-operator rental and will be known as the 'Specialist Vehicle Division' of Nationwide Platforms (see interview with Lavendon's Rob McMeeking on page 42).



Three brands have now become Nationwide Platforms.

## MSD cranes restructures

UK-based crane rental group MSD has restructured its business with MSD Cranes & Equipment Ltd going into liquidation.

Since July 2011 the holding company for the group has been MSD Industrial, following a capital injection by the Leoni Sceti Group. MSD Cranes & Equipment is one of two operating subsidiaries, along with MSD (Darlington) Ltd. The group operates from two locations, one in Darlington, County



Durham and one in Gateshead, Tyne & Wear and runs a fleet of around 30 cranes with capacities of up to 500 tonnes.

MSD operates out of Teeside and Tyneside.

## Counterweight programming debate follows Tate incident

Early last month a 110 tonne All Terrain crane overturned at London's Tate Modern TM2 construction project, fortunately no one was hurt in the incident.

The crane - a five axle Tadano Faun ATF110G owned and operated by Baldwins Crane Hire - was lifting a steel beam when it lost stability. Reports suggest that the crane was overloaded. In early January McGee Demolition, which had hired the crane, issued a statement and guidance for use by its site staff, subcontractors and suppliers.

The statement said that while the investigation is still continuing, human error appears to be the main contributory factor. It adds: "The purpose of this alert is to raise awareness on a matter relating to the load moment device. Our initial investigations have revealed that there is no failsafe device fitted, to capture wrongly entered data. As a consequence if the wrong counterweight detail is entered and exceeds that which has been actually installed, the audible and visual warning devices will not activate."

"We have been in contact with several crane manufacturers and are alarmed to discover that this would appear common place. To ensure that the crane operator enters the correct codes into the load moment device to identify the actual counterweight fitted, it may be necessary to amend your procedures i.e. pre-use check sheets to include a provision for secondary sign off."

"We intend to discuss with the HSE changes required in the regulations to enforce the requirement for ballast sensors on all mobile cranes going forward."



The crane tipped but came to rest on some steelwork.

## €40 million order for Liebherr

Dubai-based Al Faris Equipment Rentals has ordered 47 Liebherr cranes of between 60 and 750 tonnes, in a deal worth more than €40 million. The order is due for completion by the end of 2012. Liebherr says it expects another order early next year for 2013. The additions will be a significant addition to the Al Faris fleet which already includes 180 Liebherr cranes.

The majority of the cranes are 95 tonne five axle LTM 1095-5.1 and 100 tonne LTM 1100-5.2. It also includes a considerable number of LTR 1060 and LTR 1100 telescopic crawler cranes.



Three of the LTR1060 and LTR1100 crawlers delivered to Al Faris.

# Marchetti appoints UK / Ireland dealer

Italian crane manufacturer Marchetti has appointed AGD Equipment as its UK and Ireland distributor for its range of telescopic crawler, truck and All Terrain cranes. Stratford-upon-Avon based AGD is a family-owned construction equipment sales, rental and service company formed more than 30 years ago, specialising in crawler cranes and piling equipment.

The company says that it will be adding two 70 tonne Marchetti Sherpa CW70.42 telescopic crawler cranes with 42 metre booms to its fleet. The company also distributes amongst others IHI crawler cranes, RTG leader rigs and Mait foundation equipment and has a rental fleet of more than 120 units including more than 90 crawler and mini cranes.



*AGD says it will be adding two 70 tonne Marchetti Sherpa CW70.42 telescopic crawler crane with 42 metre boom to its hire fleet early next year*

## Bravi goes smaller

Low-level aerial lift manufacturer Bravisol has introduced a new ultra lightweight push-around lift called the Spin-Go (Spingo is Italian for I push). Based on the company's popular Caddy self-propelled stock picking lift, the Spin-Go offers a platform height of 7.2ft for a working height of 4.2 metres, yet weighs just 230kg all up. The unit is a result of number of major retail Caddy customers asking for a smaller, simpler and less expensive product.

The compact and attractive unit is just 1,155 mm long by 730mm wide and has a stowed height of 1,500mm. Importantly for its target market - which includes applications such as retail, offices and schools - the platform entry height is just 363mm. Platform capacity is 130kg with a further 90kg on the material shelf/tray, while 112kg can be placed on a chassis storage tray.

The brakes are automatically on at all times, there is a spring loaded button built into the push handles to release them when pushing. For faster moves fork pockets are built in.



*The Spin-Go is targeted at smaller retail establishments, offices and schools.*



The Movember charity event to raise funds for men's cancer charities has now passed and Team Nifty is celebrating, having confirmed that it raised more than £3,200 for its moustache growing efforts. After a month of intensive facial hair cultivation, the team was proud to sport its impressive and varied selection of upper lip hair styles and shapes.

The team would like to thank all those that so kindly donated money to this worthy cause and helped make it so successful.

## IPAF to collect accident data

IPAF – the International Powered Access Federation is to begin systematically recording worldwide data on accidents/incidents involving aerial work platforms.

The aim is to build a comprehensive record of known incidents and store them in one location in a common format, something which does not currently exist. The association is encouraging all members - manufacturers, rental companies, contractors and users - to report any known accidents or incidents using a standard form that will be available on its web site from 15th January.



In the initial phase, IPAF is calling for reports of any known serious accidents and fatalities involving aerial lifts in the UK and any known fatalities worldwide. Aerial lifts actually account for a very small percentage of all accidents related to work at height, and this project is aimed at uncovering hard data to inform further safety initiatives.

## Welsh company appointed Sany distributor for UK

Welsh company Tramor – based in Aberaeron, Ceredigion – has been appointed exclusive UK dealer for the Sany construction equipment group of Hunan province, China.

The newly formed company will sell the full range of Sany heavy industry

machinery which includes crawler and mobile cranes. Sany claims to be the world's sixth largest construction equipment manufacturer, employing more than 70,000 people. In June 2011 Sany opened a €100 million European

manufacturing plant in Bedgurg, Germany.

As a result of the contract Tramor will employ around 20 new staff. Directors John Lewis and Rhodri Morgan described the contract as a very positive move for the

construction industry in the UK which will have immediate and encouraging economic implications for Wales. The first consignment of machinery and spares is scheduled to arrive over the next few months.

## UK Tower Crane register a casualty?

A UK government review of health and safety regulations, led by Professor Ragnar Löfstedt, has recommended a 35 percent cut in the number of regulations with further reductions going forward. The Notification of Tower Cranes Regulations - introduced last year following a number of high-profile crane incidents - is likely to be one of the first things to go "because it has little value and has done nothing to improve safety standards".

The Work at Height Regulations 2005 are also to be reviewed by April 2013 so that people do not go beyond what the legislation was originally intended.

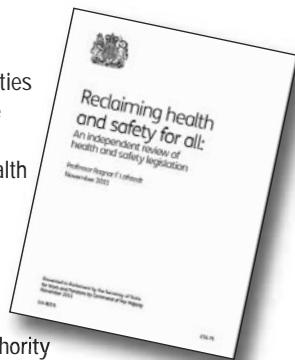
### Recommendations include:

- Self-employed workers whose work activities pose no potential risk of harm to others be exempted from health and safety law.
- The planned review of European Union health and safety legislation in 2013 be risk and evidence-based.
- The HSE undertakes a programme of sector-specific consolidations to be completed by April 2015.
- Legislation be changed giving the HSE authority to direct all local authority health and safety inspection and enforcement activity.
- Regulatory provisions that impose strict liability should be reviewed by June 2013.

Another underlying change could be a shift in the way the HSE prosecutes companies.



Professor Ragnar Löfstedt



## Rival restructures in Spain

Despite "very difficult market conditions" and stating categorically that it is fully committed to the Spanish market, Dutch-based international rental company Rival - which operates locally under the Clem-Rival brand - is adjusting its operations in Spain as part of a long term strategy.

Rival says that "there is an overcapacity in the aerial work platform market and a strong pressure on rental rates." As a result it says that it will move to fewer, larger depots and a new service structure. While the changes will inevitably involve depot closures and fleet reductions, the company says that it will still cover more than 60 percent of the Spanish market in terms of value and 50 percent geographically. The company currently operates from 14 locations.

## Boels acquires Baurent and Warmerdam

Holland's largest equipment rental group Boels has acquired Germany's Baurent Baumaschinen Miet-Service from Japan's Itochu. Baurent has revenues of around €32 million, 182 employees, 29 locations and has been in business for almost 40 years.

At the same time it acquired Warmerdam Hoogwerker Systemen, a single outlet access business with around 21 employees based in Sassenheim, between Amsterdam and Rotterdam. No financial details of either transaction have been disclosed.

Boels has also placed an order for 50 spider lifts with Italian manufacturer Easy Lift. The order is made up of three models, the 13 metre R130, 16 metre R160 and 19 metre R190, with delivery to be completed by February.

Part of a delivery of new Easy Lift spider lifts to Boels



## JLG to launch crush protection

JLG is to introduce "an innovative new accessory designed to provide enhanced control panel protection for operators of its boom lift products".

The company says it has been developed to meet customer needs and initiatives in Europe. It has been designed to allow a 360 degree work envelope, be field installable and easy for customers to implement without adding significant cost to the equipment. The move appears to be a response Skanska UK's lead in demanding all boom lifts on its sites to be fitted with active control panel protection/anti-crushing systems.

## Telehandler dealer closes

Rochdale-based P. Casey has withdrawn from the equipment sales market and put its distribution business into administration as part of a restructuring within the group. The company was a Merlo telehandler and New Holland dealer and one of five companies within the group which includes construction, environmental and rental businesses. Administrators Sarah Bell and Philip Duffy of MCR are marketing the business and assets for sale.

## 10 Multitel spiders for Gardemann

Gardemann, the German subsidiary of Lavendon, has recently taken delivery of 10 Multitel Pagliero 22.5 metre SMX 225 tracked spider lifts which incorporate a number of features specific to Gardemann's requirements.

The SMX 225 offers up to 10 metres of working outreach and an up and over reach of 10.5 metres, through 360 degrees, yet weighs just 2,550kg in standard format.

A Multitel SMX225 at work in the UK.



## Manitowoc updates fourth quarter outlook

Manitowoc has announced a reduction to its fourth quarter forecasts due to component delays and the on-going machinists strike at its Wisconsin plant.

In a statement the company said that "recently identified supplier delivery issues with certain hydraulic components, will delay the shipment of some crane products into the first quarter of 2012."



# Elev8 orders 50 metre Bronto

Sheffield-based access rental company Elev8 has ordered the UK's first 50 metre Bronto S50XDTJ truck mounted lift, mounted on a 26 tonne 6x4 MAN TGS 26.400 chassis. The new lift features a three section main boom and three section telescopic articulated jib capable of an up and over reach of 15.5 metres at a height of around 32 metres. Maximum outreach is 36 metres.

The Bronto S50 XDTJ



The Elev8 unit will be fitted with the standard platform with 700kg capacity. The company has also ordered a '360 degree camera cage' which includes a removable seat, hands-free safety brake and 300kg capacity platform mounted winch. Elev8, is part of window cleaning business Cinderella Access, which was established by Jason Machin in 2006.

## Sterling Crane to acquire Freo

Canadian crane rental company Sterling crane of Edmonton, Alberta is to acquire Freo Cranes of Henderson, Western Australia.

Freo runs a fleet of between 160 and 200 cranes topped out by a 750 tonne Manitowoc crawler and three 500 tonne Liebherr LTM1500s from its head office and six other locations in Western Australia, plus two in Queensland that trade as Global Cranes.

Sterling Crane - managed by Dave Snyder and owned by Marmon Construction Services - operates a fleet of around 600 cranes the largest of which is a 1,250 tonne Demag CC8800. The company has 23 locations throughout North America plus three in India where it trades as Astha Sterling Crane.

## ATN hits the majors

French-based aerial lift manufacturer ATN has sold a number of its booms to Loxam and Hertz and is to launch up to four new models in 2012.

Loxam, Europe's largest equipment rental company, has ordered both ATN mast booms and a number of 33ft Zebra 12 articulated booms. Hertz has ordered a number of the company's eight and 10 metre mast booms, the Pfaf 880R and Pfaf 1000R.

ATN will also launch two larger self-propelled articulated booms this year along with a new 11 metre mast boom and possibly a larger Rough Terrain scissor lift.



One of the ATN Zebra 12 booms for Loxam.

## Two Swedish acquisitions for Ramirent

Finnish international rental company Ramirent has acquired two Swedish rental companies – TLM-Tannefors Lift-och Maskinuthyrning and Consensus Entreprenad.

With total revenues around €8.8 million TLM-Tannefors has three locations in Linköping, Norrköping and Motala in the Östergötland region of central Sweden. It specialises in aerial lifts and scaffolding, but also offers cabins and light equipment. All 35 staff will remain with the business.

Consensus Entreprenad, specialises in the rental of customised accommodation modules with annual revenues of around €2.8 million and eight employees. The company was founded in 1993 and operates from one outlet in Karlskoga and is a leading company in its local market.

Ramirent is the second largest equipment rental company in Sweden with 81 locations and revenues last year of €145 million.

## Movex appoints Powerlift UK

Spanish vehicle mounted aerial lift manufacturer Movex has appointed Power Lift UK as its distributor for the UK and Ireland. The Movex range includes van, Land Rover and truck mounted lifts from 9.5 to 16 metres all of which are light enough for 3.5 tonne vehicles.

Power Lift is owned and managed by Malcolm Kitt which has distributed van mounted lifts in the UK for some time. It also sells and supports the Easy Lift range of spider and truck mounted lifts and Faraone push around and self-propelled lifts.



Some of the Movex Land Rover models.



Edinburgh-based rental company Bernard Hunter has taken delivery of the first Liebherr 45 tonne LTC 1045-3.1 City type All Terrain crane in the UK. The innovative LTC 1045-3.1 features a single cab mounted on a short telescopic 'boom' allowing it to sit on the superstructure or elevated for crane duties, and relocate to the front of the chassis for road travel. At the handover were (L-R) Daniel Pitzer and Willie Wylie of Liebherr, Jim and Mark Rafferty of Bernard Hunter with Christoph Kleiner and Reinhold Breitenmoser of Liebherr.

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## Kobelco launches S series

Kobelco Cranes has started production of its new S series crawler cranes aimed at markets outside of Japan, Europe and North America. The 10 model line-up includes cranes from its CKS, BMS and 7000S series with maximum lift capacities ranging from 60 to 250 tonnes.

For more 'regulated countries' the recently launched environmentally more efficient Kobelco G series machines are available. The main differences between the CKE G series and S series include the undercarriage design, engine and operator controls.



*The new Kobelco CKS2500.*

## New 12 tonner from Valla

Italian mobile crane manufacturer Valla has launched the 12 tonne 120EVO compact battery powered pick & carry crane. While the name Evo, suggests that this is an evolutionary model, it is in fact a major improvement compared with the company's old model. The new crane is more compact, lighter in weight, with a lower centre of gravity, has a longer, more sophisticated boom, more efficient drive system and far better styling.

Overall width is 1.9 metres (200mm narrower), height is 300mm lower at two metres and it has a 300 mm shorter overall length at four metres. A longer, full power five section synchronised boom has a lifting capacity of 1.7 tonnes at its 13.5 metre maximum tip height. Maximum radius, with boom horizontal is 9.5 metres at which the crane can handle a full tonne.



*The new Valla 120 EVO*

## R&B appoints European distributor

Japanese spider crane manufacturer R&B Engineering has appointed the German operation of France Elevateur as its sole distributor in Europe.

France Elevateur manufactures a range of vehicle mounted aerial work platforms which it largely sells in its home market. It opened its German sales operation in Leipzig in April 2011.

The full R&B mini crane range comprises four models but only two - the 2.8 tonne CR285D, which weighs 1,750kg and boasts an 8.9 metre main boom and the significantly larger CR335D, rated at 2.98 tonnes weighing 3,760kg with a 12.5 metre main boom - are CE approved.



*An R&B CR285D spider crane.*

# Australia's first Sennebogen 608 for DPW

DPW Plant hire, a 360 degree telehandler rental specialist, has taken delivery of the first Sennebogen 608 Multi Crane in Australia. The 608's forks can lift six tonnes to 10 metres, five tonnes to 16 metres or four tonnes to 20 metres.



The machine also features a hoist, a 4.5 to seven metre offset jib, an 800kg capacity work platform and shovel attachments. As a crane it offers a maximum capacity of eight tonnes. The 608 also features an elevating operators cab and can travel at speeds of up to 30kph.

*The Sennebogen 608 is like a Swiss army knife of a crane/telehandler.*

## Wemo-tec teams up with Nationwide Platforms

UK-based underbridge inspection platform rental company Wemo-tec UK has announced a rental partnership with Nationwide Platforms. Nationwide will retire its two underbridge units at the end of March and supply its customers from the Wemo-Tec fleet. Conversely Wemo-tec will source its standard powered access requirements from Nationwide.



*A Wemo-tec MB180 underbridge unit in action*

## Liebherr marine crane

Liebherr has released details of a new hybrid crane that serves as both an offshore and mobile harbour crane. As a mobile harbour crane the TCC 14000-400 D Litronic can lift loads of up to 400 tonnes and offers a 68 metre lift height and 70 metres outreach. It can also be driven onto a floating installation and fixed for use as an offshore crane under offshore conditions.

The new model incorporates Liebherr technology from both its offshore and mobile harbour crane product groups. The undercarriage incorporates drive technology, with 48 wheel sets from a standard Liebherr mobile harbour crane incorporated into a new chassis design which consists of a central X-shaped structure to which four outriggers are mounted.

The crane manages to achieve ground bearing pressures of a standard harbour crane not only while travelling, but also during lifting operations, in spite of its total weight of 1,100 tonnes.



*The new Liebherr TCC 14000-400 D Litronic mobile harbour crane/offshore crane can lift 400 tonnes and weighs 1,100 tonnes.*



## UK and Ireland Crane service, parts and training

### Brands

#### Current Models

Manitowoc  
Grove  
Potain

#### Older Models

Krupp  
Coles  
Grove/Coles

#### Products

Tower cranes  
Mobile cranes  
Crawler cranes  
Industrial cranes

### Crane Care Services

#### Field service

Thorough examination  
Inspection  
Service  
Repair  
Load testing  
Erection — tower cranes  
Dismantle — tower cranes

#### Training

Manufacturer-approved training  
CPCS-approved training

#### Workshop resources

Repair  
Load testing  
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Full rebuilds  
Contract management

#### Parts

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## Tracked chassis for cranes and platforms

UK-based Autoguide has launched a new crawler carrier for loader cranes and work platforms aimed at utility companies. The 7.5 tonne rubber tracked TC600 Terrain Master has been specifically designed to carry either a nine tonne/metre loader crane or a 15 metre aerial work platform. It has a top speed of 11kph and is available with full radio remote control and side, front and rear stabilisers. The unit also features a 4,500kg capacity electric winch and a charging station for the remote control batteries.

The first unit mounted with a Palfinger PK9001 loader crane has been sold to Newcastle-based VLS, a supplier of leased vehicles to the electric supply industry. The crane has a maximum reach of 8.7 metres and a maximum capacity of 5.7 tonnes.



The TC600 Terrain Master can be fitted with a 15 metre access platform or a loader crane

## Ashtead triples profits

Ashtead, owner of Sunbelt in the USA and A-Plant in the UK has reported a strong first half with revenues up 24 percent to £575.5

million, meanwhile pre-tax profits improved 351 percent to £82.9 million.

Sunbelt revenues climbed 26 percent to \$775.8 million, while operating profits jumped 75 percent to \$173.5 million. The acquisition of Empire Scaffold contributed around \$24 million. In the UK A-Plant revenues grew 14 percent to £93.7 million and operating profits increased by 26 percent to £5.3 million.



## Cusack launches Blulift

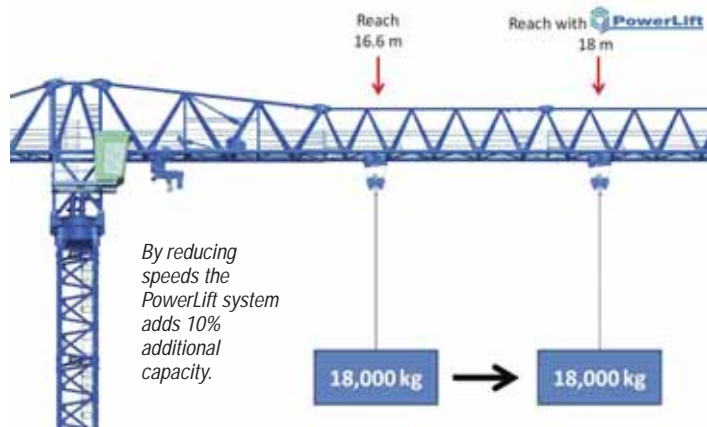
John Cusack, previous owner of Sky Lift, the Irish aerial lift and telehandler rental company that failed last year, has formally announced a new access sales and rental company - Blulift. The company says it will focus on niche powered access equipment - including spider lifts - along with training and maintenance services from hubs in Dublin, Limerick and Cork.



Those familiar with Sky Lift will recognise Blulift's logo and branding.

## Oil&Steel to distribute Palazzani

Italian truck and spider lift manufacturer Oil&Steel is to distribute Palazzani spider lifts through its German sales and support network, following a 'strategic joint agreement' and recent successful co-operation efforts. The deal will allow Oil&Steel to sell Palazzani's 23 to 52 metre spider lift product line alongside its own range of Octopussy spider lifts which have working heights from 14 to 21 metres.



## Linden Comansa introduces PowerLift

Spanish tower crane manufacturer Linden Comansa has started shipping its new PowerLift system. The device - standard on all the cranes in the LC500, LC1100, LC1600, LC2100 and LC3000 series - provides a 10 percent load chart improvement at reduced speeds. When enabled there is an automatic reduction of hoist and trolley speeds which will allow a given load to be taken to a greater radius. For example, the company's 21 LC 400/18 tonne tower crane can lift its maximum capacity at up to 16.6 metres radius, however with the PowerLift system engaged, it can take it out to 18 metres.

## Ahern files Chapter 11

Las Vegas, USA-based aerial lift and telehandler rental company Ahern Rentals with 74 locations in 22 states, has filed a voluntary Chapter 11 bankruptcy protection petition in order to restructure over \$500 million of debt. The company has also reached an agreement with existing lenders for Debtor-in-Possession financing, with \$50 million of availability.

Ahern said it was obliged to file because it had failed to extend its revolving credit facility, which had a maturity date of August 21st, 2011. Since then its bank has continued to fund the company, while negotiations continued.

## First new Liebherr for SCH

UK-based Specialist Crane Hire (SCH) has taken delivery of its first new Liebherr crane - a two axle, 40 tonne LTM 1040-2.1. The crane joins a fleet of around 35 units, operating from four depots, and is equipped with a four section 35 metre main boom, plus 9.5 metre swingaway extension with offsets of 0, 20, 40 or 60 degrees. Initially concentrating on nuclear power station work, Specialist is expanding its fleet in order to move into the general crane rental market, although long term power generation contracts remain its core business.

