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February 2012 Vol. 14 issue 1

All terrain
cranes

Self-propelled
boom lifts

Batteries

Used equipment

INTERHI

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On the cover:

On the cover: A JLG Ultra Boom spotted near the Louvre in Paris. The 1250 AJP has a 38.1 metre platform height, 450kg basket capacity, four wheel drive and four wheel steer.



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All Terrain cranes



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Cranes & Access investigates the latest breed of small All Terrain cranes - the Liebherr LTC 1045-3.1 and Terex Challenger - profiles Edinburgh-based crane rental company Bernard Hunter and looks at some interesting applications.

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We review the changing face of buying and selling used equipment, highlighting the advantages and disadvantages of the different avenues available. We also look at why the market is improving and how buying and selling over the internet may have contributed to this change.



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Between 40 and 50 percent of all self-propelled aerial lifts sold each year are either articulated or telescopic boom lifts, and there has never been a wider choice of suppliers and models. We review what is available and take a look at Manitou, predominantly known for its telescopic handlers, but with a growing range of access equipment including articulated and now telescopic booms.



Batteries 47

Batteries are an increasingly important component in the lifting world. Here we see how to extend their life as well as looking at a company that specialises in battery recycling.

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This is an important year for Intermat. One of the three major international exhibitions - the others being Bauma and Conexpo - Intermat's importance and draw for manufacturers has waned over the past two shows. We run through some of the new equipment that will be on show.



In the next C&A

In the next issue of Cranes & Access out March 2012 we will have our second Intermat show preview, IPAF summit report and take a look at RT scissors and spider cranes.



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c&a
comment



Whistling in the wind?

Accidents related to wind turbine and transport installation have reached an all-time high. Even the European

Association of abnormal road transport

and mobile cranes (ESTA) agrees, stating that they have 'sky-rocketed' and the number of related fatalities is 'way too high'.

This of course is not breaking news. Our humble publication and website have been highlighting the dangers and resultant incidents for many years. So for the esteemed ESTA organisation to recognise this and act by holding a summit in Hamburg on the 14th March, the problem must have reached serious levels - perhaps levels that those outside the wind industry are blissfully unaware?

Not wanting to pre-empt the summit, entitled Safety Issues in Wind Turbine Installation and Transportation, it would appear that there are five main problem areas: erecting blades and hubs in winds that are too high for the lifting equipment; inadequate access roads; increasingly remote and difficult to access sites; shorter installation times and possibly the decreasing tender prices for turbine installations which in turn increases the pressure on every aspect of the contract - from choice of lifting contractor and equipment, time allocated and the quality of staff and staffing levels.

Price is also the factor with the ESTA summit, with the association charging delegates €290 a head for what it says is a "non-profit event". Outrageous when the basics - a meeting room and refreshments are all that is needed. Add in travel and hotel costs - a necessity for many - and the total cost of attending will put off many that would otherwise have benefitted from what could be some very constructive discussions.

If clients and main contractors would pay a fair and reasonable rate for the lifting work, sub-contractors could invest more in the equipment while employing sufficient staff and resources to carry out the meticulous planning required and complete the work in a safe manner. Add to that a more open exchange of information following any and all incidents and the industry would soon be a safer place

Perhaps ESTA should adopt the same principals - a more reasonable cost could attract a larger and more varied audience and a more spirited exchange of information.

Mark Darwin

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Sheriff calls for UK crane MOT

A sheriff in Scotland has finally issued a ruling on a fatal road accident in which Ann Copeland, 45, and daughters Niamh, 10, and Ciara, seven, were killed after their car skidded on hydraulic oil that had leaked from a mobile crane.

Following the protracted inquiry last year, sheriff Kenneth Stewart determined that "the car lost control because of 'contamination' on the road and that the contaminant was hydraulic or lubricating oil which had the effect of considerably reducing the grip of the cars tyres on the roadway. On the balance of probabilities the contaminant was deposited on the road by a mobile crane which was driven south on the A92 road shortly before the accident. The oil leaked from a hole in a hydraulic hose which had been incorrectly positioned, leading to abrasion."

He added that it is likely the fault would have been noticed if the crane's owners and operators, William Whyte Cargo Handlers - which trades as Whyte Crane Hire - had a programme of planned preventative maintenance in place for the crane, based at least on the recommendations contained in the manufacturer's manual.

He then recommended that the UK Government "as a matter of urgency bring in legislation to remove the current exemption for mobile cranes from undergoing a compulsory regular roadworthiness test."

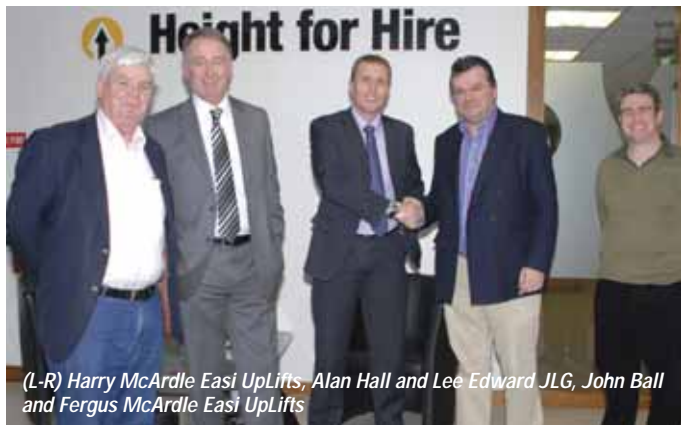
The inquiry was also told that Whyte now has a preventative maintenance scheme in place. Witness Hamish Anderson, the crane's operator, told the court that he discovered several gallons of hydraulic oil had leaked from the crane and admitted that he did not check the levels regularly. He also said that such checks were carried out when there was time and that it was really just an exercise in box ticking.

It is most likely now down to the Health & Safety Executive to decide on how and if it will prosecute this case.



Easi UpLifts invests

Irish-based international rental company Easi UpLifts has launched a 'substantial' capital investment programme for 2012, with sizeable orders for JLG boom and scissor lifts along with Teupen spider lifts. The bulk of the JLG order is for 60 and 80ft telescopic and articulated booms and two 150ft (47m working height) JLG 1500SJ the world's largest self-propelled boom lift. The new lifts will be added to Easi UpLifts' big boom fleet and will be available for re-rent throughout Europe.



(L-R) Harry McArdle Easi UpLifts, Alan Hall and Lee Edward JLG, John Ball and Fergus McArdle Easi UpLifts

Skyjack unveils 63ft articulated boom

Skyjack displayed the prototype of a new 63ft platform height/ 21.2 metre working height articulated boom lift at the recent Rental Show in New Orleans. The most innovative feature on the new boom lift is its dual sigma-type over-centre riser mechanism, with open-throat knuckle joint and twin lift cylinders.

The benefit of this design is that it keeps the overall height of the machine down low enough for transport in a standard container, while offering the best combination of outreach and up and over reach with constant zero tail-swing, perfectly vertical lift and a relatively compact overall length. It also allows the platform to be lowered to the ground while the two risers are fully extended.

The SJ63AJ, painted in the colours of the New Orleans Saints football team, has been designed to offer the best possible outreach, and at 12 metres/ 40ft, it beats Genie, JLG, Snorkel and Manitou and possibly Niftylift's HR21, with only single riser Haulotte clearly offering more. Up and over reach is a very respectable 8.3 metres.

The machine's Gross Vehicle Weight is 10,000kg sufficiently low to allow two units to be carried on a 45,000lb trailer in the USA and other markets. Power comes from a Deutz 3B or Tier 4 diesel with the company's standard drive system, using rough terrain drive axles, complete with operator controlled differential lock and 45 degree crank angle steering. According to the company this provides the new SJ63AJ with one of the best turning circles in the industry. Production will begin towards the end of this year.

The new Skyjack SJ63AJ articulated boom lift.



New chief executive for Rival

Netherlands-based international rental company Rival has appointed Norty Turner as chief executive, effective March 1st. He joins Rival after 17 years with Hertz Equipment Rental, where he has held a number of increasingly senior sales and general management roles.

He joined Hertz in the USA in 1995 as a sales co-ordinator and since August 2008 has been vice president Europe, Middle East and Africa, based in France. Turner will succeed Dick Schalekamp who joined the company, then managed by his father Dick senior, in 1986 - taking over the reins in the mid-1990s and leading Rival through a period of strong overseas growth.

Schalekamp moves to a new role in which he will be responsible for initiating international business development, international sales, purchasing relationships, and mergers & acquisitions. He will also remain a member of the company's supervisory board along with chairman Doron Livnat and Willem Ledeboer.



Norty Turner

JCHI takes Nagano

Chinese access equipment manufacturer Beijing Jingcheng Heavy Industry (JCHI) has acquired Japanese based construction machinery aerial lift manufacturer Nagano for ¥1.04 billion (\$13.3 million/€10 million) following its bankruptcy last year. JCHI is a subsidiary of Beijing Jingcheng Mechanical and Electrical Holding company established by Beijing Municipal Government.

Nagano's main products include mini-excavators, and high quality tracked aerial work platforms and crawler cranes, which it sells under the Nagano and Hanix brands. The company filed for an application of commencement of civil rehabilitation procedures (a form of bankruptcy protection/administration) to the Nagano district court in May 2011. JCHI succeeded in acquiring Nagano after its plan for the business was approved by a majority of creditors and authorised by the Nagano district court at the end of last year.



A Nagano tracked big cage boom lift.



The new RS series of simpler scissors is aimed at rental companies

JLG unveils new lower cost scissors for non-CE markets

JLG has launched two new low cost Rental Series electric slab scissor lifts for the Americas and other markets that require CE certification. The new RS range includes two units - covering the most popular platform heights - the 1932RS, a 19ft elevator model with 820mm/32inch overall width and 227kg lift capacity and the longer 3248RS, a 32ft platform height, 1.2 metre/48 inch wide mini scissor with 320kg capacity.

The most notable feature on the new units are their passive pothole protection, eliminating the 73 parts that make up the active pot-hole protection system on the company's highly specified ES scissor lift range. They retain direct electric drive, but use fixed rear axle drive motors rather than the more complex and expensive front wheel drive motors on the ES, the trade-off is a larger turning circle. The scissor lift mechanisms have also been modified to simplify production, while the self-contained hydraulic lift cylinder of the ES has been substituted with a more traditional format. Platforms are steel instead of aluminium as are all covers and the control box.

The new scissors will be built at JLG'S plant in China and sold both locally and in the Americas. The units are expected to cost around 10 percent less than the ES series, but are also expected to be less costly to maintain due to fewer moving parts.

Abu Dhabi cracks down on crane safety

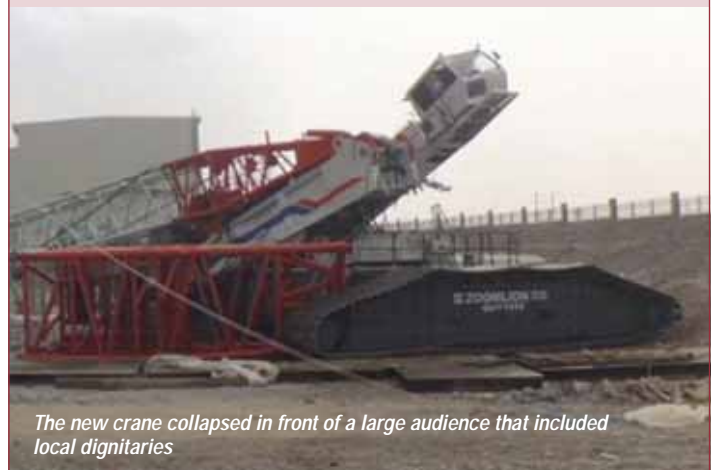
Abu Dhabi Municipality is stepping up its efforts to improve crane safety by calling on contractors and consultants to carry out regular safety checks on cranes and lifting equipment working on their sites and to ensure that they have third party test certificates – a requirement since the end of October.

It also warned that inspectors would be carrying out unannounced site visits, that formal operator training certification will soon be required and that similar rules will shortly be implemented for scaffolding.

Crane set up was to blame

A report has been issued regarding the cause of the fatal 1,000 tonne Zoomlion crawler crane collapse in China last October. The report - or 'final findings' - was issued by the Jiuquan City People's Government, in a statement made by Jiuquan City administration secretary Yanzheng Lu.

He said that following a careful investigation and collection of evidence, the city's safety committee and accident investigation team had issued its report which had been reviewed and approved. He added that the investigation determined that the collapse was caused by the crane being set up out of level and at an angle exceeding its design parameters. As a result, as the crane slewed side-on to the slope, the lateral stresses on the boom from the 318 tonne load, caused it to buckle and fracture. A number of companies including the manufacturer Zoomlion were declared to have had some responsibility for the incident and were issued with administrative penalties. Six individuals are also accused of being directly responsible for the collapse - which took five lives - and will face further penalties, while a further three had their qualification and operating certificates revoked.



The new crane collapsed in front of a large audience that included local dignitaries

First outing for world's largest spider lift

The first 52 metre TCA Falcon FS520C to go into a rental fleet carried out its first job at the athlete's village in London's Olympic park. The world's largest spider lift was delivered to Ireland-based Easi UpLifts at the end of last year.

The high profile apartment building includes a 46 metre high internal atrium which needed cleaning along with minor repairs to its roofing system.



Getting in through the 1.4 metre wide doorway

However the only access to the site was through a 1.4 metre wide doorway, making it impossible for larger powered access equipment to enter. Once inside, the floor space was also at a premium, leaving just enough room for the machine to be set up. Easi UpLifts said that the solution was the most efficient and economical for its client, saving time and money that would have been lost through the use of traditional scaffolding.

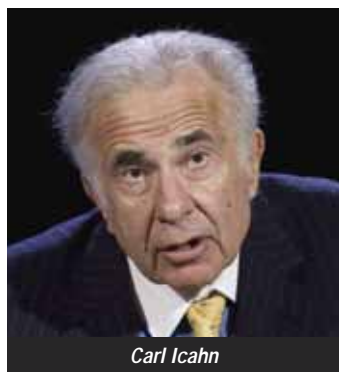


Reaching the top of this narrow atrium efficiently was a challenge

Oshkosh wins the day

Oshkosh shareholders rejected Carl Icahn's plans and ideas for the company and JLG. Icahn, who owns almost 10 percent of the company's shares, was pushing to have shareholders appoint his six nominated directors to the Oshkosh board and adopt his strategy of selling off JLG in order to focus on the defence and speciality truck business.

The company said that at least 12 of the 13 Oshkosh director nominees were elected while the remaining seat is too close to call at this time. A statement by Oshkosh said: "Our board and senior management team remain focused on delivering value to all of our shareholders and continuing the progress we have made towards building a stronger future for Oshkosh."



Carl Icahn

Management change at Palfinger Platforms



Dirk Engels

Dirk Engels, general manager of German-based truck mounted platform manufacturer Palfinger Platforms has left the company to devote his time to other activities. He had been at Palfinger for more than three years.

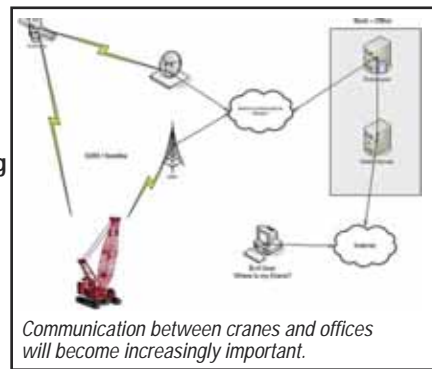
In a short statement Palfinger said: "One of the main credits to Mr Engels was the merging the two aerial lift brands Bison and Wumag into today's BU Platforms.

We thank Mr Engels for his commitment and wish him all the best for the future."

Stephan Kulawik takes over as the new business unit manager for Palfinger Platforms with immediate effect and will manage the BU Platforms together with Rupperecht Zaft in the future.

Trimble and Manitowoc to collaborate

Trimble and Manitowoc Cranes are to collaborate on the development of telematics solutions. The aim is to provide real time, centimetre-level positioning data for multiple cranes working on a site. The solution would be able to measure crane position in absolute coordinates using rugged, easy to install, non-contact



sensors that can be installed on both tower and mobile cranes. In-cab displays of cranes that are fitted with the developed solution will permit operators to view the site, multiple working crane zones, forbidden zones, target locations and other site information.

Trimble and Manitowoc also expect to develop an "Intelligent Environment" database for their solutions capable of receiving constant updates of data from Building Information Modelling (BIM) tools and other site sensors working in tandem. In addition, an anticipated feature of the solution would enable a user to program an alarm or even halt crane operation upon the detection of unplanned work activity on the construction site.

A wireless local area network will also share the crane position information across the site, providing each crane operator, the lift scheduler and even the back office, instant status against the BIM plan, enabling informed, decisions to be made in real time.

Manitou and Toyota to split

Fork and pallet truck producer Toyota Material Handling Europe and Manitou will not renew their long-standing exclusive distribution agreement for France when the current contract expires in a year's time.

Both companies want to enforce a clearer brand strategy that is consistent across Europe. They will however pursue their on-going cooperation, exploring new opportunities and preserving business continuity for their common dealers and end-customers on the French market. Both parties have said that business will continue as usual throughout 2012.

Hakan Dahllöf, president of Toyota Material Handling said: "We are very appreciative of what Manitou has built for the Toyota brand in France, but we now need to deploy our pan-European model for branding and distribution with one integrated organisation in charge for both Toyota and BT brands."

Manitou chief executive Jean-Christophe Giroux added: "Toyota has helped us grow a unique expertise in Industrial Material Handling and recognise the value of that segment alongside Agriculture and Construction. We now wish to expand this model across other geographies, leveraging a single product range under our own Manitou brand, to be launched abroad early February 2012 and progressively in 2013 in France."

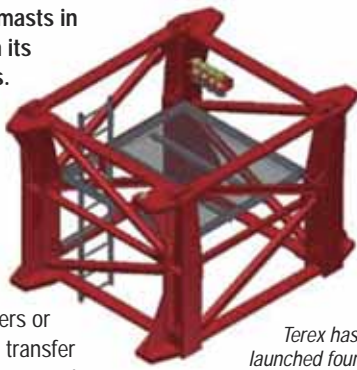


Toyota Industrial Material Handling products

Tower crane transfer masts

Terex has added four new transfer masts in order to improve flexibility between its different tower crane brand designs.

The HD23-TS212, HD23-TS23, TS23-H20 and TS23-TS21 allow crane companies to use any Terex tower section segments with flat top, luffing jib and hammerhead tower cranes under the Comedil and Peiner brands.



Terex has launched four transfer masts. This is the HD23-TS212.

Positioned between two different towers or directly on the lower slewing unit, the transfer masts allows a combination of tower segments to increase freestanding capabilities, lower inventory requirements and improve flexibility.

Pittsburg-based Maxim Crane Works - which has an exclusively Terex fleet of 100 tower cranes - the vast majority are hammerheads but also it has 15 Terex SK 575-32 - has purchased the first transfer masts.

"Purchasing the transfer masts allowed us to use those towers with the new cranes, so we could more efficiently use our inventory and save money on the crane purchase price, said Matt Hyden, tower operations manager for Maxim Crane. "We can also get an additional 80ft to 100ft of freestanding height by mixing tower sections with the transfer masts."

New Liebherr for Baldwins

UK-based Baldwins Crane Hire has added a 200 tonne capacity Liebherr LTM 1200-5.1 All Terrain Crane to be based at its Newport depot. The new crane follows a 500 tonne LTM 1500-8.1 delivered last year.



(L-R) Keith Crocker, Baldwins' Newport depot manager with Wayne Baldwin and Richard Everist, managing director Liebherr-Great Britain.

As well as a 72 metre main boom the AT crane has been delivered with the 12.2 to 22 metre bi-fold swingaway with offsets of 0°, 22.5° and 45°, providing a maximum height under hook of 98 metres and an optimum working radius of 78 metres with a 1,000kg load. The five-axle carrier has 10x8x10 drive/steer, 12-speed transmission with automatic control, air-conditioning and digital instrumentation.

Manitou and Yanmar to cross sell

Manitou and Yanmar have announced a strategic alliance in which Manitou will sell Yanmar compact excavators under the Gehl and Mustang brands in North America. As part of this move, Manitou has ended its existing agreement with Wacker Neuson which has provided compact excavators and all-wheel steer loaders to Manitou Americas since 1999.

Manitou says that it will continue to provide parts and service support for these products for the foreseeable future at the same time Yanmar will launch its own range of skid steers and compact tracked loaders built by Gehl/Manitou in the USA.

Another new crane from JMG

Italian pick&carry crane manufacturer JMG has launched a new six tonne battery powered crane. The MC60 comes just a few months after the launch of the 11 tonne MC110 model and is another stop towards completing its range of battery electric cranes from two to 60 tonnes.

The MC60 has a 6,000kg maximum capacity just half a metre in front of the crane's front bumper. It has a four section full power telescopic boom with provides an 8.8 metre lift height and up to 5.5 metres of horizontal outreach.

The compact crane measures 3.2 metres long, 1.65 metres wide, 1.86 metres overall height and weighs 6,500kg. The drive system has twin front drive motors and a full 90 degree crank angle steering axle at the rear for a turning radius of just 2.8 metres.

The first two units, equipped with winches and non-marking tyres have already been delivered to Elwiko, JMG's distributor in Poland.

The four section main boom extends to 8.8 metres



Second Zoomlion for Hewitt

John Hewitt Crane Hire has taken delivery of the first of the new 35 tonne Zoomlion QY35V truck crane to be delivered in the UK, following its launch at last year's Vertical Days.

The QY35v has a 40.5 metre main boom plus an onboard eight metre underslung fly jib and boasts twin hoists as standard.

Hewitt was one of the first UK customers to own and operate Zoomlion's first generation CE marked truck cranes, a 30 tonne QY30v, which is still in the company's fleet.



Genie telehandler distribution moves to Terex

Terex Distribution (TDL) of Tankersley, South Yorkshire, has been appointed as the UK distributor for Genie telehandlers for the construction, waste, recycling and agricultural sectors. This will include six Genie telehandler models ranging from six to 17 metres.

Covering the entire UK, TDL is also the exclusive distributor of Terex's heavy construction equipment, including articulated and rigid dump trucks and industrial wheel loaders, along with the Atlas range of material handlers and wheeled excavators. The wholly-owned Terex subsidiary has a UK network of 53 factory trained mobile service and parts stocks of more than £4 million. Telehandler distribution for the UK was previously handled by the Genie UK team.

JCB launches new telehandler work platform

JCB has launched a telehandler work platform option for two of its HiViz telescopic handlers - the 535-125 HiViz and 535-140 HiViz. Three platform sizes are available including a fixed platform 1.2 metres by 2.5 metres wide, an extendable platform 1.2 metres deep, but with a length of 2.5 to five metres wide, while the third option adds platform rotation to the extending platform.

A third party access platform will remain available for the 540-140 and 540-170 models. All three platforms offer a capacity of 400kg an increase of 50kg on previous models. JCB says that the EN280 compliant base machine has stabiliser and boom interlocks.



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

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Power boom on test

Liebherr's new heavy duty 'P' boom (Power Boom) system for its largest lattice cranes is now on test at its Ehingen plant in Germany. Its flagship 3,000 tonne LR13000 is currently undergoing main Power Boom tests, while a heavy duty luffing jib and Power Boom combination is being tested on a 1,350 tonne LR11350 crawler.

