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November 2012 Vol. 14 issue 8

Loader
cranes

Mastclimbers

Using
social media

Power line
working

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On the cover:

Part of Gunco's access fleet which is now the third largest in Europe. The company was acquired last year by Belgian replacement parts and fork truck specialist TVH. See the full story on page 47.



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Compact Lifting Equipment enters administration, Kiloutou acquires Starlift's locations and fleet, HSS acquired by Exponent Private Equity, Atlas Cranes to distribute Effer loader cranes in the UK, Hi-Reach launches SkyAlert, MEC starts production of Titan 60S, Ramirent and Cramo agree joint venture in Russia and Ukraine, Liebherr acquires Waitzinger, Palfinger to acquire Bergen Group Dreggen, CMC appoints Ranger Equipment in UK, WorkSafe warns on Italmec truck lifts, New Badger RT, financials round-up, Ruthmann unveils new 54 metre truck mounted platform.



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For years, the mastclimber market has been on the verge of a major market breakthrough. In spite of clear advantages over façade scaffold it still has not taken a significant slice of that market. Cranes & Access looks into the possible reasons and also reviews the USA crane legislation that may affect some users.

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Like many other equipment sectors, the loader crane market is changing, both on a European level and globally. We review the market - particularly the lack of Chinese manufacturers.



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Last month's exhibition was a shadow of former years with drastically lower numbers of exhibitors and visitors. Cranes & Access was out in force to bring you the best bits of what was still an excellent show.

In the next C&A

In the next bumper issue of Cranes & Access out early January we have our annual roundup of the major news stories from 2012 along with the 2012 rental rate guide. We also take a look at heavy lift cranes and review the large truck mounted lift sector.



Power line working 39

Electrocution is one of the two major causes of fatalities when working with aerial lifts or cranes.

We take a look at a few high voltage warning indicators and at the electricity supply and distribution industry.

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Last year Belgian replacement parts and fork truck specialist TVH acquired Dutch rental company Gunco, along with its sales division HDW. The result is Europe's third largest powered access fleet and one of the largest access equipment distributors. Publisher Leigh Sparrow visited the company to learn more.

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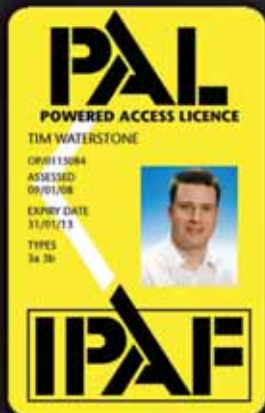
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Ulysses S. Grant

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c&a comment



More problems than a solution

If nothing else, the recent furore in the UK concerning overly prescriptive requirements for anti-crushing devices on boom lifts tells us that contractor's 'safety' modifications are not the best way

forward. Forcing rental companies to modify machines to meet such demands may introduce other, potentially more dangerous problems, as well as causing non-compliance with legislation and industry best practice.

This year we have seen demands to modify scissor lift control boxes in the UK and Australia and a list of items for mastclimbers which are in some cases unworkable, while introducing new hazards. A couple of years ago it was a ban on any crane over 10 years old and in some places a ban on operators not trained under a certain scheme. All too often such blanket policies ignore practicalities such as the number of operators available with that specific training, or that the safest, most efficient machine for the job does not comply with the diktat. And with many contractors working globally the modification demands travel around the world.

Over the past 20 years the number of different standards and regulations governing cranes and aerial lifts has been substantially reduced as we move towards greater global harmonisation. This all began with the European single market and CE marking in 1992 which replaced a plethora of conflicting national standards and regulations which forced manufacturers to build dozens of model variations, and moving products from one country to another was a nightmare.

In more recent times we have seen worldwide crane standards become increasingly close if not yet harmonised, while Australian and European standards for platforms are increasingly similar and an ISO world standard beckons. Yet all this positive progress is in danger of being undermined by major contractors developing new ad-hoc rules on their own, rather than in consultation with the industry as a whole. Often the solutions are tailored to a one-off incident caused by incompetence, but which then add dangers for other applications.

Another by-product of such knee jerk development is that it can distort the agenda. The contractor-led development and adoption of anti-crush protection has meant more time, effort and money has been put into this single cause of fatalities while ignoring solutions that could potentially save many more lives by warning operators they are too close to overhead wires, or that outriggers are not properly set or the ground is too soft.

Manufacturers, rental companies and contractors, along with their associations need to come together to develop a procedure to avoid onsite one-incident development and introduce a more orderly way to develop new safety solutions that do not introduce new problems or hazards.

Mark Darwin

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



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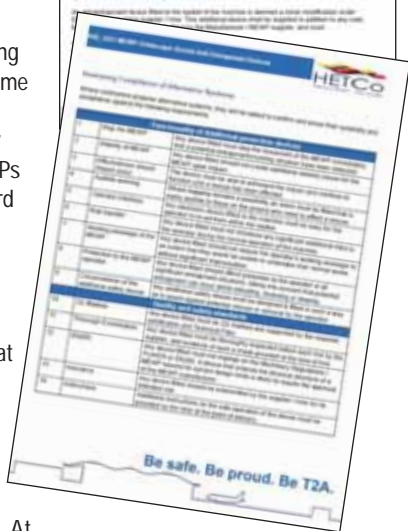
UK contractors dictate entrapment solutions

Several UK contractors are demanding the fitting of specific anti-entrapment devices to all boom lifts on their sites from December/January. While an entrapment device has been an issue on large UK sites for some time, there appears to have been a shift in policy by some contractors towards a more prescriptive blanket policy.