Lee Marsden (L) operations manager for Specialist Crane Hire takes delivery of the new crane from Steven Elliott of Liebherr Great Britain.



# Another City crane for PP Engineering

Rotherham, UK-based crane rental company PP Engineering has taken delivery of its sixth Terex City-type All Terrain crane. The new 40 tonne AC40 joins two existing AC40's, two AC30's and an AC25 in a predominately Terex-based fleet of 20 cranes ranging from 25 to 220 tonnes operating within a 100 mile radius of South Yorkshire.

The new AC40 has a 31.2 metre main boom, which can be extended to 46 metres with the on-board swingaway extension. The crane has also been supplied with an extra 1.2 metre 'runner' for lifts of up to 15 tonnes on sites with restricted headroom - recently used during the installation of new printing pressed for the Hull Daily Mail.

PP owner Phil Patching said: "Installing overhead cranes in factories is an important part of our business, so the low clearance height afforded by our City cranes is a great advantage. Their ability to work on difficult terrain is also a big plus."



The AC40 is an ideal unit for internal lifting

## Manitou merges in North America

Telehandler and compact equipment manufacturer Manitou has merged the sales, marketing and product support operations of Manitou Forklifts Canada with that of Manitou Americas in the USA. The change follows the recent integration of Manitou North Americas and Gehl.

Manitou says the new operation will provide dealers and customers with a single sales call centre for North America, improved parts availability from a larger and faster machine delivery, thanks to a single larger North American inventory. Two dedicated field sales and service teams will support Eastern and Western Canada with dedicated dealer development and assistance. Manitou's Canadian dealer network has more than 60 locations.



## IPAF breaks records

IPAF - the International Powered Access Federation - has broken two training records in 2011.

A record number of 101,457 people completed an IPAF training course during the year which includes operator and access management courses. The association also issued 97,488 PAL Cards (Powered Access Licences) to operators successfully completing a course at one of its approved training centres - almost 14 percent up on 2010.

The PAL operator license is valid for five years and there are now almost 400,000 'live' cards in circulation.



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- SkyAces has appointed Hybeco as its dealer in Norway and Steyr truck sales in Austria.

- Wagenborg Nedlift has appointed Marlis Lübben to handle crawler crane sales enquiries in Germany.



Marlis Lübben

- Australian rental company Summit Tower Hire has taken delivery of four 70 metre Bronto Skylift S70 XDT's.

- Nancy Quick a well known compliance specialist at OSHA in Illinois has retired after 30 years.

- Wisconsin-based Man Lift Manufacturing has appointed Phil Sprio as its chief executive.

- Francine Shore has joined Caterpillar to manage its trade Press Relations in the Europe, Africa and Middle East region.

- UK-based Platform Hire has added more than 20 Snorkel scissor lifts to its fleet.

- Ventalus - a new company specialising in used access equipment - has been established in Russia by Ernst van Hek.

- Jonathan Wiseman has joined Access Industries, the UK dealer for Multitel Pagliero.



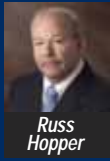
Jonathan Wiseman

- Link Belt has appointed a new district service representative for South America - Juan Rosas - and Darrell Knight for the Mid-West USA.

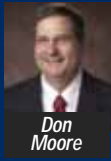
- Finn Løkken, managing director of Cramo Norway has resigned and will leave the rental industry.

- Two Sennebogen 6130 HD crawler cranes have been supplied to CECC for the Al Ruwais Port extension in Qatar.

- Link-Belt has promoted Russ Hopper to vice president, manufacturing and Don Moore to the post of vice president, design engineering.



Russ Hopper



Don Moore

- Prangl has purchased three new Liebherr MK self-erecting tower cranes.

- UK-based Astra Access Safety Training has moved to new premises in Darton, Barnsley, Yorkshire.

- Skyjack UK has become one of the first access companies to equip its staff with the new ZT safety harness.

- RKP Access Platforms has opened in Tyne and Wear, England.

- New rules in Singapore stipulate that all loader crane operators must be tested and certified by Sept 2013.

- UK rental company Hewden has agreed a 12 month deal with Balfour Beatty Utility.

- Joe Pustizzi founder of Trico Equipment, an aerial lift rental pioneer has died aged 96.



Joe Pustizzi

- Stefano Flisi, son of Fiorenzo Flisi, chief executive of Socage has died following a heart blockage - he was just 15.

- German crane rental company Wiesbauer has taken delivery of a new 750 tonne Liebherr LR1750 crawler crane.

- Bridon International is investing £30 million in a new wire rope factory in Tyneside, UK.

- Wind turbine specialist, Give Svaergods has taken delivery of the first Terex AC140C in the UK.

- Spider crane specialist GGR has developed a car lifting frame.

- JCB's UK employees received a £500 Christmas bonus and 5.2% pay increase.

- Snow vehicle manufacturer Prinoth has mounted a Socage DA328 on a Go-Tract 2000 tracked undercarriage.

- SafeWorks has appointed Erik Elzinga to the new role of vice president engineering/new product development.



Erik Elzinga

- A new company Örumcekci claims to be the first rental company in Turkey specialising in spider lifts.

- Belgian rental company Lauwereys has added GSR E200s and a Bronto S50STDJ to its fleet.

- Sany America has appointed Binder Machinery of South Plainfield, New Jersey as a dealer.

- UK rental company Hewden has appointed Michaela Simpson to the new role of head of customer experience.



Michaela Simpson

- French rental company Locamod has taken delivery of three new Snorkel A38E articulated boom lifts.

- Penny + Giles, has appointed Wimesure as its distributor in France.

- The first 51 metre CTE B-Lift 510 has been sold to Katmerciler in Turkey

- Off-road tyre specialist Mitas has launched a new All Terrain crane tyre.

- Italian crane rental company ADP Sollevamenti has taken delivery of Italy's first 300t Grove GMK6300L.

- Tower crane anti-collision specialist Smie has announced double digit growth in its first half.

- Trailer manufacturer Nootboom has opened a service centre in Bochum, Germany.

- Manitex has appointed Joe Dunn and Bryan Dammann as regional business managers.



Joe Dunn and Bryan Dammann

- German rental company, Breuer & Wasel's has taken delivery of a new Liebherr LR 1600/2 crawler crane.

- Ramirent has acquired the scaffold division of Ajos in exchange for its hoist and mast climber business.

- UK-based access rental company Advanced Access has achieved IPAF Rental + status.

- JCB is to develop a new generation of engines that will create 350 jobs in the UK.

- US-based Vista Training has acquired HeviCert, an international crane operator training business.



Adrian Hutchinson

- UK-based Clements Plant & Tool Hire has appointed Adrian Hutchinson as operations manager.

- Hans Van Seumeren's shipping business Roll-Dock is entering the mobile crane market with subsidiary Roll-Lift.

- Italian rental company Nacanco has added 30 Bravi Leonardo lifts and 10 Genie mast booms to its fleet.

- Dutch-based Sijtsma has taken delivery of the first GSR E320PXJ 32 metre truck mounted lift.

- CNH has announced that chief executive Harold Boyanovsky is retiring and will be replaced by Richard Tobin.



Richard Tobin

- UK rental company Leggat Plant has taken delivery of a new 50 tonne Terex AC50-1 All Terrain crane.

- The first Bauma Africa is to be held in 2013 in Johannesburg.

- Dutch rental company Peinemann has ordered a new 90 metre Bronto S90HLA.

- United Rentals has acquired Blue Mountain Equipment Rental of Uniontown Pennsylvania.

- Texas-based Briggs International has appointed Mike Winemiller as president.

- UK-based Cumberland Industries has delivered 10 truck mounted loader cranes in Iraq.

- TCA Lift has supplied a 52m Falcon FS520C spider lift for maintenance at Petronas twin towers.

- Finnish-based crane company Havator Group has appointed Kristian Nummelin as technical director.



Kristian Nummelin

- Cargotec has agreed a long term partnership with Komas which includes the sale of its Narva, plant in Estonia.

- Sunbelt Rentals has acquired Pacific High Reach & Equipment Services, of Orange, California.

- Snorkel has appointed Mike Falcon as its new regional sales manager for South America.

- Kaj Hoffmann, one of the pioneers of powered access rental in Sweden, has died aged 69, following a short illness.

- UK Forks the telehandler rental company has reported a strong first half.

- Palfinger is to buy back up to nine percent of its shares over the next three years.

- ALL Erection & Crane Rental has added 18 new Link-Belt and five Grove cranes to its fleet.

- Harley Bird, daughter of GGR Unic's joint owner Gil Riley, has won a Bafta award.

- Moroccan distributor Vemat has delivered three new Terex AC 40 Optimax All Terrain cranes.

- Margarete Haase, a director of Deutz, has been voted 'Female Manager of the Year' by FT Deutschland.



Margarete Haase

- UK-based rental company Hewden has opened a new depot in Southampton.

- UK-based access rental company AFI-Uplift has been awarded 'Investors In People silver status.'

- Italian spider lift manufacturer Hinowa has introduced a new automatic RPM control on its 14 to 19m models.

- German aerial lift producer H.A.B has agreed a partnership with the Rent & Rise division of Aclarlar Makine.

- Zoomlion of China has announced a tower crane alliance with Indian industrial crane company ElectroMech.

- Volvo Rents has acquired Midwest Aerials & Equipment of St Louis.

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



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# A guide to rental rates in 2011

Another year has passed and what has happened to rental rates for cranes, aerial lifts and telehandlers in the UK? A year ago we were reporting on a bloodbath in the crane and access market while telehandlers had hit rock bottom. Thankfully not only can we report an improvement particularly with telehandlers and access equipment, but it is encouraging to see how fast those rates have improved.

Traditionally rates fall fast but take forever to improve and rarely bounce back to previous levels - thus the long term erosion that many old timers will bemoan. However this time around telehandler and access rates have in fact bounced back quite well, perhaps driven by a substantial adjustment to the national fleet as sterling encouraged the sale of equipment overseas - leading to what has been termed 'de-fleeting'. No matter what it is called it concerns an adjustment of the national fleet to closer match demand and greater pricing discipline of sales forces.

Interestingly crane rates have - according to those responding - been flat, suggesting that they

have languished at the appallingly low depths reached in 2010. In reality we believe that they have in fact bounced back a little and that most correspondents are focusing on the past six to nine months rather than the full year. No matter, the rates are still uneconomic and this in spite of improved utilisation and a capacity levels that are reasonably well matched to demand - although that depends on the location. In spite of our attempts to obtain European-wide input the charts reflect the largely UK input with some Irish contribution. The results however are not dissimilar to that of many countries in the EU.

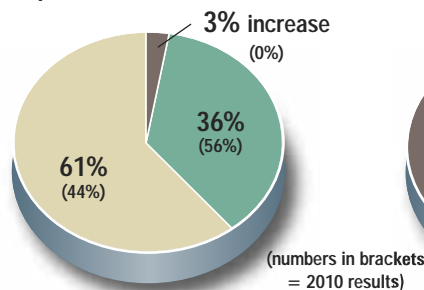
*Finally we would like to thank all those who took the time to participate in this survey. Thank You.*



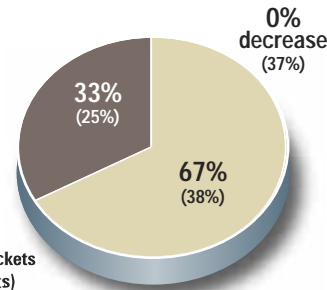
## Crane rates

### Crane hire rate trends - all types

Crane hire rates over the past 12 months have:



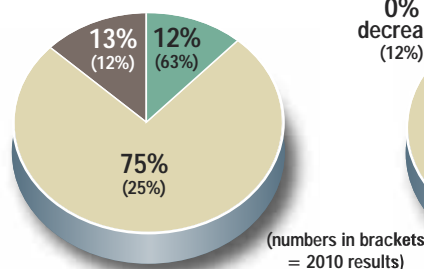
Crane hire rates during the next 12 months will:



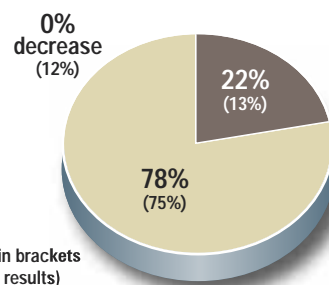
While the majority claim that rates have remained totally flat the actual numbers suggest that average rates for most cranes have improved slightly, while one or two have fallen marginally. It certainly is more optimistic than this time last year.

### Crane fleet size

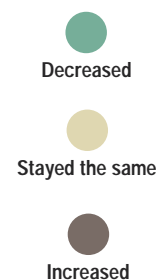
Crane fleet size over the past 12 months have:



Crane fleet size over the next 12 months will:



The results suggest that most companies have held tight and ridden out the storm, the majority plan to do the same in 2012 although a decent number do plan to expand, again much better than at this time last year.



## Utilisation and returns

This year we have changed the format to simply list the results in a chart first being the best utilisation or return and eight being the worst - interestingly the best cranes for physical utilisation are in the 210 to 350 tonne size - and yet financially they are only fifth. The best financial return is the same as last year - the 90 to 125 tonne category. It is hard to say why this is, but it might be down to the fact that modern 100 tonners have long booms and can carry most of their counterweight on board. Many companies price them for what they can do - which is the same as many 150 to 200 tonners of old. It is also interesting to see that 30 to 45 tonners are doing so well, perhaps down to their ability to handle a wide range of lifts and to carry out several 'minimum' hires in a single day - true taxi crane work.

### Mobile Cranes

Crane Size	Best physical utilisation	Best financial return
Under 30 tonnes	6	4
30 to 45 tonnes	4	2
50 to 65 tonnes	6	7
70 to 85 tonnes	4	3
90 to 125 tonnes	3	1
135 to 200 tonnes	8	8
210 to 350 tonnes	1	5
Over 350 tonnes	2	6

### Crawler Cranes

Crane Size	Best physical utilisation	Best financial return
Under 50 tonnes	5 - Average 53%	5
50 to 100 tonnes	4 - Average 67%	4
100 to 250 tonnes	3 - Average 73%	3
250 to 500 tonnes	1 - Average 85%	1
Over 500 tonnes	1 - Average 85%	2



### Tower Cranes

Crane Size	Best physical utilisation	Best financial return
Luffers	2 - Average 87%	1
Flat Tops/Saddle Jibs	4 - Average 60%	2
Self Erectors	3 - Average 68%	3
Mobile Self Erectors	1 - Average 88%	3



### Daily rates for mobile cranes

Crane Size	Average	Lowest	Highest
Under 30 tonnes	£348	£300	£400
30 to 45 tonnes	£434	£350	£600
50 to 65 tonnes	£501	£400	£600
70 to 85 tonnes	£692	£450	£800
90 to 125 tonnes	£834	£500	£1,000
130 to 200 tonnes	£1,433	£1,200	£1,750
210 to 350 tonnes	£2,067	£1,800	£2,200
Over 350 tonnes	£5,122	£4,900	£5,500

### Weekly rates for crawler cranes

Crane Size	Average	Lowest	Highest
Under 50 tonnes	£826	£750	£900
50 to 100 tonnes	£1,630	£1,560	£1,700
100 to 250 tonnes	£2,305	£2,250	£2,400
Over 250 tonnes	No Input		

### Weekly rates for tower cranes

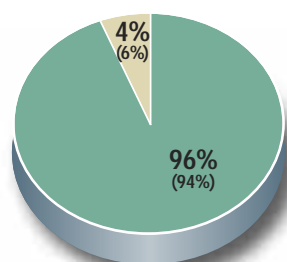
Crane Size	Average	Lowest	Highest
Luffers	£1,005	£795	£1,500
Flat Tops/Saddle Jibs	£675	£590	£800
Self Erectors	£437	£300	£600
Mobile Self Erectors	£773	£750	£1,100

### Weekly rates for other cranes

Crane Size	Average	Lowest	Highest
Pick & Carry	£283	£250	£375
Spider cranes	£794	£600	£1,000

The actual rates given do not quite reflect the overall perception that most crane companies clearly have, and in most cases rates have improved marginally on this time last year. In some cases the spread of crane size in the category is probably too wide and several respondents did not provide specific rates.

Do you employ any female crane operators?

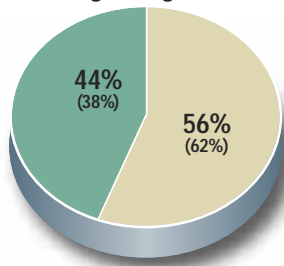


Yes No (numbers in brackets = 2010 results)

No change - female crane operators are still a rare breed and yet with modern technology the job has never been better suited to them.



## Would you recommend the crane hire industry to your children?



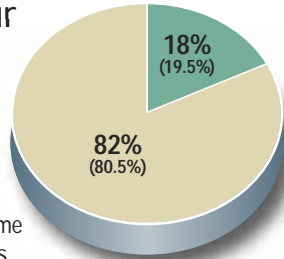
Yes No (numbers in brackets = 2010 results)

This result is almost identical to that of 2009, last year was an exception when those saying yes jumped surprisingly to 62%.

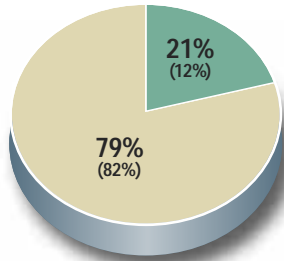
## What percentage of your jobs are contract lifts?

Contract lift Pure crane hire (numbers in brackets = 2010 results)

The is not dissimilar to last year, and the same applies to responses from mobile crane hires where the result was 71% crane hire (69%) and 29% contract Lift (31%). While the results suggest a minor trend away from Contract Lift, it is well within the margin for error of this survey, to be meaningless.



## Who does your thorough examinations?



Third party In house (numbers in brackets = 2010 results)

This is similar to last year but no less surprising than it was last year. It might reflect the type of company participating in the survey.

## Respondent's Comments

"Long standing customers (outside of the construction sector) who understand value are prepared to consider small increases. 'Spot-hirers' remain particularly price sensitive and market nervousness suggests that little will change over the next six months at least."

"Generally rental of our lattice crawler cranes above 100 tonne and telescopic crawlers from 5 to 70 tonne are the only areas where rates have not fallen significantly."  
*A crawler crane hirer*

"With rates unfortunately it goes right up the line. The contractors fight to win the job on price and then make it work by screwing every last drop out of service like us, gambling on nothing going wrong with their cut price choice - or assuming that the slick lawyers they hire will make sure they do not lose from such decisions."

"We will be making a concerted effort to increase the rates in 2012 to reflect the Capital employed and the actual running costs associated with running the fleet. The percentage returns on the cranes are based on our current business measurements which only measure utilisation over a five day period. Excess hours, double shifting, shutdown and weekend work would push these up, particularly on cranes above 55 tonnes which have been very busy this year."  
*A national mobile crane hirer*

"Wind turbine installers have pushed rates down by over 20 percent this year benefiting from too many of us lining up for the work. This makes it a marginal business if done properly."

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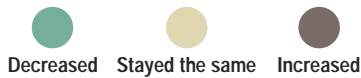
# Becoming ONE

The UK's market leaders in platform rentals are uniting as one. The powered access expertise and industry leading fleets of EPL Skylift, Nationwide Platforms and Panther can now be found under one name - **Nationwide Platforms.**



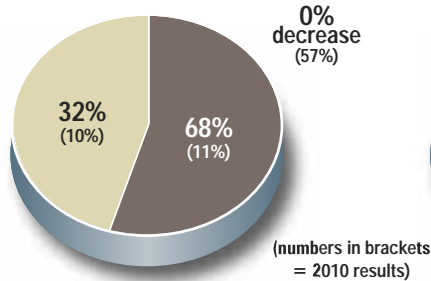
For more information on the ONE please visit  
**[www.nationwideplatforms.co.uk](http://www.nationwideplatforms.co.uk)**  
or call  **0845 745 0000**

# Powered Access rates

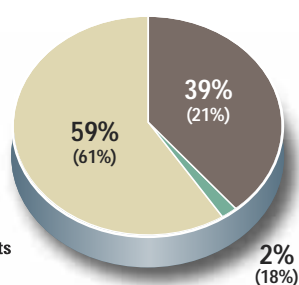


## Rate trends

Access rates over the past 12 months have:



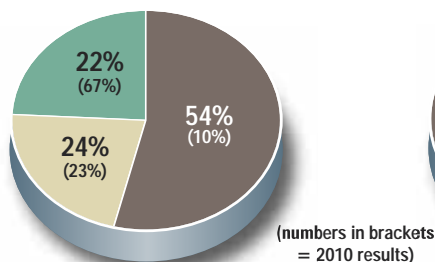
Access rates over the next 12 months will:



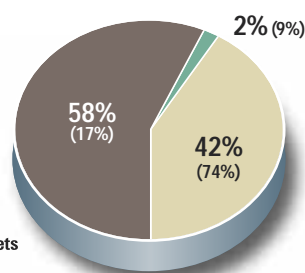
The news this year is a refreshing change from the past two years and the first time in some time that no respondent reported that rates had fallen. It also shows that our forecast from 2011 from last year was fairly accurate, although slightly more pessimistic than reality. Hopefully this year's projections will also perform as well.

## Fleet trends

Fleet size over the past 12 months have:



Fleet size over the next 12 months will:



This year companies have fared better than they expected with far more adding to their fleet than anticipated. Oddly more companies have reduced their fleets than had expected to with 22 percent cutting back compared to last year's predictions of nine percent. The fact that more people said they will keep fleets the same is a strong indication of the current uncertainty and perhaps an indication that renewal will be the priority, rather than expansion.