Liebherr says that the increases in lifting capacities on the luffing jib are particularly impressive, because of the increased torsion stiffness/cross section of the Power Boom together with the stronger, lattice section used in the heavy duty luffing jib.

The 3,000 ton LR13000 Power Boom on test



New Holland goes compact

New Holland has added a six metre - Dieci-built - compact telehandler to the bottom end of its range.

The new model - the 2.5 tonne LM625 - offers a lift height of 5.8 metres and is the construction equivalent of New Holland's LM5020 agricultural telehandler which was launched last July.

The LM625 is just 1.8 metres wide by 1.9 metres high with a turning circle of 3.4 metres and an overall weight of 4,800kg. Power choices include a 70hp naturally aspirated or 84hp turbocharged engine, coupled to a hydrostatic transmission and permanent four wheel drive.



New Holland's six metre Dieci built compact telehandler.

Liquidation for K-Lift

A K-Lift six axle self-erecting tower crane



UK specialist crane rental company K-Lift which went into voluntary liquidation early last month and then appointed a liquidator, has resurfaced as SRF Processors (UK).

A quick check reveals that the directors of the new business are the same as for K-Lift and that SRF was established as a storage and warehouse business in 2002 and had until now been dormant.

Founded in the mid-2000s, K-Lift ran a fleet of mobile self-erecting tower cranes from its base in Denton, Manchester.

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(L-R) Fork Rent owners Guy and Trudi Nicholls with Elaine Miller, Fork Rent's operations director

600 telehandlers for Fork Rent

UK-based telehandler specialist Fork Rent has ordered 600 new JCB telehandlers as part of a fleet and depot network expansion programme. The company is to construct a new purpose-built national headquarters in Ipswich in addition to a brand new depot in Hullavington, Wiltshire which will serve the South West, South London and the Midlands. The company is also looking for a new location in Northern England.

The units ordered range from the 515-40 to the 515-170, including the latest HiViz models. All have air conditioning, sway control for chassis levelling, turbo engines and hydraulic side shift forks as standard. Fork Rent has also specified the latest JCB LiveLink telematics and keypad immobilisers where available.

GT Lifting adds latest Roto

One of the first Merlo Roto 60.24 MCSS 360 degree telehandlers off the production line has been delivered to UK-based specialist telehandler rental company GT Lifting Solutions. The new model offers a six tonne maximum lift capacity and 24 metre lift height at which it can lift three tonnes, or take 850kg out to more than 20 metres.



An operator undergoes training on GT Lifting Solutions' new Merlo Roto 60.24MCSS telehandler.

Graham Trundle of GT Lifting, which specialises in 360 degree and heavy lift telehandlers, said: "The new machine benefits from a much increased capacity at full outreach whilst maintaining a compact footprint in line with other models in the Merlo MCSS range."

SafeFirst appointed dealer

Irish health and safety company SafeFirst has been appointed as the Altec and Cumberland/Socage dealer for Ireland. The Belfast company has already notched up several sales.

At the end of November it sold its first Land Rover mounted Socage 314 to a rental company in southern Ireland and followed this with another on a 130 Defender chassis to a large utility vehicle supplier in Northern Ireland. The company has also been demonstrating the Altec DB35 Digger Derrick throughout Ireland.



(L-R) Gary Simmons of Altec, Michela Viviani of Socage UK, Michael Rodgers and Mark Holmes of SafeFirst, Paul Murphy of Cumberland and Saul Brown of SafeFirst.



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Financials round-up

Haulotte up 23%



Haulotte reported full year revenues for 2011 of €307 million up 23 percent on 2010 and likely to put it back into profit.

New equipment sales increased 25 percent to €233 million, service revenues were up 17 percent to €31.1 million and rental revenues 15 percent to €42.7 million.

Sales grew in all geographic areas with South America up 77 percent, Asia up 48 percent and Europe, which accounts for two thirds of the company's sales, up by 19 percent. The USA showed the lowest growth levels with a five percent increase.

Lavendon up 7%

Europe's largest powered access rental company Lavendon issued a full year trading statement to the end of December with revenues up seven percent for the year and five percent in the fourth quarter. The UK and Germany were both up seven percent for the year, Belgium and France grew 13 percent and the Middle East five percent.



Harsco edges up

Revenues at Harsco Infrastructure edged up seven percent for the 12 months to the end of December to \$1.1 billion. Losses were \$125.6 million - compared to \$145.3 million in 2010 - of which \$87.6 million was restructuring charges compared to \$84.4 million of restructuring charges last year.

RSC finishes with a flourish

RSC, North America's second largest rental company, has reported a strong finish to the year, pushing it back into profit for the quarter. Overall revenues were up 23 percent to \$1.23 billion. In spite of the strong improvement the company still reported a pre-tax loss of \$40.4 million, significantly better than last year's loss of \$117.2 million.

Record result for CAT

The world's largest construction equipment manufacturer Caterpillar has reported record sales and profits for 2011. Total revenues were up 41 percent at \$60.1 billion of this construction equipment - including telehandlers - was \$19.67 billion, an increase of 45 percent on 2010. Pre-tax profits jumped almost 80 percent to \$6.725 billion.

Manitou back above a billion

Manitou has reported 2011 revenues of €1.13 billion, 35 percent higher than for 2010. All divisions posted strong gains including the Rough Terrain Handling business - largely telehandlers and aerial lifts - which saw sales for the full year climb by 36 percent to €796.3 million - just over 70 percent of the company's total.



United ends the year on a high

US-based United Rentals reported a strong fourth quarter pushing the total year revenues to \$2.61 billion, 17 percent higher than for 2010, with \$164 million pre-tax profits compared to a loss last year of \$63 million.

In the fourth quarter overall revenues were up 25 percent to \$746 million, while pre-tax profits for the quarter were \$56 million, compared to a loss in the same quarter last year of \$40 million.

A strong finish for Manitowoc



Manitowoc Crane has reported fourth quarter revenues up over 40 percent on last year - its best quarter since 2008. For the full year crane sales were \$2.16

billion, up more than 24 percent, driven by stronger sales in North America and developing markets. Operating profits for the same period grew by 19 percent to \$106.8 million.

JLG jumps 74%

JLG reported a very strong first quarter with sales of \$505.1 million, up almost 74 percent on last year - more than 91 percent if you include inter-company military contracts. Operating profits for the quarter were \$13.1 million compared to a loss year of \$16.7 million. The company's order book more than doubled to \$785.3 million.

HSS up 5%

UK rental company HSS announced full year revenues up five percent to £180.2 million however in the fourth quarter they slipped back one percent to £43.9 million.

Record revenues

Preliminary numbers for Wacker Neuson show revenues of €991.6 million the highest in the company's history and 31 percent up on 2010. All segments reported double-digit growth.



Tanfield raises £12 million

Tanfield, owner of Snorkel aerial work platforms raised £12 million through the issue and placing of 29,268,293 new shares, priced at 41p per share. The shares were sold to "institutional and other investors".

Record year for Palfinger



Palfinger has reported record revenues in 2011 - up by almost 30 percent to €845.7 million, while pre-tax profits jumped more than 90 percent to €57 million as both higher revenues and margins made an impact. Sales were up strongly in many parts of Europe, although Spain, Greece and Portugal remained depressed. The rest of the world also grew strongly and now represents 26.5 percent of the company's total unit sales.

Kobelco produces in India

Japanese manufacturer Kobelco Cranes has started producing crawler cranes at its new plant in Andhra Pradesh, India, adjacent to its new Kobelco excavator plant which opened last April.

The company says that around 90 units in the 100, 150 and 250 tonne range will be produced this year with a local content of around 35 percent, rising to 50 percent over the next few years. Kobelco hopes to win a 20 percent share by 2015, when it expects the total market of 700 units.

CAT launches new US telehandler

Caterpillar has launched the new 12,000lbs (5.5 tonne)/55ft (17metre) TL1255C telehandler for the North American market. The unit has a maximum forward reach of 42ft (13 metres) and weighs 16.3 tonnes. The new high boom model features an improved synchronised telescopic boom, a new side mounted Cat power unit that can accommodate B20 biofuel and meet Tier 4 Interim/Stage 3B emission regulations and a new CAT power-shift transmission.

The CAT TL1255C telehandler.



Lee Roebuck and Nicky Francis of L&N take delivery of the new lift from Ian James of Bronto

Double UK success for Bronto

Truck mounted platform manufacturer Bronto has kicked 2012 of with a bang with L&N of Sevenoaks in Kent taking delivery of the first 36 metre Bronto S36XDT in the UK. The new entry level Bronto - mounted on a two axle Volvo truck - is a derivative of 38 metre S38XDT, but with a fixed, rather than telescopic jib. In spite of this it still offers up to 27 metres of outreach and shares all the XDT features including a 700kg platform capacity and full 180 degree platform rotation.

At the same time national access rental company Facelift has ordered two new 50 metre S50XTDTJ for delivery in June. Both units will be mounted on a 6x4 Volvo FM rigid chassis with 370hp engines and automatic I-Shift transmissions. Fitted with the standard 700kg capacity platform Facelift has also opted for the optional '360 degree camera cage' as well as a 1,300kg boom winch. The new lifts fit into the Facelift fleet between its existing 46 metre Bronto S46 XDTs and 52 metre S52XDTs. The S50XDT offers more platform capacity and more outreach than both the 46 and the 52.

PNT 210 J Truck mounted platform
PNT 210 thinks twice

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- **Jean-Noel Daguin** has been promoted to executive vice president of **Manitowoc Cranes China**.



Jean-Noel Daguin

- UK based **Hy-Acc Services** has completed its six truck mounted platform refurbishments for **TGM**.

- **Max Bögl Transport** of Neumarkt, Bavaria has taken delivery of two new 350 tonne **Terex AT** cranes.

- German-based port and industrial crane manufacturer **Demag Cranes** supplied its first harbour crane to Bermuda.

- The first 45 tonne **Liebherr LTC 1045-3** City crane sold in the USA has gone into service with **AmQuip**.



Bert Rayer

- **Snorkel** has appointed **Bert Rayer** as regional sales manager for the US western region and the Dakotas.

- **Tadano Americas** has promoted **Bryan Turner** to North American manager of its boom truck product line.

- French regional rental company **Bleu Blanc** has placed a second order for **Skyline** spider lifts.

- Irish-based **Blulift** is supporting the **Cliona Ring Foundation** that helps families of children in long term treatment.

- **Ahern Rentals** has confirmed that the US bankruptcy court has approved \$66 million of DIP financing.

- UK-based crawler crane specialist **Weldex** is planning a new base at the Nigg Yard in Easter Ross, Scotland.

- Czech-based aerial lift distributor **Plosiny Rybacek** has opened a new service centre in the town of Louny.

- US-based crane manufacturer **Link-Belt** has promoted **Rosemary Harney** to credit manager.



Rosemary Harney

- **Liebherr** says its mobile harbour crane division which had its best year since 2008.

- UK-based **MBS Tracked Access** has added three **Teupen** spider lifts to update and expand its fleet.

- The recently launched **M&G Technologies** battery charger, is now fully certified for the European market.

- UK-based load cell manufacturer **LCM Systems** saw revenues rise 15 percent in 2011.

- Two men were saved by their harnesses after a suspended platform collapsed in **Cleveland, Ohio**.

- UK-based spider lift rental specialist **Higher Access** has taken delivery of three new **Omme** spider lifts.

- **David Baxter**, director of strategic business planning at **JLG** in the USA has left the company.



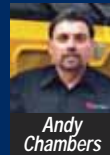
David Baxter

- **Broshuis** has announced a new line of 100 tonne plus low loading transport trailers.

- UK-based sales and rental company **AFI-Uplift** has launched its own range of finance packages.

- Japanese spider crane manufacturer **R&B** has appointed **LTECH** as its distributor in Russia.

- **Manitowoc** has extended its partnership with **Ascotel**, its supplier of anti-collision devices for **Potain** tower cranes.



Andy Chambers

- **Manitowoc Crane** has added to its sales team in Australia with the appointment of **Andy Chambers**.

- Italian-based truck mounted and spider lift manufacturer **CTE** has restructured its production operations.

- UK-based rental company **Midland Truck Mounts** has taken delivery of an 18 metre **Ascendant A18-13TJ**.

- **Manitowoc** has appointed **Kevin Blaney** as director of sales - major accounts for the North America region.



Kevin Blaney

- **Manitowoc Cranes** has added a new international contact centre at its facility in Pune, India.

- US-based **Volvo Rents** has acquired **Blue Eagle Equipment** of Columbia South Carolina.

- Austrian steel and glass building specialist **Markus Wild** has acquired its first spider crane, a **Jekko SPD360**.

- Chinese crane and equipment manufacturer **Sany** has acquired German concrete pump company **Putzmeister**.



John Bittner

- **John Bittner** has been appointed vice president global marketing for **Manitowoc Cranes** as part of a restructuring.

- UK-based spider lift rental specialist **Higher Access** has added the **Multitel SMX225** to its rental fleet.

- The editorial team at **Vertikal.Net** uploaded the 16,000th photograph onto the website on 20th January.

- Netherlands-based **Altrex** has appointed **Pop-Up Products** as its exclusive distributor for the UK.

- **Sérgio Kariya**, MD of Brazilian rental company **Mills** has qualified for an **IPAF PAL** card.

- **Straightpoint (UK)**, the suspended load cell/ load monitoring specialist, has launched a rental division.

- **Brad Boehler** has been appointed president of aerial lift manufacturer **Skyjack**.



Brad Boehler

- US boom truck manufacturer **Manitex** has reported a record backlog of \$83.7 million.

- **Machinists** at **Manitowoc Crane's** plant in Wisconsin have ended their strike.

- Rental company **Hiap Tong** has taken delivery of Singapore's first **Grove GMK6300L All-Terrain** crane.

- **Jean-Charles Delplace**, previously MD of **SMIE** has joined **Ascotel** as manager of its construction business unit.



Jean-Charles Delplace

- **Liebherr** has established a mobile crane division within **Liebherr Argentina**, which will also cover **Uruguay**.

- **Terex Cranes** has delivered two specially tailored **TFC 46M HC** reach stackers to the Port of Rio de Janeiro, Brazil.

- **Oil&Steel** has announced a demonstration tour throughout Germany.

- UK rental company **Hewden**, is supporting the charity **Street League**.

- Netherlands-based **Boels** has been on the acquisition trail purchasing **Baurent** and **Warmerdam** as well as **K-Rental** and **Floris**.

- **Terry Philpot** previously with **UK Cranes** has passed away after a short illness.



Terry Philpot

- Latvian rental company **Arsava** has taken delivery of the first **Grove GMK6300L** crane in the Baltic States.

- French manufacturer **Mecalac** has dropped the **Ahlmann** brand name.

- Australia's **Boom Logistics** has won a five year contract to supply cranes for **BHP's Olympic Dam** project.

- **Manitowoc** has assured its UK customers of its long term commitment to a strong local presence.

- Danish-based aerial lift manufacturer **Omme Lift** has appointed **Michel Kristensen** as service manager.



Michel Kristensen

- **Dieci** telehandlers has appointed **Leach Lewis Heavy Plant** as its distributor for the UK's East Midlands.

- Access manufacturer **JLG** is to produce its European 450 Series II and 510AJ booms in Romania.

- **JCB** has launched a new online insurance service that allows customers to buy coverage on the web.

- German rental company **MVS Zeppelin** is dropping the **MVS** to become **Zeppelin Rental**.

- German rental company **Bruns Schwerlast** has taken delivery of three new **Terex** cranes, a 40 tonne **AC 40 City**, an 80 tonne **AC 80-2** and a 160 tonne **AC 160-2**.

- **Holger Johan**, founder of **Powerlift**, has joined German-based **Schipper** group to head up its sales efforts.

- Italian manufacturer **CTE** has built a combined aerial lift/loader crane for a fire department in Hong Kong.

- US wholesale rental company **Acme** has appointed **Scott Stewart**, a former airline executive, as chief financial officer.



Scott Stewart

- **Liebherr** is celebrating the shipment of its 100th mobile harbour crane for the African Continent.

- UK-based rental company **HSS Hire** has opened a new 'supercentre' in Bristol.

- UK-based industrial support and contract scaffold specialist **Pyeroy**, has opened an Aberdeen office.

- **Faber-Com**, the Italian-based hydraulics and control specialist has appointed **Enrico Cantadori** as sales manager.

- UK-based rental company **Peter Hird & Son** has appointed two new directors to the board, **Carl Norfolk** and **John Wilding**.

- **Pasi Uusi-Kuitti**, sales director of Finnish based manufacturer **Dinolift** has resigned and left the company.

- **Ramirent** has been selected as sole rental supplier for the **Garpenberg** mine expansion in Sweden.

- **Schreiber Baumaschinen**, the **Potain** crane dealer for northern Germany has sold 15 tower cranes to **Zechbau**.

- Tower crane manufacturer **Linden Comansa** has appointed **Modern Emirates Heavy Equipment** as distributor.

- German truck mounted lift manufacturer **Ruthmann** has appointed **Malthus** as its distributor for Sweden and Norway.

- **Wynne systems** has appointed **Olivier Hertu**, previously chief information officer at **Loxam**, as project director of Europe, Middle East and Africa operations.



Olivier Hertu

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



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- Reduced likelihood of cage damage
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Booming market

More than 60 percent of all self-propelled aerial lifts sold each year are either articulated or telescopic boom lifts and while entering the boom lift market is a tough challenge for a manufacturer, today's buyer has a wider choice of suppliers and models than ever before.

In spite of this the market is generally dominated by the two largest manufacturers JLG and Genie. Because of the higher cost compared to small scissor lifts, most buyers tend to play it safe when buying boom lifts and are less willing to try a new products.

However there are many other manufacturers carving out significant sales as the aerial lift market continues to grow. These include Haulotte - which usually outsells the two leaders in Europe - and fellow French manufacturer Manitou a relatively recent entrant to the market which is building a significant following for its products, both in France and further afield - See separate story page 20.

Snorkel, once one of the worlds leading brands, does very well in the 38ft market and has a strong following in some markets for its larger boom lifts. Its current line-up is an amalgamation of Snorkel and UpRight and is being updated at a steady pace. Then there is Niftylift which is a far more significant boom lift producer than many realise. The company has built a substantial self-propelled business by being



An early Skyjack 66TK



Aichi produces this tracked SR14CJ1

different. The foundation of its success is the HR12, a simple 33ft mini boom that is loved in a number of markets, yet ignored or not taken seriously in others. Those that buy and use them don't care that they are not the most sophisticated, nor the best looking, but they appreciate the simplicity, reliability, light weight and compact dimensions.

The Snorkel A38E also captures some of this appreciation but the product does not have the variety and scope of the HR12 which can be ordered in narrow or wider/lighter overall widths, with battery, diesel or Bi-Energy power sources plus 4x4 and everything in between. While the modern HR12 has hardly changed since the 1990s, Niftylift's more recent introductions are highly sophisticated and lead the market in terms of technology. These include electric/diesel hybrid drive systems, SioPs anti-crush protection and more outreach from a lighter narrower machine than just about

anything on the market.

One of the most recent boom lift entrants has been Skyjack although that statement is not entirely true. The company was in the market in the early 1990's when it followed the perfectly rational strategy as a latecomer to introduce products that were different. Its TK models are still appreciated for their ability to reach below ground level making them ideal for dockside and bridge applications. When the products were in production they were too different for most mainstream rental fleets and ended up as a niche product, causing the company to abandon boom lifts when the recession hit.

When it re-entered the market in 2007, it decided that the best strategy was to build a boom lift that was similar to the Genie and JLG models combining the best of each while introducing a few tweaks of its own. The 46 and 51ft articulated and 40, 45, 60 and 65ft

telescopic units are well liked by owners but the company has yet to make a serious dent in the market. One positive point is that it has come through this recession with not only its boom line intact, but with designs for a 63ft articulated and 80ft straight boom well underway - the former being shown at The Rental Show in New Orleans.

Looking towards the East

Moving to the East and there is an increasing amount of choice. But for many western buyers there is only one - Japanese producer Aichi. The company arguably builds the best straight booms on the market, to the point that its European master dealer provides a five year warranty on its wheeled booms and says that this was not a costly decision. The initial purchase price of an Aichi boom is high and the manufacturer struggles with its international marketing and distribution. Its plans to become a leading player in the USA and Europe and introduce articulated models - announced five years ago - has come to little, but



Snorkel A38E



JLG is one of the major players in the boom market



Dinolift is a new entrant with its 18.5 metre working height 185XTS

the company is a master of playing the long game so it would be foolish to right-off its expansion plans just yet. At present the company says that the high yen is making plans to increase exports a hard task. What is odd is that its production facility is possibly the most efficient in the world and it can achieve premium prices, two factors that compensate for the currency challenges?

Chinese growth

Staying in the east the fastest growing producers in terms of new model development are the Chinese with Dingli, JCHI and Mantall all boasting wide product ranges and looking at export markets. The main problem the Chinese face is that very few rental companies in the West will risk investing in an unknown boom lift. This coupled with the fact that Chinese products have not exactly impressed in recent years. However they are learning fast. Dingli for one has made incredible strides in the quality and design of its small scissor lifts, to the point where European and North American companies are giving them a go and not being put-off. The company will hold off promoting its booms in Europe until it has established its name with smaller lifts and built up a support network.

At the same time as companies continue to refine their offerings, JCHI is looking at the alternative of acquiring a European brand and technology to speed its entry into



Chinese manufacturers - including JCHI - are slowly pushing into Europe

the market. We understand that at least one Chinese crane producer is also seriously looking to enter the boom and scissor lift market via this route.

So what does that leave us with? A number of niche players with different strategies looking to either serve their existing customer base with specific products or specialising even further. Platform Basket is one such company. When the current company was formed it inherited a full self-propelled boom line ranging from small to exceeding 40 metres. It wisely decided to focus its efforts on spider lifts and has done very well while building a few self-propelled booms to order. Where it has done exceptionally well is with its specialised road rail articulated boom lifts that incorporate a levelling superstructure for banked cambers. While this is a niche business the values are high and numbers greater than many realise.

On the level

One company which tries to straddle the niche and standard markets is Matilsa of Spain. The company produces a range of articulated booms starting with a competitor to the Nifty HR12 and Snorkel A38E and extending up to the 63ft Parma 21D model with 21 metres of working height. One thing that differentiates the company is the option of jacks which allow the booms to be levelled on significant slopes. This is a feature that many users appreciate, but tend to overcome by driving onto cribbing, or if interlocks allow operating on a slope with the tilt alarm disengaged - both of which are highly dangerous.

Matilsa does not produce in large volumes so prices tend to be on the high side, limiting its volume and keeping it from being more competitive. However for those who want to work safely on slopes without paying too high a premium, the machines are worth a look.

Fellow Spanish manufacturer Mecaplús also specialises in boom lifts for slopes, but the concept which reaps huge productivity benefits for specific applications is too different for most rental companies.

A boom from the north

The most recent entrant into the fully-self propelled boom market is Dinolift of Finland, which has also taken note of working on slopes. Its new 18.5 metre working height 185XTS can operate on slopes of up to four degrees - most booms are overload tested to five degrees but are supposed to operate on firm level ground. Other than that the new articulated boom has all the desirable features, 4x4x4 drive and steer with oscillating axle, 45 percent gradeability, articulated jib, decent 250kg platform capacity and fast function speeds. It is likely to struggle to break into the mid to large rental fleets, but then Dinolift - as Manitou says - does not need to build this product by the thousand. It may well be satisfied with 25 to 50 units a year at a decent price to satisfied customers?