## Weekly rental rates by general category

### Electric self-propelled scissor lifts

Platform Height	Average	Lowest	Highest
Under 5 metres	£96	£90	£100
6 metres (19/20ft)	£103	£99	£110
8 metres (26ft)	£116	£108	£122
9-10 metres (30-34ft)	£135	£125	£140
11-12 metres (36-41ft)	£223	£210	£255
13-17 metres (42-55ft)	£201	£150	£250
Over 17 metres	£499	£495	£500

### Push Around scissor lifts

Platform Height	Average	Lowest	Highest
3 to 5 metres	£42	£28	£50

### Diesel Bi-Energy Scissor lifts

Platform Height	Average	Lowest	Highest
8 metres (26ft)	£123	£115	£130
9-10 metres (30/33ft)	£142	£125	£160
11-12.5 metres (36/42ft)	£198	£145	£250
13-17 metres (43/56ft)	£275	£195	£350

### Electric self-propelled booms

Platform Height	Average	Lowest	Highest
Under 11 metres (36ft) Industrial	£195	£180	£220
10 to 12.5 metres (32/40ft)	£223	£175	£290
Over 13 metres (45ft plus)	£265	£210	£350

### Mast Booms

Platform Height	Average	Lowest	Highest
8 metres	£131	£80 *	£175
10 metres	£228	£215	£240

\*We believe this is an error and refers to a mast type vertical lift – TM12

## 2011 rental rate survey C&a



Weekly rental rates by general category *continued*

### Rough Terrain Articulated booms

Platform Height	Average	Lowest	Highest
Under 17 metres (45/51ft)	£226	£205	£250
20-23 metres (60/70ft)	£329	£305	£350
24-26 metres (80-90ft)	£443	£330	£575
Over 26 metres	£789	£525	£1,100

### Straight Telescopic booms

Platform Height	Average	Lowest	Highest
Under 17 metres (40/46ft)	£242	£190	£320
20-23 metres (60-70ft)	£333	£300	£400
24-26 metres (80/86ft)	£497	£460	£525
Over 27 metres	£804	£725	£990

### Trailer Lifts

Platform Height	Average	Lowest	Highest
12-13 metres (30-43ft)	£218	£180	£250
17 metres (56ft)	£325	£250	£450
Over 20 metres	£832	£700	£850

### Spider lifts

Platform Height	Average	Lowest	Highest
Under 15 metres	£443	£350	£525
16-20 metres	£625	£560	£650
20-33 metres	£1,678	£930	£2,000
Over 33 metres	No data		



## Vehicle mounted lifts - Daily rates

### Van Mounts

Working Height	Average	Lowest	Highest
Up to 13 metres	£246	£240	£360
13-17 metres	£292	£260	£370
Over 17 metres	No Data		

### Truck mounted lifts

Working Height	Average	Lowest	Highest
Under 27 metres - 3.5 tonne	£194	£150	£240
22-35 metres - 7.5 tonne	£329	£260	£365
36-45 metres	£535	£500	£600
46-70 metres	£912	£850	1,100
Over 70 metres	£1,482	£1,380	£2,000



## Utilisation and Returns 1 = best 5 = worst

### Scissor lifts

Type	Best Physical Utilisation	Best Financial Return
Push Around	1 - 73%	2
Small Electric	1 - 73%	1
Electric 10-20 metres	3 - 66%	3
Electric 20 metres +	5 - 64%	4
Diesel 12-20 metres	4 - 69%	4

### Self-propelled boom lifts

Type	Best Physical Utilisation	Best Financial Return
Small Industrial	2 - 74%	2
Small electric	4 - 68%	1
Articulated 45/51ft	1 - 76%	3
Articulated over 17m	3 - 73%	5
Straight Telescopic	5 - 64%	4

### Spider lifts

Type	Best Physical Utilisation	Best Financial Return
Up to 18 metres	1 - 83%	1
18 to 30 metres	2 - 69%	2
Over 30 metres	3 - 62%	3

### Mast Booms

Type	Best Physical Utilisation	Best Financial Return
8 metre	2 - 52%	2
10 metre	1 - 78%	1



**Trailers**

Type	Best Physical Utilisation	Best Financial Return
12-13 metres	2 - 55%	1
17 metres	1 - 72%	2
Over 17 metres	2 - 55%	3

**Truck mounts**

Type	Best Physical Utilisation	Best Financial Return
3.5 tonne	5 - 69%	3
7.5 tonne - 22-35 metres	3 - 75%	4
36-45 metres	4 - 74 %	2
46-70 metres	2 - 79%	1
Over 70 metres	1 - 86%	Not given

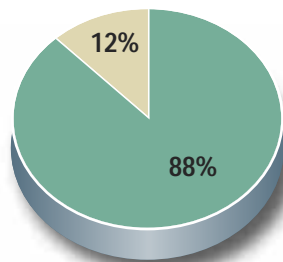
This year we tried something different with the utilisation and returns data asking respondents to provide the physical utilisation in terms of percentage and then the return based on the average rate as a percentage of the purchase cost. We also asked companies separately to list the top 10 best units in terms of overall returns. This did make the form a little complicated, but provided an enormous amount of information. For the sake of simplicity we have tried to boil this down to a single number although it is work in progress.

As to which products gave the best overall rate of return? Very simplistically, trailer lifts, small electric scissor lifts and push arrounds fared the best along with smaller booms and mast booms although there were some notable highs among the larger truck mounts. This is an area that warrants a closer look next year.

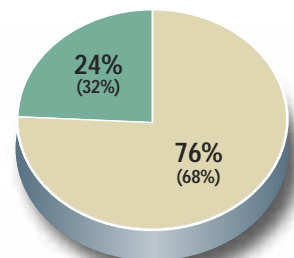


**Who does the LOLER inspections on your machines?**

This is the first time we have asked this question of Access companies - the result is no surprise. The interest will come next year to see if a trend is starting.



**Would you recommend the access rental business to your children?**



The response this year clearly reflects the better condition of the industry and the more optimistic outlook for 2012.



(numbers in brackets = 2010 results)

**Respondent's Comments**

"The biggest challenge for renters this year is to deal with the "enemy within", i.e. the organisational issues within your internal structure - tackling over-staffing, better rate discipline, better damage recharging, better transport rates, better in-house training. There will be no major investment by anyone this year because poor rental rates will not justify it, although you may see some selective purchasing."

"Push around scissor lifts at £25 per week from the major tool hire operators. No thought to running costs and the precipitous depreciation on this product."

"The daily rate is based on our minimum hire period of three days at 80% of the week rate. The Utilisation is based on a report from June 1st to today. The % weekly return is based on previous capital costs and not the new prices being touted. Company A and their rehire support to other companies are lowering prices on larger diesel and electric scissor lifts. Company B are putting out Holland Lifts 165-12s at £300 after rehousing them" (Company names deleted)

"I believe that in the vast majority of cases everyone is focussed on improving the rates to "end users", however there are still some examples of commercial suicide out there. Unfortunately these isolated incidences are sometimes used as examples of available "Market rates" by some customers, particularly if these rates are being quoted by one of the larger powered access providers. These practises really do need to be eradicated if we really are going to improve rates quickly and significantly. Although I would reiterate that in the main there is a general move towards rate improvement to "end users" right across the powered access supplying fraternity. Long may this continue and it needs to, if we are to enjoy anything like the hire rates enjoyed by the rest of mainland Europe, after all they are only offering the same machines as us, just at much higher prices."

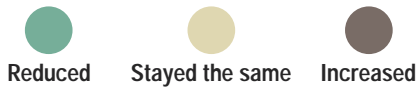
"My overall view is that boom rates and utilisation has been consistently level during 2011 but albeit still at levels that does not warrant investment. Scissor rates and utilisation have suffered throughout the year with returns well below the level needed to warrant investment. We can give many examples of 19' scissors being hired out by all companies including the market leaders for £55 -£60 per week. My view is that the days of achieving asset turns of 1% plus are a long way in to the future unless all rental companies including the market leaders institute rigid price management. They will pretend that the controls exist but there is too much evidence both in the market and by interviewing potential applicants who readily admit that they are not subject to any form of control. It is obvious that forced consolidation will ensue. Only today there is a concerning article in the Financial Times making the very salient point that commercial lending by Banks will tighten considerably in 2012. I live in the real world which in terms of the rental sector is a million miles from the unreal days of 2002 to 2007 which is why we at the Kimberly group have adopted a strategy for the past two years of reducing HP debt down to under £3m and falling further in early 2012. Ray Ledger, chairman of the Kimberly group.

*If your comment was not included, we apologise space limitations forced our hand.*

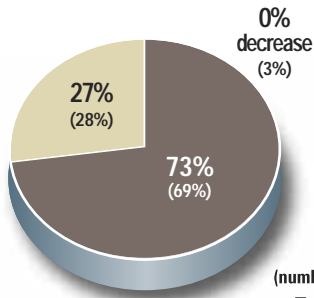


# Telescopic Handler Rental Rates

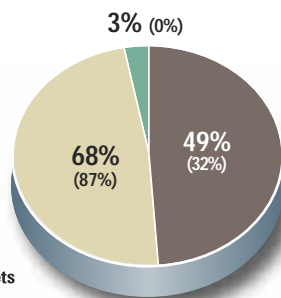
## Rate trends



Telehandler rates over the past 12 months have:



Telehandler rates over the next 12 months will:

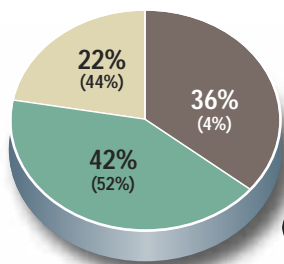


(numbers in brackets = 2010 results)

This basically carries on from last year after a period when telehandler rates had hit rock bottom, all of our respondents this year said that rates had improved or stayed the same. Interestingly the most positive were those companies that specialise or are in general plant hire. The slightly less optimistic respondents were those that are largely access companies. Looking forward the fact that this year a few companies expect rates will fall back, reflects on the current uncertainty - the vast majority are bullish and why wouldn't they be - a substantial reduction in the national fleet coupled with long lead times for new equipment bodes well for the year ahead.

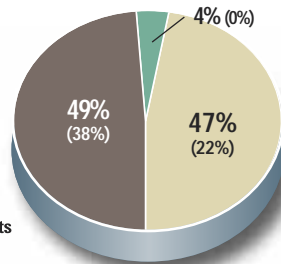
## Fleet size

Fleet size over the past 12 months have:



(numbers in brackets = 2010 results)

Fleet size over the next 12 months will:



Having had a solid year in 2011 most companies with significant fleets are considering adding to them in 2012 barring any nasty surprises. With large general hirers having a significant stake in this market, much will depend on other capital expenditure demands. Another factor is whether there will be enough availability from manufacturers to meet replacement needs and any expansion aspirations rental companies might have.



## Weekly rates for telehandlers

### Fixed frame

Lift Height	Average	Lowest	Highest
Under 5 metres	No data		
5 to 7 metres	£248	£195	£295
7 to 10.5 metres	£278	£245	£300
11 to 13.5 metres	£312	£270	£340
13.5 to 15 metres	£359	£295	£400
15.5 to 18 metres	£382	£320	£450

### Fixed frame

Size	Average	Lowest	Highest
Under 20 metres	£639	£600	£700
20 to 25 metres	£956	£900	£1,100
Over 25 metres	£1,221	£1,000	£1,300





# MERLO - Specialising in Solutions!



## 'Grand' Roto MCSS

Roto 60.24 MCSS - 6 tonne capacity 24m lift  
Roto 40.30 MCSS - 4 tonne capacity 29.2m lift



**ROTO 40.26 MCSS**  
Max lift height 26m  
Max capacity 4000 kg  
MERlin Continuous Slew Safety system  
Hydropneumatic suspension - 40 kph travel speed  
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Shown with EN280-compliant work platform

ALL ROTO MODELS NOW PRE-ARRANGED TO COMPLY WITH EN280 (Work Platforms) AND EN13000 (Lifting Equipment)



**PANORAMIC P39.10 Plus**  
Lift capacity 3900kg to 10.4m  
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Only 4.5m long - hydrostatic drive - 40 kph

**PANORAMIC**  
Lift heights 6m - 17m  
Max capacity 3.4 - 4.1 tonne  
Class-leading telehandlers  
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**TURBOFARMER**  
Farm telehandlers  
3400 - 4000kg capacity  
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Lift capacity 6 - 10 tonne  
Lift height 10m  
40 kph travel speed



**PANORAMIC COMPACT**  
Only 2m wide - 'L' version 2m high  
New UltraCompact 1.8m high  
Capacity up to 3.2 tonnes  
6 - 8.2m lift height



**MULTI-TOOL**  
Telehandler/tractor combo  
6 - 8.5m lift height  
3000kg lift capacity  
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Merlo has specialised in producing on-site and farm telehandler solutions for many years. All-hydrostatic fulltime 4WD ensures precise and consistent operation. Safety is paramount, with instant braking and legendary Merlo all-round visibility.

The ROTO offers all the performance and utility of a conventional telehandler - plus the amazing versatility of fully-certified access platforms and intelligent lifting attachments. Truly, solutions to a whole variety of handling problems!



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## Return on investment 1 = best 9 = worst

Type and lift height	Best return on investment
<b>Fixed frame</b>	
Under 5 metres	3
5 to 7 metres	5
7 to 10.5 metres	4
11 to 13.5 metres	6
13.5 to 15 metres	1
15.5 to 18 metres	2
<b>360 degrees</b>	
Under 20 metres	9
20 to 25 metres	7
Over 25 metres	8

We changed the format this year to try and make this input similar and gain a more meaningful output, but while we did get a much better and logical uptake on the question it is hard to compare 360 models with fixed frame as many respondents did not have 360 degree models. Looking at the 360 degrees on their own, it would seem that the 25 and 30 metre models provide the best return, while the smaller 360 models do not seem to do as well. One interesting point that came out of the charts was the growth and strong performance of compact units - five metre models and under.



## Percentage of units going out with work platform attachments

Type	Average	Lowest	Highest
Fixed frame	6% (8%)	0% (0%)	95%* (15%)
360 degree	20% (10%)	5%* (0%)	35% (19%)

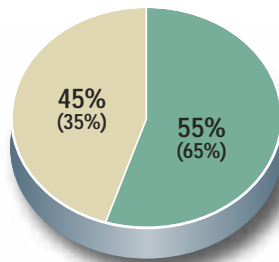
(2010 results in brackets)

\*We believe that this was an error and they were placed in the wrong box



## Who does your Loler Thorough Examinations?

An interesting move towards more third party inspections, although to be frank we feel that this is within the margin of error given the number of respondents.



● Third party  
● In house  
 (numbers in brackets = 2010 results)

## Respondent's Comments

"A better year all round and most of our competitors seem to be playing the game and getting rates up but they are not keeping up with the rising price of new machines, some interesting potential at the bottom end."

"Utilisation has been great in 2011 up to 90% which is a maybe too high to maintain? There is a shortage of some heights which should be pushing rates up more than it has."

"We have now outsourced our telehandler business and re-hire in for those customers who want us to provide them. It has worked out much better than we expected."

"Obviously large contracts fix rates but everyone needs to look at increasing spot rates. Hopefully these will increase by 10 percent this year. I would say that general hire companies will generally get out of hiring telehandlers and leave them to specialist hirers - too much capital investment needed."

"It's been good - long may it last."





# SJ 12 Vertical Mast Lift



Skyjack's new SJ12 self propelled vertical mast lift provides a compact footprint and superior maneuverability. When operating in tight workspaces, a high degree steer angle allows for maximum functionality and flexibility by offering zero inside turning radius. The SJ 12 also features a 20" traversing platform, providing increased access and the ability to reach over potential obstacles. A unique slide away platform provides easy access to components, when raised or in the stowed position.

Skyjack's standard color coded and numbered wiring system with hard-wired relay based controls help to ensure the new SJ 12 lives up to Skyjack's reputation for quality and serviceability.

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**SKYJACK**

# Get the Potain advantage

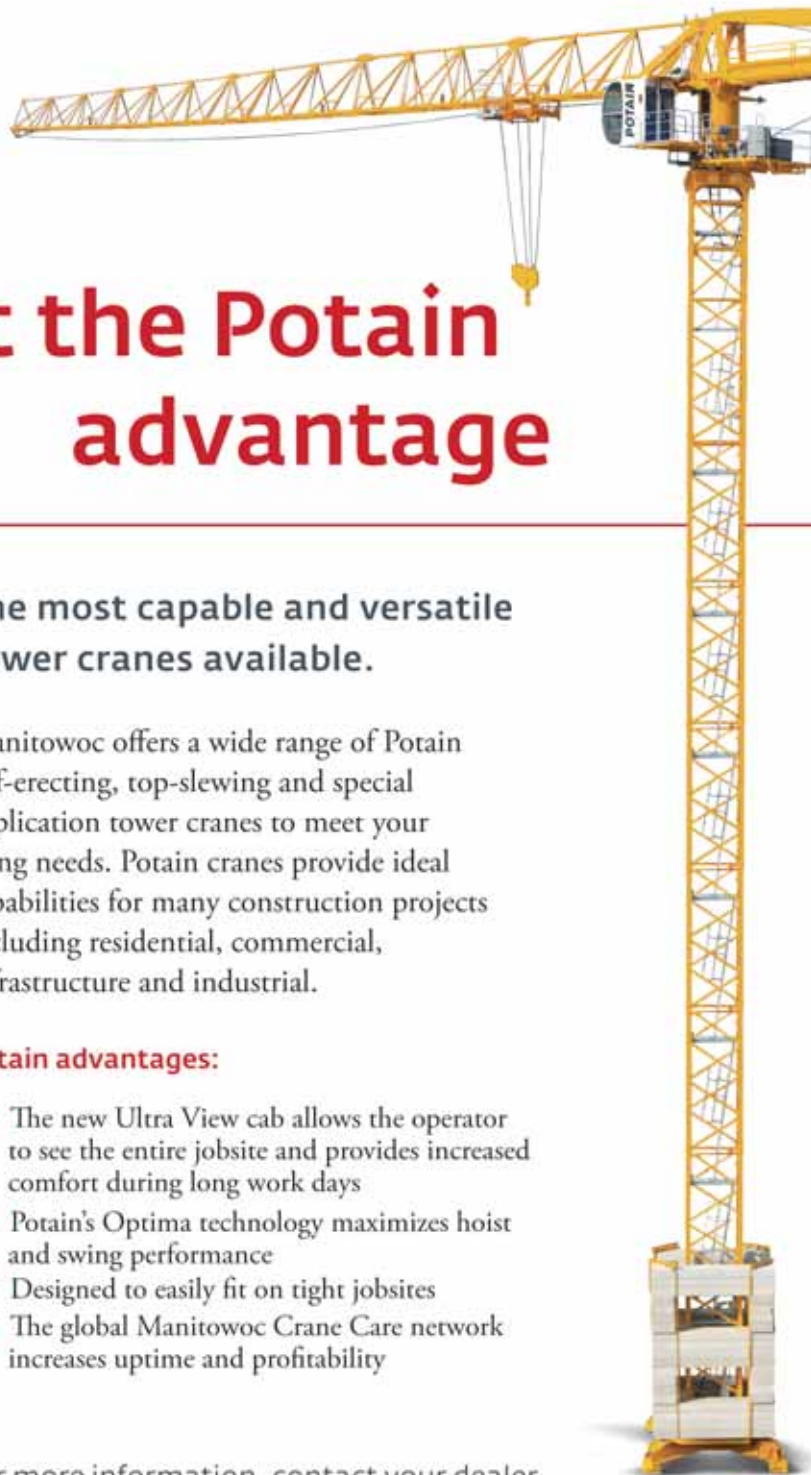
The most capable and versatile tower cranes available.

Manitowoc offers a wide range of Potain self-erecting, top-slewing and special application tower cranes to meet your lifting needs. Potain cranes provide ideal capabilities for many construction projects including residential, commercial, infrastructure and industrial.

**Potain advantages:**

- The new Ultra View cab allows the operator to see the entire jobsite and provides increased comfort during long work days
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- Designed to easily fit on tight jobsites
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For more information, contact your dealer or visit [www.manitowoc.com/cranesdealer](http://www.manitowoc.com/cranesdealer)



# Battle of the heavyweights

One sector of crane industry that still appears relatively buoyant is that of heavy lift. This is one area where clients and lifting contractors work closely together and where price is not the final arbiter. This year has seen a spate of new product launches aimed specifically at saving both time and money on the largest projects. We review some of the most recent additions to the heavy lift sector.

What is a heavy lift crane or machine? The range of 'off the shelf' equipment from the recognised crane leaders - Liebherr, Manitowoc and Terex - has grown over recent years to include crawler cranes to 3,600 tonnes and mobile telescopics to 1,200 tonnes in order to cater for the increasing demand to lift ever larger modules, thus saving work on site and work at height.

## Lifting reactors

Power stations, oil refineries and petrochemical plants provide some of the most demanding heavy lift applications, with components and modules increasing in size and weight as fast as crane development can keep pace. It is becoming relatively commonplace to find components that are 100 metres long and weighing up to 3,000 tonnes. There are very few traditional cranes capable of

carrying out even an installation half the length and weight. Terex's 1,600 tonne CC8800 is one such crane - although the new or soon to be unveiled 'traditional' crawler entrants to the market such as the 3,000 tonne Liebherr LR 13000, Manitowoc's 2,300 tonne Model 31000 and the Chinese 3,600 tonne Sany SCC86000TM and Zoomlion ZCC3200NP will be capable of a lot more.

## Lifting device or crane?

Specialist lifting devices, so called because they use strand jacks rather than the higher speed winches used by cranes, can offer capacities of up to 5,000 tonnes and load moments of 354,000 tonne/metres. However, Mammoet's recently launched New Generation PTC cranes offer both the huge capacities, jib and speed that is more 'crane' than 'lifting device'. Whatever the definition, there is

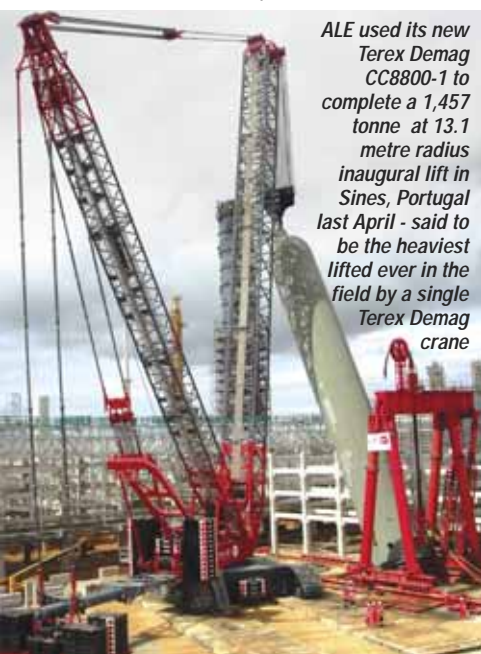
little doubt that our real life example - lifting a 1,400 tonne derrick structure - is in the super heavy lift bracket, and probably one of the heaviest 'super lifts' currently carried out.

With these heavier and more difficult lifts in mind we looked at a series of lifts required at an oil refinery in Port Arthur, Texas last year, to see what 'super lift' equipment options are now available to handle such a contract should it be replicated.

The Texas lift involved exchanging coker drums - removing six old drums and replacing them with six new drums - each weighing up to 471 tonnes. However the



ALE has now built two 4,300 tonne capacity AL.SK190s



ALE used its new Terex Demag CC8800-1 to complete a 1,457 tonne at 13.1 metre radius inaugural lift in Sines, Portugal last April - said to be the heaviest lifted ever in the field by a single Terex Demag crane



Manitowoc's 2,300 tonne capacity Model 31000 is still undergoing tests

crane first had to lift a 1,400 tonne derrick structure located on top of the existing drums at a height of 100 metres and set it on the ground.

After the new coker drums were exchanged the derrick structure was lifted back into place. Because of the availability of a big lifting crane,

the derrick assembly - consisting of triple drill towers and cutting deck - was lifted in one complete unit. The lift, which required a complex tackle arrangement with a 12 point pick up, was 1,338 tonnes at a 54 metre radius, which until recently would have been too much for any existing equipment. However, at least four heavy lifting devices - two launched in 2011 and one still on the drawing board - now appear to have the capability to handle such a lift.

Global heavy lift and transport company ALE actually carried out the contract with its in-house designed and built AL.SK190. ALE was probably the only company equipped at the time with a sufficiently large crane or lifting devices to have handled the job. However since the launch of the AL.SK190 in September 2008, Sarens and Mammoet have launched new super heavy lift cranes, Mammoet with its new PTC (Platform Twin ring Containerised) crane and Sarens with its SGC-120 heavy lift crane, while others are shortly to become available.

California-based Bigge Crane & Rigging has developed its own 4,000 tonne capacity 125D AFRD which uses a twin boom pivoted on a support trolley similar to that employed by ALE, Mammoet and Sarens. However the major difference with its machine is that a large part of the crane is cast into the ground, including the track/ring and 3,000 tonnes of counterweight. More on this later.

A crossover crane - part super lifter and part crawler crane - is also being built by Washington-based

Lampson. Its new LTL-3000 is being designed in conjunction with Hitachi Transport for the construction of the new advanced boiling water reactor at Higashidori NN-1 nuclear power plant for Tokyo Electric Power Company and should be ready in the near future. Lampson claims that the LTL-3000 will be the largest crawler crane in the world, with capacities some 20 percent better than its existing LTL-2600, and it will be designed to meet both US and Japanese standards and codes.

The crane will be equipped with a new hydraulic winch system using 51mm diameter wire. The new winches and larger wire rope provide a 50 percent increase in line speed. The LTL-3000 121 metre boom will have 6.1 x 4.8 metre cross section, but will maintain the Lampson pin together design concept and have a 36 metre jib.

### Successful ALE lift

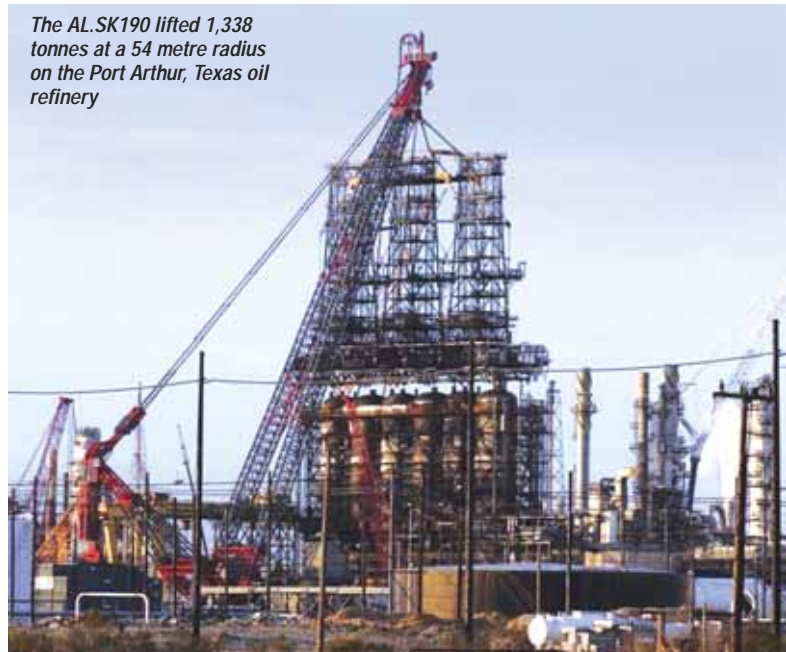
Getting back to the actual Port Arthur job, ALE managed to complete the project without the need to shut down any parts of the plant, the AL.SK190 was rigged outside the site boundary - a requirement that is becoming increasingly important to clients and contractors. By setting the crane away from regular site operations it allows completion of the maintenance project with minimal disruption to day-to-day operations at the refinery. Once the derrick structure and coker drums had been replaced the AL.SK190 was relocated to the refinery's hydrocracking unit (HCU), where it lifted and installed eight items including a 625 tonne, 71 metre high fractionator and three reactors ranging from 550 to 1,382 tonnes. By using existing foundations for the HCU lifts substantial time and cost savings were achieved.

The 4,300 tonne capacity AL.SK190 has a load moment of 190,000 tonne metres, a 141 metre main boom and a 32.1 metre ballast radius. It also features a 600 tonne quick winch system (150 metres an hour) for loads up to 600 tonnes but uses strand jacks (10 metres an hour) for heavier loads. The AL.SK190 uses its counterweight as its centre of rotation which, according to ALE, provides a much better working envelope as well as reducing the need to track to different positions. Unlike other large lifting machines, the ALE cranes use a segment of track rather than a full

*Liebherr's LR 13000 seen here with a 3,371 tonne test weight*



*The AL.SK190 lifted 1,338 tonnes at a 54 metre radius on the Port Arthur, Texas oil refinery*

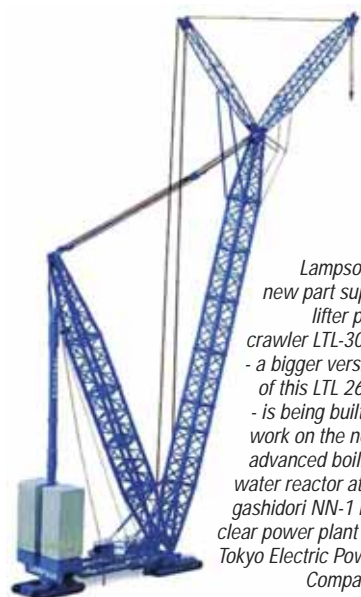


'ring' so although slewing is limited to 90 degrees, outreach is said to be greater.

### New Generation PTCs

One recent entrant into the super heavy lift arena is the closest yet to being called a crane rather than a heavy lifting device. Mammoet has had a lot of experience designing and building PTC cranes since its first in 1996 - initially with the MSG then T30, PT50, PTC35 and PTC35 DS. Since the T30 features such as

winches and wheeled bogies were introduced (instead of gantry strandjacks and sliding bodies). Unlike the ALE design, the PTC sits on a full ring for slewing, but similarities include twin booms forming a stable A frame boom structure and components sized to fit into standard shipping containers. More than 10 such cranes are operational around the world with more than 17,000 heavy lifts having been completed.



*Lampson's new part super lifter part crawler LTL-3000 - a bigger version of this LTL 2600 - is being built to work on the new advanced boiling water reactor at Higashidori NN-1 nuclear power plant for Tokyo Electric Power Company.*



Mammoet has been building PTC cranes since 1996 - here is a PTC 1 in a petrochemical application lifting 670 tonnes.

Their success means that Mammoet has further developed the concept into its new generation PTC cranes. Available in two sizes - 140,000 tonne/metres and 200,000 tonne/metres - the first PTC 200DS has been shipped for a project in Brazil and two of the smaller PTC

140DS are heading to the USA. However there is a distinct difference between cranes such as the Mammoet MSG and the new generation PTC cranes. The latest machines are 'real' cranes and not sliding gantries or lifting machines which operate more slowly, move



Mammoet says its new generation PTC's are 'real' cranes, not sliding gantries or lifting machines.



Ground bearing pressure is 20 tonnes per square metre (4,100/sqft) for both cranes and is combined with a relatively small footprint (45 metres and 55 metres).

on skid shoes and use strand jacks for lifting. Those machines are suitable for single heavy lifts but not ideal for multiple lifts during a project. Strand wire used with strand jack systems can suffer heavy wear and often needs replacing after only a few lifts which adds to the costs and time.

Mammoet says its new PTCs meet both European and American safety standards and are fully certified by Lloyd's Register with regard to design approval, fabrication survey and testing. A key design requirement was the safety of the crane's riggers during erection, achieved by providing walkways and other fall-protection measures. Mammoet's in-house designed hydraulic pin connectors are said to improve safety and save time during erection as well as reducing wear on the pins.

**3,200 tonnes at a 55 metre radius!**

Performance of the new PTC is obviously impressive. The crane has a maximum boom and jib height of

235 metres and a maximum radius of 205 metres - that's more than two football pitches - and the larger can take 1,000 tonnes out to a 100 metre radius, 2,500 tonnes to 65 metres and 3,200 tonnes to 55 metres. Three boom options are available - main boom, main boom plus fixed jib and main boom plus luffing jib. When using the luffing jib, load charts are provided for selected main boom angles. However for

Constructing the new generation PTC 200DS





The PTC has four 800 tonne high speed main winch systems.

greater flexibility, Mammoet's own non-stop interpolation allows lifts to be planned to make the maximum use of the crane's capacity.

The luffing jib - which can be extended from 42 to 106 metres - provides some good up and over capability, allowing the crane to be positioned closer to the lift - a major advantage over sliding gantries with fixed main booms that have to be positioned further away to reach over structures. Ground bearing pressure of 20 tonnes per square metre (4,100 lbs/sqft) for both cranes and a relatively small footprint (45 metres and 55 metres) is another advantage, particularly on congested sites. And as all ballast is carried within the ring, the PTC has zero tail swing with the slewing radius of 22 metres, which Mammoet says is the smallest of all super heavy lift cranes. The PTC can also complete a full 360 degrees of slew in just 15 minutes, the slew drive powered by redundant hydraulic power packs for increased reliability.

Four 800 tonne main winch systems - automatically synchronised and

controlled - provide a total lift capacity of 3,200 tonnes, with hoist speeds of 10 metres a minute - possibly 60 times quicker than strand jacks.



Roderik (L) and Jan Van Seumeren Jr at the launch of the new Mammoet PTC cranes a few weeks before leaving the company.

### Fully duplicated systems ensure reliability

One key feature that Mammoet has been pushing hard with the new PTC crane is its designed-in reliability. In order to achieve this the company has duplicated all key electric and hydraulic components such as power packs, gearboxes, slewing and hoist drives, PLCs and electronics. This not only means that the crane can carry on working when a component goes down, critical in remote locations where time is of the essence, but it also allows repairs and maintenance to be carried out without disrupting lifting operations.

The main hydraulic power pack is driven by two Caterpillar C18 engines however if one should fail or needs to be shut down for

maintenance, the crane can still continue at full capacity by using the other. Should both engines fail, the crane is designed to allow it to be quickly coupled up and operated by an external power pack.

Load cells on the boom and jib and other safety systems and cabling are also fully duplicated. If there is a serious problem the crane is switched from master to back-up systems and can be operational within five minutes. If all control systems fail the crane can still be operated manually to lower the load, should it occur in mid lift. So for example if it is hit by lightning affecting the master system, the crane can be immediately switched over to the backup system and keep on going. Should the crane be affected by an earthquake and both



Mammoet designs its cranes to operate in extreme environments



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master and backup systems fail, the load is secured using manual slew, main boom and jib operation within four hours.

The PTC can operate in wind speeds up to 14 metres a second (31 mph) and the main boom can remain fully erected in wind speeds of up to 50 metres a second (112 mph). And in the very worst cases, its hurricane survival mode can cope with winds of up to 67 metres a second (150mph) and the main boom and jib can always be lowered within four hours, without the need for an auxiliary crane.

The crane can also be used in extreme environments down to minus 40 degrees or plus 55 degrees celsius without any impact on the load chart. Erection needs two mobile cranes and takes between three to six weeks.

### Sarens SGC-120

The combined engineering efforts of Wolvertem, Belgium-based Sarens and its Californian-based subsidiary Rigging International, have added another heavy lift crane option. Details of the SGC-120 (3,200 tonne, 120,000 tonne/metre capacity) crane were initially issued in March 2010, with the first crane built and tested a year later. Although smaller than the Mammoet PTC its design is similar, using a compact double ring and winches.

Sarens says the twin A-frame boom crane has been designed for refinery, oil and gas, mining, offshore platform and third generation components for nuclear power plants. It is also keen to point out that the SGC-120 is a 'crane' in that it uses the faster winches rather than stand jacks.

Three main boom lengths are available - 87.5 metres, 118 metres and 130 metres - together with an 89.5 metre light duty jib. Maximum lift capacity is 3,150 tonnes at 40 metre radius. Using its light duty jib and 130 metre main boom it can lift 120 tonnes at 200 metres and maximum under hook height is very close to 200 metres. The full counterweight of 3,600 tonnes uses a total of 36, standard 40ft containers filled with locally sourced material which helps keep shipping costs as they are also used to transport the crane's components and structure.

### Bigge and bigger

As mentioned earlier, the Bigge AFRD 125D is similar in many ways to the other big machines, but the major difference is that a large part of the crane is cast into the ground. Designed primarily for nuclear power station construction, the crane is positioned centrally on site to handle all lifts from a single location. And by sinking and casting

*Sarens tested its 3,200 tonne, 120,000 tonne/metre capacity SGC-120 early in 2011*



its foundation/counterweight into the ground, the crane's footprint remains fully open to site traffic. This concept only works if the crane can cover all the required lifts from a single location. Its 171 metre, twin main boom and 64 metre fixed jib certainly gives it an impressive working envelope with a claimed 45 tonne capacity at a 241 metre radius. It can also take 3,640 tonnes out to 73 metres.

Bigge says that the new crane has been designed with lower ground bearing pressures, higher tolerance for lifting in windy conditions and higher hoist and slew speeds and that the design concept can be expanded to lift around 7,000 tonnes.

The introduction of these super cranes and their improved lifting

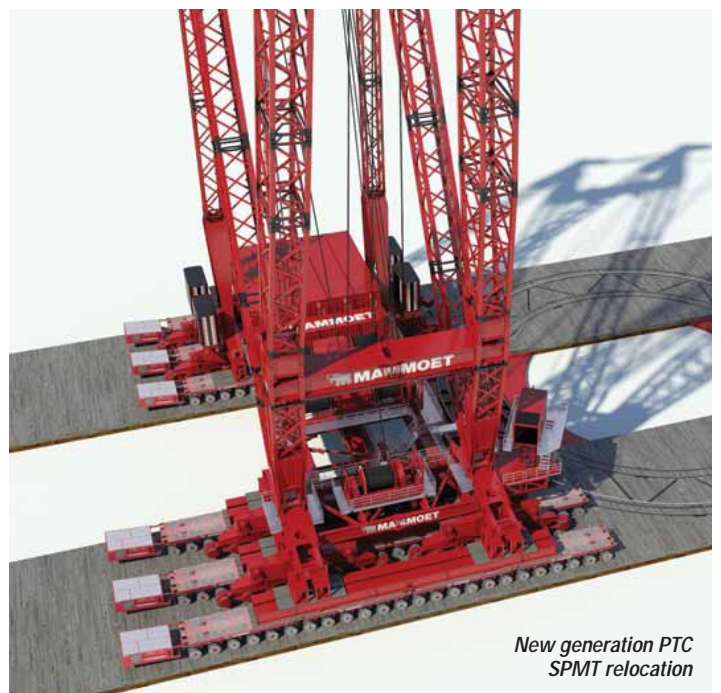


*The Bigge AFRD 125D is similar in many ways to the other big machines, except that a large part of the crane is cast into the ground allowing site traffic access.*

performance provides project planners, designers and contractors more choice and the opportunity to further increase module sizes and weights. Let us hope that in the current global financial crisis and a renewed nuclear debate - following the disaster in Fukushima - that demand all these big cranes remains strong.



*Sarens super crane SGC-120 hook block*



*New generation PTC SPMT relocation*

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# Truck mounted Catch 22?

Over the past year or so there have been several interesting additions in the 3.5 tonne truck mount sector from the unusual - CTE 20.13MP and Cela DT21/24 - to the 'has it gone too far' 26 metre articulated CMC 260 and 27 metre Ruthmann TB270. All of these new machines offer advantages in one area or another - more working height, more outreach, more up and over capability or more versatility - BUT so far these exciting new products have only captured a relatively modest slice of the 3.5 tonne market. We take a look at the new additions to the self-drive sector and ask are they too radical for their own good?

Our last truck mounted platform feature in November 2010 (volume 12, issue 8) reviewed and compared the recently launched Cela DT21 and CTE 20.13 Multi Purpose. Since then Cela has added the larger DT24, first shown at Apex in September. Even the hardened access hacks at the Vertikal Press were excited by these new products. The new designs and features they offered looked as though they might take the 20 metre, 3.5 tonne sector to new heights, building on the original double boom concept launched in 2004 by Multitel Pagliero with its MX200 series.

## But what has happened since?

Our enthusiasm for the products has not been reflected in sales of either machine although both have had considerable success in the German market, (CTE says it has orders for 56 units mainly in Germany but also in France, Italy and Belgium) where technology is possibly more appreciated for its own sake. In most other markets, end users and truck mounted rental companies have been 'playing safe' and sticking with the more traditional 18 to 22 metre machines, where an increasingly wide choice of products, means they are spoilt for choice.

Designed as dual purpose machine, the CTE MP can operate as a telescopic platform up to 13 metres and articulated to 20 metres, while its elevated slew ring eliminates any possibility of tails swing. A fantastic concept but is it too 'different' and perhaps complex for its own good? The fact that Germany is now buying in reasonable numbers (particularly arborists) means that they are at least getting to grips with the concept and feed-back suggests they like using it as well. But then the German market is different - for example the Bison counter rotating slewing system - now the Palfinger KS - is much appreciated in Germanic markets,

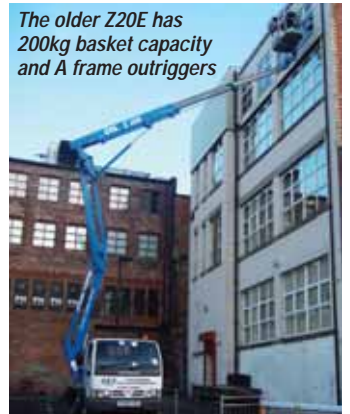


but considered to be overly complex and expensive elsewhere, in spite of all the advantages it offers.

The UK on the other hand has not yet shown much serious interest yet (zero sales) seeming to prefer the lower cost simplicity of CTE's multi-machine Zed range, such as the Zed 21J which has more up and over capability although it has A frame outriggers rather than the MP20.13's H type. The MP can also operate with its outriggers fully retracted, one sided and without jacks if required. The Cela DT21 on the other hand only has maximum outreach over the rear of the chassis. It is also much shorter than the MP but only with the basket removed and stored on the machine and which needs two people to fit when on site.

Both the CTE MP and Cela DT21 offer 200kg platform capacities, which as we discuss later, is perhaps not enough for fully

The older Z20E has 200kg basket capacity and A frame outriggers



equipped two man working, although both incorporate automatic and progressive overload systems, so technically a greater capacity could be easily offered at reduced outreach, assuming the structure is up to it. The more basic CTE 21J, which also has 200kg capacity, can be converted by installing a collar in the telescope cylinder to the 800mm lower 20J, boosting platform capacity to 230kg.



The CTE ZED20 CSH with H frame stabilisers and 250kg platform capacity



CELA launched the DT21 at SAI in 2010

## Crowded marketplace

In recent years there has been almost constant demand for platforms mounted on 3.5 tonne chassis. A big part of this is the change in European driving license classifications, which limits the size of truck you can drive on a standard car licence. As each year passes fewer people are allowed to drive larger trucks without a special HGV licence. Demand for physically smaller vehicles is also being driven by increased congestion in city centres and other urban areas as well as environmental pressures.

Outside of Germany, in markets such as France and the UK, Multitel, CTE and GSR have been leading the charge, along with other Italian manufacturers which together dominate the sector. In the home market and increasingly overseas Oil&Steel, Socage, Isoli and CMC are also chasing hard, each with their own strong holds - for example Socage has done extremely well in Italy since it uncoupled from Fassi, while CMC has a particularly strong position in Holland and is now looking to replicate that in the UK. At the same time more recent entrants such as Hinowa and Easy Lift are looking for a slice of the action.

German manufacturers including Palfinger and Ruthmann unquestionably produce an excellent product but are often seen as being either too expensive or in some cases too complicated for the self-drive rental sector. Meanwhile in the UK, British truck mounted lift

manufacturer Ascendant is carving out a place for itself, building on the reputation of its 22 metre 7.5 tonne platform and gaining more followers for its relatively new 18 metre unit.

Staying in the UK the country's largest truck mounted access rental company - EPL Skylift, recently rebranded as the Specialist Vehicle Division of Nationwide Platforms - is looking to spend around £5 million on new truck mounted lifts in 2012, but will not be looking at the more 'unusual' products. According to executive director Rob McMeeking, Nationwide is spending money on replacing its older 3.5 tonne platforms including some of its 70 strong fleet of 20 metre CTEs.

"We are not in the position of being 'early adopters' with new products and prefer to concentrate on providing proven equipment for our customers," he said. "When others have tried these new products then perhaps we may look at adding them to the fleet."

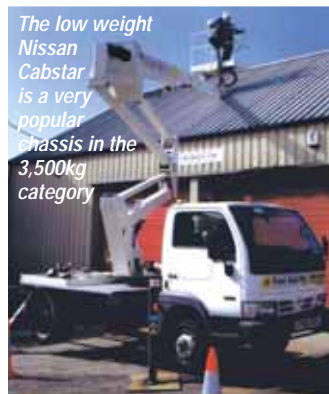
Nationwide is not the only rental company with this 'play it safe' equipment policy and herein lies the crux of the 'Catch 22'. New products that introduce new concepts may offer several advantages for an end user, but until proven or demand has been developed, it struggles to sell to major rental companies. Without sufficient exposure end user demand is not generated and so it remains unproven and demand is not developed. In this way rental companies often serve as blockers to technical advances and new



The Ascendant 22m on a 7.5 tonne has won over many users



CTE 20.13 MP



The low weight Nissan Cabstar is a very popular chassis in the 3,500kg category



The Hinowa Orchidea



This 22m comet Euroskey was launched at APEX



Isoli PNT205S



The 20.13MP in transport mode

concepts, particularly in markets where the vast majority of users rent, rather than buy. On the other hand this 'wait and see' attitude can offer up-and-coming rental companies a perfect opportunity to differentiate themselves from the larger companies as has already happened in the spider lift market. However it needs a good number of smaller companies to promote the concept in order to make an impact and create sufficient demand for the 'big boys' to take note.

### Specialist machine impact?

It is a fact that the CTE 20.13MP or the Cela DT21 have yet to make a

significant impact on the overall European market. Our review last year compared these two machines with the Multitel MX200 which had enjoyed enormous success since it was launched, in part helped by



An Ascendant A18-13 at Vertical Days

being substantially lower than any other machine on the market at the time - of particular interest was the fact that it could easily pass under a 2.5 metre overhead obstacle, opening up a wide range of applications, particularly in Southern Europe. Although the Cela DT21 is substantially lower than the MX200, at 2.007 metres compared to 2.435 metres, once you can pass under 2.5 metres the next break-point is possibly two metres? So little has changed over the past year. According to Multitel, the MX200 continues to be its single best-selling model and it claims to have made further penetration into export

markets with its MX225 and more recently its "class breaking" MX250. "In its first three months on the market the Multitel MX 250 has achieved more orders than the CTE 20.13 and not much less than the Cela DT21 has achieved since it came to market," says Melvyn Else of Access Industries, the UK Multitel distributor. "Whether it is the present economic climate, the reluctance of rental companies to try new things, or the fact that the new models provide solutions to problems that are not encountered often enough to generate immediate demand is not clear."