Long platforms

H.A.B of Germany inherited the designs and concepts of a well-established straight boom company TKD. It currently builds a limited range in the 60 and 100ft range, very competent and solid products with a specific following in its home market and the Netherlands. One

option that might just help exports is its five metre long platform options.

That brings us to a couple of Italian producers Airo and Imer/Iteco with designs on higher volumes, but facing the challenge of breaking into rental fleets. Airo has the most experience with boom lifts and offers some very interesting products including 60ft battery models and compact industrial units. It has a following in some markets, such as Germany, where the specification of some of its models are much appreciated. Iteco, now Imer Access has more marketing and distribution clout as part of the Imer group and has already broken into a number of large rental companies with its scissor lifts, the brand is also appreciated in a number of Northern European markets. The problem as always is a limited range.



The simple, light and compact Niftylift HR12



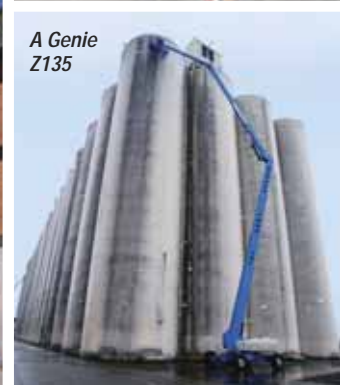
Matilsa Parma 21D has optional jacks allowing levelling on slopes



JLG 1250 AJP



HAB T22J

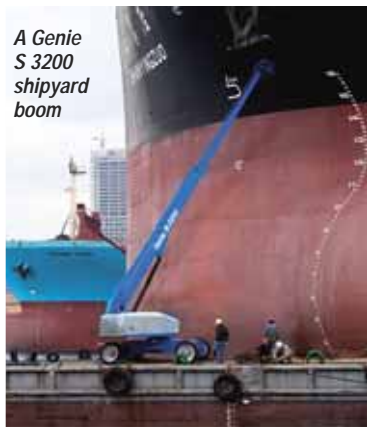


A Genie Z135



A Genie S 3200 shipyard boom

Largest boom available - JLG 1500SJ



Skyjack SJ46AJ



Mecaplus also specialises in boom lifts for slopes, particularly arborist work



Finally one alternative for particular applications is a telehandler with fully integrated work platform. For jobs that require boom type outreach with larger work platforms and higher travel speeds, the telehandler is ideal. While they are hardly impacting the boom lift market they are selling in larger numbers and finding an appreciative customer base.

Telescopic jibs

Three years ago Haulotte introduced a new idea to the straight boom lift market by adding a telescopic section to the articulated boom on its H28TJ. Launched at Conexpo 2008 the timing was not great but it did give the company an exclusive sales feature which helped get some of its larger booms into the fleets of some new customers. The idea itself is not of course new - it has been used on truck mounted lifts for some time and it might be argued that some articulated booms are just a larger version of this? However any good idea is worth emulating and JLG took the concept a stage further adding a fairly long two section telescopic jib to its

135ft straight boomed 135SJ to create the largest straight boom ever - the 1500SJ - matching the height of its aging 150HA articulated boom in a dramatically more compact and easier to transport package.

The latest company to adopt the concept is Manitou with its 28 TJ - see separate story page 20 - the company's first straight telescopic boom lift. The benefit of the long jib is that it provides some significant outreach at a significant height without sacrificing straight up or straight out reach. Expect to see more manufacturers adopt the idea. And who knows, perhaps we'll see some three section jibs before too long?



Haulotte HA 28 TJ+

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Manitou

a period of consolidation

French equipment manufacturer Manitou is predominantly known for its telescopic handlers, having built its first Rough Terrain fork truck more than 50 years ago. Of its three divisions, Rough Terrain Handling - which includes telehandlers and access equipment - is by far the largest, accounting for 70 percent of group revenues, with the Industrial Material Handling and Compact Equipment (Gehl/Mustang in the USA) divisions making up the remainder.



The latest generation
160ATJ-2

At the end of last year, *Cranes & Access* and sister magazine *Kran & Bühne* were given an exclusive insight into the company which included a tour of two of its facilities in Ancenis and Candé along with a session with chief executive Jean-Christophe Giroux.

Founded by the Braud family 60 years ago in Ancenis in north west France, Manitou achieved sales of €1.13 billion in 2011, 68 percent of which came from markets outside of France. The company employs nearly 2,800 across eight production sites (four in France, three in the USA and one in Italy) with five brands – Manitou, Mustang, Gehl, Loc and Edge – operating in the construction, agriculture and industrial sectors. In terms of financial performance 2009 was a bad year for Manitou. After several years of healthy profits (€155 million in 2006) it posted a

loss of €48 million and was choking on the over the top price of its 2008 acquisition of Gehl. In 2010 it managed to scrape a modest profit (€10 million) on the back of a new strategy, reviewing all of its production processes, rationalising its product lines and setting out a clear plan for its dealers, users, employees and shareholders of the group's long term ambitions.

Growing access product range

For many, Manitou will always be a telehandler company, however after having entered the access market as long ago as 1992, the company has in recent years made some significant progress, expanded its boom and scissor range – both organically and through partnerships – to create a reasonably broad product line. The company can now offer, compact electric slab scissor lifts up to 33ft/12 metres working height, a 12ft self-propelled vertical mast lift and two compact Rough Terrain diesel scissors, with 26 and 33ft platform heights. The scissors are part of a cross branding deal with Terex/Genie, while the mast comes from Snorkel.

On the boom side Manitou designs and produces all of its own models, including eight and 10 metre mast booms, electric and diesel articulated booms ranging from an industrial 33ft to a larger 60ft and most recently added 80 and 86ft telescopic booms.

Manitou says that articulated boom lifts represent 52 percent of its aerial lift sales, while scissor lifts are higher than you might expect at 28 percent, while mast booms are 20



percent. It also claims to have steadily increased its market share, which is now around seven percent in Europe as a whole and roughly 20 percent in France. Its strategy is to build those products that it does well and focusing on the European market before considering any move into the Americas.

When the company was negotiating the agreement with Terex – which is said to be working well – it decided to concentrate on Genie's compact scissor lift range, which it says is more in tune with its dealer's requirements - particularly in France - where many are industrial fork truck franchises, a result of its long-term partnership with Toyota which ends in 2013.

"Dealers were often buying other manufacturers scissor lifts and painting them red to look like Manitou machines – now they don't have to do it," said Francois Desbriere Manitou's product manager for access equipment. "Genie is also a good and reliable

product, we have not had any problems with the equipment – the arrangement works very well."

The 60V vertical mast - available through a manufacturing agreement with Snorkel (previously the UpRight TM12) is also selling in reasonable numbers according to Desbriere. He says that it complements Manitou's mast booms, the 7.7 metre 80VJR and 9.9 metre working height 100 VJR which have outreaches of up to 3.25 metres. Both of these products were redesigned in 2009, in order to make them lighter and easier to transport. The mast uses a telescopic cylinder rather than chain extension, resulting in a cleaner boom (no oil and grease lubrication) and less maintenance/inspection issues.

The five model electric articulated boom lift range includes two bi-energy models and two smaller industrial models, both of which offer a rotating articulated '3D' jib. The 17 metre model has an impressive 9.4 metres of outreach



Telehandlers being put through their paces on the test track

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and is particularly popular with industrial users.

Then there is the 150 TP – a big platform on a telescopic boom, using telehandler components. It combines the benefits of a larger Rough Terrain scissor lift with the levelling advantages of a Speed Level, in a product that offers 15 metres working height and a relatively low platform entry height. The machine was launched just before the economic crisis of 2008 and has struggled, not helped by a weak marketing effort. To date only around 70 units have been sold. Its

market. Combining its telehandler rough terrain experience with a very high build quality has helped make its 160ATJ and larger 200 ATJ highly popular products in a number of countries. More recently it introduced the 160ATJ+ which offers a 400kg platform capacity and slightly more outreach, although the trade-off is a weight increase of almost two tonnes to 8,100kg.

The latest generation articulated boom – the 160ATJ-2 – was launched at Apex last September. It offers improved performance with a smaller and more

The 160ATJ is one of four rough terrain articulated boom lifts in the range



ability to lift 1,000kg in a large platform, combined with some significant outreach, is particularly useful in tunnelling, mining and aviation applications. Although it offers more than a scissor lift, rental

environmentally friendly Kubota V1505 engine thanks to a new hydraulics and engine control system that matches output to need. Benefits include a claimed 50 percent reduction in fuel consumption, less noise and faster movements. The unit has excellent off-road capability with a new differential lock, four wheel drive, four wheel steering and puncture proof Solid-Air tyres – which are also easier to recycle than foam filled tyres - and smaller 16.5" wheels, which when combined with more torque gives better gradeability. An oscillating axle is optional.

An on-board computer helps the service engineer with fault-finding as well as offering a number of options including limiting the lift height – ideal for a rental company renting it out for lower heights, a rental hour meter and automatic re-alignment of the wheels for easy changing between the three steering modes.

Telescopic booms with a difference

Apex was also the launch pad for two new telescopic booms, with 80 and 86ft platform heights and 26 and 28 metre working heights. The



The redesigned 100 VJR has a 9.9 working height and 3.25 metre outreach

companies often struggle with something so different, tending to supply a less expensive scissor lift that most customers are used to and ask for, ignorant that something like the 150TP exists.

Articulated RT booms lead the way

However it is the company's four model Rough Terrain articulated boom lift range that has kept the Manitou name in the access



The MT625 has been a big success with 1,200 shipped since September 2010

only major difference between the two is that the jib on the larger unit is telescopic, while the lower one is fixed. This gives the 260 TJ a 400kg unrestricted platform capacity whereas the 280 TJ has 350kg but is limited to 240kg at full outreach. It also makes the 280 TJ slightly longer at 11.25 metres and heavier at 16,600kg. The two platforms have been designed along the same lines as the 160ATJ-2, to offer premium performance from a smaller engine which being less than 36kW does not have to meet 3B emissions regulations.

Electronic management of the engine rpm provides the required hydraulic pressure and flow needed for faster single movements and still allows four simultaneous functions without noticeable interference between them, making it a very quick and smooth machine and adding to the comfort and security of the operator. The unit also offers a single button programme to provide automatic single control movements in both the horizontal or vertical planes.

The development of these new TJ telescopic booms has taken three years, but the project is now virtually complete. Final tests are being carried out with production due to start in April.

Telehandlers are still the driving force

Laurent Pons, Manitou's telehandler product manager said that Manitou's sales are split between three major markets with construction representing 45 percent, agriculture 31 percent and industrial applications – including scrap & recycling - 24 percent. The company currently sells its products



Laurent Pons

through 600 Manitou distributors, while Gehl added 780 industrial and compact equipment outlets, primarily in North America, Western Europe and India.

With the market up around 50 percent in 2011 telehandlers are the main driving force behind Manitou's strong revenue growth. The company has also done a great deal to rationalise its product line, dropping older, less competitive models in order to focus on increasing production of its more popular models such as its new MT625. This has meant that it has pulled out of the rapidly growing ultra compact model just as it is taking off.

"Investing valuable engineering resources to update engines and systems on a very dated original design makes no sense," says Pons. "Nor does devoting production capacity to products that are inefficient to build. The company will come back to this sector."



More rational range

The newly rationalised range has four sectors, Compact, Middle Lift, High Lift and Rotating with 10 series and 23 models. The compact range is now just one model – the MT 625 - following the dropping of the Buggiscopic and Twisco, with five High Lift models and seven Rotating models. Manitou says that the Middle Lift machines the MT732 to MT1235 – will be the next products to be reviewed.

The company has sold more than 1,200 MT625 units since shipments began in September 2010, in addition to 400 units of the Ag derivative MLT 625. The result is that Manitou's share of the under six metre market for both construction and agriculture has increased from 25 percent in September 2009 to 36 percent a year later – although these are AEM numbers and do not include Merlo.

capacity of four tonnes and three lift heights – 14, 16 and 18 metres – all with common chassis specifications, complete with simple 'flop down' outriggers and optional self-levelling. According to Manitou the 360 degree telehandler market is growing with machines often working in stationery applications inside or alongside buildings.

With Bi-Energy

The company has also introduced an MRT Bi-Energy telehandler using a three-phase 11kW 380-400 volt AC mains powered motor to drive a dedicated hydraulic pump to power slew and all boom functions but not drive. The unit is designed to operate in any situation where noise and pollution is critical. The unit can be operated from the cab, the access platform or from a remote control unit.



The Manitou Ancenis facility

"It is difficult to predict how the year will pan out but we seem to be over the worst," said Giroux. "For 2012 we still have a substantial backlog of orders and is not going down, even though we are now producing 20 percent more product than we were a year ago. If the market recovers, we do have the capacity to supply machines. But as we don't know what to expect in 2012 - the increase may be five or 20 percent - we will have to work hard to adjust production to suit."

"Component supplies are still a big issue. We could increase production by 50 percent with our existing facilities, but the real bottle-neck is supplier component capacity, rather than fabrications. In Italy all fabrication is outsourced to subcontractors and suppliers which are excellent, here in Ancenis it is a mix, but our

biggest problem are engines." "Current backlog for telehandlers is about six months which is way too long, we would be happy with between eight to 12 weeks. Some of the more popular models are already down to 10-12 weeks but then others are much longer. We have changed the system so that instead of scheduling machines to order which was causing a lot of delays, we identified 10 to 12 very popular machines and scheduled these into stock and they are therefore available more quickly. It is more efficient for us and the supplier to build a longer run of one machine, particularly if it is a basic model – variations take longer. The cost and time of changing to 3B engines is enormous. In the mean time we are also stocking 3A engines so that we have engines in stock to continue building."



Working on a 160/200ATJ boom at the Cande unit

Changes at the top

In January 2011 the new 14 metre/4,000kg MT 1440 and 18 metre/4,000kg MT1840 telehandlers were introduced. Available with hydrostatic or torque convertor transmissions they can be specified with fully integrated access platform attachments. Another significant change is the move to a chain boom telescope system on the four section MT1840 which provides a faster synchronised extension.

Other improvements include a more intuitive operator interface, with improved navigation system and new LCD screen layout as well as an easy connect system (ECS) for attachments, standard tilt lever lock, an inching option and lift cylinder end of stroke - 'cushion stop' - shock absorber.

360 degrees

The MRT Easy is a simpler range of 360 degree telehandlers with a

With Bi-Energy

Over lunch chief executive Jean-Christophe Giroux shared his thoughts on Manitou's markets and products.



Jean-Christophe Giroux

Given the uncertain economic conditions and the general media 'doom and gloom' of recent months, Manitou had a good year in 2011 and is looking forward to 2012 although with a little uncertainty.



Even though it is no longer available, the Buggiscopic is still very useful around the Ancenis facility



Telescopic handlers undergo thorough testing



Products awaiting delivery at the Candé facility

C&A: Why have you stopped production of the Buggiscopic and Twisco before a replacement is available?

"The decision is not ideal, but it is not a smart decision to put a 3B engine in the Buggiscopic. I am sure customers would purchase some, but is it worth the effort for small volumes and future sustainability? For any given model we have to add a 3B engine model for Europe, while having to sustain some type of 3A version for other markets, at least for few years and also offer a low cost version with or without EN15000. So instead of one model we may have three or four. Unfortunately the customer only sees one model but for us it requires an R&D team for each of the four variants. We just could not do that with all the models we had – it was just not possible."



An MT1840A

"We are trying to prioritise and some models classes have had to be cut – not for ever, just during this transition. It is not the result of a crazy marketing policy it is just down to hard choices we have had to make. We could say a replacement is coming and then delay and delay but we would rather be open and straight forward about what is happening."

C&A: What are your plans for the future?

At the moment we are trying to keep customers and dealers happy and are focusing on rapidly growing market sectors and regions. For example with raw material demand continuing to grow, mining is becoming a massive industry. We don't produce mining equipment but we do make machines that are used in mines and for maintaining mining equipment. Mining is often strong in



Manitou recently launched telescopic booms - 280 TJ (shown) and the smaller 260 TJ

regions where we don't generally supply a lot of equipment. So focusing on supplying machines and attachments to this area helps build a Manitou brand presence and generate revenues and profit for our dealers."

"India is not one of our major markets, but we do have some interesting enquiries, such as one for 50 MRT30 telehandlers in just one refinery, which will help to establish an initial presence. We are excited about growing in new markets and finding new customers that use machines in ways we never thought of. I am often surprised that the Manitou brand is so well known in remote countries where we do not even have a dealer."

C&A: What are your plans for the access division?

"We are not a big player in the access market and don't want to



The VJR machines during production

be. We may not offer a full line, however, what we do, we do well. You cannot say however that we are a small player, with a 23 percent market share in the sectors where we are active. Our access business is profitable, it is growing and can survive. I would not accept a loss making business. This is a crowded market with respectable players, so

panies like many of our competitors.

As it stands I am very happy that we can build any machine. The challenge over the next few years however is to improve and master the current product portfolio before we add to it."



160 ATJ-2

we try to be a bit different. Product feed-back from customers is good, even though we may have a small share of their fleet, but where is the problem in that? I cannot see the point of entering a loss-making product sector just to look good and offer a full line."

C&A: What about your access partnerships?

"We knew what we wanted when we entered into the Genie partnership - it was better than spending valuable Research and Development money on scissors. But I don't know where it will take us. We are proud of our platform range, they sell like 'hot-cakes' and we could have sold 30 percent more this year, if only we could have built them. Access is not a problem child.

We don't need high volumes to be profitable in access and we are not dependent on the major rental com-



Manitou parts centre



150 AETJL Bi energy and 160 ATJ



SJ16 VERTICAL MAST LIFT

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ANSI model shown.

Skyjack's self propelled vertical mast lift features a compact footprint and superior maneuverability. The SJ 16 has a working height of 6,75 m. When operating in tight workspaces, a high degree steer angle allows superior functionality and flexibility by offering zero inside turning radius. The SJ 16 features a 0,41 m 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.

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Is Paris in the spring enough?

This is an important year for Intermat which takes place in Paris from 16th - 21st April. The global manufacturing shift coupled with the international dominance of Bauma and other expanding regional shows such as Bauma China has put pressure on Intermat. Once one of the three major international exhibitions - the others being Bauma and Conexpo - Intermat's importance and draw for manufacturers has waned over the past two shows. Can it re-build its status this year or will 2012 place it firmly in the regional show category?

Intermat 2009 attracted almost 185,000 - visitors a third of which came from outside of France. However for visitors looking for a full suite of equipment manufacturers, several major French companies were missing, including Haulotte and Manitou. This year Haulotte has a significant presence, while Manitou is giving it a miss again, while Manitowoc has also decided not to attend, which perhaps says a lot about the show's current stature.

On a more positive note, there are still many companies in the crane, access and telehandler sector at the show and early indications suggest that there will be plenty of new equipment launches, particularly for telehandlers. In this our first Intermat preview we take a quick look at some of the most interesting products.

Tower crane anti-collision systems

One area where this show will beat all other is that of tower crane anti-collision devices. France is without question the centre of

excellence for this technology and all the key manufacturers will be present including newcomer AMCS. Established in 2004 AMCS was until recently dedicated to installing and servicing anti-collision devices. But over the last few years it has spent its years of first-hand on-site expertise to design and build a better system that uses the latest technology - incorporating the latest data logging capability - in an easy to install and use system.

Ascorel says it has quietly manufactured more systems than any other - with 5,000 in service - thanks to its long term partnership with Potain. The company has invested heavily in its technology and has much to show at Intermat. The other two major manufacturers in this sector - SMIE and AGS - will also be exhibiting.

Liebherr Telehandlers

Liebherr will unveil several new products including a revised four model range of telehandlers, with lift heights of either 10 or 13 metres which is similar to previous models - however maximum load capacities



have been increased to 4,100kg and 5,000kg. Other changes include a new, large cross-section boom profile giving increased rigidity, coupled with a low boom pivot point to improve the centre of gravity adding to the machine's stability. A new audible and visual overload warning device will also be fitted.

The new models are powered by turbocharged Tier 3B engines and an optimised hydrostatic transmission to provide improved fuel consumption, particularly when frequent changes of direction have to be made.

All feature electronic pre-selection of three steering modes without having to return the steering to the straight-ahead position and all are equipped with Liebherr single-lever 'joystick' control.

The 13 metre models, equipped with stabilisers, also offer the option of lateral boom movement. This is obtained by sideways movement of the machine on its supports pads. The working attachment moves in parallel with the ground throughout its range, providing precise load movements even at full height, without needing to move the base machine.



Liebherr 65 K

Fast erecting crane

The 4,500 kg maximum capacity Liebherr 65 K - based on the very successful 81 K launched two years ago - can handle 1,400kg at its 40 metres maximum radius. As with the 81 K, all lifts are carried out using the Speed2lift two-fall operation which means no reeving is required for improved productivity and safety. The crane can be transported - complete with ballast - with just two trucks.

Transport length has been reduced to less than 14.5 metres and the smaller wheel gauge of six metres improves manoeuvrability. Base dimensions are 4.2 metres square with slewing radius of 2.55 metres.

The 65 K uses the drive and control technology first introduced on the



Liebherr TL451-13

Students demonstrating the safe use of platforms and artistic talent



81 K, including the 'Micromove' fine-positioning mode allowing heavy loads to be positioned accurately without the hoist gear brake being actuated. Up to five tower sections can be inserted, and the 30 degree luffing jib position offers a total of 14 under hook heights, from 15.6 m to 51.7 metres.

IPAF

The International Powered Access Federation - IPAF - is taking its "Spread the load" safety campaign to InterMat with active on stand demonstrations of the difference an outrigger mat makes to stability. It is also bringing its urban street art demonstration first seen at a German show last year. Two teams of artists will use various aerial lifts to reach the huge canvases to paint the massive pictures during the show, both of which will highlight the Federations safety messages.

IPAF will also promote its recently launched campaign to gather reports on all known aerial lift accidents, aimed of producing meaningful data and helping to improve the safe use of equipment. There will also be a number of meetings and events during the show including its Manufacturers' Technical Committee Meeting on 20th April.

Terex Cranes

Terex plans to show its Challenger 3160 All-Terrain crane which it claims is the only fully equipped, three axle 55 tonne capacity class machine designed for one-man

Challenger 3160.



operation (The UK market has the Challenger 3180, which takes into account the higher axle loads that the STGO rules allow.)

Also on display will be the 100 tonne Roadmaster 5300 designed to be mounted on a commercially-built five axle truck chassis, reducing purchase and operational costs. The crane can carry a maximum counterweight of 8.15 tonnes within the 12 tonne European axle limits. Terex also says that it will unveil a new self-erecting tower crane.

Terex Roadmaster 5300



Merlo

Although no new models have yet been announced, Merlo can never resist showing something new at a show. Its new CDC (Dynamic Load Control) system is said to exceed the longitudinal stability requirements of EN 15000. The system automatically detects and recognises an attachment as soon as it is fitted (bucket, clamp, platform winch etc.) and the CDC system automatically creates a virtual work diagram, allowing the operator to view the position of the load - height and radius - via a very clean and clear multi-function colour display in the cab. Illuminated progress bars give an easy to understand graphic of the stability of the machine as well as showing real-time monitoring of the weight being handled, its height from the ground and machine forward reach. When in an overload situation - in the display's red zone - the operator must manually correct the situation. The company has reported a healthy increase in orders and shipments for 2012, with revenues up 30 percent

on 2010 - but this has meant delivery times slipping to around five months.