A Ruthmann TB270 used by an arborist

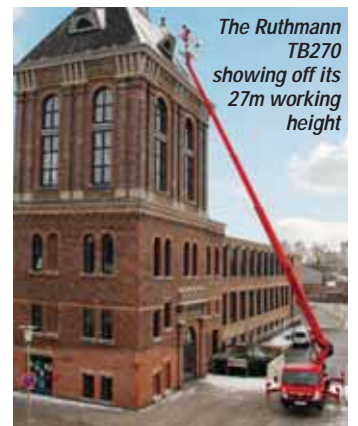


### UK manufactured platforms

As in many other areas, the UK has often been 'different' from mainland Europe when it comes to cranes and access equipment. These days there are very few dedicated truck mounted producers in the UK although the van mounted lift sector is well served. Ascendant Access is looking to change that. Although times have been hard for the fast growing business, it has survived the recent downturn and a lack of funding due to the short termism of UK banks. It recently moved into larger 1,500 square metres (16,000sq ft) premises in Gateshead, in north east England, in order to satisfy a healthy order book for its machines that continue to be designed by owner and managing director, Steve Dean.

## C&a truck mounts

Its latest platform - the Ascendant 20Z - features a sigma type articulated riser and boom complete with 120 degree articulated jib and is mounted on a 3.5 tonne chassis which gives nine metres of outreach with a decent 250kg platform capacity. Ascendant has always had a slightly different design philosophy to other truck mounted manufacturers, tending to look at outreach first and foremost, with the working height being almost a bi-product. With outreach a very important element of the 20 metre truck mounted sector it has the required height, good outreach and good capacity. Features include H



The Ruthmann TB270 showing off its 27m working height



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Ascendant is having some success with this platform and together with CTE, GSR and Multitel account for most of the 20 metre, 3.5 tonne chassis demand in the UK.

### Pushing the envelope

Over recent years there have been several platforms that push the working envelope on a 3.5 tonne chassis to the extreme. Two platforms lead the way - the straight boomed 27 metre Ruthmann TB270 and the 26 metre articulated CMC 260 launched in September at Apex, where Multitel also unveiled its MX250.

The extraordinary performance of the Ruthmann TB270 which not only has a class leading height of 27 metres but also offers a 14.8 metre outreach, has been achieved by using ultra high-strength, fine-grained steel in the boom. The boom sections also feature single-weld construction and flanging.

"By using high-tech materials, we have not only been able to improve overall performance but have also increased the platform capacity from 200kg to 230kg," says Ruthmann. The TB270 is available on a variety of chassis including the Sprinter, Maxcity and Cabstar or

*Multitel says its MX200 continues to be its best-selling model*



four wheel drive/off road chassis. Mounted on a Nissan Cabstar the CMC TB260 has a maximum outreach of 13.5 metres and a 200kg platform capacity. The company's existing 24 metre unit is still available, giving customers a lower priced alternative. However as with all types of aerial lift, one of the critical operating factors is the general feeling of stability and safety when operating while elevated. In order to achieve these increasingly impressive platform heights within the weight limitations, manufacturers must use a stronger, thinner steel structure, the downside of higher tensile steels is that they tend to be more flexible or spring like, which can be detrimental to the 'feel' at the end of the boom.

In addition to everything else 3.5 tonne chassis are getting heavier, the latest Euro 5 engine Nissan Cabstars for example is around 30kg heavier than the outgoing Euro 4 version, meaning manufacturers have to save weight just to stand still, before they consider adding extra height or outreach.

Platform capacity is also an increasingly important factor, with more end users preferring 230kg or even 250kg to the more typical 200kg. Manufacturers are required to allow 80kg per person plus 40kg for tools etc. But a fully clothed, booted and harnessed person is increasingly likely to weigh around 100kg, especially as obesity becomes more of an issue, leaving a 200kg 'two man basket' close to, or over its rated capacity before you even consider tools and equipment. The fitting of platform load cells that progressively limit outreach and height, is surely a welcome addition in this area?

### Overweight or not?

With the weight of 3.5 tonne chassis growing all the time, manufacturers specialising in this sector of the market are very aware of the challenge of complying with the road regulations. Even using the latest high strength steels, weight reduction is obviously increasingly more difficult. There is only so far manufacturers can go to taking out weight before the instability or 'feel' factor kicks in.

Multitel is one of the few manufacturers to use aluminium booms on its platforms to help keep weight down. At Apex it also showed off an aluminium sub-frame on its 25 metre MX250 articulated boom mounted on a 3.5 tonne



**C&a truck mounts**

*The Cela DT21 has now been joined by the larger DT24*



CMC TB260



Oil&Steel 2311 Snake Compact REL



CTE 20.13MP just using the telescopic boom



Multitel MX200



Teupen Euro B18GT

chassis. The unit has up to 12.2 metres of outreach and thanks to the new sub-frame is said to weigh in at a reasonable 3,280kg.

We have heard (unofficially) of VOSA guidelines in the UK, that automatically imposes a fine if a truck is up to five percent overweight, although this has not been confirmed. As with all these regulations, guidelines will remain as guidelines until there is an accident and a legal precedent is established.

With all these contributing factors the weight that manufacturers have to play with is constantly being squeezed, and with all the paraphernalia carried by operators, it is increasingly easy to exceed the 3,500kg maximum. Surely there has to be some point where manufacturers will be unable to reduce weight and be forced to return to lower machines?

# Re-branded

International access rental company Lavendon recently announced a consolidation of its UK operations - Nationwide Platforms, EPL-Skylift and Panther - under the Nationwide Platforms brand. But how will this affect the largest truck mounted rental fleet in the UK? Cranes & Access spoke with Rob McMeeking, executive director of what is now known as Nationwide Platforms Specialist Vehicles.

"EPL-Skylift was already working closely with the self-propelled side of the business so this 'consolidation' will not involve any major changes to the way the business is run," says McMeeking. "By early next year, it was already our plan for the Leeds, Manchester and St Albans depots to be the only 'stand alone' vehicle mount depots, with all the others in joint locations. It does not involve any changes to the way we interact with customers. They will speak to the same teams they do now and can expect the same high levels of service. It's just that having two depots in an area rather than a single shared one, means significant duplication of costs - such as two wash bays at £25,000 each and expensive IT connections - so co-locating makes sense on so many different levels. We would have continued with this strategy irrespective of the branding."

By its own admission, Nationwide Platforms configures its fleet to provide national coverage and so it is typically not an early adopter of niche products. So what does it make of the latest, more unusual offerings on 3.5 tonne chassis?

"We keep up to date with new developments and have toured the Ascendant, CTE, Multitel and Ruthmann facilities this year. This gives us the opportunity to look at manufacturing processes, get a feel for the company and the quality of its products. Factory visits also allow us to talk face to face with engineers and designers about particular issues we experience with certain models and what they are doing to overcome these issues."

"We looked at the CTE 20.13MP but as yet it is unproven. However the new CTE Zed 20 CSH with H frame stabilisers and 250kg platform capacity ticked all the boxes, being



an updated/improved model. Slightly wider than other similar CTE products, it now gives us a range of 19 and 20 metre units with safe working loads varying from 200kg to 250kg. The new CSH model has the platform load cell and more precise measurement of potential overloading has to be of benefit to the user's safety."

"We look at equipment from the customer's point of view and take feedback from our customers prior to purchasing new models. In addition our technical manager tells us what it is like to maintain and flags any longevity issues - particularly on the 3.5 tonne units, where manufacturers face a constant battle to keep within the required weight.



Larger trucks can be fitted with a specific TV cage.



The business currently has more than 250 truck mounts, the majority mounted on 3.5 and 7.5 tonne chassis, and around 330 van mounts, including some that came with the EPL acquisition. For 2012 Nationwide Platforms is expecting to spend around £24 million on new equipment, of which £5 million is allocated for vehicle mounts. Larger models are not due for replacement, so most of this spend will be on the smaller machines and van mounts.

"When replacing we obviously look for updated equipment with better performance and features. We have been very pleased with the 22 metre Ascendant platforms and like the look of its new 3.5 tonne, 18 metre model which has great outreach. It is all about achieving a good return on investment - it is no use having a fantastic piece of kit if it only goes out one day a week."

Because of its size and national coverage Lavendon rarely buys single units normally taking a minimum of three to five units at a time, especially at the smaller end. It says it is adopting a 'wait and see' attitude to products such as the CTE 20.13MP.

## Fleet makeup

The truck mount fleet currently comprises models from various manufacturers, a consequence to a degree of the purchase of the business and assets of EPL Access in 2009.

If he was building a truck mounted fleet from scratch McMeeking says he may well have fewer manufacturers. "Perhaps we would standardise on a manufacturer for each height/application. It keeps things simpler for both our engineers and operators. However if one manufacturer knows it has all the business at a particular height there is less room for price negotiation."

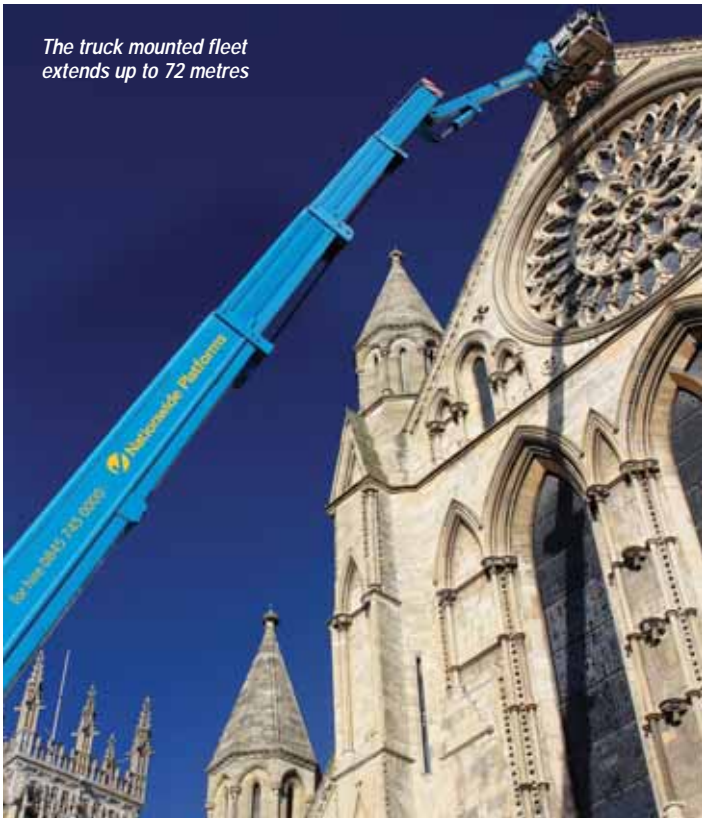
"We also have the luxury of being able to get feedback from our German sister company Gardemann,

however the markets differ as German self-drive truck mounts go to more than 30 metres, whereas in the UK only a few customers will self-drive at 22 metres and fewer still a 26 metre platform," he says. "It is useful however, to be able to share knowledge and experience when evaluating both products and manufacturers. We have a product grid to evaluate different models including backup, spare parts pricing, purchase cost, and service history. We are moving towards a system that gives cost breakdowns for individual machines, but we don't have it yet. When buying platforms above 30 metres we specify left hand drive, allowing us the flexibility to use them in any of our territories. Left hand drive units also generate higher residual values in general."

The company does run a number of specialist platforms, including track mounted machines and 4x4 units, mounted on Unimogs and Land Rovers. "Due to the specialist nature of these units, demand and hence returns can vary. The move to a single brand will help here. Our whole sales force selling our entire range can only improve returns."



*The truck mounted fleet extends up to 72 metres*



"During the worst of the last downturn we took the decision in our self propelled business to invest in maintenance and painting programmes to improve the quality of our equipment and service levels

to underpin our profitability at a time when other companies were cutting back. This has been of benefit to us. Customer feedback is that our equipment and service levels match their expectations. We were behind

in the specialist vehicle side of the business but have rectified this through 2011".

**The McMeeking file:**

McMeeking joined Lavendon in 1997 running the UK finance department following the company's flotation the year before.

In 2002 he was appointed group commercial director in charge of equipment purchases and disposals, a position he held for five years. Work also involved commercial input on fleet replacements and due-diligence on the group's acquisitions during this time. He was also a member of the group's executive management team.

In 2007 he returned to the UK business as finance director, assisting in the integration of the various acquired UK businesses and the re-sizing of the overall UK business through the downturn.

He was appointed managing director of EPL Skylift in October 2010 and also controls the property portfolio, machine sales and fleet replacements for the UK business.



*Nationwide Platforms has a number of Land Rover and Unimog-based platforms*

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# 2011 but big

As we predicted 2011 was a far better year than the previous two for the industries we cover, with companies bouncing back into profit and rental rates moving steadily towards more sustainable levels.

However our hope that 2011 would see "steady progress back to more consistent and confident times" has not materialised. In fact in spite of the majority of both manufacturers and rental companies having had a good year in terms of profits and debt reduction, the world is a far less certain place than it was a year ago.

The state of some economies in the Euro zone has led the uncertainty, fuelled by credit agencies trying to win back lost credibility, threatening to downgrade national credit ratings as the mass media wallows in the creation of negative 'second guessing' and 'doom and gloom' news.

In spite of all this, lead times for telehandlers some cranes and most aerial lifts are still getting longer. Prices are rising along with rental rates and most companies are looking at a reasonably positive start to 2012. So while the year looks set to continue along the lines of 2011 - at least in the first half - there are way too many uncertainties out there to predict how the year might develop.

One thing is for sure it will be an interesting year.

# a better year on uncertainty

## January Industry news

**Tadano** and **Link-Belt** end their supply agreement for All Terrain cranes.

**Tadano America** expands operations in Central and South America opening an office in Panama.

**IPAF** technical officer **Gil Male** retires.



**Ashtead** joins **TVH** in a £185 million take-over bid for **Lavendon**, with the two agreeing to split the business. Lavendon quickly rejects the approach and the bid is dropped.

**Terex Cranes** president **Rick Nichols** and Terex group

president **Tom Riordan** leave the company. **Kevin Bradley** takes over from Nichols.

**JLG** agrees a deal to fit **Firestone DuraForce MH** long-life tyres to its American-built telehandlers.

UK-based **Kimberly** acquires Poole-based **High Level Platforms**.

**Manitou** and **Genie** extend their supply agreement to include slab electric scissor lifts.



**Ashtead's** US subsidiary, **Sunbelt Rentals** acquires scaffold rental company **Empire Scaffolding** for \$38 million in cash.

UK-based **Bryn Thomas Crane Hire** enters administration, its owners buy the assets and continue to trade as **Bryn Thomas Cranes**.

**Bravisol** launches the **Bravi Lite** - a lighter, more compact and less expensive Leonardo model.



**Dinolift** appoints **Karin Nars** - daughter of owner **Lars-Petter Godenheilm** - as managing director.



UK's **Construction Equipment Association (CEA)** announces plans for a new earthmoving equipment show **Plantworx**.

**Palfinger** launches the 22.1 tonne/metre **PK 23501-W** loader crane aimed at the waste recycling sector.



**Cramo** acquires **Theisen Baumaschinen** with locations in Germany, Austria, Switzerland and Hungary for around €85 million.

Hamburg-based **AFI GmbH** appoints an administrator, after filing for protection under Germany's insolvency laws.

**JLG** announces a new **1500SJ.P** a 150ft/45.72 metre telescopic boom lift with telescopic jib, big brother to the company's **1350SJ.P**.

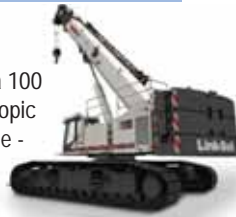
Brazilian based rental company **Mills** purchases a 25 percent stake in **Rohr Estrutura Tubulares** for R\$ 90 million (\$54 million).



**John MacGregor**, mobile cranes area sales manager at **Liebherr-GB** retires after 27 years with the company.



**Link Belt** announces a 100 tonne telescopic crawler crane - the **TCC1100** and a new 137 tonne/150 ton lattice boom crawler crane - the **238HSL**.



**Renzo Pagliero**, of **Multitel-Pagliero**, is elected president of PLE - the aerial work platform producers section of ANFIA.

**Terex** launches its smallest truck-mounted under-bridge inspection platform - the **Hydra HPT 11/38**.



## World news.. World news..

**Estonia** becomes the 17th country to adopt the Euro.

**Southern Sudan** votes in favour of becoming an independent state.



37 people are killed and 180 wounded in a bombing at Domodedovo International Airport in Moscow, **Russia**.

The so called '**Arab Spring**' kicks off with the fall of the Tunisian government after a month of increasingly violent protests.



US Republican congresswoman **Gabrielle Giffords** is shot in the head outside a shopping centre in Tucson, Arizona.

Egyptian anti-riot police clash with protesters in Cairo, **Egypt**.

**February** Industry news

**Wemo-tec** opens a UK under-bridge inspection equipment rental operation.

The **UK Strategic Forum Plant Safety Group** unveils its 'Safe Use of Telehandlers in Construction' document.

**Genie** introduces three new compact Rough Terrain scissors, the **2669RT**, **3369RT** and **4069RT**.



**Ramirent** acquires Danish access rental company **Jydsk Materiel Udlejning**.

**Palfinger Marine** launches its PFM range 'heavy-duty foldable' marine crane range.



Reports of 'catastrophic' structural chassis failures on **Land Rovers** fitted with **Gardner Denver** aerial work platforms emerge.

UK-based **APS (Access Platform Sales)** acquires Huntingdon-based access rental company **Height For Hire**.

**Terex Cranes** announces a 300 tonne/metre **CTT 321** flat top tower crane.

UK-based rental company **GT Access** acquires Hereford-based **Plat4ms**.

The Imer group forms **Imer Access** headed by **Paolo Pianigiani**, uniting Iteco production, sales and service but not **IHmer** spider lifts.

**TVH** acquires **Gunco/HDW** one of Holland's leading access/telehandler rental companies - and **HDW** - the **Genie**, **Teupen**, **Isoli** and **Unic** distributor.



**Potain** launches a 550 tonne/metre **MD560B** tower crane at the top end of its MD range.

**Gary Smith** re-enters the UK rental market with **Bella Access**, purchasing Niftylift booms and Skyjack scissors.

**Loxam** acquires six rental depots in Ile de France and Picardy from **Régis Location**.



**Liebherr** introduces a log handling version of its **LRS 645** reach stacker.

**Demag Cranes** acquires UK software developer and consultant **DB Controls**.

**Faraone** launches the **PK50S** a self-propelled 10ft/3m platform height lift that weighs less than 300kg.



**Coast Crane** resigns as **Manitowoc** and **Grove** cranes distributor, but continues to represent **Potain** tower cranes.

**Manitowoc Cranes** announces its first South American production facility in Paso Fundo, southern Brazil.

**JLG** announces an ANSI/CSA version of its **FS60 LiftPod**.

**TNT Crane & Rigging** acquires **Louisiana Crane's** San Antonio and Houston branches.

**Link Belt** announces an 'American style' five axle 250 tonne All Terrain crane, the **ATC3275**.



**Manitowoc** restructures its European sales operations following the departure of **Frans Vanwinkel**, dividing his duties between three regional vice presidents.



**Sarens** tests its new 3,250 tonne **SG120** heavy-lift ringer crane with a 625 tonne load at 120 metres radius with 130 metre main boom.

**Power Tower** unveils two new Nano self-propelled aerial lifts, the **Nano SP Zero** and **Nano SP Plus**.



**World news . World news . World news**

Egyptian President **Hosni Mubarak** resigns after widespread protests calling for his departure.

The Arab Spring moves to other states, including **Bahrain** and **Libya**, the UN imposes sanctions on Libya.

A 6.3-magnitude earthquake hits **Christchurch**, New Zealand, killing at least 181 people.



Ireland's Taoiseach (prime minister) **Brian Cowen** requests the dissolution of the 30th Dáil, his party **Fianna Fáil** drop from 71 to 20 seats. Fine Gael leader **Enda Kenny** becomes Taoiseach, in a coalition with Labour.

**Academy Awards**

**Best picture** - The King's Speech

**Best Actor** - Colin Firth for his role in The King's Speech.

**Best Actress** - Natalie Portman Black Swan.

**Best Director** - Tom Hooper for The King's Speech.



**March** Industry news

**Manitowoc** starts production of its new **Potain MC 125** tower crane at its plants in Zhangjiagang, China and Pune in India.



**Vertikal.net** launches a mobile news service for i-phone, Android and Blackberry.

**Prangl** announces a €45million investment in new cranes, aerial lifts and telehandlers.

**Hinowa** delivers the first 23 metre lithium powered spider lift, the **Lightlift 23.12III S** to Italian rental company **Edocar Noleggi**.

**AFI** orders 100 units of the new **Bravi Lite** low-level self-propelled lift.

**Skyjack** president **Ken Myers** departs after six months in the role.

**Skako Inc** reverts back to the **ReachMaster** trading name.



A Statement of Best Practices of Personal Fall Protection Systems for Aerial Work Platform Equipment is published in the USA by IPAF and other associations.



**Coast Crane** is appointed a **Tadano** distributor for several US states.



**Kobelco Cranes** launches new 'green' **G Series** crawler cranes with capacities from 60 to 250 tonnes.

**CTE** ships the 5,000th lift - built at its Sequani facility - a 20 metre **ZED 20CH** truck mounted lift.

**Snorkel** announces the 66ft **T66JRT** telescopic and 62ft **A62JRT** articulated booms.



**Linden Comansa** announces two new luffing-jib tower cranes - the **LCL 310** and **LCL 280**.

**Easi UpLifts** opens a new branch in Manchester.

**Bobcat** launches a new generation of compact telehandlers, the 3,000kg/six metre TL360 and 3,500kg/seven metre TL470.



Power-Lift is acquired by Netherlands based **Beuzekom/ Hoogwerker Centrum** and renamed **Power Lift Deutschland**.

**Sany** launches three new crawler cranes the 300 tonne SCC8300, the 200 tonne SCC8200 and the 100 tonne SCC8100.

**Vertikal.net** celebrates its 10th anniversary.



**Sumner Lift** opens a new Dutch warehouse and distribution centre.

**MEC** launches the Crossover scissor lifts combining the benefits of a 26 /32ft electric slab scissor with Rough Terrain capability.



World news.. World news.. World news..

Protests and demonstrations erupt in **Iran**.

Warner Bros sacks **Charlie Sheen** from TV show two and a half men.



**NFL** owners start player lock out.

**Sendai Earthquake** hits 9.0 on the Richter scale - the largest since 1900 - and causes a massive Tsunami that hits the coast of Japan and sets off the melt down of the Fukushima I and II nuclear power plants.



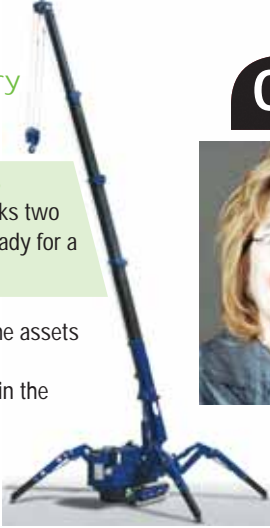
**Germany** closes pre 1980 nuclear power stations and announces withdrawal from nuclear power.

Space shuttle **Discovery** completes its last mission.



## April Industry news

Japanese based **R&B Engineering** CE marks two of its spider cranes ready for a European launch.