JLG

JLG is keeping quiet on new machine launches at this stage, but will certainly exhibit its most recent product launches, including the 150ft platform height 1500SJ Ultra Boom, the 34ft 340AJ and 51ft 510AJ articulated booms, along with its track mounted spider lift models, which have now been integrated into the JLG product line and after sales support system. As this is France - home of the mast boom - expect a full Toucan display as well.

JLG 510



Wacker Neuson

German equipment manufacturer Wacker Neuson will launch its new EN15000 compliant telehandler stability system "smart handling". The company says that unlike other devices "smart handling" is a fully automatic system that retracts and/or lowers the boom and load to improve stability without the machine cutting out or needing to be restarted. The new system is standard on all of its telehandlers apart from the ultra-compact models of five metres and under.



Kramer 2506

Mecalac

Having dropped the Ahlmann brand name in favour of Mecalac, the company will launch the new the AS 900 tele telescopic swing loader. The four wheel steer loader can be fitted with various attachments including work platform and bucket, with a lift height of up to 4.72 metres (dump height 4.01 metres) and a forward reach of up to 3.5 metres. The AS 900 tele can swivel its telescopic arm 90 degrees to both left and right, increasing the working range considerably - impossible with a standard fixed frame telehandler.

The unit can also be equipped with several rear attachments and be used as a tractor for a trailer, or a sand/salt distributor for winter services.



Mecalac AS 900 in action

Bobcat

Bobcat is expanding its range of new generation TL telehandlers with the addition of the high horsepower TL470HF. Powered by the 97.5 kW (130 HP) Perkins 1104D-E44TA diesel engine, the new telehandler offers improved performance and a 40kph maximum travel speed.

Its new load sensing pump offers faster cycle times at lower engine speeds when performing both single and combined boom movements helping reduce fuel consumption and improve efficiency. Maximum lift capacity is 3.5 tonnes and

Bobcat TL470



maximum lift height seven metres. Capacity at full lift height is three tonnes, while the maximum forward reach is four metres with a 1,500 kg load.

A patented new asymmetric design means the right rear corner of the cab is free of structural components providing an unobstructed view across the entire rear of the machine.

Kobelco

Crawler crane manufacturer Kobelco will show two units from its new seven model G Series 'green' environmental range which extends from 60 to 250 tonnes. The units are the 80 tonne CKE800G and 250 tonne CKE2500G - one of three 250 tonners purchased by Mammoet. The cranes - announced at Conexpo and which started shipping last October - feature a number of new energy efficient features including auto engine idle/stop, the G-Winch which allows maximum speed with engine at idle speed when not lifting a load, EUR Stage IIIB engines with Diesel Particle active Reduction system and a new hydraulic circuit selection system with dual pump flow, allowing the operator to select the most efficient mode for the specific job.

Other features include more spacious cabs complete with larger colour touch-screen monitors with pictograms, which integrates the Load Moment Indicator and machine condition indicator in one unit.

Kobelco also says to look out for a possible surprise exhibit at the show.

Haulotte

Haulotte will perhaps look to make the most of the absence of leading telehandler manufacturer Manitou,

by exhibiting its entire HTL telehandler range for the first time. With lift capacities from 3.2 to four tonnes and lift heights from 10 to 17 metres the Haulotte telehandlers can be fitted with multiple accessories including access platforms, hoists and jib extensions.

The company will also unveil a number of new aerial lifts at the show, including the face-lifted compact C10DX and C12DX diesel powered scissor lifts. Changes include a modified chassis, one button automatic levelling for the 'beefed-up' outriggers, a new Tier 4 Kubota engine giving a five percent fuel saving, an improved hydraulic system, a new control box and reduced noise levels. The company also says that a new paint process provides a superior finish.

Haulotte says that it is also working on new 23 and 21 metre booms and the prototype of the larger may feature on the stand if it is ready in time.



Haulotte Compact C10DX

Ausa

Spanish equipment manufacturer Ausa will launch the 2.3 tonne capacity, 4.5 metre lift height T235 H, which it says completes its telehandler range. As with the diminutive T144 H, launched at Bauma, the T235 H features a tilt cab to provide easy service and maintenance access. It also features 4x4x4 drive and steer and can scale slopes of up to 44 percent under full



Ausa HTL3510 & 4010



Ausa T235H

load. Ausa says the machine is a real alternative to mini loaders with additional capacity, safety and comfort. It uses a Kubota engine and Rexroth hydrostatic transmission.

Genie

Genie will exhibit several new machines at Intermat, including two new 360 degree telehandlers featuring improved capacity, intuitive controls, simplified operation and reduced service time. The company will also show the production version of its new 40ft/14 metre working height narrow aisle compact scissor lift, the GS4047, shown as a prototype at Apex in September.

New Holland

New Holland is expanding its telehandler range to eight models with the first appearance of the compact - less than two metres high and 1.8 metres wide - hydrostatic transmission LM625. Manufactured by Dieci, the LM625 has a lift height of just under six metres and a 2.5 tonne lift capacity. Features include a turning radius of 3.4 metres, auto-locking front axle and choice of 70hp or 84hp turbocharged engines.



New Holland LM625 cabin

Dana Rexroth

Dana will debut the new Spicer 318 hydrostatic continuously variable transmission for compact front-end loaders and medium-sized telescopic handlers. Last October, Dana and Bosch Rexroth announced the completion of a 50:50 Joint Venture, based in Arco, Italy, to develop and manufacture advanced powersplit drive transmissions for the off-highway market.



Dana Rexroth HVT R3.

Yanmar

Engine manufacturer Yanmar will launch four new EPA Tier 4 and EU Stage IIIB water-cooled industrial diesel engines. In total 10 models are available - a mix of three and four cylinder diesels, indirect and direct injection - ranging from 10kW to 56kW.



Yanmar 4TNV88C.

Part Two of our Intermat Preview will appear in the March issue of Cranes & Access.

The basic facts

When? April 16th to 21st of April

Where? Paris, France

Getting there: The exhibition centre in Villepinte is close to Charles de Gaulle airport to the north of Paris and easily accessible by Train - TGV, RER - and air of course.

How big? 1,500 exhibitors, 375,000 square metres of exhibit space, around 180,000 visitors from over 160 countries with particular emphasis on France, North Africa, the Middle East and Russia.

What to see

Telehandlers - almost all manufacturers will be present, Manitou is the only major not attending.

Access - JLG, Genie, Haulotte, Skyjack will all be attending along with most truck mounted and spider lift manufacturers.

Cranes - Liebherr, Kobelco, Terex, Sany, Maeda, Unic

Loader cranes - Palfinger, Atlas

Accessories - A wide range of companies will be showing including all of the main tower crane anti-collision system manufacturers.

INTERMACH Paris

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A new breed of smaller crane?

Rising fuel and labour costs and tightening legislation have resulted in some of the major crane manufacturers re-thinking the design concepts of smaller capacity mobile cranes. Two recent additions which offer users something slightly different are the Liebherr LTC 1045-3.1 and the Terex Challenger 3160 (3180 for the UK market). We take a closer look at the features and benefits of each for end users.

Both these cranes were unveiled in 2010 and deliveries of both began towards the end of last year. The Terex is a 'first' on several counts – it is the first Terex range to have a name – the Challenger – and also the first (at least since the Demag days) to use the load moment (160 tonne/metres) for its model designation, rather than maximum capacity. The new nomenclature is easy to understand – first digit is the number of axles and the rest the load moment – i.e. the 3160 is a three axle crane with 160 tonne/metre load moment.

The LTC 1045-3.1 something different

Liebherr unveiled its LTC 1045-3.1, now its smallest mobile crane, at Bauma 2010. The 55 tonne LTC 1055 City type crane was launched in 2004 but has never been a big seller a mixture of its design, capacity and unusual hydrostatic drive system resulting in only a small number being sold throughout Europe. When the LTC 1045-3.1 was unveiled at Bauma, Liebherr reported a large number of orders, but machines have only been delivered over the last few months. The first in the UK – purchased by



Grove GCK 3045-2

road visibility for the operator. In this position the problem of limited single cab visibility to the boom side of the crane is solved as the lower edge of the main boom is above the driver's line of sight. When on site and in lifting mode, the telescopic arm is retracted to position the cab on the superstructure in the traditional upper cab location. Liebherr also offers the option of elevating the arm/cab in order to provide the operator with an eye level height of 7.8 metres which is particularly useful when working close to obstructions or loading into a container or ship. Both these cranes have been designed with



Liebherr LTC 1045-3.1 with cab elevated



A Terex Challenger 3160

Although unveiled late in 2010 Terex said that it would not be rushed to market but would take the time necessary to fully develop and test the product, predicting a launch date during the first quarter 2012. Perhaps the on-going saga of its 1,000 tonne AC1000 – the first of which has still not been delivered some two years after its 'launch' – influenced this decision? However, the first Challenger was delivered to a customer in Holland at the end of last year and Terex says a further eight to 10 orders have been taken.

Scotland-based crane rental company Bernard Hunter – was delivered in December (see box story).

The LTC 1045-3.1 has a conventional All Terrain crane drive train and a lower capacity (45 tonnes) than the LTC 1055, but has several unconventional features the most striking of which is its telescopic arm/boom mounted single cab. During road travel the cab is positioned and mechanically locked in the traditional AT position at the front of the chassis, giving optimal

ease of operation in mind. The Liebherr features simple automatic levelling with an electronic level display and 580mm of outrigger jack travel to cope with uneven ground. Its five section, 36 metre oval profile main boom uses Liebherr's proven Telematik system giving a 7.5 tonne capacity at 36 metres, while tail swing is just 3.2 metres. A 7.5 to 13 metre bi-fold swingaway boom extension can be used at 0, 20, 40 and 60 degree offsets and a stubby 1.5 metre long assembly jib is also available.



The LTC 1045 can easily remove its tool box reducing its length

The LTC 1045 can carry the full swingaway, hook blocks and its full 6.5 tonnes of counterweight within 12 tonne axle weights. The crane features the manufacturer's second generation LICCON computer/load moment system, while its BTT Bluetooth terminal allows the operator to attach or detach the hook block while standing at the front of the crane as hoist winch and boom lift cylinder are remote controlled. A wireless remote is also available for all crane operations.



The Challenger is a new breed of one-man taxi crane

The Challenger – a new breed

The Challenger is a new breed of one-man taxi crane from Terex, carrying everything needed for one person to drive to the site, rig and set up the crane and then carry out the lift. Terex says that the 3160 is the first of a new range, with the next model likely to be slightly smaller and then further models with increasingly higher load moments. It also claims that the 3160 is the only crane with a 50 metre full powered boom currently available on three axles.

Working within the 12 tonnes per axle (36 tonne GVW) European road regulations, the 3160 has a capacity 35.6 tonnes at four metres. The 3160 can also conform to country-specific 10 tonne axle load requirements, using its counterweight self-rigging ability for a vehicle weight of less than 30 tonnes. For the UK market the Challenger 3180 comes with extra 5.3 tonnes of counterweight, all wheel drive - rather than 6x4x6 - and can carry the 16 metre bi-fold swingaway extension on board with 800kg of accessories such as outrigger pads, chains and hook block for a fully equipped GVW 46 tonnes or 15.5 tonnes an axle.



No need to work at height with the Terex Challenger

Perhaps the most innovative element of the Challenger is that it completely eliminates the need for people to work at height while on site. The boom can be lowered to five degrees below the horizontal, allowing quick and easy ground level assembly of the extension or re-reeving of the hook block. The three sheave Vario-Hook system with 18mm (six tonne single line pull) rope reduces rigging time and the weight of on-board equipment.

Performance-wise, the Challenger 3160 lifts 32.5 tonnes at five metres, hoist speed is 121 metres per minute maximum and the crane can telescope a load of up to 15 tonnes.

Other features include a 2.55 metre overall width, active all-wheel steering and the new Terex crane cab fitted with the IC-1 control system with integrated load moment indicator. If required the crane can be operated via an optional remote controller.

Challenger 3180

As the UK is the only country that can legally 'road' the Challenger 3180, most European crane companies contemplating the smaller 'city/taxi' crane will consider the 3160 or the Liebherr LTC 1045 of course. Given the differences in design it is surprising how the performance is very similar.



Terex AC40 City



The Liebherr LTC gives the operator a great view

It should also be pointed out that in road going – 12 tonnes an axle – trim a crane such as the four axle 100 tonne Terex AC1004/L has similar performance to these smaller cranes. So for example the owner of a small crane fleet might opt for the more expensive (both in initial cost and operating costs) 100 tonner because of its ability to take on larger jobs using additional counterweight. However for larger fleet owners, or those looking for a smaller and more maneuverable city/taxi crane, both the Terex Challenger and Liebherr LTC 1045-3.1 have a lot to offer.

How the new cranes compare with the Grove GCK3045 and Terex AC40 City ?

	Challenger 3160	Challenger 3180	LTC 1045-3.1	Grove GCK3045	Terex AC40 City
Max capacity	55t	60t	45t	40t	40t
Main boom	10.3-50m	10.4-50m	8.2-36m	7.9-34m	31.2
Max under hook ht	51m *	66m	48m	44.5m	44.5m
Max reach	38m	46m	39m	36m	36m
Max system length	50m	66m	49m	45m	44.2m
Max counterweight	6.8t (12t axle)	12.1t	6.5t	N/A Fully integrated	5.4t
Max cap at 3 metres	35.6t	39.5t	45.0t	35.0t	34.3t
Number of axles	3	3	3	3	3
Full outrigger base	6.9 x 6.5m	6.9 x 6.5m	6.2 x 6.2m	6.9 x 6.5m	6.4 x 6.2m
Gross Vehicle weight	35,000kg	45,000kg	36,000kg	36,000kg	33,500kg
O/a length	11,496mm	11,658mm	10,360mm	9,070mm	8,791mm
O/a width	2.55m	2.55m	2.54m	2.55m	2.55m
O/a height	3.61m	3.61m	3.01m	3.09m	3.09
Carrier length inc c/wt	9.72m	9.72m	8.91m		7.58m
Turn radius inc boom	10.64m	11.39m	10.0m	8.33m	7.32m
Max travel speed	85kph	85kph	80kph	80kph	80kph
Max radius/capacity	38m/1,000kg	46m/700kg	39m/700kg	36m/700kg	36m/700kg
Drive	6x4x6	6x6x6	6x6x6	6x6x6	6x4x6
Wheel size	16.00R25	16.00R25	16.00R25	14.00 R 25	18.00 R22.5
Tyre size	395/95R25	385/95R25	445/95R25	385/95 R 25	445/65 R22.5
Tyre option	445/95R25	445 & 525			
Carrier engine	326hp/240kW	326hp/240kW	326hp/240kW	440/330kW	279hp/209kW
Gradeability max	75%	75%	39%	50%	60%

* 52m with MSV1 runner max lift 23.9 tonnes

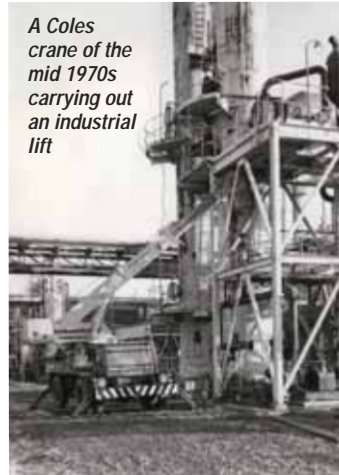
Edinburgh innovation

Walking around Bernard Hunter's facility a mile or two outside Edinburgh city centre and you are immediately struck by the huge variety of equipment. Mini cranes, scrap handling excavators, All Terrain cranes, mobile tower cranes, heavy-duty telehandlers, loader cranes, access platforms, trucks, trailers.... the list is almost endless. And hidden amongst all the equipment is the UK's first Liebherr LTC1045-3 and LTM 1100-4.2 as well as a 500 tonne LTM 1500-8.1 delivered last year.

The main reason for the extensive range of equipment is its scope of work - machinery moving, metal processing, low loader and crane rental - all of which is carried out from its Gilmerton Road site which is both head office and base for all divisions of the business. What is also apparent is both the quality of the equipment and how well it is maintained, most of it resplendent in the company's blue and yellow livery.



One of its early seven ton capacity Iron Fairy cranes



A Coles crane of the mid 1970s carrying out an industrial lift

major task was to move the company from its original site to current location on a large plot of land already owned by the family.

The company is now headed by managing director Jim Rafferty and his son Mark who is contracts director. Rafferty - Bernard junior's brother in law - joined the company in 1975 as a time served mechanic and was initially involved in the first hydraulic cranes from Smiths, Coles and Iron Fairy. Third generation Mark has taken a different approach. Although he has been totally immersed in the company for



A Smith crane working in the centre of Edinburgh in the 1970s

Small beginnings

The company, now in its 66th year, was formed in 1946 by Bernard Hunter senior who set up a motor agent's business in Seafield Road, Edinburgh. As well as buying and selling cars and trucks, he rapidly gained a name as a scrap merchant and in the post war years a dealer of army surplus vehicles. It came as a great shock to many when the Scottish entrepreneur died suddenly in 1971 at the age of just 48. However the reins were taken up by Bernard junior - who also unfortunately died in 2010 at a relatively young age of 62. His first



Bernard Hunter has a modern fleet of Liebherr ATs including the latest LTC1045-3.1 and an LTM 1500-8.1

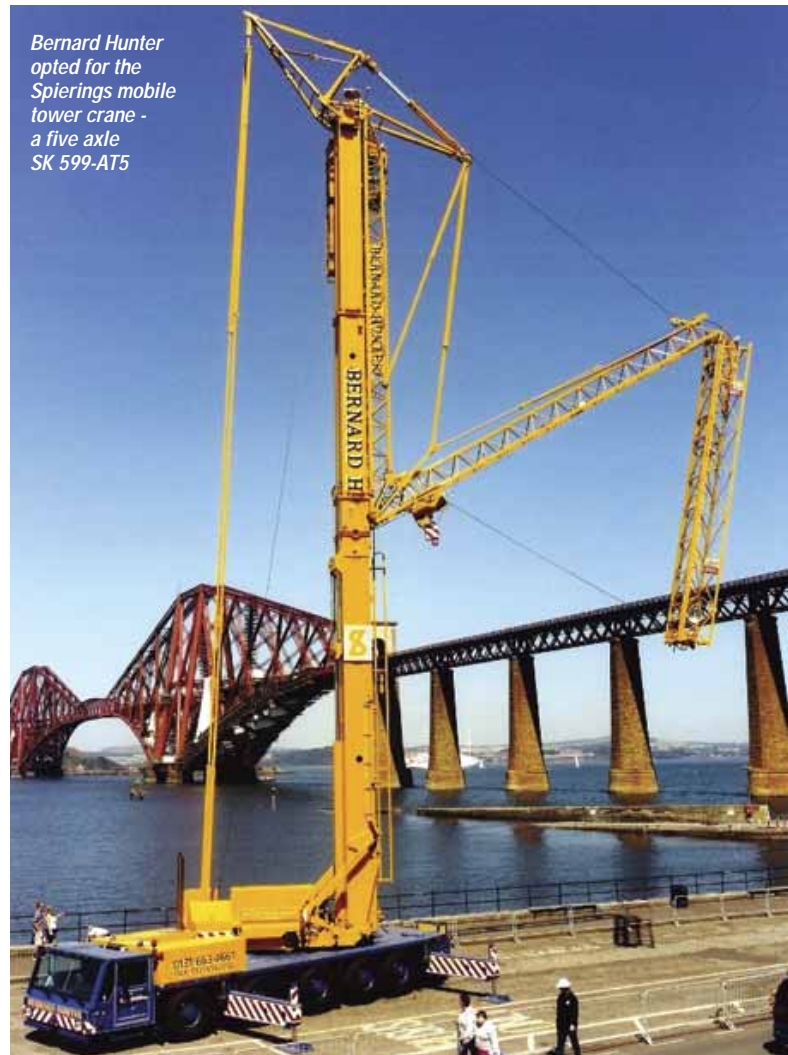
more than 10 years he took time out to study for a degree in business studies at Edinburgh University and brings a slightly different perspective to the business and its future development.

Innovative equipment

Rafferty has always had an eye on technical developments and is perhaps the reason behind the wide range of quality equipment used by the company. The eight strong All Terrain fleet is predominantly Liebherr, ranging from 30 to 500 tonnes and including 45, 50, 70, 100 and 220 tonners. However, like many UK crane companies, it opted to add a five axle SK 599-AT5

Spierings mobile tower crane to its fleet. No mobile tower crane is simple to operate but with backup and support from the factory - often Leo Spierings himself - problems are quickly sorted. Rafferty says the Spierings is ideal for jobs in the narrow streets of Edinburgh, often completing a lift - such as installing air conditioning units on a multi storey building - before a conventional crane has set up. This helps in a city which suffers from major traffic flow issues.

For smaller jobs, or when space is limited, the company has two 10 tonne Kato CR10 City cranes which are always kept busy. "We don't



Bernard Hunter opted for the Spierings mobile tower crane - a five axle SK 599-AT5

believe in travelling cranes to jobs miles away, we tend to stick to work in and around the Edinburgh area. This can be very varied because of the Leith docks just a few miles from the City centre," says Mark Rafferty.

It is this variety of work that was the main reason for purchasing the first 45 tonne, three axle Liebherr LTC 1045-3.1 in the UK. This is not the only 'first' for the company, a year ago it took the first 100 tonne Liebherr LTM 1100-4.2.

Liebherr compact crane

Bernard Hunter specified the LTC 1045-3.1 with the optional elevating cab which has already proved itself while working in the docks and when placing a load over obstructions such as a wall, allowing the operator to see the load throughout the lift.

"This is an extremely versatile crane which has opened up a whole new range of capabilities for our crane hire operations," says Mark Rafferty. "It is particularly good in tight spaces and where there is low headroom. Although quite short in standard trim, the crane can quickly and easily remove its front storage box, reducing its overall length by another 825mm. We have already completed many dockside lifts and machinery installations where the elevating cab feature has saved time and improved safety."



Outrigger set-up on the LTC 1045



Elevating the cab on the LTC 1045 gives the operator a vastly improved view of the lift

The four axle 100 tonne LTM 1100-4.2, arrived last January and boasts a 60 metre main boom, plus 19 metre swingaway extension with 20 and 40 degree manual offsets. In the UK it can also travel with its 17.2 tonnes of basic counterweight. The crane was also ordered with a further 11 tonnes of counterweight which is transported separately when required. "We chose this particular model because of its compactness and excellent main boom duties, which are ideal for the large amount of inner city work we undertake, where space restrictions are the norm and we need to complete lifts swiftly and with minimum site disruption," says Jim Rafferty.

The company has also recently added a new 500 tonne LTM 1500-8.1 selling its 250 tonner to part fund the purchase. "We have a five axle 220 tonne LTM 1220-5.2 with 16 tonnes of ballast which can also go out as a 130 tonner so the LTM 1250 is not missed. Our five to six year crane replacement policy meant the 250 tonner was coming up for renewal, however it was surprising to see that with prices having risen so much over the past few years - coupled with the way we look after the equipment - we sold the LTM 1250 for a very good return! We also have an LTM 1045 due for replacement but will probably replace it with a 50 or 55 tonne, three axle Liebherr LTM 1050 or 1055."



The operator in the elevated cab



The new LTC 1045-3.1 at Leith Docks



One of its 10 tonne capacity Kato CR10 City crane reaches parts others cannot reach



(L-R) Willie Wylie of Liebherr hands the keys of the LTM 1100-4.2 to Bernard Hunter's managing director Jim Rafferty and contracts director Mark Rafferty



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*The 16 tonne capacity
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Sent packing

Whilst the company is keen to have the latest equipment it is not keen on being manufacturers' guinea-pigs and expects local dealers to be fully committed to back up their products. Mark Rafferty remembers several occasions where Bernard Hunter - not happy with the performance of a new machine or the local service and back-up - either sent the machine back to the manufacturer or sold it on in the first month.

Other cranes include three Maeda mini cranes - an MC 385 and MC 405 spider cranes and a six tonne LC1385 crawler - which are available for external hire. There are also four Manitou telehandlers, ranging from a Buggiscopic to a 16 tonne capacity heavy duty MHT 10160 - probably the only one of its type in the UK?

Because of its work with scrap metal and vehicles, it also has a wide range of DAF and Mercedes trucks, some with Palfinger loader cranes and one specific vehicle removal crane and truck.

"As a company we do like to run the very latest, best quality equipment which benefits both the company and customers through improved performance, safety and reliability," says Jim Rafferty. "What we are now seeing in crane development is the big cranes being available in a physically smaller package - perfect for us working predominantly in Edinburgh city centre."

"Rental rates overall are improving but the smaller capacity cranes are still poor. We try to offer the best equipment and service which means we are not the cheapest. However working in several business sectors means we are never totally exposed if the economy is weak in one area."

*This double drive
 XF105 was the first of
 its type in the UK and
 hauls crane ballast
 weights and additional
 lifting equipment*



Vernazza helps complete Juventus stadium

C&a

all terrains

Up to 12 All Terrain cranes - four Grove and eight Terex - from specialist lifting company Vernazza Autogrù were involved in the demolition of the old stadium and building the new €120 million, 41,000 seat arena for Italian football club Juventus in Turin.

Possibly the most technically advanced stadium in Europe, it covers about 360,000 square metres, including a 35,000 square metre shopping mall, museum, eight restaurant areas, 24 bars, up to 500 press boxes and luxury lounges and 4,000 seats for corporate hospitality.

The company began work on the project early in 2009 which features a British-style design for seating, bringing the crowd closer to the playing field than is usual in Italy. Completing the new stadium in time for the first match of the new season, was the ultimate goal.

The new arena replaces the old Stadio delle Alpi - built for the 1990 World Cup. "With press updates on this project occurring almost daily, our planning had to be perfect," said Diego Vernazza, owner and director of Vernazza Autogrù. "Ensuring both

the demolition and construction were handled professionally and efficiently meant using the right equipment. Juventus is a huge name in Italy and this is one of the most prestigious projects we have ever been involved in."



The Grove working with three other mobiles prepares to lift the stadium's 350 tonne 90 metre masts

The largest Grove on the project was the 450 tonne, 60 metre boom GMK7450. The crane also has a 79 metre luffing jib and Grove's Mega Wing Lift attachment, giving improved lifting duties especially when working with high boom angles.

elements into place, including four gigantic 90 metre curved steel masts - two at each end of the stadium and each weighing 350 tonnes - that provide support for the roof and form an integral part of the design.

"The AC 700 provided the lifting power and manoeuvrability needed to handle this heavy yet delicate task," he said. "By lifting the masts using supporting spars like derricks, we were able to raise them to the exact angle before hoisting them into their final position."

For the Vernazza Autogrù team, this marked one of the final lifts of a successfully completed long, high-pressure three year long contract. "All our cranes served us reliably from start to finish," he added.

Juventus inaugurated the new stadium with an exhibition match officially opened by Juventus president, Andrea Agnelli and the Mayor of Turin, Sergio Chiamparino at the beginning of the 2011-2012 football season.

Founded in 1946 Vernazza has depots in Liguria, Tuscany and Piedmont and runs a fleet of more than 150 mobile cranes, aerial work platforms and trucks.

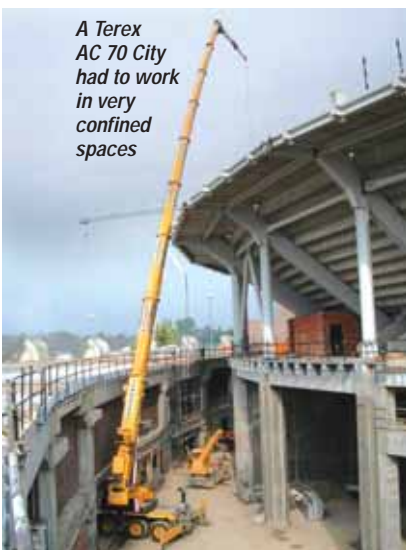


A Terex AC 700 prepares to raise roof elements

Dismantling and removing individual components of the existing building's framework meant moving in close and handling high lifts repeatedly day after day for long hours. "Our lighter capacity class cranes' excellent manoeuvrability and long, rapidly deployable telescopic booms were a great asset," said Vernazza. "They helped our crew gain valuable time and made it easier to access tight areas easily and safely. The Terex AC 80-2 and AC 100's narrow width and low chassis worked out to be perfect in lifting prefabricated components at short radius even in some very tight areas."

Other Grove cranes on the project included a 300 tonne GMK6300, a 220 tonne GMK5220 and a 100 tonne GMK4100L.

The much larger 700 tonne capacity Terex AC 700 was used to lift heavier prefabricated steel and concrete structural components and notably to hoist the stadium's roof



A Terex AC 700 City had to work in very confined spaces



The new Juventus Arena

Tandem City lift



Two Terex AC 40 City cranes supplied by Bruns Schwerlast of Germany carried out a tricky tandem lift in Hannover positioning the main beam of an 8.5 tonne overhead crane on top of the rails under the factory roof with just inches to spare.

The only alternative to this lift would have been installing the beam from the outside, after removing the roof. This would have meant significantly higher costs and longer downtime for the customer. "We equipped the two cranes with runners or

assembly jibs, which enabled us to perform the lift without hoisting rope," said operator Dirk Lichter. "This allowed us to lift the load to within inches of the ceiling, something that we could not have done with any other crane model."

The tandem lift was completed with the required accuracy by synchronising both crane movements and placing the overhead crane bridge on the running rails. Both operators had to first lift the beam at an angle so that it would fit through the opening and then carefully turn it until it was perpendicular to the rails and fully aligned.

The 40 tonne AC 40 is Terex's most compact City crane making it particularly suited for operations in

confined spaces. The crane can access clearance heights as low as 2.99 metres, while a total length of only 8.57 metres and a carrier length of 7.34 metres provides a high level of manoeuvrability helped by its independent rear-axle steering. Main boom length is 31.2 metres.

With locations in Magdeburg and Hildesheim, Bruns Schwerlast runs a fleet of mobile cranes up to 500 tonnes, providing crane and heavy load transportation services throughout Germany.

Europe's largest salt dome

Schweizer Rheinsalinen is currently building an enormous de-icing salt storage facility in Rheinfelden, near Basel, Switzerland. The dome has a floor area of 11,300 square metres and will be used to store more than 100,000 tonnes of road salt for next winter. Worben-based crane company Leu Pneukranbetrieb supplied two Liebherr All Terrains - an LTM 1055-3.2 and an LTM 1030/2 - from its fleet of mobiles which extends up 90 tonnes and includes an MK 80 and brand new LTC 1045-3.1 city type crane.

The dome's wooden lattice frame has a 120 metre diameter and is 32 metres high. The lower supporting rings of the structure were erected using the two Liebherr cranes along with a larger capacity crane used to place the upper dome segments. By building the rings from base to top in a clockwise direction, the whole cantilevered frame construction was possible without scaffolding. Around 900 prefabricated composite lumber sections were used - roughly 500 fully grown spruce trees. A large part of the dome planking was carried out by the LTM 1055-3.2 placing 640, 12 metre long coated wooden sheets.



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A good time to buy and sell?

Used equipment means different things to different people, for rental companies the ability to get 'top dollar' for fleet retirements can make a substantial impact on a company's bottom line. For the end user or smaller rental company getting a bargain on good quality used equipment can make a significant impact to their business. The two appear to be contradictory, although not necessarily. Cranes & Access investigates the changing face of used equipment buying and selling, highlighting the advantages and disadvantages of the different avenues available. We will also look at why the market is improving and how buying and selling over the internet may have contributed to this change.

Depending where you are, it looks as though the worst of the recession is over. The lifting and access industry has begun to show signs of stability and growth, with manufacturers lead times beginning to grow rapidly. The lengthening lead times are likely to be a factor for some time, as many manufacturers and component suppliers reduced capacity significantly - some permanently - during the depths of the recession as part of their survival plans.

As a result many of them are finding it difficult to ramp up production in order to cope with the recent upsurge in demand. Even companies that are able to invest in more capacity are hesitant given the

on-going economic uncertainty. This is particularly true in Europe, where concerns with the Euro continue to haunt the overall economic outlook.

This of course has a knock-on effect on used equipment prices which have risen considerably over the past year or so. At the same time the limited availability of finance for new equipment and low rental rates have exasperated the situation, with companies opting to hold onto machines longer. This combined with growing demand from emerging markets means less used equipment on the market just when demand is on the up. No wonder then that prices are on the rise.

Whether you are a green horn or an old hand at buying used equipment the key to getting the best deals is understanding the various buying options available. Choosing the correct option depends entirely on your specific requirements.

Buyers guide - local dealers

If you are new to lifting and access it is worth searching through the specialised trade magazines - such as Cranes & Access - to identify the best machines for doing specific jobs. Websites such as www.vertikal.net also contain a mass of information on the various machines and suppliers.

If buying just one or two machines a good start might be to seek out a local dealer.

The key benefit of this is being able

C&a used equipment



At the Ritchie Bros Orlando, Florida auction site last February



Articulated boom lifts at a EuroAuction site

to consult with an 'expert' who will offer advice on the advantages and disadvantages of each machine and which might be best for specific jobs. In an age dominated by the internet it is essential to understand that personal service is still important. Sometimes paying a higher price is the better bargain as you benefit from professional support and an on-going relationship. Buying from a dealer will give a point of contact should anything go wrong, while providing spare parts and technical support. A strong supplier relationship can be vital for a growing company. The disadvantage of using a local dealer is that, more than likely, it will have a limited selection. Even if it has the machine you are looking for chances are there will not be another to compare it with and as we have said you are likely to pay a premium. The best thing to do is contact a number of dealers to obtain an idea of the market price for the machine you want. You can also contact some of the larger dealers such as Vertimac in Belgium, or the sales arms of larger rental companies, such as Easi UpLifts or AFI.

Larger dealers

The better larger dealers have similar qualities to local dealers, apart from close proximity, with the added benefit of having a more extensive and varied inventory to choose from. A company such as Easi UpLifts for example might be selling up to 600 machines a year from its fleet of more than 2,000 rental units to choose from.

The benefits of buying directly from the used sales department of a large 'quality' rental company are that you know how it has been maintained and can even rent specific machines before deciding to buy.

How the internet is changing used sales

The internet is transforming the used equipment market and its importance should not be underestimated. With companies fiercely competing to provide the best service for customers, buying from internet websites and online auctions has never been so easy. Companies go to great lengths to ensure websites are user friendly even for the computer novices. From a buyers perspective the difficulties involved in searching



More and more access equipment is now appearing at auction

for equipment have been removed, although it is still better to inspect a machine before buying. You can however check a wide range of equipment and suppliers from the comfort of your own office.

The changing face of auctions

Many auctioneers such as Ritchie Brothers and Euro Auctions realising the unlimited potential of the internet were quick to incorporate online bidding into their offerings. While companies such as Iron Planet operate a dedicated online auction business with equipment staying with the owner until sold. With the potential to buy kit from around the world the choice is endless in terms of models, age, hours and even general wear. The buyer has more control than ever.

Online bidding eliminates the time and cost of travelling to the auction site or dealer, although once purchased, the buyer is responsible for shipping costs and in some cases regulatory issues. Online auction websites have been designed with search bars to help organise a variety of equipment enabling buyers to find specific equipment through refined searches. Richie Brothers for example has more than 9,600 items in its February auction in the USA. In just a few minutes it is possible to sort through the items and extract all relevant information. Most websites are multi-lingual which extends its worldwide appeal.

Another attractive benefit is the no reserve online auctions - machinery is sold to the highest bidder regardless of the price. It is possible to pick up a real bargain at such auctions if you know what to look out for.

It is worth checking the small print of the different online auction sites as each has its own set of rules and regulations. Registering and participating with online auctions sites is free though transactions and commission fees will apply if you make a purchase. It is important to keep in mind where the auction is taking place or which country you are buying a machine from. You might think you have purchased a bargain before realising that it will have to be shipped from Australia – if you are in Norway that might not be so handy! If you do not have the means to organise transport most auctioneers will do this for you. They usually offer competitive rates along with an efficient service.

The risk of buying a 'doosie' online is always there, so organising an inspection is always recommended. Iron Planet for example offers its IronClad Assurance which is free to view for the buyer. It is based on an inspection report that the company arranges for machines it sells. It includes independent ratings and comments on key systems and components, a range of pictures to inspect and a laboratory analysis on oil and major components. Iron Planet guarantees that this inspection report is a fair representation of the equipment in its true condition and if not will refund the purchase price plus transportation. There is however a short time period in which to notify it of any problems.

Ebay

When buying used equipment you might think Ebay is the least likely place to look and you would be right! But you might be surprised. When we conducted research for this article we uncovered a new 250



Many auctioneers are realising the potential of the internet to sell equipment to a much wider audience

tonne Kobelco crawler crane with a 'buy-now' price of £1,000,000! With over 90 million regular users and ten billion page views Ebay is the world's largest online auction website. There are however no protections and the risks involved unfortunately outweigh the benefits.

What to look out for when buying used...

In preparing this feature we spoke with a number of 'industry experts' in several European countries in order to obtain a wide range of input. Andrew Waite of UK access rental company Lifterz, who regularly attends Euro Auctions sites said: "My advice to those looking to buy used equipment at auction is 'take care'."

"Most of the platforms that go to auction are untested, so the buyer needs to know what to look for to avoid spending money sorting out problems which result in a machine costing more than it is actually worth. With UK laws enforcing stringent health and safety standards, machines selling at auctions should technically be sound but as we know time can take its toll on any piece of plant. Ex rental equipment with substantial

hours that have been frequently moved to different sites may not have been maintained as it should have. However there are still bargains to be had with some machines often part exchanged due to age rather than condition. Some scissor lifts can be bought for under £1,000 and likewise it is possible to pick up a boom lift for less than £3,000."

Due to the European legal requirement for a six monthly test and inspection - Lifting Operation Lifting Equipment Regulations (LOLER) in the UK - all machines should have been well maintained in order to have remained in service. That is the theory, in reality it is still important to look out for excessive signs of wear and neglect, plus the general condition of engines and drive motors. Older machines will nearly always need a complete new set of batteries and with some platforms using up to 12 batteries costing up to £120 each and with specialist batteries costing even more, it is easy to see how the initially reduced price for a machine might be misleading.

With the mid-range equipment, all the above still applies but you



A lot of equipment is still sold at on-site auctions



Iron Planet's IronClad Assurance inspects machines it sells

should also particularly look for signs of wear on king-pins, knuckle pins, bushes, hoses and check drive motors for leaks. Having a recent LOLER certificate helps and knowing who has operated the equipment is important, but carrying out a detailed inspection is essential. Buyers should always look to do a full function test and if possible have an engineer inspect any platform before committing to purchase.

When moving up to the larger, more specialist pieces of equipment, availability and choice can become an issue. Though not as frequent, larger units do appear at auction. Following on from the other inspections it is also important to ensure that the tyres are in good condition."

Knowing a machine's history can be more than helpful. General rental companies often decide to quit a specialist sector - such as cranes or telehandlers - in order to concentrate on core equipment, or the company may have gone out of business. It is details like this a potential buyer should take advantage of. Knowing who has owned and operated the equipment and how it has been maintained offers a very useful insight.

You should always seek advice from the auctioneers or specialists and remember homework is essential. Know your requirements, set yourself boundaries and stick to them. And remember occasionally even the experts still can get it wrong.

Selling

With the delivery times for new equipment getting longer and prices rising it is a great time to be selling good used equipment. Low hour cranes and aerial lifts of up to two years old is often selling for more than the original purchase price. The key to selling fast for the best price is all down to offering the right product to the right market promoting it in the right places. While the internet is good for this, it is worth remembering that for many buyers print media – magazines – are still the preferred place to look for equipment. The best of course is a combination and most important of all is a good website to direct buyers to, regardless of whether you advertise online or in print.

Online Sites/ Auctions

Alternatively you can put your machines into an auction, either online or real. The key to getting a good price depends solely on whether the auction – online or actual – is properly advertised and attracts enough serious buyers to drive prices up. The best auctions for cranes and access equipment are those which already have a large volume of this equipment on the roster. This then attracts a larger number of buyers and prices will inevitably be higher. Put an aerial lift into an auction which has few others and it will most likely be 'knocked down' to an earthmover buyer at an almost scrap price. One key benefit of an auction is that the equipment will be sold.



A Ritchie Bros auction in Las Vegas, USA



A typical on-site auction with machines for sale driven past the potential buyers



Be sure to check that the equipment you are interested in is at a particular auction. Only a few have a good selection of cranes for example



Knowing a machine's history can be very helpful. Check out who owned and operated the equipment and whether it was maintained correctly

Selling via an online auction...

In the wake of the financial crisis and with debtors defaulting on payments, Italian-based sales and rental company CEER was forced to repurchase and issue credit notes for unpaid equipment. With an excess of used equipment, the company decided to use online auction company Iron Planet to solve its inventory problem. The company felt that it would reach a wider market and most importantly benefit from Iron Planet's 'IronClad Assurance'.

CEER commercial director Beatrice Bassi said: "We are not used equipment dealers that buy and sell machinery 'as seen' which is surprisingly common in our region. When we sell equipment we usually provide at least 12 months warranty."

The IronClad assurance informs a customer that an experienced inspector has seen the equipment and conducted an inspection, covering key components, taking

photographs and wear-related measurements and when appropriate, retrieving oil samples for laboratory analysis. The findings can be viewed free of charge before a customer makes a bid.

Bassi added: "These items would have been very difficult to sell in Italy. I would say that we gained an additional 15 percent using the online auction."

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Qualified mechanical engineers fully inspect and test the equipment before it goes into an Iron Planet auction

Refurbished and rebuilt – the ultimate used equipment option?

One alternative to buying or selling equipment that is past its peak is to refurbish or rebuild it. Whilst offering all the benefits of good used equipment, refurbishing a machine ensures a minimum quality standard and assurance of future economic life. In the best cases this means a like-new machine for substantially less than buying new. On top of this shipping and training costs are eliminated.

Most crane manufacturers have carry out full factory refurbishments, but few have gone as far as Manitowoc with its EnCore rebuild programme.

The company is gradually building up a network of independent and factory owned rebuild centres, drawn largely from its dealer network. All rebuild centres are required to employ a structural engineer and be able to work with the manufacturers engineering group to inspect, test and rebuild structural components. The whole aim is to ensure minimum standards are met that allow the crane to carry a full warranty, following the rebuild.

Cranes are completely disassembled with the damaged parts repaired or replaced. This includes the boom, winches, slewing system, hydraulics, mechanical, pneumatic and electrical systems. Following the repairs the crane is reassembled and repainted.

Several aerial lift manufacturers also offer machine refurbishment and rebuilds. Holland Lift's Servi-Tec offers a similar

service for its heavy duty scissor lifts. The result is an almost new machine for around half the cost of a new machine. During the refurbishment, systems are also updated and brought up to the latest standards. A classic case of this has been a recent contract for Loxam, where the company rebuilt lifts that had been in the fleet for around 15 years and in need of updating or replacement. After the rebuilds - which included complete disassembly and the blasting and repainting of all weldments - the units had a further eight years or more of economic rental life.

Most North American manufacturers including Skyjack, JLG and Genie offer rebuilds in North America as well as some manufacturers in Europe.



Holland Lift recently refurbished this scissor for Loxam

Total rebuild after 10 years hard labour

A Grove Rough Terrain crane has been completely rebuilt after 10 years of daily grind at a copper mine in Peru. The crane was purchased new in 1992 by Compania Minera Southern Peru Copper and has worked constantly since then. While there was no major structural damage to the crane, it had more than 11,500 hours of use in an extreme environment and was badly in need of replacement.



After looking at replacement costs and delivery times, Southern Peru Copper decided that rebuilding the crane was a cost-effective choice alternative to replacing it.

mechanical and pneumatic systems as well as the electrical components. Following the repairs, the crane was reassembled, repainted and the proper decals applied.



Jose Figueroa, general manager of Trixa said: "When we were in talks with Southern Peru Copper, they made it very clear that we needed to complete this refurbishment within 90 days. With the direction and support of Manitowoc Crane Care, we were able to complete the project on time. We were so successful with this crane that we are now in discussions about the refurbishment of a further seven cranes for this customer."

It contacted Manitowoc's service partner Trixa, which rented workshop space near the Toquepala Copper Mine in Port of Ilo, Peru and called on Manitowoc's factory based EnCORE team to support its technicians for the rebuild.

The first step was to completely disassemble the crane, replace any damaged parts, sending some of them out for repair to local fabrication shops. All of the systems on the crane were inspected for damage and repaired or replaced where necessary. This included the telescopic boom, winches, slewing system, hydraulics,

"Typically, when we look at rebuilding cranes the customer can expect to have a completely refurbished crane for 60 percent of the cost of a new replacement crane. As no structural repairs were required on this unit, the refurbishment was completed for 20 percent of the cost of a new one."





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Better batteries

Each year around this time we take a look at the battery market and technology. Almost all of the products we cover contain at least one battery - ladders and scaffolds excepted - and an increasing number run on substantial often multi-unit battery packs. This has always been the case with smaller self-propelled lifts, but it is increasingly true of small to medium truck mounted lifts and spider lifts, as well as most trailer lifts and a broad range of electric powered pick&carry cranes. Given this fact it becomes clear why batteries are an increasingly important component in the lifting world.

The types of batteries employed falls largely into two camps, although with the emergence of practical lithium battery packs there are now possibly three. On the one side are the full traction batteries used for a long time in the fork truck industry and now used on pick&carry cranes and big scissor lifts, such as Holland Lift's massive 105ft platform height/34 metre working height Megastar G-320EL30. On the other side are the vast majority of aerial lifts with traditional lead acid battery packs - most of them six volt 225 Amp/Hour semi-traction/deep cycle batteries. Full traction batteries tend to be well looked after because of their huge cost and the fact that they are usually equipped with automatic watering systems and more sophisticated electronic protection. So we are focusing most of this feature on smaller batteries.

When it comes to the typical four six-volt battery packs used in small slab scissor lifts, little has changed in the basic technology since such lifts surfaced in the 1970's. However hundreds of small changes along the way have extended battery life immeasurably. Despite this, some rental companies are getting more than twice the life from their batteries than other companies and therefore halving their battery costs.

This saving can be much greater when all related costs of a defective battery and the machine are calculated. A machine with well

maintained batteries is delivered, works faultlessly through the contract and results in a satisfied customer. Conversely an identical machine with poorly maintained batteries can start generating problems on day one if the machine starts cutting out before the shift is over. The customer calls the rental company - which asks him if it was fully charged the night before - the customer says: "yes I think so", since its late they agree to make sure that the machine is fully charged overnight. Next day a similar thing happens, this time the customer is less than amused, the rental company sends out an engineer if he knows his stuff he detects a battery issue either replaces the machine or gets a new set of batteries sorted - either way this is costly and causes more disruption.