**Ramirent** acquires the assets of Stavební Doprava a Mechanizace (**SDM**) in the Czech Republic.

**Ruthmann** appoints **Time Danmark** as its distributor for the Danish market.

**Huisman** installs the world's largest (5,000 tonne/metre) offshore mast crane aboard the vessel the Seven Borealis.

**Rival** Denmark acquires the 700 unit **BMS** aerial lift fleet in Denmark, along with relevant personnel and associated delivery trucks.

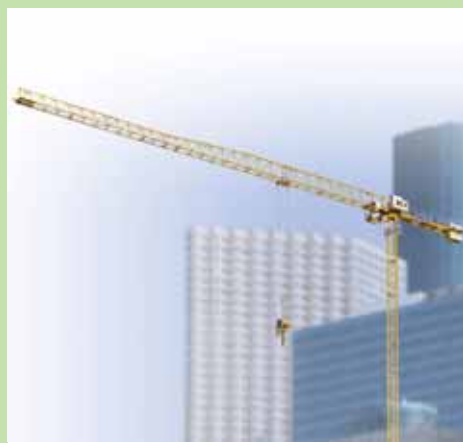


**Multitel Pagliero** announces the 20.5 metre Multitel MX 205.

Irish-based **Skylift** is taken over by a receiver as the business goes into administration.

**United Rentals** acquires the **Venator** Group, a seven-location equipment crane and general rental company based in Ontario, Canada.

**Liebherr** launches the 85 EC-B 5 FR. tronic flat top tower crane, with a maximum capacity of 5,000kg with 1,300kg at the 50 metre jib tip.



**Wayne Lawson** of JLG takes over as president of **IPAF** following the departure of Steve Shaughnessy.



## C&a look back 2011



**Hertz Equipment Rental** appoints **Lois I. Boyd** as president.

Private equity firm **PAI** takes a 51% stake in French rental company **Kiloutou**, in a deal that values the business at €535 million.

**Palfinger** announces three new loader cranes in its High Performance range, the PK 20001, PK 20001-K and PK 23001-EH.



World news.. World news.. World news..

A month of **tornadoes** and storms in the USA, one storm across Alabama, Arkansas, Kentucky, Mississippi, Missouri and Tennessee kills 350 and is declared the second most deadly in history.



The wreckage of **Air France Flight 447**, which crashed in June 2009, killing 228 people, is found in the Atlantic Ocean

**Rupert Murdoch** and News International admit to hacking mobile phones via its **News of the World** newspaper and issues an "unreserved apology".

The United States Congress reaches a deal on the 2011 **federal budget** an hour before the deadline that would have shutdown government.

**U2's 360° Tour** becomes the highest grossing music tour of all time.

Past president of Ivory Coast, **Laurent Gbagbo** is captured in Abidjan ending the civil war and enforcing the election of **Alassane Ouattara**.

**Goodluck Jonathan** of Nigeria wins the presidential election

**Prince William** second in line for the British throne, marries **Kate Middleton** at a ceremony in Westminster Abbey.



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## May Industry news

**Terex** bids for **Demag Cranes**, owner of Gottwald port cranes and Demag industrial overhead cranes. The initial offer is rejected.

**Ramirent** acquires Czech rental company **Rent MB** with locations in Boleslav and Liberec. Then buys Finnish-based scaffold company **Suomen Sääsuoja** from Pekkaniska.

**Altrad** acquires UK-based scaffold company **Beaver 84**.

**Power Towers Nederland** is founded to distribute the UK manufacturer's low level powered access equipment.

**Youngman** launches its first 'anti-surf' podium steps.

**Chris Wraith** of Lavendon moves to IPAF as its technical officer, following Gil Male's retirement.

**Altec** acquires the assets of **Aerial Lift of Connecticut** following its bankruptcy at the end of April.

**FEM** publishes a position paper, virtually outlawing the lifting of people with cranes for entertainment purposes.

**Manitou** appoints **Eric Lambert** as president of its Rough Terrain Handling division.



**Multitel Pagliero** announces the 19.5 metre HX195 truck mounted lift.

**ALE** launches its Mega Jack system, capable of lifting 50,000 tonnes to 25 metres.

**Cargotec** announces the 58 tonne/metre Hiab XS 622 loader crane with 32 metres of outreach.



**Terex** announces the formation of a Joint Venture to build construction and road building equipment in Russia with the **GAZ Group**.



**Ruthmann** launches the 33 metre T330 truck mounted lift on a 7.5 tonne chassis, offering 21 metres of outreach and 320kg of platform capacity.

C&a

look back 2011

**Loxam Netherlands** acquires rental company **Stammis** from Riwal.

**Tadano Faun** unveils its new 400 tonne six axle ATF400G-6 All Terrain crane.



World news. World news. World news. World news. World news.

**Osama Bin Laden** is killed by American hit squad.

**Mississippi river floods** reach the highest levels since 1927, over 1,000 are evacuated in Memphis, Tennessee and more than 2,000 in Mississippi.

An **E-coli outbreak** in Germany caused by contaminated fenugreek/bean sprouts affects around 4,000 people and results in 50 deaths.

The **Sahara Hotel and Casino** in Las Vegas closes after 59 years of operation.



**Queen Elizabeth II** makes first state visit to Ireland by a British monarch since independence in 1921 and the first British monarch to visit Ireland in 100 years.

Bosnian Serb military leader **Ratko Mladić** is ruled fit to stand trial in The Hague.

Saudi Arabia sends troops and armoured vehicles into **Bahrain** to help quell demonstrations.

**Dominique Strauss-Kahn**, head of the IMF, is arrested in New York for an alleged sexual assault.



## June Industry news

**Kevin Appleton** chief executive of **Lavendon**, leaves the company.

Lavendon-owned **Gardemann Arbeitsbühnen**, appoints **Matthew Hickin** following the departure of managing director **Maarten Mijnlief**.

**Altrad** group acquires UK-based scaffold group **NSG**.

**Grove** launches the 35 tonne GBT35 truck crane assembled in Russia with a 39 metre five section full-power boom.



**Kimberly Access** appoints tower crane veteran **Alex Lowe** as group operations manager, **Peter Higgins** as group commercial manager and **Jonathan Stagg** as group marketing manager.

**Ruthmann** takes over Hanover-based **Time Deutschland Versalift**, becoming Time's German distributor.

German rental company **Mateco** acquires Krefeld-based rental company **Schmelzer** further strengthening its coverage in North Rhine-Westphalia.

**JMG** unveils the MC110, a new 11 tonne battery powered pick & carry crane



US-based aerial lift replacement parts supplier **C-Tech Industries** opens a European operation in the UK.

US rental company **RSC** acquires **Independent Aerial Equipment** of Elizabeth, New Jersey.

**H.A.B** launches the S142-12E2WD an ultra-compact 40ft/12.1 metre narrow aisle scissor lift at Vertikal Days.

**Mammoet** unveils its new PTC super heavy lift cranes with capacities of between 140 and 200 thousand tonne/metres.



**Ramirent** acquires a seven location rental company in southern Sweden.

New Orleans-based **B&G Crane Service** acquires the Texas operations of **Ray Anthony International**.

**Ramirent** acquires **Rogaland Planbygg** a temporary accommodation provider to the oil and gas industry in Norway.

**IPAF** establishes a Brazilian Country Council.

**Ascendant** launches a new 26 metre A26-17TJ truck mounted lift at Vertikal Days, with 17 metres of outreach and 280kg platform capacity on 7.5 tonne Iveco chassis.



**Sany** launches the 3,600 tonne SCC86000TM crawler crane, designed at its development centre in Kunshan, Jiangsu province.

**Cramo** acquires Norwegian rental company **Stavdal Utleiesenter** and Gothenburg, Sweden-based **Tidermans Hyrmaskiner** and **Tidermans Hyrmec**.

**Terex Utilities** unveils a new range of over-centre aerial lifts within its Hi-Ranger line, the SCM48, SCM50 and SCM55 offer working heights of 16.2, 16.8 and 18.3 metres.



World news. World news.

**Yemen's president Ali Abdullah Saleh** survives a bomb attack while praying and leaves the country for Saudi Arabia.



The **Syrian uprising** flares up in face of a government crackdown that kills more than 1,000 people demonstrating over the torture and killing of Hamza al-Khateeb, a 13-year-old boy.

Nato efforts to oust Colonel Gadhafi in **Libya** is stepped up with more air strikes, including hits to his central Tripoli compound.

The FBI captures **Whitey Bulger**, a former organized crime figure from Boston, Massachusetts and one of the agency's top 10 most-wanted.

Britain's **Prince Philip** - Queen Elizabeth's consort - celebrates his 90th birthday.



## July Industry news

**Roderik van Seumeren, Jan van Seumeren** and **Patrick van Seumeren** announce their departure from heavy lift company **Mammoet**.

**Zoomlion** purchases the rights to **Jost's** flat-top tower crane designs

**Terex** gains 67 percent of **Demag's** shares clearing it to press ahead with its take-over.



Private equity firms **3i** and **Pragma Capital** acquire a minority stake in **Loxam**.



**Dinolift** announces its first fully self-propelled boom lift, the 54ft 185XTS with 18.5 metres work height, 250kg platform capacity and 11.7 metres of outreach.

**Brad Boehler** is appointed interim president of **Skyjack**.

**Palfinger** acquires Russian-based loader crane manufacturer **Inman** (Ischimbajskie Neftianiye Manipulirovyye, JSC).

**JCB** introduces two Wastemaster telescopic handlers - the compact 527-58WM and the high capacity 550-80WM.



**Lavendon** announces its withdrawal from the Spanish rental market.

UK-based **GT Access** acquires Stoke-based **Swift Access**.

**AFI** acquires the powered access rental division of **AJ Access Platforms** strengthening its presence in South Wales.



**Nacanco** opens new facilities in Milan and Rome as it celebrates its 10th anniversary of opening in Italy.



**Merlo** acquires 100 percent of its UK distribution company Merlo UK as Merlo UK's MD, joint founder and shareholder **John Iles**, 73, retires.



New company **Sky Aces** is formed by **Paolo Balugani** to build specialist platforms, the first of which is a special tunnel maintenance machine.

**Oil&Steel** unveils its 23 metre Snake 2311 truck mounted lift with over 11 metres of outreach.

**Isoli** announces two new 3.5 tonne truck mounted lifts, the 23 metre PNT 230 and 20.5 metre PNT205LNX.

**Manitou** takes over the European sales and marketing of the **Gehl** product range, following its full integration.

**GSR** announces two new lifts, the 32 metre E320PXJ on an 18 tonne chassis and a 17 metre van mount, the E170TJV.



### World news. World news.

A gunman, **Anders Behring Breivik**, opens fire at a Labour Party camp in Utøya.



**Prince Albert** of Monaco marries **Charlene Wittstock**, the Olympic swimmer.

**Christine Lagarde** officially starts as managing director of the International Monetary Fund.

**Amy Winehouse**, 27, is found dead at her London home.



**News International** closes the British newspaper the **News of the World**, as a result of a phone hacking affair.

Space Shuttle **Atlantis** completes its final mission marking the end of the 30-year Space Shuttle programme.



Two **bullet trains** collide near Wenzhou, Zhejiang province, China, killing at least 35.

## August Industry news

The **Leoni Sceti Group** invests in UK-based crane rental company **MSD Industrial**.

**Skako** sells its spider lift division - **Falcon/ Falck Schmidt** - to the company's managing director **Finn Schlitterlau** and financial director **Thyge Mikkelsen** - trading as **TCA Lift**.



**Loxam** acquires **Locarest** from its principal owners EPF Partners.

**REpower Systems** places an order for 48 **Palfinger** cranes for service and maintenance of its offshore turbines.



**Ainscough** and **ALE** announce an official partnership for UK-based contracts.

**Alimak Hek** extends its Light Range of hoists with the introduction of the TPL 300 and TPL500.



**Imer** announces a new self-propelled version of its Iteco Easy Up 5 push around scissor lift, the Easy Up 5 SP.

**Terex Cranes** confirms the end of crane production at its Wilmington, North Carolina, facility. Terex acquired the plant with its takeover of American Hoist & Derrick in 1998.



**Ernst van Hek**, previously of Hek and Alimak-Hek establishes a new trading and distribution company - **van Hek & Partner** - in Tyrol, Vomperebach, Austria.

**Jim Haigh** junior re-enters the UK powered access market after a 12 year absence with **Eagle Platforms** Ltd.

**Coates Hire** acquires Perth-based Tru Blu Hire from owner David Harders.

Battery charger specialist **Gantic** opens a new UK operation based in Leicestershire.



**Teupen** announces the Leo 15GT Plus and Leo 18GT Plus - premium product spider lift developments and the 3.5 tonne truck mounted EuroB18GT.

**Edmo Lift** launches the four model range of low level aerial work platforms under the AIR brand, with 2.5 or three metre platform heights, available in push around or self-propelled formats.



### World news. World news.

**Riots** break out on the streets of London and several other English cities. Parliament is recalled.



**Steve Jobs**

resigns as the chief executive of Apple, **Tim Cook** takes over.

A state of emergency is declared in North Carolina, Maryland, Virginia, Delaware, New Jersey, New York, Pennsylvania and Connecticut. Casinos in Atlantic City close as residents are evacuated and New York City shuts its subway in the face of **Hurricane Irene**, which takes over 40 lives.

**Muammar Gaddafi's** regime in Libya collapses as Tripoli falls to the Transitional government.





**Genie** becomes the latest company to introduce a 14 metre working height mini scissor with the GS4047.

Italian crane manufacturer **Locatelli SpA** files for bankruptcy and sells its assets and business to Bergamo-based Plana group and a new company

**Locatelli Crane SRL.**

Belgian boom and trailer lift manufacturer **SkyHigh** is declared bankrupt and closes its doors.

**Socage** celebrates 30 years in business with the announcement of nine new models for 2012.



**Manitou** launches two new articulated/telescopic booms - the 260TJ and 280TJ with 79 and 85ft platform heights respectively.



**Sany America** moves into its new facility in Peachtree City Georgia and appoints three new distributors in the USA. Imperial Crane Services, Illinois, Custom Truck and Equipment and Four Seasons Equipment of Texas.

US-based boom truck and lift manufacturer **Elliot** launches the L140 HiReach, a 42 metre/140ft platform/6.3 tonne crane.

**Jonathan Wiseman** moves from CTE UK to a new business **CMC/Sup Elefant UK** Ltd.

**RAM** and **Bluelift** launch the Gemini 20.35PTJ a 20 metre articulated boom lift on a 3.5 tonne Nissan Cabstar chassis.

**Cela** launches the D24, a 24 metre version of its innovative D21 3.5 tonne truck mounted lift.



**Lavendon** appoints **Don Kenny**, 56, as chief executive, he joins the company from contractor Carillion.



**Genie** launches Trax steered crawler models of its S-40 and S-45 telescopic boom lifts.

**Moog** introduces a new trailer mounted aerial work platform for inspecting and working on harbour walls.

South African-based fork truck distributor **Goscor Group** acquires a majority stake in **Hi-Reach Manlift**, the Genie and Custom Equipment distributor.

**New Holland** announces that it will withdraw its heavy products, including telehandlers, from the North American market.

Italian crane manufacturer **Galizia** unveils a six tonne pick & carry crane, come telehandler, come work platform - the Multis 636.



World news. World news.

The remains of Australian bushranger **Ned Kelly** are found.

Memorial ceremonies are held to commemorate the tenth anniversary of the attacks on **New York's twin towers**, the Memorial Plaza is opened on the site.



Hundreds of people occupy **Wall Street**, demonstrating against corporate dominance and tax evasion by the super-rich.

**CERN** researchers report experimental results that appear to show neutrinos exceeding the speed of light.

The president of the Palestinian National Authority, **Mahmoud Abbas**, makes a bid for UN recognition in a unilateral declaration of a **Palestinian state**.

The first **Boeing 787 Dreamliner** is delivered to All Nippon Airways.



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**October** Industry news

**Multitel Pagliero** celebrates 100 years in business with a party and open day at its headquarters.



**Liebherr** unveils its Power Boom option, which significantly increases long boom and jib capacities on its larger crawler cranes.

UK-based **AFI-Uplift** announces the Sanctuary Zone anti-crush protection for boom lifts.

**Cargotec** launches a telescopic boom loader crane for emerging markets - the 3,200kg **Hiab ST 080**.



**Manitou** introduces the MHT 10180 and MHT 10225 heavy duty telehandlers.

**Terex** launches the 40 tonne Crossover 4500 truck crane in the USA.

**Terex Utilities** acquires a controlling interest in **Ritz do Brasil**, a producer of aerial lifts and equipment for live line work.

**Liebherr Nenzing** celebrates its 35th anniversary.

**Lavendon** acquires **Blue Sky Access** an aerial lift attachment and safety systems designer and introduces the Sky Siren anti-crushing system for boom lifts.

Baetsen, BKF, Van Grinsven, Heeren, **Kuiphuis Kraanverhuur** and Nederhoff form an alliance under the banner **Kraanverhuur Nederland (KVN)**.

The mechanic charged in the 2008 tower crane collapse in New York, **Tibor Varganyi**, 65, changes his plea to guilty and implicates his boss **Jimmy Lomma**.

**Tadano** launches four new Rough Terrain crane models, the 30 tonne capacity GR-300EX, 50 tonne GR-500EX, 60 tonne GR-600EX and the 80 tonne GR-800EX.



**LTC** is appointed as UK and Ireland distributor for Jost luffing jib tower cranes.

**Terex Cranes**

unveils two all new **Chang Jiang** truck cranes the 25 tonne Toplift 025G and 55 tonne Toplift 055G.



Finnish-based **Havator** acquires Swedish crane rental company **Norlandskrantar** and its subsidiaries.

**Isoli** launches the 23 metre PNT 230 articulated boom, 3.5 tonne truck mounted lift.



**Skyjack** opens a new distribution and support facility in Australia.

**Dong Energy** of Denmark orders 111 **Palfinger** Wind cranes for the Arnholt offshore wind farm.

**Link Belt** announces a Series II version of its three axle 100 tonne **RTC-80100** Rough Terrain crane.



World news... World news...

An Italian appeals court overturns **Amanda Knox's** sentence for murder.

**Helle Thorning-Schmidt** becomes the first female prime minister of Denmark.



**Apple** announces its iPhone 4S.

**Paul McCartney** marries Nancy Shevell in London.

An oil spill from the ship **MV Rena** off the coast of Tauranga in New Zealand becomes the country's worst environmental disaster.

Floodwaters threaten the Thai capital of **Bangkok**.

**Muammar Gaddafi** is killed by a lynch mob in Sirte, Libya.



Basque separatist organisation **ETA** declares an end to its 43-year campaign of violence.

**Wiki-leaks** suspends the publication of classified files to focus on fundraising.

**Michael D. Higgins** wins the Irish presidential election.



**November** Industry news

**Linden Comansa** announces the world's largest flat top tower crane range, topped by a 64 tonne model.

**Barry Barnes** of Terex Cranes retires.

**JLG** ships the 1,000th Toucan 10E.

**Manitowoc** crane's plant in Manitowoc Wisconsin is hit with a strike.



**Palfinger** unveils two new loader cranes - the heavy-duty PK 44502 and PK 48002 EH High Performance.

**Skako** sells its **Denka** trailer lift business which moves back to its original Holbæk facility.



**Gardner Denver** pulls out of the powered access business.

**Hertz Equipment** rental acquires **Delta Rigging & Tools'** offshore rental division.

**Genie** launches three electric RT scissor lifts GS-2669 DC, GS-3369 DC and GS-4069 DC with similar performance levels to the diesel versions.



**Atlas** crane owner **Fil Filipov** asks employees "do you want me as owner or not?"

**Odyssey Investment Partners** acquires Houston-based **TNT Crane and Rigging** from MML Capital Partners.

**Zoomlion** announces a strategic alliance with India's **ElectroMech**, to manufacture and distribute tower cranes in India.

**Liebherr** announces the TCC 14000-400 D Litronic crane that serves as both an offshore and mobile harbour crane.

**Sunbelt Rentals** acquires **Pacific High Reach** of Orange, California which filed for Chapter 11 in August.

**Cargotec** sells its component and steel fabrication manufacturing plant in Narva, Estonia to **Komas** and agrees a long-term outsourcing partnership.

**Kobelco** launches its S series crawler cranes aimed at markets outside of Japan, Europe and North America. The 10 model line-up includes cranes from its CKS, BMS and 7000S series ranging from 60 to 250 tonnes.



World news... World news...

**Julian Assange** of Wiki-leaks loses his appeal against extradition to Sweden for sexual assault allegations.

**Lucas Papademos** is appointed interim prime minister of a new unity government in Greece.



Prime minister of Italy **Silvio Berlusconi** agrees to resign. President Giorgio Napolitano nominates technocrat Mario Monti to replace him.

Three members of the **Pakistan national cricket team** - Salman Butt, Mohammad Asif and Mohammad Amir - and agent Mazhar Majeed are jailed for fixing games.

**Conrad Murray** is found guilty of involuntary manslaughter of Michael Jackson and jailed for four years.

**Venezuelan** terrorist **Carlos the Jackal** stands trial in Paris.

**The Arab League** votes to suspend **Syria** over its violent suppression of the Syrian uprising.

An **International Atomic Energy Agency** report says that Iran appears to be working on nuclear bomb technology.

Police and troops in **Brazil** occupy Rocinha, Rio de Janeiro's biggest favela or slum, to clean the city ahead of the 2014 World Cup.



Swedish divers find the wreckage of the warship **Svärdet**, sunk in 1676 during the Battle of Öland.

The British government sells the **Northern Rock** bank, which it nationalised in 2008, to Virgin Money.

**Saif al-Islam Gaddafi** is captured in Libya.

**American Airlines**, the world's fourth-largest airline, files for Chapter 11 bankruptcy.

Voters in **Spain's** general election give the centre-right Popular Party a parliamentary majority.

**United Rentals** acquires **Blue Mountain Equipment Rental** of Uniontown Pennsylvania. And then surprises all with the acquisition of the second largest rental company in the USA – **RSC**.



**Frans van Seumeren's** marine business **Roll-Dock** enters the large mobile crane market with subsidiary **Roll-Lift**.

The 100th edition of **Kran & Bühne** magazine is published.



**Volvo Rents** acquires **Midwest Aerials** & Equipment of St Louis.



**Autoguide** launches a track mounted carrier for loader cranes and work platforms, aimed at utility companies.

**Riwal** adjusts its operations in Spain - **Clem-Riwal** - as part of a long term commitment to the Spanish access market.

**Istanbul Vinç** group of Turkey launches a new business **Örümcekci** specialising in spider lift rentals.



**Ramirent** acquires **Consensus Entreprenad**, a

Swedish accommodation module rental company, followed by Swedish access rental company **TLM-Tannefors Lift** - och Maskinuthyrning. In Denmark it swaps its Danish mastclimber and hoist business for the scaffold division of **Ajos**.



**John Cusack** formally launches a new powered access sales and rental company - **Blulift** - in Ireland.

Las Vegas-based rental company **Ahern Rentals** files for Chapter 11 in order to restructure \$500 million of debt.



In the UK **MSD** group restructures, placing MSD Cranes & Equipment into liquidation.

**Lavendon** announces the consolidation of its UK operations under the **Nationwide Platforms** brand.



**JLG** announces "an innovative new accessory to provide enhanced control panel protection for operators of boom lifts."