The entire affair will have cost four new batteries - at least £300/€375, plus at least one service call-out. It may also include the collection of the faulty machine by truck and delivery of a new one, up to a day of downtime, possibly the crediting of one or two days rental and maybe the loss of a good customer. Total costs for not maintaining the batteries correctly may be double or even triple the cost of a set of new batteries. These days that can equate to five or more weeks revenue or getting on for eight percent of the machines cost new! With some companies this might be the entire net profit on that machine for the year!



C&a

batteries

Thankfully most new lifts use good quality batteries from top-line manufacturers and a far more efficient drive train than in the past, with motor controls, more efficient pumps and motors and on some, direct electric drive. Motor controls also feature thermal and low voltage cut-outs for protection, eliminating the chance of batteries being run down to absolute zero - something that really damages a lead acid battery. In addition most battery chargers are better than they were even 10 years ago and help protect the batteries. So the chances of starting out with a product that is designed to provide a full working life - it takes abuse and poor maintenance to experience regular problems, these days.

Whereas in the past only those companies that worked hard at it avoided battery problems, today good standard routines will almost always ensure a trouble free life - it takes abuse and poor maintenance to experience regular problems, these days.

There are also an increasing number of options available to help extend battery life and reliability further without incurring high service costs most of which we have covered before including battery additives



Additives such as Thermoil claim to extend battery life.

such as Thermoil and more sophisticated battery chargers from companies such as Gantic.

While some say additives such as Thermoil offer no benefit - and may even damage the battery - others, mostly users - say the additive really works. The oil floats on the top of the electrolyte - reducing both evaporation and gassing, two factors that can cause premature battery failure.

Better charging

Battery chargers have come a long way in the past 20 years and the best will now automatically charge the batteries in such a way that they ensure that the maximum charge percentage is achieved and that the batteries are not 'overcooked'. One example of the latest such chargers, the new M&G



The GanticCharger charges individual batteries ensuring a fully balanced battery pack



A classic four, six-volt battery pack

model, is highlighted on our innovations page later in this issue. Another is from Norwegian-based Gantic which charges each individual battery in the classic four, six-volt battery pack, ensuring the battery pack is fully balanced. The added benefit is a measurable power saving, which when multiplied over a decent sized fleet can be quite significant.

In addition to the potential catastrophe of an onsite mid-job breakdown, poor maintenance can easily shorten the life of even the best batteries to 18 months or less. We are not talking abuse here just poor or inattentive service. Consider this - a battery change for a 19ft scissor lift - even in the workshop can easily cost £350 to £400 with parts and labour, with possible downtime on top of that. Just a little attention can easily double the battery life to three years or more,

as well as helping avoid unpredicted sudden battery death. This can provide savings over the life of the machine in a rental fleet of at least £800 to £1,000 and we have not even touched on the environmental issues that an increasing number of companies are keen to stress.

Better battery meters and cut outs.

Most scissor and boom lifts now use some form of Mosfet motor controls and therefore incorporate a low voltage cut-out that kicks in well before power spikes start to occur. These provide excellent protection for the batteries as well as the drive system. However another asset is a decent battery meter providing users with a realistic read-out of the battery life, allowing them to take precautionary steps should they be running low. In the past meters fitted to most platforms were notoriously



A full traction battery in a Manitou VTR lift

unreliable in terms of accuracy. Less so today as the latest indicators, often installed on the control box, are first class although not every manufacturer fits them.

Charging during use

For some equipment, such as trailer lifts, it can be quite practical to operate a battery powered machine while plugged into the AC - some trailer lifts are only AC powered in the first place. Do check that the machine is designed to allow this. Most are usually using a line contactor which effectively disconnects the charging process when a function is operated. The rest of the time the charger will be keeping the batteries topped up. There is a question here though with traditional lead acid batteries regarding battery 'memory'. Such batteries do need a deep discharge every now and again to maintain their full storage capacity. Lithium batteries on the other hand benefit enormously from being kept charged up, with total life being dependent on the number of full recharges they are subjected to.

The lithium option

While the battery industry disagrees



Lithium batteries suit certain products such as compact spider lifts

over when and if lithium batteries will take over as the standard power pack, most admit that the technology does now suit certain products such as compact spider lifts - where power demand is significant and space limited - and certain hybrid or semi-hybrid vehicle mounted lifts. For regular small scissor lifts the challenges are currently too great. The first issue is cost. Although prices are falling and batteries getting smaller they are still way off the cost of a lead acid battery. The fact that they are smaller and lighter is also not an advantage as in booms and scissors the battery forms part of the machines overall counterweight.

Another issue is heat. Larger lithium batteries require a great deal of



A battery powered spider lift can work indoors and out without stopping

cooling, which can easily soak up much of the power they generate, particularly if the system is designed badly. Their benefits however include a longer life - five years on average - faster to charge up, maintenance free and they deliver far more power for the space that they take up. These advantages are of course not insignificant. One

interesting possibility might be renting the batteries. As electric powered cars come to the fore, the idea of renting or leasing the battery pack - saving on operational costs - is growing in popularity. Who knows the leasing of battery packs to rental companies might be a business of the future?



Hinowa has pioneered the use of Lithium batteries in aerial lifts - here on its 23 metre spider lift



Battery types

Standard 'heavy duty' lead acid battery: total waste of time and a totally false economy that very quickly becomes self-evident. Don't buy at any cost.

Lead acid semi-traction/deep cycle batteries: The ideal battery for all small to medium aerial lifts. Buy a good one from one of the major manufacturers - they are not that much more expensive and well worth the small premium.

Full traction batteries: Best for large booms, scissors and cranes or for machines where space is not uniform such as mast booms. Perfect for larger or heavier units but make sure that they are extremely

well maintained. If not the replacement costs can be substantial.

AGM maintenance free: OK for light duty applications where cleanliness is critical and maintenance not likely. BUT better to spend a little more for a full gel battery.

Gel battery: ideal for clean environments and as a maintenance-free option, but don't expect quite the same life as a regular semi-traction battery.

Lithium: Only practical when designed in, small cells are now coming on the market, but they are expensive and may need special cooling.

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The one stop battery shop

Manbat claims to be the UK's largest battery distributor, especially since it increased its presence in the industrial battery sector with the acquisition of East Kilbride-based Battery Power Systems (BPS) a few months ago. The enlarged company is now forecasting sales of 1.2 million batteries this year - about 35 percent in the industrial/recreational sector - with sales approaching £46 million. The acquisition also strengthens Manbat's position within the industrial battery sector which has grown to £9 million.

While most of its business is in the automotive sector with brands such as Varta, Lucas and Numax, BPS supplies the forklift, floor-care, emergency power and electric vehicle sectors with batteries, chargers and service from Slovenian manufacturer TAB - the third largest manufacturer in Europe - and US Battery an OEM supplier to many aerial lift manufacturers.

BPS has three depots - East Kilbride, Washington Tyne and Wear and Bristol - offering nationwide coverage including 21 engineers, and has many customers in the lifting sector including Terex/Genie, JLG, Skyjack, Snorkel and rental company A-Plant.

Manbat is part of the Ecobat group, a leading supplier of lead, 80 percent of which is recycled from scrap sources ie batteries. With 25 operations and 2,700 employees it has an equal market share in North America, Europe and South Africa supplying about 20 percent of the total global lead requirement.



The company also operates a scrap collection business and is market leader in the UK through G&P Batteries, which has 30 years of experience dealing with all aspects of the process from collection to recycling. Its primary activity however is the conversion of waste batteries into high quality finished products such as lead shot, strip, ingots and wire. The plastic casing and sulphuric acid are also recycled and used in recycled plastics, while the acid is used in the gypsum industry. In fact 99.8 percent of a battery can be recycled the only waste is the slag produced in the smelting process.

The 2006 European Batteries Directive 2006/66/EC requires member states to meet certain collection and recycling targets for all batteries including automotive, industrial and portable. There are no specific targets for industrial batteries (or automotive) however both the incineration and sending to landfill are prohibited, so by inference, there is a 100 percent collection target.



To make things clearer, the definition of an industrial battery is one "which is designed exclusively for industrial or professional uses, is used as a source of power for propulsion in an electric vehicle, is unsealed but is not an automotive battery, or is sealed but not a portable battery.

The introduction of this legislation has increased the number of waste batteries to be collected. Waste batteries are generally classified as both Hazardous Waste and Dangerous Goods and while many are benign, some are quite volatile and should be treated with respect. The correct use of suitable containers and a common-sense approach minimises risks. The vast majority will have some sort of caustic electrolyte inside which can explode if broken open or heated. Therefore when you have decided to dispose of them, make sure they are placed where they will not get damaged or overheated - even when they are 'dead' most still have some charge remaining.

G&P operates in four areas:

Bank - where batteries are stored and awaiting collection.

For the larger industrial batteries two sizes of plastic bins are available the larger measuring 763mm high by

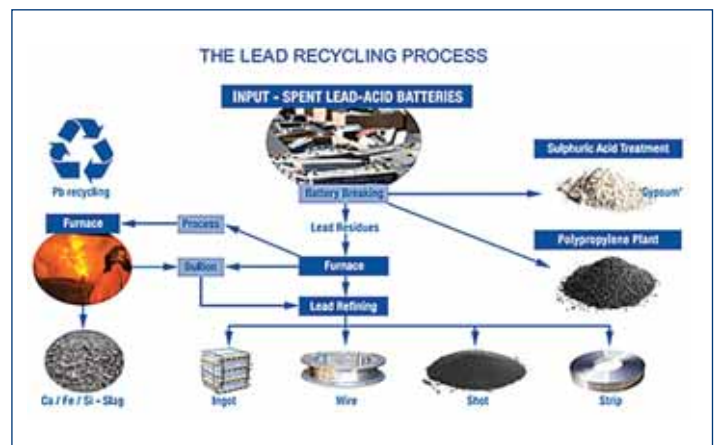


1,000mm wide and 1,200mm long. **Collect** - using a dedicated fleet of vehicles for nationwide collection even large battery installations such as telephone exchanges and power stations.

Sort - where batteries are taken to its Midlands head office where they are sorted into more than a dozen different battery chemistries.

Recycle - identifying the most suitable route for recycling or if this is not possible the most appropriate route for safe and compliant disposal. Recycling processes fall into two basic categories - pyrometallurgical where a furnace is used to recover the metals and hydrometallurgical where chemicals are used to rescue the metal.

The positive end result of this is that batteries have almost a 100 percent recycling capability and therefore worth a reasonable amount when their useful life is over.



Back to New Orleans

The annual American Rental Association's convention and Rental show was back in New Orleans this February for the first time in 10 years. The show had been scheduled here a year after Hurricane Katrina hit, but the organisers decided at the time that the facilities were simply not ready for a return.

The venue and a more positive market for rental companies pushed attendance numbers up to the highest levels seen since 2008. In addition to that the atmosphere was upbeat with the vast majority of visitors and exhibitors in a very positive frame of mind helped by a good number of orders and enquiries taken.

Sadly new products and news were in short supply, the result of engineering cut backs when the equipment would have been at the

design stage and new engine regulations with Tier 3B and Tier 4 soaking up new engineering time. In spite of this there were some new products to see. Skyjack led the way with an all new 63ft articulating boom, the SJ63AJ. The machine on the stand, a first prototype, was decked out on the colours of the local American football team the Saints - given that this was also Superbowl weekend. Details of the new lift is covered in our news section, but the key criteria from



Skyjack's new SJ63AJ in Saints colours



Skyjack was to introduce a unit that offered the best outreach while matching the best specifications of the two leading producers in what has become the largest sector of the articulated boom market.

JLG also surprised with two new slab scissor lifts - the 1932RS and 3248RS Rental Series - to run along side its current ES range, outside of CE markets. The concept to these new lifts is simplicity - moving the electric drive motors to the rear axle, dropping active pot-hole protection for a passive system and building them at its plant in China. The aim is of course to offer rental companies a less expensive product that is cheaper to repair and maintain. Feedback was surprisingly positive, but whether the stated 10 percent cost saving is enough remains to be seen.

for its Chinese-built products growing slower than forecast, we might see more products being shipped to the west, particularly as capacity constraints start to bite.

All new mid Atlantic telehandler

Genie also unveiled an all new telescopic handler, while the company says that there is no discernible demand for European style mid-range telehandlers, the all new 8,000lbs/3.6 tonne, 44ft/13.4 metre GTH-844B telehandler has a definite European feel to it in spite of its North American high boom pivot point. The unit has a side mounted engine substantially improving rear visibility, a comfortable looking enclosed cab option which can be retrofitted to the standard open roll bar cab. Other numerous other



The new JLG RS models are simple no frills models aimed at the rental market

Over at the Genie stand the strategy was completely different with management sticking firmly to building products as close to market as possible and striving through manufacturing efficiencies to offer a fully specified machine at a competitive price. With both manufacturers finding that demand

sophisticated touches include tough-moulded, axle-mounted mud guards, although many are optional rather than standard. Even a suspension seat is available. The fully equipped unit on the stand looked a little like a European telehandler with an American boom configuration - take off the optional



The new Genie GTH-844B in the standard format which is likely to prove most popular.



The enclosed cab option



equipment though and it reverts to type. Other telehandler exhibitors included JLG, Manitou/Gehl, Dieci and JCB.

While not showing anything new Niftylift finally dispensed with the yellow livery it has used in the USA for many years in favour of its traditional green. As usual the company had a huge selection from its range and unquestionably the largest powered access display at the show.

Snorkel situated at the back of the hall had a full display with the 62ft A62JRT taking pride of place. The company says that sales are picking up strongly, causing long lead times which it is working to reduce. What

it did not mention on the stand was its plans to raise £12 million through the issue of new shares to help achieve this.



The Instant-UpRight alloy tower stand with Snorkel in the background.

MEC was back at the ARA with its Titan 40s which appeared to attract a good deal of attention from



The Niftylift stand



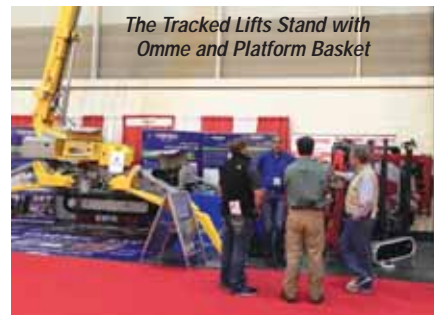
Mec Titan and Crossover

Lavendon senior management team attending the show. The high platform capacity lends itself to the rental company's Blue Sky pipe and cladding panel handlers. It also had its recently launched Crossover electric off slab scissor lift with unique 8x4 sheet rack and offset deck. The company says that it plans to show both products at Vertical Days in the UK this June.

Another range of new products was found on the LiftSmart stand where the young company launched its eight model material lift MLI Industrial Pro Series range, with lift heights to 7.6 metres and lift capacity of up to 454 kg. Three models will have adjustable flat forks and a width adjusting base, allowing the machine to pass through a single doorway, while adjusting wide enough to straddle a full size pallet. The other is the three model MLM Mini-Pro Series, ranging from 3.3 to 6.1 metres and loads of up to 318 kg. The range has been designed with European vehicles in mind. The stand was busy throughout and the company announced the appointment of Martin Davies as its UK distributor under a new company - Orange Lift.

Spider lifts were to be found on the JLG stand, where the

Steve Citron of LiftSmart seals the UK distribution deal with Martin Davies



The Tracked Lifts Stand with Omm and Platform Basket

company showed one of its Hinowa-built units, while Omm and Platform Basket were to be found on the Tracked Lifts stand and Bluelift on the Reachmaster booth.

As this was the Rental show rental software companies were well represented, led by the large stand of Wynne Systems and its Rental Man software. At the opposite end of the scale was InspHire which has now set up a US office to service existing customers and expand its offerings. The stand was manned by Graham Dodds from the UK, Olly Williamson and Mark Tedeschi both of whom are based in the USA.



Olly Williamson, Graham Dodds and Mark Tedeschi (L-R)



Steve Kissinger of Custom Equipment demonstrates one of his low level self-propelled lifts

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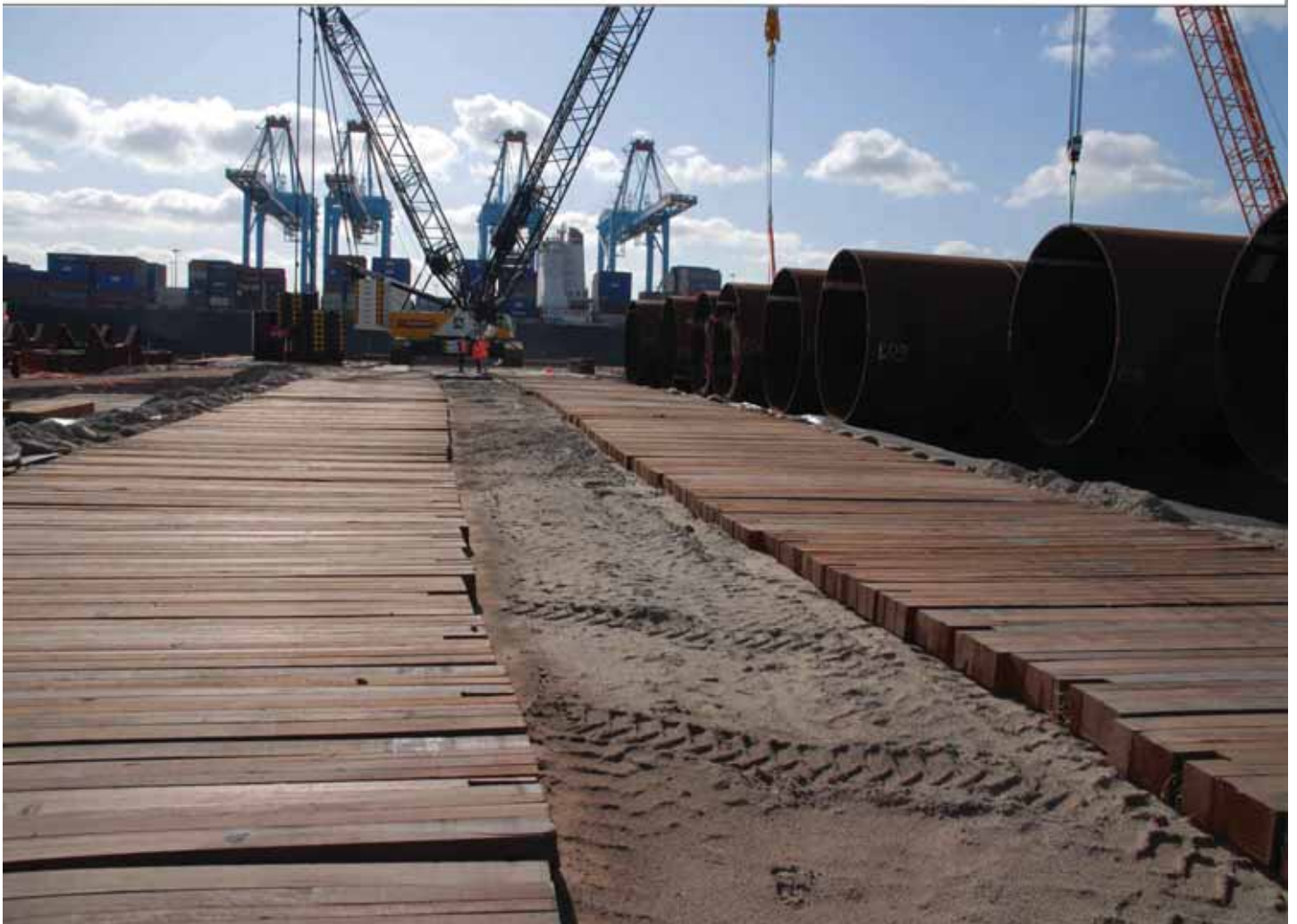
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Election time

ALLMI recently conducted elections for its board of directors and Operators' Forum executive committee, which resulted in Mark Rigby of T H White retaining his position as chairman for the seventh consecutive year, while Lee Maynard (Terex Cranes) and Ismo Leppanen (Cargotec) were re-elected as directors. Two new members were also elected - Carly Barnard of Transloader Services and Ian Roberts of HMF. Barnard said: "Transloader Services is a long-standing member of ALLMI and as an independent service provider represents a significant proportion of the association's membership, which hasn't been represented on the board for several years. It is therefore a great privilege to be elected as a director and I look forward to playing a part in bringing about positive change and continued improvement of safety standards."



Carly Barnard has been elected as an ALLMI board member



ALLMI board of directors

Mark Rigby (chairman)	T H White
Ismo Leppanen	Cargotec
Lee Maynard	Terex Cranes
Ian Roberts	HMF
Carly Barnard	Transloader Services
Steve Frazer-Brown	David Watson Transport
Tom Wakefield	ALLMI
Alan Johnson	ALLMI

Operators' Forum executive committee

Steve Frazer-Brown (chairman)	David Watson Transport
Andrew Hollingsworth	Travis Perkins
Brian Sutherland	Elliott Hire

Peter Duckett	WTB Group
Paul Bishop	Axle Haulage
Bob Toon	Gatwick Group
Mick Newman	Saint Gobain Building Distribution
Tom Wakefield	ALLMI
Alan Johnson	ALLMI

The Operators' Forum election saw Steve Frazer-Brown of David Watson Transport retaining his position as Forum chairman and therefore automatically retaining his place on the ALLMI board in order to represent the interests of fleet owners. The process also resulted in the election of some new faces, with Mick Newman of Saint-Gobain Building Distribution and Paul Bishop of Axle Haulage joining the

executive. Bishop said: "I have spent over 30 years working with lorry loaders and have seen the industry transformed during that time. ALLMI is playing an ever increasing and crucial role in the safe use of lorry loaders and the industry's general development and I'm very much looking forward to being part of a committee which has direct input into shaping and influencing standards and practices."



(L-R) Mick Newman Paul Bishop and Ian Roberts join the ALLMI Forum's executive committee

PM signs up to the ALLMI Village

PM has become the latest ALLMI member to sign up for Vertikal Days. It joins four other manufacturers already committed to exhibiting in the ALLMI Village: Palfinger (T H White), Atlas Cranes UK, HMF and Cargotec. PM's service and technical manager, Marytn Daykin, said: "we've exhibited at Vertikal Days for several years and always found it to be a very effective way to promote our products. The specialist nature of the show means that every visitor we speak to has a genuine interest in lifting operations, making it a very worthwhile investment. With yet more improvements being made to the ALLMI Village and the show, we expect the 2012 event to be the best one yet."



Another great year for ALLMI training

ALLMI training has 'chalked-up' another impressive year of growth in its training activities for 2011. Uptake of the association's operator training increased by five percent compared to 2010, with Thorough Examination training up 10 percent. Demand for the association's Appointed Person course rose by a colossal 120 percent, while Instructor training was up 70 percent. ALLMI executive director, Tom Wakefield said: "we are extremely pleased with what was another very good year for ALLMI training. The training levels are a testament to the hard work invested by all those involved, from the fulltime ALLMI staff through to the working groups and committees, as well as the training providers and the wider membership of course. With a new Crane Supervisor course on the way, along with a number of other initiatives designed to strengthen the standing of ALLMI training in the industry, we expect 2012 to be another excellent year."

RAF joins ALLMI as membership continues to rise

ALLMI's membership continues to grow, with the number of members up 17 percent in 2011. One of the most recent additions to the membership is the Royal Air Force, which has been making full use of the Thorough Examination training now at its disposal. RAF MT field engineer, Gary Johnson, said: "our engineers have vast experience with lorry loaders, however, access to ALLMI's training has allowed them to further sharpen their skills and achieve a recognised form of accreditation, which is of critical importance to us. The training is just one of the many membership benefits we have already experienced and as we're relatively new to the association, we are confident that being part of ALLMI will become increasingly valuable in our efforts to continually raise standards, keep abreast of technical and legislative developments and have input into an industry which is crucial to our organisation."



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Loader crane incident costs scaffold company £95,000

Spectra Scaffolding of Warth Road Industrial Estate, Bury, England, has been fined £40,000 plus £45,000 costs following a loader crane accident in November 2008.



David Collins, 31, a father of two suffered severe injuries to his head, back and leg and is now a paraplegic. Collins was unloading a bundle of seven metre long scaffold tubes at a shop refurbishment job in Stoke-on-Trent. As he lifted the tubes, a sling became detached from the crane's hook, causing the 1.5 tonne bundle to fall on him as he stood under the load.

An investigation revealed that the safety catch on the hook was faulty. Although the company was

aware of it, it had not taken any steps to replace it. In addition Collins had not been properly trained and was unaware of its importance and the routine-type lift had not been properly planned.

HSE inspector Lindsay Hope said: "As a result of this incident Collins has been severely disabled and could easily have been killed. Companies that operate lorry mounted cranes must ensure their operators undertake appropriate, recognised training in all aspects. They must be competent to use the equipment properly and plan safe lifting in variable site conditions. This lift wasn't properly planned or supervised and Collins hadn't been sufficiently trained in how to use the crane and slings. Furthermore, the equipment had not been properly maintained and should never have been used."

Help for NEETs

UK rental company Hewden is supporting the charity Street League which works with 16 to 25 year olds not in employment, education or training as well as young offenders and substance misusers, engaging them in structured football and education programmes, helping them get into work, mainstream education or training. Hewden provides mentors and work experience for those looking to pursue a career in construction.



Fatal fall costs £126,000

An overhead crane company and a manufacturer of rubber surfaces have been fined a total of £100,000 plus costs following a fatal incident involving a four metre fall from a fork lift truck in June 2006.



Millennium Rubber of Pott Shrigley, Macclesfield - which produces rubber surfaces for running tracks and playgrounds - was fined £90,000 plus £21,411 of costs while crane company United Crane Services of Sheffield was fined £10,000 plus costs of £5,000, following the death of Martin Denton, 60, an employee of United Crane.

Denton was working on one of Millennium Rubber's overhead cranes from a stillage on a forklift, at a height of around four metres, when it slipped off the forks

dropping him to the concrete floor. He suffered serious head injuries and was taken to hospital where he died later that day.

An investigation found that lifting workers in stillages was standard practice at Millennium Rubber in spite of its dangers. Both companies admitted breaches of the Health and Safety at Work Act.

HSE inspector Tanya Stewart added: "Denton died because neither company followed basic health and safety procedures for working at height. He should never have been expected to stand in a stillage balanced dangerously on the forks of a forklift truck. The companies simply did not consider the risks he might face carrying out the work in this way. They should have ensured a safe system for the work was in place before allowing him to start."

"It's disgraceful that the practice of lifting workers on forklift trucks had taken place on many other occasions. Sadly, it was therefore almost inevitable that someone would be seriously injured or killed."

Who trained him then?



This one from New Zealand speaks for itself. For more views go to: www.vertikal.net/en/news/story/14016/ or put 'barefoot roof' in the search box



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Report aerial lift accidents

IPAF has begun a project to systematically collect worldwide data on accidents/incidents involving aerial work platforms, with the aim of improving the safe use of equipment.

Manufacturers, rental companies and users are encouraged to report any known incidents, using the standard form that is available at www.ipaf.org/accident. All information will be kept confidential and used strictly for the purposes of analysis. Report an accident and help save a life!



Over 100,000 trained

A record number of 101,457 people completed an IPAF training course in 2011. Training available from IPAF-approved centres includes operator courses for which a PAL Card (Powered Access Licence) is issued, and management courses for which a certificate is issued. A record 97,488 PAL Cards were issued in 2011, an increase of 13.9 percent over the 85,605 cards issued in 2010.

Long-service award for Jean Harrison

Jean Harrison, IPAF membership officer and event/committee coordinator, has received a long service award in recognition of 20 years of dedicated service.

Harrison started working for Paul Adorian, IPAF's first managing director, 20 years ago when the office was on a farm, which was also home to a few llamas. There were just three employees: Paul, Jean and Debbie Beazley. "It has been exciting to have experienced the ups and downs the Federation has been through," said Harrison. "And a pleasure to serve our members, many of whom have become familiar, friendly faces over the years."

Chief executive Tim Whiteman added: "Jean has assisted hundreds of IPAF members during her 20 years with the Federation. Her contribution to the Federation's success is an important part of the IPAF story and I thank her personally and also on behalf of our members for her support."



Jean Harrison receives her long-service award from Giles Councill, IPAF director of operations.

IPAF Summit in Rome

Online bookings are running out fast for the IPAF Summit and IAPAs, which will be held on 29th March at the Sheraton Roma Hotel in Rome, Italy.

Visit www.iapa-summit.info to register for the free Summit and to book your ticket to the awards ceremony and dinner. The theme of the Summit is "Analysing Accidents to Reduce Accidents". Confirmed speakers include Andy Studdert, chief executive of US-based NES Rentals, Peter Douglas, executive director of operations at Nationwide Platforms, Mohd Ismadi, deputy director at the Singapore Ministry of Manpower; and Gary Riley of AWPT. Register in advance at www.iapa-summit.info



Clear and practical guidance to promote safe work at height: IPAF comments on the Löfstedt Review

IPAF believes that clear and practical industry-led guidance is a strong basis to promote the safe and effective use of powered access equipment, and welcomes the publication of the Löfstedt Review, aimed at reducing the burden of unnecessary regulation on businesses while maintaining the UK's high standards of health and safety.

"The hearts and minds of equipment operators are won when they are convinced to do the right thing and adhere to safety principles and best practice because they want to and not because they have to," said IPAF chief executive Tim Whiteman. "This belief in providing practical and useful advice has guided many of IPAF's safety initiatives and campaigns, and we look forward to working with other agencies in implementing the recommendations of the Löfstedt Review."

One of the recommendations is that the Work at Height Regulations and associated guidance be reviewed by April 2013. The report also states that: "Any changes to the regulations should not result in an increased risk to employees or others."

IPAF will be monitoring the review carefully and consulting with members and other bodies at an early stage. One concern that needs to be addressed is the proposal to exempt the self-employed from certain requirements of health and safety legislation.

IPAF Summit in Rome



IPAF is taking its "Spread the load" safety campaign to Intermat with a touch of colour, spectacle and urban art. Visit IPAF in the Outdoor Area E2, Stand B064.



Take the Access Photograph of the Year

A contest is being run alongside this year's International Awards for Powered Access (IAPAs) to find the Access Photograph of the Year, one that is visually stunning and promotes the industry.

The photo must be of a real job, demonstrate safety and best practice, and be of a reasonably high resolution. The competition is not open to professional photographers or the media.

The €1,200 prize, generously sponsored by Facelift, will go to the operator, site worker, service engineer, delivery agent, trainer or trainee who takes the best picture.

Photos should be submitted by e-mail to media@ipaf.org by 29th

February with some basic information about the photo: when taken, what project, what machine.



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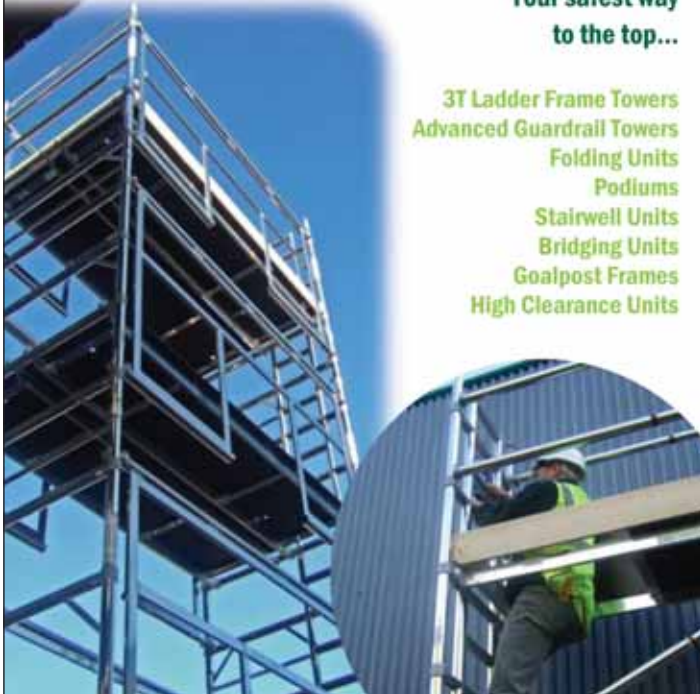
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Stephen Levine

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Fall Protection Review: Moving Forward

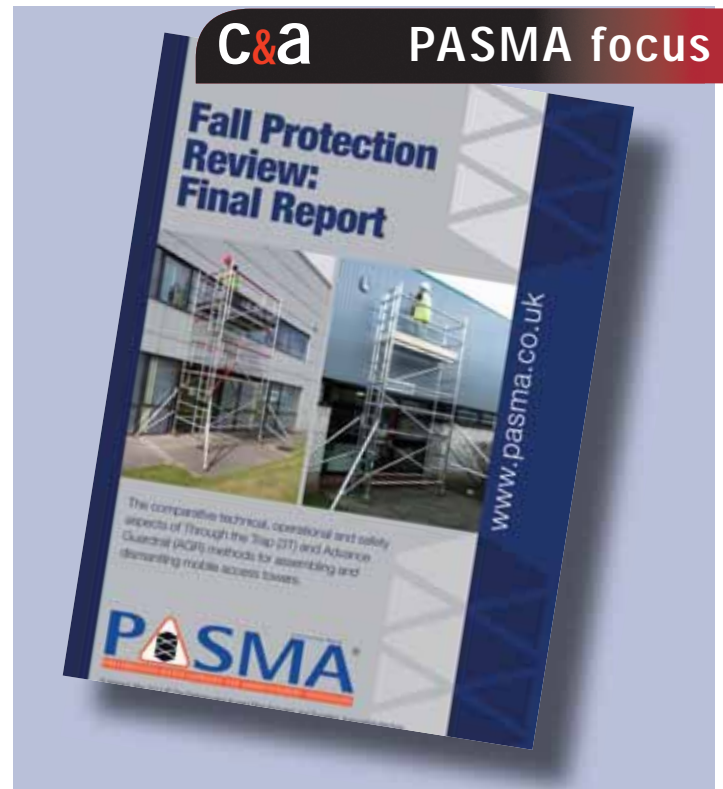
It is now 10 months since PASMA first published its review into recommended best practice for the avoidance of falls from height when using mobile access towers. So now would seem to be an appropriate time to review the steps that PASMA has taken to implement the recommendations flowing from the report.

The 20-page report brings clarity to the use of Through the Trap (3T) and Advance Guardrail (AGR) methods for assembling, altering and dismantling mobile access towers. It is available as a PDF download from the PASMA website www.pasma.co.uk

CPD Seminars: These seminars - mandatory for PASMA instructors - which included practical demonstrations, were run throughout the UK to ensure that all instructors fully understood both the content and implications of the review. In particular, they were intended to provide knowledge and information about the latest developments in Advance Guardrail towers, with a focus on the latest

generation of integral AGR products. Towers for Users Course: PASMA's industry standard training course, now includes a mandatory section, both theoretical and practical, devoted to Advance Guardrail Towers. Changes to PASMA Form 13 mean that delegates are marked on their understanding of AGR towers in exactly the same way as 3T towers.

A new training Module - AGR Towers for Users - is intended to supplement, but not replace, the Towers for Users Course, the new training module focuses entirely on safety and best practice when using Advance Guardrail mobile access towers. It is geared towards those



delegates wishing to acquire a more in-depth understanding of AGR systems.

PASMA's director of training, Stuart Hopkins says: "The report concluded that when used in accordance with manufacturers' instructions and guidance, both systems provided an acceptable safe method of work, with Advance Guard Rail systems

providing comprehensive fall protection, while the 3T system using conventional components to minimise the risk of a fall."

"As a result of the review and the actions taken following its publication, both systems are properly and equally represented in all aspects of the association's work."

2012 PASMA Tower Week

PASMA's first ever Tower Week will take place later this year (date to be confirmed). The week long campaign will focus attention on mobile access towers as a safe, flexible and increasingly popular piece of access equipment for working at height. It will also provide invaluable data to help inform the future work of the association.

Initially confined to Yorkshire in advance of a national roll out, the initiative will see PASMA members, in collaboration with the association, stage a series of tower-related events and activities aimed at both occasional and regular users; from the self-employed and Small to Mediums Enterprises, to major contractors, utilities and local authorities.

Specifically, PASMA Tower Week will:

- Promote the safe use of towers and encourage best practice;
- Demonstrate the versatility of and all-round benefits of towers;
- Provide a snapshot of towers in use in the workplace;
- Raise awareness of the PASMA brand and training.

More information about PASMA Tower Week is available from jill.couttie@pasma.co.uk



News in brief

Safety & Health Expo 2012: As part of the Access Industry Forum (AIF), the association will again be a major contributor to this annual event. Dates are 15th -17th May at the NEC, Birmingham.

Tower Supplement: PASMA is collaborating with Cranes & Access to produce a second tower supplement, currently scheduled for publication with the March issue of the magazine.



Tower Images: The association has an on-going need for good quality 3T and AGR images, ideally showing towers in use. Different or unusual application shots are especially welcome. Please send them to jill.couttie@pasma.co.uk



Toolbox Talks: These continue to be an invaluable source of information. Watch the latest editions free online at www.pasma.co.uk



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Becoming ONE

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For more information on the ONE please visit
www.nationwideplatforms.co.uk
or call  **0845 745 0000**

New one size outrigger mat

UK-based outrigger mat specialist Eco Lift has introduced a new outrigger mat for loader cranes, truck mounted lifts, spider lifts and cranes up to 7.5 tonnes Gross Vehicle Weight. The new ECO Lift ZyPad mats are manufactured from regenerated composite material, measure 500 x 500mm square and are 50mm thick with a recess and non-slip finish as standard. They are manufactured by a special casting method and have been proof tested by Sheffield University's Department of Engineering to 25 tonnes.



PLC Sales has been providing composite mats for many years and its current range carry a lifetime guarantee, which according to the company has never been called on. The downside is the higher initial purchase price, so the company has spent the past couple of years working with its suppliers to research and design a new mat for the higher volume market for smaller standard mats that is less expensive without sacrificing durability and performance.

The dimensions - 500mm square -



were selected to cover more than 95 percent of applications for equipment weighing 7.5 tonnes and under, allowing rental companies to stock one size for all applications. The ZyPads weigh 12kg, are equipped with carrying handles and include a large circular recess which will accommodate the foot pads of most mobile equipment of this size. The recess also has a non-slip surface to add friction between the vehicle and the mat, particularly useful in applications where the mat might not be perfectly level.

The mats are manufactured in the United Kingdom and have been cycle tested by Sheffield University with a vertical pressure loading of 25 tonnes without failure. PLC Sales has decided to conservatively rate the ZyPads at 15 tonnes – more than twice the possible loading of the equipment they are designed for. Eco says that other pad designs were explored and tested, including one with a non-slip insert, the production version of the ZyPad is the end result, having achieved the highest results in every test.

New charger arrives in Europe

The M&G Technologies MO24V25A battery charger, launched last year in the USA has now been fully certified for the European market. The charger - distributed worldwide by C-Tech Industries - has been developed specifically for the aerial lift market and has the same fitting brackets as the Signet charger fitted to Genie, Skyjack and JLG scissor lifts and is now available with a mounting bracket to fit the Haulotte Compact scissor range. C-Tech says that the charger was developed over a two year period to meet a 'must have' list of very specific criteria compiled with the help of a number of major rental companies. They included:

- a true 25 amp output allowing the shortest re-charge time possible but using a high frequency profile thus keeping battery heat to a minimum.
- the case waterproofed to a minimum of IP65 standard.
- be able to charge batteries from totally empty, cutting downtime due to failed initialisation of the charging process.
- a maintenance charge programme (float charge) allowing the charger to remain plugged in and cycle the batteries so the machine will be in a ready to go state even if standing for a long period.
- include auto input voltage select 110 to 240 volt and be 50-60hz compatible.
- the facility to charge gel batteries when required.

- come with a minimum of two years warranty.

Once designed the charger spent the best part of 2010 on a continual test rig, as well as going through a series of field trials with those users who had helped draw up the wish list. C-Tech says that it is now stocking the charger at its European base in the UK and selling it into the replacement market for £199.



enquiries

To contact any of these companies click on the 'Access & Lifting Directory' section of www.vertikal.net, where you will find direct links to the companies' web sites for up to 12 weeks after publication.

To have your company's new product or service featured in this section, please send in all information along with images via e-mail to: editor@vertikal.net with 'Innovations' typed in the subject box.

Giant Liebherr luffer

The NZG model of Liebherr's massive LTM 11200-9.1 All Terrain mobile crane was introduced a couple of years ago and collectors immediately hoped that lattice jib extension kits would eventually become available for it. Two kits have now been produced, a large 54 metre luffing jib set and a smaller 36 metre extension kit. Both kits come in good quality packaging and include pictorial instructions to guide the assembly.

The luffing jib set is the most complicated but assembly is reasonably straightforward with the resulting size being the main issue. You will need to set aside a good few hours to properly assemble and rig it. As with the base model tiny brass nuts and bolts are used to make connections and plenty of spares are provided.

The parts are of a high quality and the jib sections are cast perfectly straight. Some of them have internal bracing at one end of the section and they can be telescope stacked to make realistic transport loads. The luffing pivot section is a really nice piece and surprisingly heavy. Detailing is very good with

mesh walkways and realistic metal handrails. All the sheaves used are metal and coloured black.

The luffing winch operates by pressing in with a supplied tool to release the brake. It works well although the loads on the model get very significant if the jib is raised from an erection position and it is best to assist the jib with hands rather than rely on the winch alone.

One modelling compromise that has been made is that the size of thread used on the luffing winch means that it cannot all fit on the drum but this is not an issue when the model is erected, only in transport configuration. An undocumented feature is the variety of configurations that can be built with different lengths of luffing jib possible, and also a variety of fixed jibs.

The 36 metre kit can be added to 54 metre kit to make a model which towers around 3.5 metres high or alternatively it can be used on its own to make transport loads or a shorter fixed jib.

The quality of both kits is very good with most parts fitting well and the assembled jib is heavy with very little plastic used. Together they represent a significant additional investment to the base model but they suitably enhance it. They are good value considering the size and the model engineering involved, and can be obtained for around €250 and €50 for the 54 and 36 metre kits respectively.

To read the full review of this model visit

www.cranesetc.co.uk



A convoy of jib sections can be assembled



The luffing pivot is particularly impressive



Fully rigged, the crane is huge

Rigged with a fixed jib





Dear Sir,

I hear that K-Lift went pop at the end of last week and then seamlessly re-started under a similar name opening on the Monday with a slightly different company name but the same trading name.

Is it a sign of the times as to how people run their business, with a default get of jail free card or is it just coincidence?

Seems very similar to the way Bryn Thomas went and came back the next day debt free. We do not run like that – i.e. ‘get the job whatever the cost’ attitude. We have a good credit control team, which as you know is imperative and we aim for a reasonable margin on the CPA and contract lift side of the business. I'm pretty sure if the service provided was the same quality for these people then they could do the same - do you agree?

Are certain competitors crooks? or is it just a sign of the times??

I'm positive you have your own opinion on this !!!

Correspondent requested his name be withheld, for obvious reasons.

Since he asks for an opinion..... This is a tricky area, there will be times when even a good company can find itself in a position where there seems to be no escape. A classic case is where the bank or other funder changes its policy and wants its money back immediately. They usually do this during a downturn to companies that have decent balance sheets but are experiencing cash flow problems. Why? Because they know they can conduct a fire sale and get their money back – at the same time they are often reluctant to pull the plug on badly run ‘basket cases’ as they know they will have to take a major loss. This is totally perverse but happens all the time. You might argue that the business owner should fund the business with loans that are secured – easier said than done of course even locked in loans have covenants and ratios that if breached allow the bank to call in the loan. In such a situation and unable to raise the funds and face with a belligerent bank few of us would not reluctantly resort to filing for protection – the only problem is that in Europe many of the insolvency rules are not geared towards an orderly reorganisation where all the creditors might eventually be paid – thus the only practical choice is usually a sale which leaves the creditors high and dry. Sadly the main culprits – the banks -usually get paid out with the administrators bagging the rest – in a cozy closed shop relationship. However if we focus on the UK in the past couple of years most well run companies have at great cost - both in cash and stress terms – just managed to renegotiate and keep going without defaulting. At the same time rate cutters and companies that according to market rules should have failed – have simply dumped the old debts, purchased the assets in a closed shop arrangement and started up again under a new corporate name. As to the question are people that do this crooks? Not necessarily – in fact it can be argued that all they are doing is exploiting the law – no different than those who strive to keep their taxes as low as legally possible. However we all know that there are those – the serial bankrupts - who do use the law in a way that ought to be a crime. The fact here is that if those that were caught had used a credit check system like Top Service they would have seen that K-Lift had defaulted on payment terms several times throughout 2011 and that it had negative net worth and negative working capital. Some years ago when we met with PKF to discuss the sharp practices that are endemic with the UK insolvency process it said that its main job was simply to secure the best return for the secured creditors – usually the banks – and that any unsecured creditor deserved what they got as they had taken the decision to extend credit to the failed company and thus taken the risk, and there is something in this. However the worst aspect is that owners that have taken a company into insolvency are then given preference when it comes to buying the business free of all debt – in its worst form this is called a ‘Pre-Pack’ where the entire thing is stitched up prior to launching the insolvency process – by its very nature this practice ought to be illegal. This subject is one that we will come back to in a future article.

Dear Mark,

Just a warning to others regarding booking the ConstructionSkills Operative Health and Safety touchscreen test with Prometrics. I have recently booked a touchscreen test for one of my drivers who has dyslexia. I booked the test online for 3rd March at 5.30pm and tried to filled in as much as was allowed to suggest that help would be required. I was not happy that Prometrics would understand what help would be required as there was a lack of a descriptive box for me to explain, so I telephoned. I was told to send an email through to their Cares department and that I may have to cancel the booking and rebook for another date so they could supply a reader for the test.

To cut a long story short, I have had to cancel the test – incurring a £5 cancellation and rebook the test for one hour later. I am aggrieved that for the sake of one hour Prometrics are not flexible enough to just move the appointment time, rather than make me pay a £5 cancellation fee. As a point of principal, I will no longer book these tests online.

I would like to withhold names as I do not want to embarrass my driver.

Kind regards

Crane Hire Controller

Good Morning Leigh,

Well said, very well said re Tate Incident, for that is precisely where the problem lies. Site Foremen and Managers pressurise Crane Drivers to do ‘Just a little bit more’ and in-turn cause the Crane to go beyond its safe working parameters.

Fortunately no-one was killed on this occasion - unlike Friday 15th Jan 1988, when my Father in Law David Stanford was killed on site by a Crane Driver.