**Valla** launches the 12 tonne 120EVO compact battery powered pick & carry crane.

**Allan Hemmings** - MD of Peter Hird & Son retires after 18 years having joined from PTP Platforms in 1993.



World news . World news . World news . World news . World news

**Belgium** finally forms a government after 541 days of negotiations, the longest in history, **Elio di Rupo** is appointed prime minister.



Thousands protest in **Moscow** over the 'rigged' outcome of the elections.

UK prime minister **David Cameron**, refuses to join a European Union financial crisis agreement.

**Croatia** signs up to become the 28th member of the European Union in 2013.

The 2011 **United Nations Climate Change Conference** in Durban agrees to begin negotiations on a new treaty.

**Russia** joins the World Trade Organization.



**Canada** withdraws from the **Kyoto Protocol** to avoid large penalties.

Japan announces that the **Fukushima Daiichi** nuclear power plant is in cold shutdown.

**Saab Automobile** files for bankruptcy.



Monitors from the **Arab League** arrive in Syria to assess the peace accord.

**Prince Philip**, the duke of Edinburgh, spends Christmas in hospital with a blocked coronary artery.

**Kim Jong-un** is appointed supreme leader of North Korea following his fathers death.



Nobel Prizes 2011

**Chemistry** – Dan Shechtman  
**Economics** – Christopher A. Sims and Thomas J. Sargent  
**Literature** – Tomas Tranströmer

**Peace** – Ellen Johnson Sirleaf, Leymah Gbowee and Tawakel Karman  
**Physics** – Saul Perlmutter, Adam G. Riess, and Brian P. Schmidt

**Physiology/Medicine** – Bruce A. Beutler, Jules A. Hoffmann and Ralph M. Steinman

Sports results for 2011

Cricket

**India** wins the 2011 Cricket World Cup defeating Sri Lanka by six wickets.



**England** beats Australia 3-1 to retain the Ashes.

Indian cricketer **Sachin Tendulkar** becomes the first player in history to score 15,000 Test runs.

Horse Racing

**Long Run**, ridden by Sam Waley-Cohen, wins the Cheltenham Gold Cup.



**Pour Moi**, ridden by Mickael Barzalona wins the Epsom Derby.



**Animal Kingdom**, ridden by John R. Velazquez wins the 2011 Kentucky Derby.

**Danedream** wins the Prix de l'Arc de Triomphe, the second German horse to win since 1975.

**Dunaden** wins the 2011 Melbourne Cup.

Cycling

**Cadel Evans** becomes the first Australian to win the Tour de France.

Rugby Union

**Leinster** defeat Northampton Saints in the 2011 Heineken Cup Final.



The Australian **Wallabies** defeat New Zealand's All Blacks to win the 2011 Tri Nations Series.

**England** wins the Six nations Championship.

Football - FA Cup

**Manchester City**, wins beating Stoke City 1:0, with Yaya Touré scoring the winning goal.



Basketball

**Dallas** Beats Miami for the NBA title.

Baseball

The **St. Louis Cardinals** win the 2011 World Series, defeating the Texas Rangers 6-2 in Game 7.



**The Netherlands** becomes the first European country to win a professional world baseball championship since 1938, after defeating Cuba 2-1 in the 2011 Baseball World Cup final in Panama.

**NBA** team owners and players reach an agreement to end a 149-day NBA lockout and to begin the current NBA season on Christmas Day.

Golf

**Darren Clarke** wins the British Open.

**Tiger Woods** drops out of the Top 50 best golfers.

American Football Super Bowl

**Green Bay Packers** defeat the Pittsburgh Steelers by 31 to 25,

becoming only the second NFC wild card team ever to win the Super Bowl.

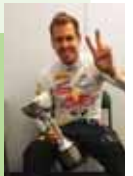
Tennis

**Novak Djokovic** of Serbia wins the Mens Singles at Wimbledon.

**Spain** wins the 2011 Davis Cup

Formula One

**Sebastian Vettel** of Germany wins the World Championship, becoming the youngest driver to win the Drivers' Championship twice.



And finally...

100-year-old British Indian **Fauja Singh** is certified by Guinness World Records as the oldest person ever to complete a full marathon.

The New South Wales boat **Loki** is declared the overall winner of the 2011 Sydney to Hobart Yacht Race.

**Azeri duo Eldar & Nigar** win the 2011 Eurovision Song Contest in Düsseldorf, with the song "Running Scared".

Crane and access industry...

**Braxton Snyder** manager, worldwide sales at Link-Belt Cranes, USA, 62.



**Simon Knott**, a crane and rental industry stockbroker, UK, 80.

**Ferruccio Moritsch** founder of Comedil, Italy, 76.

**James Scheiner**, a director of Harsco, USA, 65.

**Lars-Petter ('Lasse')** Godenhielm, owner of Dinolift and past-president of IPAF, Finland, 70.



**Ulrike Wertz**, managing director of Wertz crane rental, Germany, 43.

**Richard Ambridge**, chairman of NMT Crane Hire, UK, 80.

**Lindsey Easton**, much loved crane operator, UK, 49.

**Bernard Volut**, access industry sales manager, France, 59.

**Kaj Hofmann**, founder and chief executive Alvelins Uthyrnings, Sweden, 69.

**Erich Sennebogen senior**, founder of Sennebogen cranes, Germany, 79.

**Joe Pustizzi**, founder of Trico Equipment, USA, 96.

**Helmut Kemkes**, German crane and access pioneer, Germany, 86.

**Stefano Flisi**, son of Fiorenzo Flisi of Sogace, Italy, 15.

Others...

**Pete Postlethwaite**, British actor (b. 1946)



**Claude Choules**, the last surviving veteran of World War I, Australia, 110

**Johannes Heesters** actor/singer, the world's oldest performer, Netherlands, 108.

**Knut the polar bear**, Berlin Zoo (b. 2007)



**Jane Russell**, Hollywood actress (b. 1921)

**Gerry Rafferty**, Scottish musician (b. 1947)

**Nat Lofthouse**, English footballer (b. 1925)

**Susannah York**, British actress (b. 1939)



**Sargent Shriver**, American politician and diplomat (b. 1915)

**John Barry**, British film score composer (b. 1933)

**Maria Schneider**, French actress (b. 1952)



**Gary Moore**, Irish musician (b. 1952)

**George Shearing**, British-American jazz pianist (b. 1919)

**Warren Christopher**, American diplomat (b. 1925)

**Elizabeth Taylor**, British-American actress (b. 1932)



**Geraldine Ferraro**, American politician (b. 1935)

**Osama bin Laden**, Al-Qaeda leader (b. 1957)

**Seve Ballesteros**, Spanish golfer (b. 1957)



**Garret FitzGerald**, 7th Taoiseach of Ireland (b. 1926)

**Lawrence Eagleburger**, American diplomat (b. 1930)

**Patrick Leigh Fermor**, British travel writer (b. 1915)

**Peter Falk**, American actor (b. 1927)



**Archduke Otto** of Austria (b. 1912)

**Lucian Freud**, German-born British painter (b. 1922)

**Amy Winehouse**, British singer (b. 1983)

**Bubba Smith**, American football player and actor (b. 1945)

**Shammi Kapoor**, Indian film actor and director (b. 1931)

**Nancy Wake**, New Zealand-born French Resistance fighter (b. 1912)

**Raúl Ruiz**, Chilean film director (b. 1941)

**Steve Jobs**, American computer engineer (b. 1955)



**Dan Wheldon**, English racing car driver (b. 1978)



**Joe Frazier**, American boxer (b. 1944)

**Muammar Gaddafi**, Libyan leader (b. 1942)

**Marco Simoncelli**, Italian GP road racer (b. 1987)

**Flórián Albert**, Hungarian footballer (b. 1941)



**Harry Morgan**, American actor (b. 1915)

**Ken Russell**, British film director (b. 1927)

**Gary Speed**, Welsh footballer and National team coach (b. 1969)

**Christa Wolf**, German writer (b. 1929)

**Sócrates**, Brazilian footballer (b. 1954)

**Violetta Villas**, Polish singer (b. 1938)

**Christopher Hitchens**, British-American writer (b. 1949)

**Sir Jimmy Savile**, DJ, presenter and charity fundraiser (b. 1926)

**Cesária Évora**, Cape Verdean singer (b. 1941)

**Václav Havel**, Czech playwright, 1st President of the Czech Republic (b. 1936)

**Helen Frankenthaler**, American abstract expressionist painter (b. 1928)

**Kim Jong-il**, Supreme Leader of North Korea (b. 1941)

**Sir Henry Cooper**, British boxer (b. 1934)



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# ALLMI Village at Vertical Days 2012

c&a

ALLMI focus



ALLMI has announced impressive plans for a stronger presence at Vertical Days 2012. Members at the recent general meetings were informed of arrangements for a vastly improved ALLMI village, with the Operator of the year competition as the centre piece of the association's exhibition area and members displaying their products in dedicated plots around the perimeter. ALLMI's area at the show will have more of a village-like feel than it did this year, with an entrance marquee and dedicated walkway taking visitors past each member's stand. The operator competition is also likely to generate significant interest, with ALLMI planning a range of promotional activities to raise the profile of the event, as well as improving the cash prize for the winner to £250.

Companies are also being incentivised, with a free ALLMI training course and the right to display the "Operator of the Year" logo for the employer of the successful operator.

ALLMI executive director, Tom Wakefield, said: "We announced our plans at the recent meetings and the reaction was extremely positive. The consensus of opinion was that Vertical Days has made excellent progress over the past few years and is rapidly becoming the most targeted annual event for the lorry loader

industry. For visitors, it offers one of the best loader crane displays you'll find at a UK-based show, as well as an excellent networking opportunity. For exhibitors it provides incredibly high quality delegates that you won't get at other events, with every visitor having a genuine interest in lifting operations. Plans are still in the early stages, but we've already received confirmation that T H White (Palfinger), Atlas and Cargotec will be exhibiting in the ALLMI village in 2012."

## Loader crane sales on the rise

The latest ALLMI loader crane market statistics, collected from the majority of ALLMI manufacturer members by an independent third party, show strong signs of improvement in the first half of 2011. ALLMI chairman, Mark Rigby, commented: "Sales improved significantly in quarters one and two of this year, with an increase of over 40 percent on last year and nearly 80 percent up on the second half of 2010. We're also seeing an increasing trend towards the use of remotes, with over 60 percent of new lorry loaders fitted with control units of this type."



Over 60% of loader cranes are now delivered with remote controls

## ALLMI facilitates dialogue between manufacturers and service repair agents

During a recent general meeting of ALLMI's manufacturer and repairer members, it was agreed that a working group would be formed to discuss the issue of access to manufacturer software, fault-finding codes and training. ALLMI technical director, Alan Johnson, said: "There have been significant technological advances in loader crane system software and profiling parameters over the last few years. As a result, many independent repairers feel that unless they are official dealers for a specific brand, access to information and training can be difficult to arrange. At the meeting, one of our repairer members raised this issue and the response from manufacturers was extremely positive. As a result, the working group will consist of representatives from manufacturers and repairers to see what consensus can be achieved, in the hope that any agreement can be industry-wide."

## ALLMI to develop Crane Supervisor Course

ALLMI's plans for 2012 include the development of an accredited training programme for the role of crane supervisor - lorry loader lifting operations, with initial pilot courses planned for the first quarter 2012. The course is a natural follow-on to the clarification of lifting team roles in the latest version of BS7121 Part 4 and the successful launch of ALLMI's appointed person training earlier this year.

According to Part 4, the definition of a crane supervisor is: "the person who controls the lifting operation, and is responsible for ensuring that it is carried out in accordance with the Appointed Person's safe system of work". The course's development will be led by technical director, Alan Johnson, who said: "for basic and lower level intermediate lifts, where the operator is working on his own, it is quite reasonable for him to act as his own supervisor, but for higher categories of lift the role will usually need to be undertaken by a dedicated member of the lifting team. For this reason, training of persons for this role may differ, but in all cases, employers will need to be able to demonstrate that the person concerned has been appropriately trained and is competent to carry out their duties. The ALLMI course will provide candidates with the required level of technical and legislative knowledge, as well as a high standard of practical skills. As with the AP programme, we will run a number of pilot courses in order to obtain feedback, followed by a review of the course content, materials and procedures, before going live with the training. We would like to hear from any companies that want to be involved in the second pilot phase of this course."

On more complex lifts a dedicated crane supervisor is required.



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All training centres above offer IPAF/PASMA approved and audited courses. European directives require that all staff are fully and adequately trained in the safe use of the equipment they operate.



# Fatal crane overturn costs director £98,000

Benjamin Lee, 36 of Preston, the managing director of Siteweld Construction, which has ceased trading, pleaded guilty to breaching the Lifting Operations and Lifting Equipment Regulations 1998 (LOLER). He was fined £80,000 plus £18,495 of costs for the offence which resulted in the death of Mark Thornton, 46, when a 50 tonne All-Terrain crane, owned and operated by Bryn Thomas crane hire, overturned while lifting a steel column for a warehouse extension at Wavertree Business Park, Liverpool on 29th March 2007.

Siteweld Construction and Lee, along with Bryn Thomas Crane hire and the operator, Frederick Scott, were prosecuted by the Health & Safety Executive for failing to make sure the work was planned and carried out safely. The crane had attempted to lift the six tonne column at a radius of almost 18 metres, well outside its

load chart. The HSE investigation found the crane had not been properly maintained and the external alarm could not be heard by those working nearby. The load moment limiter override switches were also faulty. Siteweld Construction pleaded guilty to the same offence and received a nominal fine of £50



with no costs since it has ceased trading. In April Bryn Thomas Crane hire was fined £4,500 with no costs due to it being in administration, while the operator Scott was fined £2,500 with no costs. So far the directors of Bryn Thomas have not been charged. They resumed business with most of the same cranes and the same trading name. Sarah Wadham, the investigating inspector said: "It is tragic that Mr Thornton died because a series

of health and safety warnings and procedures were ignored. The crane was simply not capable of lifting the column, when it was nearly 18 metres away, without it being overloaded.

"If the work had been properly planned, and the crane had been properly maintained, then Mr Thornton would still be alive today. It is vital construction companies learn from this case to prevent similar deaths in the future."

## Niftylift and Denbigh school go platinum...again

Denbigh School of Milton Keynes and Niftylift have won the BA Crest Gold Award & Excitec Platinum Award for the sixth year running for their latest Engineering Education Scheme (EES) project, completed by this year's Denbigh student team.

The AS level students from Denbigh spend over 100 hours of practical research on the project, which is comparable to a level one degree standard. This year's project was to design a machine validation rig for use with Niftylift's self-propelled products to enhance the current Pre-Delivery Inspection process whilst reducing the man-hours and environmental impact of the testing. The rig was designed to accommodate all models from the HR12 to HR21 and simulate the operational conditions that the machines are exposed to during use, to ensure no issues are present in the machine's hydraulic and transmission system. The team achieved this by incorporating both a rolling road and vibration pads into the rig.



## Lack of a Loler inspection costs £18,000

City & County Signs Ltd of Market Place, Bingham, Nottinghamshire was fined £10,000 plus costs of £8,032 following a structural failure of a van mounted lift that had not been subjected to a six month Loler inspection.

As a result a 44 year-old employee, using the platform to remove a sign was tipped out of the platform when a platform levelling rod broke. Although the man only fell 1.5 metres, it was enough to break his neck and he was off work for nine weeks.

HSE inspector Lorna Sherlock said: "There is a legal requirement for all employers who use lifting equipment to ensure they have it thoroughly examined by a competent person every six months. Had the company done this the cracks in the levelling rod would have been identified and repaired and this incident avoided. Instead, a worker suffered some nasty injuries which could have easily been much worse".

## Who Trained him then?

*Go to page 67 for more pictures*

Rarely a day goes by when we do not receive some sort of Death Wish photo highlighting ignorance of bad practice while lifting or working at height. There are now over 230

examples on Vertikal.net. As it is the end of a year, we though we might highlight some of the worst cases... perhaps you can let us know which you feel is the worst and why? A copy of Denis

Ashworth's book – going up in the World – worth £20 goes to be best three entries. In the meantime here is our pick. Go to [www.vertikal.net](http://www.vertikal.net) and put 'Death Wish' in the search box to view all 230.



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# How to identify non-compliant aerial lifts

The FEM Product Group for MEWPs, for which IPAF is the secretariat, has published a brief guide to identify any non-compliant aerial work platforms. All MEWPs placed on the European market have to comply with the Machinery Directive 98/37/EC, and since 29 December 2009, its amended version 2006/42/EC.

What are the items to look out for? All lifts placed on the EU market must clearly and permanently identify the machine and manufacturer in one of the languages of the Community, and

include the CE mark, serial number and year of construction. They must be accompanied by a declaration of conformity that shows which EU directives the machine complies with. Instructions on safe use and markings/warnings must accompany each machine and they must be in the language of the member state where the machine is placed on the market or put into service.

Full details are in the FEM brief guide for identification of non-compliant MEWPs, which can be downloaded from the Resources/Reference Guides section of [www.ipaf.org](http://www.ipaf.org)

## Summit and IAPAs date: 29 March 2012 in Rome

Online bookings are now open for the IPAF Summit and International Awards for Powered Access (IAPAs), to be held on 29 March 2012 at the Sheraton Roma Hotel in Rome, Italy. Visit [www.iapa-summit.info](http://www.iapa-summit.info) to register for the free IPAF Summit and to book your ticket to the awards ceremony and dinner.

The IPAF Networking Event will take place on the evening of 28th March at the Centrale Ristotheatre. Join your colleagues and business associates for a relaxed evening of discussion and entertainment at this beautifully restored setting in the heart of Rome. This event is open to all IPAF members and those holding a ticket for the IAPA awards dinner. Register in advance at [www.iapa-summit.info](http://www.iapa-summit.info)



## November sets monthly record for PAL Cards

November was a record month for IPAF with 10,128 PAL Cards (Powered Access Licences) issued, breaking the 10,000 barrier for the first time. IPAF chief executive Tim Whiteman thanked all those who contributed to making the PAL Card so successful, noting that this voluntary programme relies on the high quality service provided to keep the demand growing.



More than 10,000 PAL Cards were issued in a month for the first time.

## Europlatform 2012 in Edinburgh

The next Europlatform access rental conference will be held on 20th September 2012 in Edinburgh, Scotland. The one-day conference is targeted at senior and middle managers of rental companies.

The theme and speakers will be announced in due course. Watch for details at [www.europlatform.info](http://www.europlatform.info) or register your interest by sending an e-mail to [info@europlatform.info](mailto:info@europlatform.info)



Time and Tide site manager Craig Halliwell says that IPAF's MEWPs for Managers course has changed the way he works and thinks.

## MEWPs for Managers course changes site manager!

IPAF's MEWPs for Managers course has changed the way he works and thinks, says site manager Craig Halliwell of the Time and Tide group.

"The course covers everything managers need to know about using MEWPs on site," said Halliwell. "It makes you totally aware of every possible danger. I now pay more attention to planning and control, and doing the risk assessment. I am more aware of the need to select the right machine and to walk the route, for instance."

Halliwell was sponsored by IPAF to take the MEWPs for Managers course at Lutterworth-based Nationwide Platforms, as part of the Federation's efforts to encourage best practice. Halliwell is currently supervising a building project opposite the IPAF head office in Cumbria.

"It is a really good course, well put together, and well-mixed with lots of relevant information and hands-on exercises," said Halliwell. "There are courses where you sit in and they seem to drag on. MEWPs for Managers gets you totally involved and thinking about safety. My fellow students from a major contractor and I thoroughly enjoyed it."

Halliwell passed the written test and obtained a MEWPs for Managers certificate.

The one-day course is about planning, supervising and managing the use of powered access, and not about operating equipment. It is offered by selected IPAF-approved training centres. To find a training centre near you, use the training centre locator at [www.ipaf.org](http://www.ipaf.org)

## North West regional meeting

IPAF's 4th North West regional meeting will be held on 1st February 2012 at 18:00 at the Best Western Hotel Smokies Park, Ashton Road, Bardsley, Oldham, Lancashire OL8 3HX.

IPAF regional meetings are an informal opportunity to learn about the industry and to meet colleagues and business associates. They are open to members and non-members. They usually feature a couple of presentations on issues of interest to the industry and end with networking over a buffet supper for which there is a nominal charge. Book your place at [www.ipaf.org/events](http://www.ipaf.org/events)




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Ellen DeGeneres

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# Don Aers and Stuart Hopkins appointed PASMA directors

PASMA's technical manager, Don Aers, and training scheme manager, Stuart Hopkins, have both been appointed as directors of the association with effect from 1st January 2012. They become technical director and director of training respectively.



Don Aers

Aers joined the association in January 2010 from the Youngman group. After graduating in engineering from Brunel University, he worked for Pye, BOC and Alcatel in various design and development roles, including a spell as chief design engineer with Cinevision Services in London and Tokyo. He joined Youngman as technical manager in 1995.

He is a well known figure in the access industry. As well as being a member of the BSI B514 (access and support equipment), B514/24

(mobile access tower) and B514/41 (fixings) committees, he sits as a UK representative on CEN technical committee TC53 (temporary works equipment) and TC53 working group 4 (mobile towers). He is also a past chairman of the Ladder Association, a member of the BSI B512 Ladder Standards Committee and sits as a UK representative on CEN TC93, the European Ladder Standards Committee.

PASMA's new director of training Stuart Hopkins, joined PASMA in 2008 from rental company HSS where he was group senior trainer,



having previously held various positions including branch manager, area manager and national training manager.

He holds the certificate in training practice from the Chartered Institute of Personnel Development, the RoSPA safety instructor's certificate and was chairman of the IPAF training committee 2004-2005.

PASMA's managing director, Peter Bennett said: "Both



Stuart Hopkins

Don and Stuart are well known and respected throughout the industry and are two of the most experienced people in the access and work at height sectors. Their advancement recognises their respective contributions to the association and provides the necessary platform for them to support the work of the various committees, liaise with the relevant regulatory bodies and provide advice and guidance to PASMA's 300 plus members in the UK and Ireland."

Aers looks after the PASMA Technical and Hire & Assembly Committees, while Hopkins is responsible for the PASMA Training Committee.

## PASMA responds to Löfstedt review

PASMA has joined with other AIF member organisations in responding to the Löfstedt review on health and safety legislation by welcoming the report, and in particular the fact that professor Löfstedt acknowledges that the problem lies less with the regulations themselves and more with their interpretation.

Managing director Peter Bennett said: "We welcome a report into health and safety that proposes to simplify the regulations and by doing so brings greater clarity and understanding to their application. However, we do have a number of significant misgivings, not least of which is the proposal to exempt self-employed workers from certain requirements of health and safety legislation. Working at height is inherently hazardous and needs to be properly controlled and managed."

A key outcome for PASMA and other AIF organisations - the forum for all the principal trade associations and federations involved in work at height - is the recommendation that the Work at Height Regulations and associated guidance should be reviewed by April 2013. The regulations are central to much of the work of PASMA and have informed an important part of its guidance and best practice advice since their introduction in 2005. PASMA, and the AIF, looks forward to making a significant contribution to the review process going forward and is reassured by the comment in the report, "Any changes to the Work at Height Regulations should not result in an increased risk to employees or others."



## More toolbox talks

PASMA has produced two new Toolbox Talks offering practical and pragmatic advice and guidance, they can be viewed free online at [www.pasma.co.uk](http://www.pasma.co.uk)

Covering fall protection and low level access, they have a running time of approximately 10 minutes and come complete with a short online questionnaire to assess understanding. They are presented by PASMA's technical director, Don Aers, "Toolbox Talks are an innovative way of getting key messages and guidance about how to work at height safely, over to a wider audience."



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# Deck loader offers solid alternative

As high rise construction sites are squeezed into smaller and smaller spaces, the challenges of delivering materials and equipment to each floor and installing façade panels such as curtain walling becomes more difficult.

Traditional solutions include tower cranes, material hoists and more recently spider cranes or small pick&carry cranes. UK-based tower crane specialist Vanson has introduced a safe and efficient alternative called the PS32 Deck Loader - essentially a light weight, trolley mounted compact crane, with a six metre telescopic boom and a capacity of 3,200kg at full extension. The crane also carries enough wire rope on its winch drum to lift up to 120 metres under hook

with two falls of cable for maximum capacity, or up to 240 metres with a 1,600kg load on single line. The three speed hoist offers line speeds of up to 120 metres a minute.

The Deck loader can be installed free standing on its jacks, with a rear mounted counterweight or bolted into place below and above. Total weight is 4.5 tonnes spread over four outrigger legs, which also allows the unit to be levelled on stepped floors. If it needs to be moved it can be pushed or towed



C&a innovations

The PS32 Deck Loader.

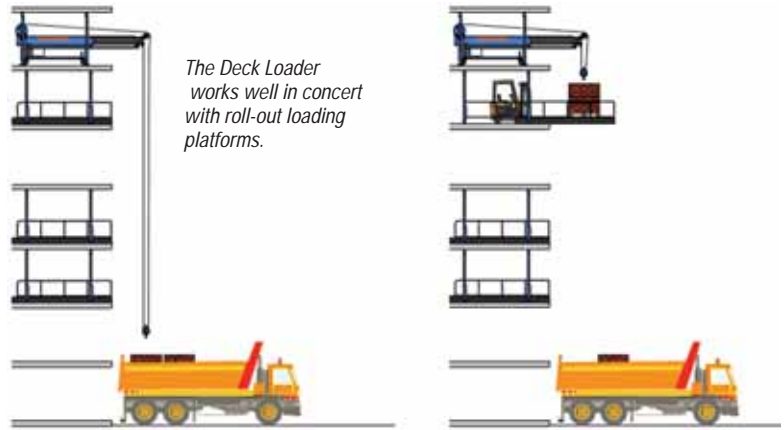
on its castor wheels or lifted with dedicated lifting lugs.

The crane is controlled via a low voltage wander-lead remote control cable which allows varied locations for clear line of sight operation. The working concept of the Deck Loader is for it to be installed on an upper floor above a delivery bay and then work in conjunction with roll out

loading decks on each level below. The benefits are that it eliminates the need for telehandlers or tower crane for routine unloading and placement work, freeing up space on the ground which might not even exist, while offering higher capacities and under hook heights than most mini cranes.



The Deck Loader can be set up on stepped surfaces.



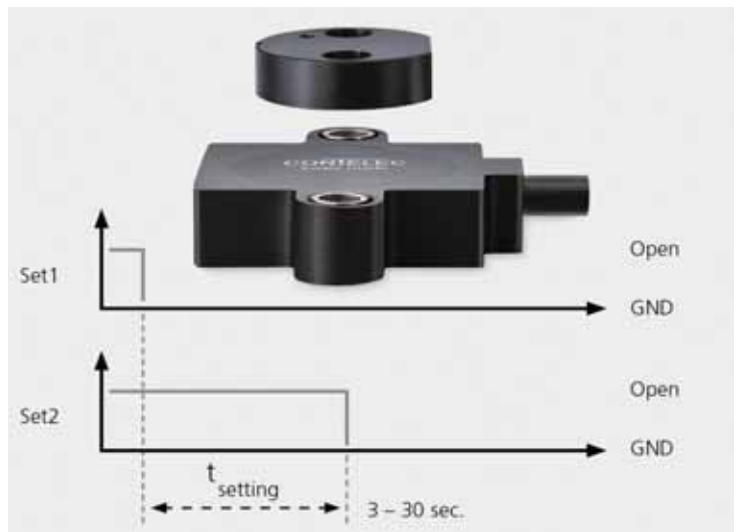
The Deck Loader works well in concert with roll-out loading platforms.

# A better angle sensor

Swiss-based Contelec has launched a new rotary encoder solution, which enables easy configuration of angle sensors based on Vert-X MH-C2 technology. The new device allows the easy setting of the zero, middle points, start and end points and the sense of rotation without the need for any set-up aids, significantly simplifying installation and adjustment.

The rotary encoder has two additional digital inputs (Set 1 and Set 2), which are used to set the sense of rotation (tilt), the start and end point and any reference points in between such as zero. All that is needed for a standard set-up procedure is to connect the two input leads to ground in a specific sequence. The configured parameters are then saved in non-volatile memory on the device. Rotary encoders with integral

'setting features' eliminate the need for mechanical adjustment of the angle sensors, permitting high-precision angle measurement in systems which mechanical adjustment is difficult or impossible. They also maximise the accuracy of measurement in applications involving wide installation tolerances. As such they also allow easy compensation for mechanical inaccuracies and for mechanical wear by 're-adjustment' in the field.



A Contelec angle sensor with rotary encoders.

enquiries

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

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

# Sennebogen 5500 Starlifter

The model of the Sennebogen 5500 crawler crane was the first mass-produced large crane model and it first appeared as a prototype at the Bauma exhibition as long ago as 2001. This revised version is in Sennebogen's 'Go for Green' livery and is updated with a number of improvements to the original. It is modelled by Conrad in 1:50 scale.

An instruction sheet is provided, complete with pictures, and it is in both German and English. Unfortunately the review model had a couple of defects, but these were quickly resolved by the maker. Rigging the model takes some time and it is best to allow a few hours and to have particular patience whilst reeving the luffing gear which is the only tricky part of the assembly process.

A great aspect of this model is that it comes in separate parts, mirroring the real crane so it also makes great transport loads on suitable vehicles. Each crawler track comes as a separate unit and although the tracks are plastic they roll well.

The cab is plastic with grab rails and good interior detail and can be tilted in the same ways as the real crane. At the rear the counterweight attachment mechanism is fully modelled, complete with lift cylinders and chains. Most of the

sheaves on the model are metal, which is an improvement compared to the earlier version of this model and they roll freely. Four working winches are included. Two for hooks/blocks and one each for the main boom and luffing jib.

All sections of the boom and jib are well made and look great. They connect together using plastic pins which are very effective. The pendant bars used to support the boom and jib are modelled in tough plastic and these are another good improvement. The metal hook is only a single sheave affair, but looks smart with red and white stripes.

The crane can be rigged a number of ways. It can be set up with just a main boom of various lengths, including a very short one if you want. It can also be fitted with the luffing jib giving an overall, fully rigged model height of about 1.2



Tilting cab



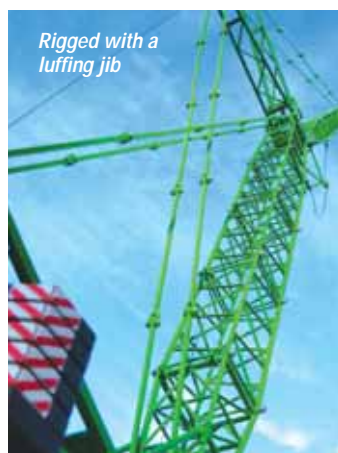
It makes great transport loads



The 5500 can jack itself off a transporter



Long straight boom



Rigged with a luffing jib

metres. Another range of options arises because the reducer section at the top of the main boom can be connected directly to the jib sections in order to create a longer main boom with a reduced section towards the top.

In terms of stability the model is fine with the boom and jib up, but less so when they are extended to a long radius. The Sennebogen 'Go for Green' paint scheme looks really good and the few graphics are sharp. Although it is around 10 years since it first appeared, this is still a great looking crane model and the improvements made to this version have been very worthwhile. It can be obtained from the Sennebogen Webshop ([www.sennebogenshop.com](http://www.sennebogenshop.com)) for €129 and is very good value. To read the full review of this model visit [www.cranesetc.co.uk](http://www.cranesetc.co.uk)

Cranes Etc Model Rating	
Packaging (max 10)	8
Detail (max 30)	21
Features (max 20)	15
Quality (max 25)	18
Price (max 15)	12
Overall (max 100)	74%



# Letters



Dear Mark,

Just a brief note to stress my agreement regarding your comment in the latest *Cranes & Access* on manufacturers responsibilities regarding fitting of devices such as anti-crushing systems.

I have exactly the same frustrations regarding security of machines. Surely the manufacturers should be working in tandem with IPAF regarding keycard security systems. The biggest daily problem on virtually every job site now is preventing unauthorized people using machines. Damages, minor accidents, straight forward theft could all be prevented if the manufacturers and IPAF stepped forward.

I believe that options offered by rental companies are just masking over the problem. We are supposed to be developing the industry and driving it into the next generation of users.

Time to step up!

Well done on the editorial.

A UK rental company owner who at the time of going to press had still not come back to us with approval to use his name.

Hi Leigh,

Although I am no longer working in the industry, I still read through *Vertikal* most days to see what is happening. Being so involved in IPAF for such a long time, I take special note of items published concerning developments there. I was surprised that the coverage of Europlatform was pretty sparse compared to say the early meetings in Basel or Maastricht. For example, I was unaware of the 'consolidator debate' until I read your separate and well-argued opinion piece accompanying an on-line poll. For what it is worth, while I expect to see continued mergers in Europe in the next few years, I don't expect to see the US companies get involved here in the short term or a 1997-1999 type consolidation process in the EU.

But my main reason for writing today is that I expected to see some coverage of the first US IPAF Convention, and haven't seen it yet – perhaps it is being prepared. No topic has been more hotly debated at Council in recent years than the 'US experiment' as some like to call it. The fact that IPAF has been able to organise its first ever national convention in the US is notable. A truly international federation without US involvement is hard to imagine. My opinion, always easier to proclaim in hindsight, is that the UK model of a training-centric organisation has been an impediment to success in North America. While training cannot be ignored, a global federation dedicated to the safe and effective use of PA can and must be more than this. Hopefully this convention is a sign that this corner has now been turned.

Regards,

Steve Shaghnessy

*Steve Shaghnessy makes a fair point, and sadly the first IPAF safety conference in the USA conflicted with other events, including close proximity to another US based conference, which we were already committed to, making it virtually impossible to send any editorial staff. We did highlight the conference in advance on Vertikal.Net, but were unable to provide a full report on it in the magazine. Another factor is space limitations - a constant issue for us, thanks to a verbose editorial team among other things. We already differ from almost all other publications in that we have maintained our page count throughout the downturn and run a far higher editorial to advertising ratio than is normal. Interesting subjects raised at conferences, such as Europlatform are not necessarily lost if not covered immediately, we often cover them in greater detail at a later date, addressing the subject more fully in a specific feature or article. In the meantime the points made are valid and we have duly noted them and will strive to improve.*

LWS

## Platforms suspended from cranes

Hi Leigh,

I just wanted to point out how the regulations in Europe are interpreted differently. As we are no longer allowed to work dangling from cranes, somehow this is good safe practice in Germany (and even advertised as such!).

Please see *Construction Europe*, Volume 22, No 9 (Nov. 2011) p 27 where it shows a dam under repair and a concrete bucket and platform are combined to repair the wall of the dam.

This is not the first instance where I have seen such discrepancies. One day a few years ago when the A270 suspension bridge was being built in Bremen, there were four men, with no lanyards or safety belts (Although Hi-Viz vests and hard hats were worn) were up a JLG 1200 inspecting one of the towers (no camera with me at the time). I guess one could have seen them falling down and located them quicker and if they fell on their heads their brains might not have been quite as mushed up - more contained sort-of-speak.



Claude R. Dubé

SALTA Engineering GmbH,

Yorckstraße 5, D-27755 Delmenhorst

*We responded to Mr Dubé without the benefit of seeing the item he referred to. We have now checked out the article which is an editorial photo of a section of shoring/formwork around six metres high with a walkway/platform on top for the concrete workers. However one man is standing in the guard railed 'riding platform' attached to the concrete bucket and intended for that purpose. The bucket is of course suspended from a crane... thus his reference to "dangling from a crane". Man platforms suspended from cranes have of course recently been 'outlawed' by the FEM, unless no alternative method is possible. So the production of crane suspended concrete buckets with riding platforms indicate that double standards apply.*

Hi Leigh,

I don't have a problem if you use my name. I think, like in the General Aviation industry, we MUST have the same interpretation of the rules, no matter where we are in the EU. When I worked in Canada and the USA, we were always told the rules were harmonized and the same applied to everyone in the EU, but when I arrived here (10 years ago this month) to work I found out that it was mostly lip service as we (in North America) know nothing and it was easy to tell us everyone else's interpretation.

Best regards,

Claude

**Re: Crane falls at Tate Modern**

A couple of things stick out like a sore thumb regarding this incident, yes that job was really a 160 tonne job, plain to see I'm sure that will have to come out.

The 70 city being used in the recovery has the dolly block on, which if I recall correctly is only good for 6.8t, I haven't checked the spec but I'll be surprised if there's any more SWL than that in it. If so then why's it on there? Because looking at the boom angle he's probably up to near 6.8t at that radius!!! Scary!!!!

So it's totally the wrong crane for the job, looks like its got a 3 tonne 3 metre sling lobbed round the jib cradled (6t SWL) any old style, waiting to slip or just be cut by the steel gussets on the boom etc..., but an even more scary scenario still awaits seeing as they've got an ad-hoc and unsuitable crane on the boom which is just balancing on the steelwork. Then when the superstructure of the crane being rescued decides to slew round - following the ballast - which will be looking to find gravity (I've seen that before), could be a lovely shock-loading and then double Tate Crane Carnage, just to add to the mix they've got three people in shiny hi-viz vests right where I imagine a runaway 110t crane boom which is trying to find the floor would more than likely go, then we have personal injury at best.... Fatality at worst.

Also it is apparent that the bigger crane attached to the front would have been useless if the scenario above would have unfolded, it is waiting for the other one to get the 110 up past its own centre of gravity, which I'm sure would have needed much more than a 6 ton line pull.

This really stinks and makes a real mockery of the time and care we all put into making sure our jobs are carried out safely, just look at what this does for the entire industry it sets us back 20 years.

Once again thanks for your time on this, can you keep my name out of it as I'm not in it to score points, I just feel strongly that this is unacceptable.

*A UK crane hire professional*

*We thought long and hard about publishing this letter, it refers to the recovery of a 110 tonne mobile crane that tipped over at the Tate Modern gallery M2 extension at the start of December. We were deluged by correspondence stating that the job would have benefited from a larger crane due to the long radii involved. Crane people will all look at a job differently of course and all we can say at this stage is that only those involved know all the facts.*

*As to the recovery it is again dangerous to make comments from a distance. The correspondent is though a much respected and highly experienced crane man and was close to the job at the time. His comments are genuinely felt and he has clearly taken time out of a busy schedule in order to alert to us all in the industry to the fact that we need to raise our game. Thankfully in this incident there were no injuries or fatalities. It could though have easily been a different story both in the first instance and during the recovery.*



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Dear Leigh,

Please have a look at the attached article, it is a major publicity from the Health and Safety Board of Québec called CSST made two to three years ago and they sent this everywhere so people are aware of the problem. If you look at the picture 001 and expend the picture pay attention at the base of the lift cylinder and you will be capable to see that the anchor plate where the scissor stack is connected as broke off from the base structure.

We also had a few accidents one with a boom over 100ft about four to five years ago and the unit was working sideways and the centre pivot pin on the undercarriage broke and the unit flipped over a building killing the person. If I am not mistaken – the unit was almost at its maximum height. Same thing with another boom up in the Sept-iles region of Québec when a pin from a boom cylinder snapped and the person died from this accident. This is the reason why the CSA (Canadian regulation) did implement the regulation mentioned on my previous email. There is a cost to inspection but I believe it is still cheaper than losing a person's life.

That regulation is really strict and has the law behind it so the owner or the person responsible for the machine will be prosecuted for a criminal act that can result in a jail sentence. Until a few years ago it was impossible to sue a person but now it is more strict and people do think twice. Under the Government of Canada the CSA is to mandate for each province to follow the rules and the inspector of the province has full authority to seal a machine and issue a fine, and not a \$50 one - rather thousands of dollars.

It is really strict and I believe other countries should follow

the same principal – we are talking about peoples life here and not a sand bag.

The article referred to is a Canadian safety warning regarding a structural failure on a number of scissor lifts, some of which caused fatalities or serious injuries. It says that in all cases the accidents were due to poor or non-existent maintenance and inspections. It warns owners that it is a legal requirement to carry out regular inspections and maintenance as per the manufacturers' recommendations. It then gives an example of the regular checks required, daily, every 200 hours and once a year.

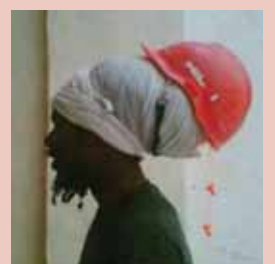
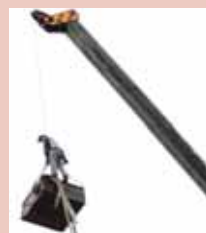
It also highlights the legal requirement to have all platforms thoroughly inspected by a qualified engineer after 10 years of service and then every five years thereafter or after a serious incident or sale.

*The article referred to is a Canadian safety warning regarding a structural failure on a number of scissor lifts, some of which caused fatalities or serious injuries. It says that in all cases the accidents were due to poor or non-existent maintenance and inspections. It warns owners that it is a legal requirement to carry out regular inspections and maintenance as per the manufacturers' recommendations. It then gives an example of the regular checks required, daily, every 200 hours and once a year. It also highlights the legal requirement to have all platforms thoroughly inspected by a qualified engineer after 10 years of service and then every five years thereafter or after a serious incident or sale.*

## Death Wish 2011

Here are a few selections from our Death Wish series..... All have been sent in by our eagle eyed readers during 2011. You can win a copy of the book *Going up in the World* by Denis Ashworth by sending us your views explaining which of the photographs here is the best example of a Death Wish.

Send all entries to The Vertikal Press, box 4998, Brackley, NN13 5WY, UK or in Germany to Vertikal Verlag, Sundgaullee 15, Freiburg D-79114



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
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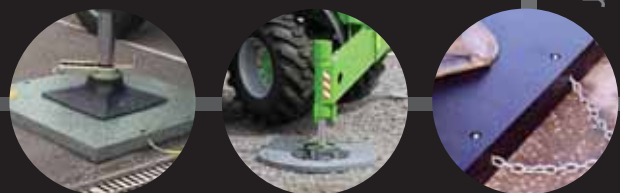
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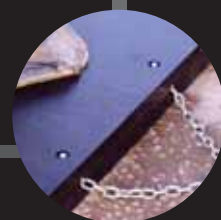
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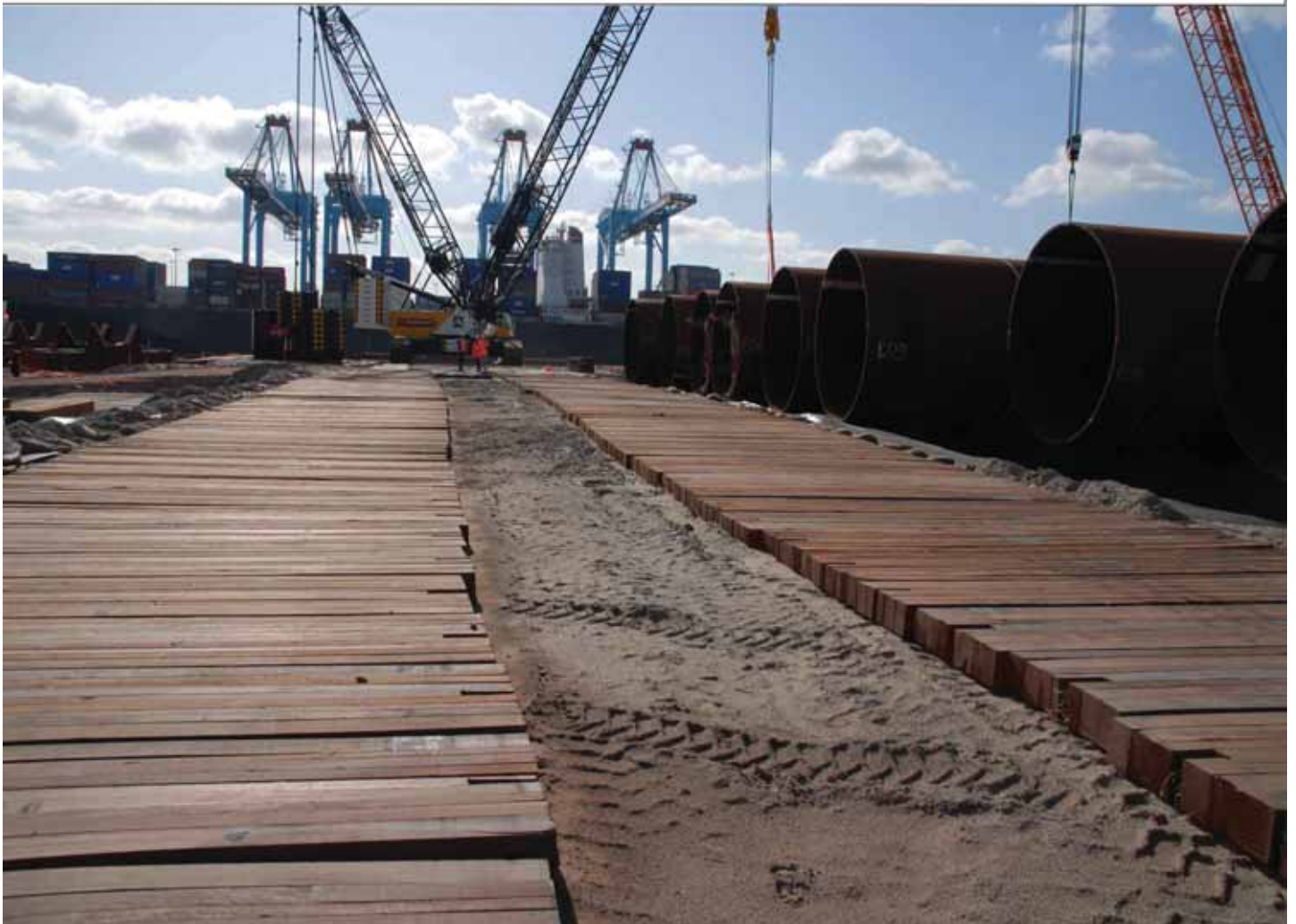
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