This kind of unsafe behaviour on-site is widespread, with most of it covered up by Jnr or Snr Managers as all concerned know it could result in their dismissal, due to the Climate of Blame now so widespread in the UK. The only time these incidents are revealed is when it results in an Incident (not accidents, as this kind of behaviour is not accidental) with 171 fatalities in 2011 all confirming that unsafe acts on site are all too prevalent.

Keep up the good work of exposing these unsafe practices.

Kind Regards

Mike Ponsonby BA

We asked Mr Wilson if we might publish his letter and he responded:-

Hi Leigh,

Do the health and safety ever get involved in the death wishes you publish? I've just seen the Hiab one with the tree surgeon and it has angered me. The unsafe never get prosecuted and the safe and insured pay the price through increased premiums.

I understand it's not your fault and the rant is not directed at you but something should be done about this!

Regards

Tom Wilson,
Wilson Access Hire

Dear Leigh,

I'd be more than happy for you to publish it. I'm so disappointed that in this day and age people take the chances they do. I have also come across the lack of empathy from HSE inspectors when I have sent them information. It is both the supplier and the customer that need educating. I just wish some action was taken at some point. If you get caught speeding these days you can take a driver awareness course rather than getting points, this system would work a lot better for the one man band Hiab maniacs I think!

I must also point out that I think your death wish series are good as I have used them in tool box talks with our drivers and explained the consequences if any of our companies are involved in any of these!

Tom

We are aware that HSE inspectors do subscribe to Cranes & Access and do read Vertikal.Net. We believe or perhaps hope that they do note the cases of involved and when visiting those offenders they can identify do have a serious talk with them. Wilson is right that instead of a total focus on prosecutions, a strong warning and offer to help – or in the case of an unresponsive reception a legal option to facing prosecution as suggested.

On line Poll result

We asked the question:

Do you think that companies should pool payment/credit information?

A total of 281 people voted on the subject **Yes - 75.4% No - 24.6%**



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Solid performance from the Hire Show

This year's Executive Hire Show - its sixth - appeared to stave off the ravishes of both the cold weather and the flat economic climate to record a solid performance, with visitor numbers probably similar to last year's record levels. This doesn't tell the whole story however as of the 131 exhibitors more than 30 were there for the first time, in fact a second floor was added to meet demand for space.

Generally there are only a few stands of interest to the readers of Cranes & Access and this was true again this year. However several exhibitors commented on the number of general rental companies asking about access equipment and spider lifts in particular. Like any specialist trade show - this one is aimed at the tool and general rental sector - visitor numbers are not the key to a successful show, it is all about the quality not quantity, yet even through the middle part of the second day, the show looked reasonably busy and the same applied the day before. Dates for next year have already been announced - the 6th and 7th February 2013 - so put it in your diary now. Here is a brief round-up of some products.

The inappropriately named push around Power Scissor - it has no battery, hydraulics, motors or pumps - from Russon Access Platforms is continuing its popularity and sales. Universally dismissed for



The Power Scissor 400 has enough capacity for two people and tools



Director Jon Lang demonstrates raising the platform using a drill

'being totally manual' this very fact has proved that sophisticated is not always best. All production is currently being absorbed by Speedy Hire so if you want one it will be March at the earliest (unless Speedy puts in another big order). On show was the two-man Power Scissor 400 which has a working height of over four metres, platform capacity of 210kg and weighs 265kg. Director Jon Lang said that he is working on linking two platforms together to create a platform seven metres long. Hopefully this will be on show at Vertikal Days in June.



Managing director Jim Sanger with his Stormer storage podium

First-time exhibitor Reading-based APT Construction Services featured its Stormer stepstore - a novel podium stand, with built-in storage for up to 50kg giving working heights up to 3.2 metres. Sturdily constructed, the unit features self contained outriggers, wheels for ease of movement and built-in anti-surf mechanism. The patented unit is designed and built in the UK and retails for about £900.

While there was nothing new on the Power Tower stand this year, we did



spot the familiar face of Ted Williams (ex SkyKing) who for the past month or so has been helping out with the sales of the Power Tower products, particularly to end users such as hospitals, the food industry and local authorities.



Ted Williams now working with Power Tower with Peter Ellis

Access Industries - UK distributor for Multitel Pagliero - said it had a good show, seeing many potential companies wanting to get into access rental - particularly spider lifts. While not showing new equipment, its new member of staff - Jonathan Wiseman - ex CTE, then briefly CMC - was manning the stand with Melvyn Else. No details yet but Multitel is looking at launching two new truck mounted platforms and a new spider lift later in the year, which may coincide with Vertikal Days.



Melvyn Else (l) with Jonathan Wiseman of Access Industries

Several software companies were present including Higher Concept which launched SyrinxRW allowing sales people to access and update Syrinx anytime, anywhere using their iPad or Smartphone. Working on customer sites, sales people can review customer information and transaction history, find accurate stock availability, provide up to date



Probably the only telehandler a compact Kramer Allrad 2506

pricing and generate detailed quotations on the spot.

CLM Construction Supplies - the UK and Ireland distributor for Imer - showed the Iteco EasyUp 5SP, self-propelled version of its push around lift, launched late last year. The new model features a 626 mm x 1,250 mm work platform with 3.2 metre platform height, fast lift and compact dimensions. It weighs just 490kg and boasts a platform capacity of 150kg. An Iteco 1248 scissor was also on display at the entrance to the exhibition. CLM director Bob Hughes said that his company is distributing Imer and Iteco access products but not the IHLmer spider lifts and is looking for sub-dealers around the UK.



Bob Hughes of CLM with the new Iteco EasyUp 5SP

2012

IPAF Summit

March 29th 2012
Annual Summit for International Powered Access Federation, Rome, Italy
Tel: +44(0)1539562444
www.ipaf.org

Intermat 2012

International construction equipment show
April 16th-21st
2012 Paris, France
Tel: +33 1 49685248
www.intermat.fr

North Sea Offshore Cranes and Lifting Conference

April 24-26, 2012
Aberdeen, UK
Tel: +47 67 52 60 10
Website: www.liftingoffshore.com

EWPA National Convention

Australian work platform convention. May 1st- 4th 2012
Gold Coast, Queensland, Australia
Tel: 02 9997 5133
www.ewpa.com.au

Whats on?

Hillhead 2012

June 23rd-25th 2012
International quarrying and recycling show.
Buxton, Derbyshire, UK
Tel: +44 (0) 115 945 3890
www.hillhead.com

Vertikal Days 2012

UK/Ireland crane and access event
June 27th-28th 2012
Haydock Park, UK
Tel: +44 (0) 8448 155900
Fax: +44 (0) 1295 768223
www.vertikaldays.net

CTT 2012

Russian equipment show
May 29th - June 2nd 2012
Moscow, Russia
Tel: +49 89 949 22 116
www.ctt-moscow.com

CICA Conference 2012

Australian crane industry conference
September 5th-7th 2012
Adelaide, Australia
Tel: +61 (0)3-9501 0078
www.cica.com.au

Platformers Days

German Access equipment event
7th-8th September 2012
Hohenroda, Germany
Tel: +49 (0) 5031972838
www.platformers-days.de

Europlatform

European access conference
September. 20th 2012.
Edinburgh, Scotland.
Tel: +44 (0) 15395 62444
www.ipaf.org

Verticaaldagen Benelux

Benelux lifting event
September 21st-22nd 2012
Safaripark Beekse Bergen, Netherlands
Tel: +31 (0)6 30 421 042
www.verticaaldagen.net

SAIE 2012

Bologna Fair, building products.
October 2012, Bologna, Italy
Tel: +39 051 282111
www.bolognafiere.it

Big Five 2012

November 21st-24th 2011.
Middle East construction show
Dubai, UAE
Tel: +49 (0) 89 949 22 0
www.thebig5exhibition.com

Bauma China 2012

Leading Chinese Equipment show
November 27th-30th 2012
Tel: +49(0)89 9 4920251
www.bauma-china.com

2013/2014

ARA / Rental Show 2013

Las Vegas. Feb 10th- 13th 2012
Tel: +1800 334 2177
www.therentalshow.com

Bauma 2013

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April 19th-25th 2013
Munich, Germany
Tel: +49 (0) 89 51070
www.bauma.de

Conexpo 2014

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Las Vegas, Nevada, USA
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Visit www.Vertikal.net/en/events for a full listing of events with direct links to the organisers.

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35t PPM ATT 400	1998	4x4x4	30,40m + 15,00m
35t Liebherr LTM 1035-3	1987	6x4x6	30,00m + 8,30m
35t PPM ATT 400/3	2001	4x4x4	30,40m + 15,00m
40t Demag AC 40	1999	6x4x6	31,20m + 13,00m
50t Marchetti MG 50.3	1992	6x6x6	32,00m + 16,00m
55t Liebherr LTM 1055/1	2003	6x6x6	40,00m + 16,00m
60t Terex-Demag AC 60 City	2003	8x8x8	50,40m + 14,00m
60t Liebherr LTM 1060/2	2000	8x6x8	42,00m + 17,00m
60t Faun ATF 60-4	1998	8x6x8	40,00m + 16,00m
70t Liebherr LTM 1070	1994	8x8x8	42,00m + 16,00m
80t Terex-Demag AC 80-2	2007	8x6x8	50,00m + 17,60m
80t Liebherr LTM 1080/1	2000	8x8x8	48,00m + 19,00m
100t Grove GMK 3100	2001	10x8x10	51,00m + 18,00m
100t Liebherr LTM 1100-4.1	2005	8x8x8	52,00m + 19,00m
100t Grove GMK 4100 L	2007	8x8x8	60,00m + 17,00m
120t Terex-Demag AC 120-1	2008	10x8x8	60,00m + 17,00m
130t Grove GMK 5130-1	2005	10x8x10	60,00m + 26,00m
160t Grove GMK 5160	1996	10x8x10	49,00m + 18,00m
300t Demag AC 300 SL	2001	12x8x8	58,00m + 65,00m

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Make / Type	y. o. m.	Drive	Boom / Fly Jib
25t Kato KR 250 E	1997	4x4x4	26,70m + 7,00m

LATTIC-BOOM-TRUCK CRANE

Make / Type	y. o. m.	Drive	Boom / Fly Jib
130t Liebherr LG 1130	1976	12x6x8	70,00m + 63,00m

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Make / Type	y. o. m.	Drive	Boom / Fly Jib
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jonathan@emersoncranes.co.uk

Or by post: Emerson Crane Hire Ltd., Emerson House, Freshwater Road, Dagenham, Essex, RM8 1RX.

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Chris@platformsales.co.uk

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To apply please send your CV to: Scott Hinshelwood, King Highway Products Limited, Riverside, Market Harborough LE16 7PX or aftersales@kinghighway.co.uk



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GOING UP IN THE WORLD

A history of Simon Engineering, the development of the powered access industry and a lifetime as an engineer, by Denis Ashworth

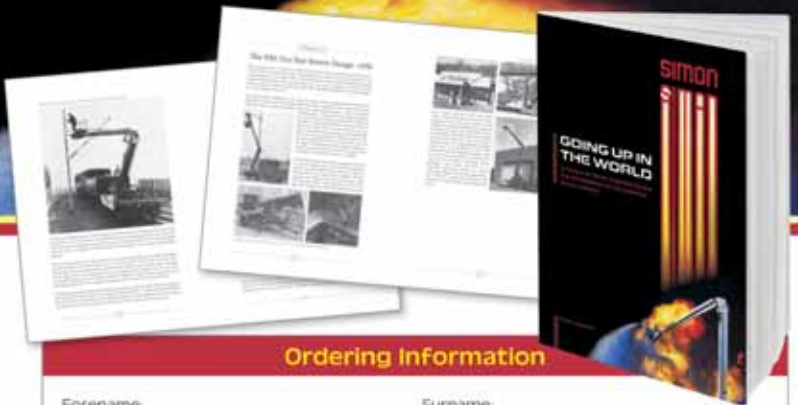
Ashworth was a keen engineer and from an early age found himself in at the very start of the modern powered access industry.

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2006, 11.14m (36.76ft) Work-
ing Height
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Compact 10 DX 4x4

Diesel Scissor Platform
2005, 10.14m (33.46ft) Work-
ing Height
Hydraulic Out-Riggers
Foam Filled Tyres



Genie Z45/25J

Self Propelled
Articulated Platform
2005, 16.07m (53.03ft) Work-
ing Height
Bi-Energy



Manitou 165 AET 4x4

Self Propelled
Articulated Platform
2001, 16.25m (53.63 ft) Work-
ing Height, Foam Filled Tyres,
Rough Terrain



SkyJack 4632

Electric Scissor Platform
2005, 12m (39.60ft) Working
Height
Non-Marking Tyres
Slide-Out Deck



Genie IWP 20S

Personnel Platform
2007, 8.22m (27.13ft) Work-
ing Height
Battery & Charger



Bravi Lui Mini

Personnel Platform
2005, 4.9m (16.17ft) Working
Height
Non-Marking Tyres
Battery & Charger



Genie Z34-22N

Self Propelled Articulated Plat-
form
2006, 12.52m (40.6ft) Working
Height
Non-Marking Tyres, Electric



JLG 260MRT 4x4

Diesel Scissor Platform
2006, 10m (32ft)
Working Height
Foam Filled Tyres

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AIRO	www.airo.com
Alimak Hek	www.alimakhek.com
Altrex B.V.	www.altrex.com
ATN	www.atnplatforms.com
Barin	www.barin.it
Basket	www.basket-platforms.com
Bil jax	www.biljax.com
Böcker Maschinenwerke	www.boecker-group.com
Bravi	www.braviisol.com
CMC	www.cmc-platforms.com
CTE	www.ctelift.com
Cumberland Industries	www.cumberlanduk.co.uk
Denka Lift	www.denkalift.com
Dino Lift	www.dinolift.com
Dingli	www.cndingli.com
Esda	www.esda-fahrzeugwerke.de
Falck Schmidt	www.tcalift.com
Fraco	www.fraco.com
Genie	www.genieindustries.com
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Hinowa Tracked Aerial Platforms	www.hinowa.com
Holland Lift	www.hollandlift.com
Isoli	www.isoli.com
Iteco	www.itecolift.it
JLG	www.jlgeurope.com
Leader	www.leader-piatt.it
Leguan Lifts	www.leguanlifts.com
Manitou	www.manitou.com
Mantall	www.mantall.es
Matilsa	www.matilsa.es
MEC	www.mec-awp.com
Nagano	www.kemphoogwerkers.nl
Niftylift	www.niftylift.com
Oil&Steel	www.oilsteel.com
Omega Platforms	www.omegaplatforms.com
Omme Lift	www.ommelift.dk
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Palfinger Platforms	www.palfinger-platforms.com
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PB Liftechnik	www.pbgmbh.de
Platform Basket	www.platformbasket.com
Ranger tracked access	www.tracked-access.co.uk
Ruthmann	www.ruthmann.de
Skako	See Denka or TCA
Skyhigh	www.skyhigh.be
Skyjack	www.skyjack.com
Snorkel	www.snorkelusa.com
Socage	www.socage.it
SUP	www.supelefant.com
TCA Lift	www.tcalift.com
Teupen	www.teupen.info
Turner Access	www.turner-access.co.uk
Upright International	www.upright.com
Versalift distributors (UK)	www.versalift.co.uk
Youngman	www.youngmangroup.com

Alloy Scaffold Towers

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Eurotowers	www.eurotowers.co.uk
Industrial Access Romania	www.industrialaccess.ro
Instant	www.instantupright.com
Planet Platforms	www.planetplatforms.co.uk
Svelt	www.svelt.it
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Mast Climbers & Hoists

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Harsco	www.harsco-i.co.uk

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Unic Cranes	www.unic-cranes.co.uk
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Wolffkran	www.wolffkran.de
Zoomlion	www.zoomlioncranes.co.uk

Lorry/Truck Loader Cranes

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Effer	www.effer.it
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Hiab	www.hiab.com
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Immo Cranes	www.immo-cranes.com
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Kobelco	www.kobelco-cranes.com
Leader	www.leader-piatt.it
Maeda	www.maedaminicranes.co.uk
Mantis Cranes	www.mantiscranes.ie
M. Stemick	www.stemick-krane.de
P.V. Adrighem BV	www.adrighem.com
Rivertek Services	www.rivertekservices.com
Terex Demag	www.terex-cranes.com
Used Cranes CCK	www.used-cranes.de
Peter Hird & Sons	www.peter-hird.co.uk
UCM	www.ucmholland.nl

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Self Erecting Tower Cranes

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King Lifting	www.kinglifting.co.uk
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Heavy Lift Management

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Heavy Lift Planning & Risk Analysis

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Ancillary Equipment

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Plant Filters	www.plantfilters.co.uk
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Airtek equipment	www.airteksafety.com
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Higher Concept	www.higherconcept.co.uk
Matusch GmbH	www.matusch.de
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Structural Repairs

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Crowland Cranes	www.crowlandcranes.co.uk
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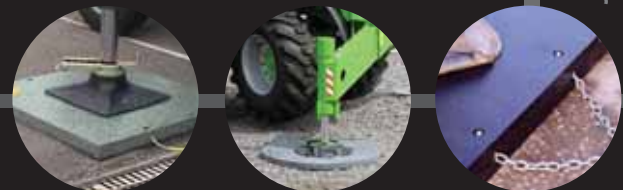
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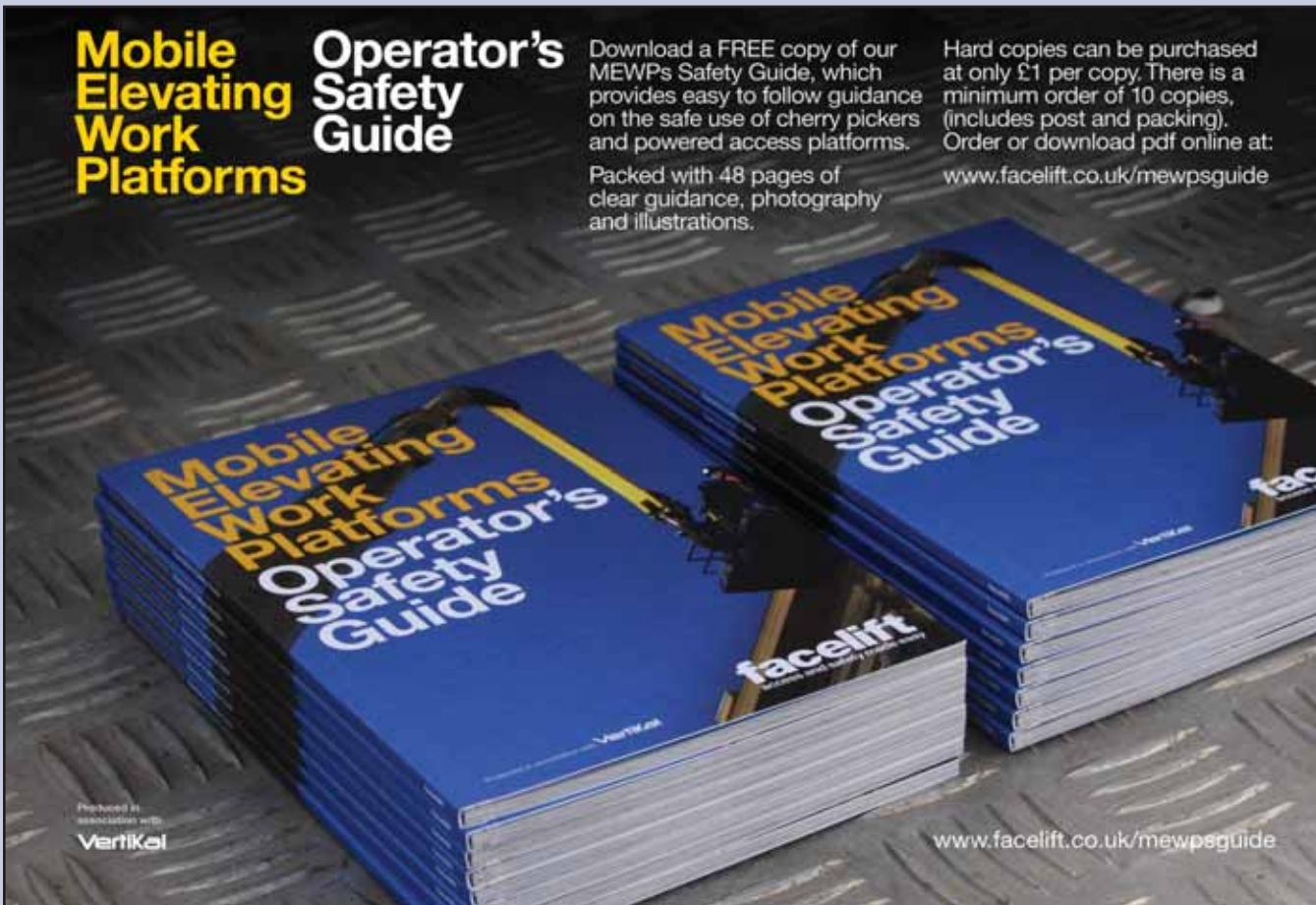
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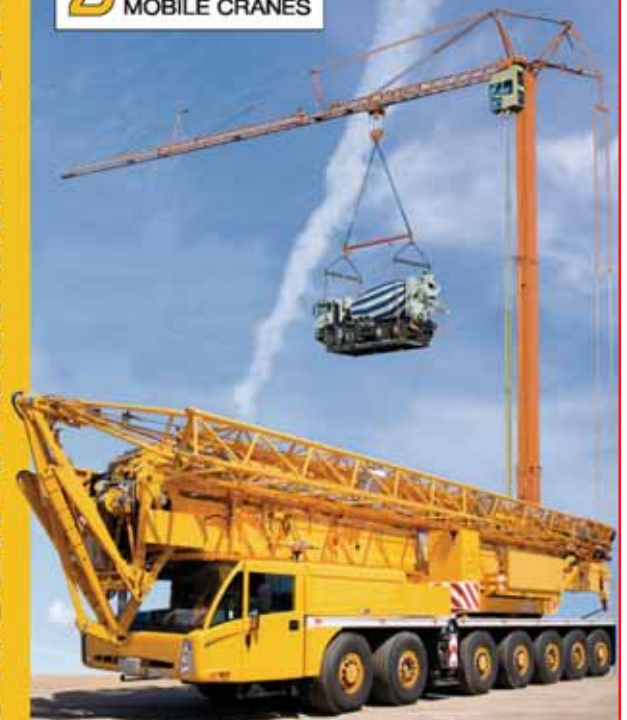
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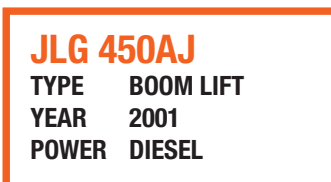
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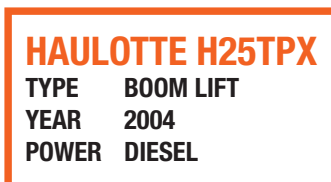
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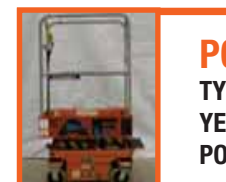
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JLG 450AJ
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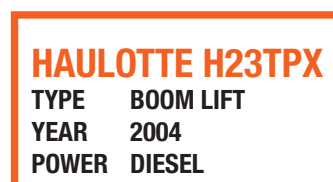
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TYPE BOOM LIFT
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POWER DIESEL



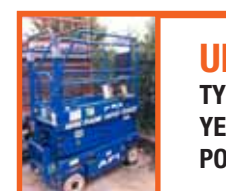
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