Bulletins have been issued detailing what will be accepted on sites some with 14 precise points of what is required. Most conclude that only Lavendon's SkySiren, Niftylift SiOPs and in some cases JLG's SkyGuard fully comply, however it can be argued that even these three systems do not meet all of the criteria.

The situation is complicated in that rental company Lavendon is apparently refusing to sell or rent the SkySiren system to other rental companies, as it looks to obtain a return on the investment it made to acquire the technology. At the same time the Niftylift system is currently only available on its larger models and the SkyGuard is limited to JLG diesel booms and has not yet received approval from several of the contractors.

IPAF has been working with the HSE to clarify the situation which has said that prescriptive 'blanket requirements' contradict HSE advice. IPAF invited leading UK contractors to



a half day seminar on the subject on November 21st "to ensure that those involved were aware of the very latest thinking on the best way to prevent entrapment of operators in aerial work platforms and can make informed decisions" over 40 contractors staff attended the meeting which will be covered in the next issue and on www.vertikal.net

FEM wind turbine guide released

FEM has released its promised guide to lifting wind turbine components 'Safety Issues in Wind Turbine Installation and Transportation'. The 24 page report covers all key areas - with special highlighted warnings on critical issues. The key lessons are: Make sure the crane has plenty of capacity in hand, calculate the drag factor of the load and de-rate the load chart accordingly, do not lift when winds approach the cranes limits, add up to 30 percent to the expected outrigger loadings and build access roads that can handle the equipment. A copy of the guide - which should be available to every operator in the wind sector - is hosted in the online library at www.vertikal.net



New Telehandler company

The recent EIMIE agricultural show in Bologna saw a new company Magni Telescopic handlers launch an unusual telescopic aerial work platform for picking dates dubbed the Ricki Lift 18. The unit has an open throat platform with a section that swings into place on the other side of the tree's trunk to create all around access.

Owned by Riccardo Magni, previously chief executive of Manitou Italy, the company has a facility in Castelfranco Emilia close to Manitou Italia, and is expected to launch a telehandler range at Bauma in April.

CLE appoints administrator

UK-based crane and access rental company Compact Lifting Equipment has appointed an administrator who is looking to sell the business or organise a possible rescue. Based in Hull and owned by Peter Hird Jnr the company was founded in 2008 initially to distribute Jekko cranes but entered the rental market following the split with the Hird family company. In 2011 the sales business was transferred to Compact Lifting Equipment (Worldwide sales) Ltd which is unaffected by the administration.

Kiloutou acquires Starlift

French rental company Kiloutou has acquired Starlift's rental locations and fleet in Eastern France and Luxembourg. The deal includes 260 aerial lifts and 70 telehandlers. Starlift, which is part of Groupe Fabri, has revenues of around €5 million and employs 24. The company will continue to trade separately until next year, but adds to Kiloutou's 24 locations in the region while taking its powered access fleet to more than 1,000 units and a foot in the Luxembourg market. Xavier Maucourt of Starlift will continue to manage the business, joining the Kiloutou regional management team.



JLG restructures Europe

JLG is merging its European, Africa and Middle East businesses into a single entity under a new general manager - Karel Huijser. As part of the change Wayne Lawson, currently managing director of sales in the region will step down early next year.

Huijser, joins the company from sweeper company Tennant, and was previously with DAF Trucks and General Electric. He will assume responsibility for all business functions in the region, with full financial and operational control. Lawson - currently president of IPAF, plans to "step back from active service" at the end of March 2013, after which he will serve JLG in a consultancy role.



Exponent acquires HSS

HSS - one of the UK's largest equipment rental companies - has been acquired from its owners of the last five years, Och-Ziff and Perry Capital, by Exponent Private Equity for an undisclosed sum. Last year HSS has revenues of £180.3 million up five percent on the previous year, with profits of £39.9 million. Founded in 1957 the company employs 2,000 at 230 locations. The HSS management team which already owns a share of the equity will retain its investment in the business and is supporting the deal.

Atlas to distribute Effer in the UK

Atlas Cranes is to distribute Effer products in the UK. The company will handle the complete Effer loader crane line-up which ranges from two to 300 tonne metres and current Effer customers and users will be able to use Atlas service for all after sales support. The Effer cranes will be sold in the familiar Atlas orange livery but will retain the Effer branding.

Atlas Cranes managing director Jim Smith said: "This new partnership is a natural and logical move for Atlas as it complements our existing crane range which is mainly focused on the building sector. It allows us to use our loader crane experience and expertise and put our nationwide network of more than 30 field service engineers at the disposal of Effer customers."

Clive Treslove, currently sales manager of Effer UK will remain in his position and will help the new venture in a new role of Effer product specialist.



(L-R) Mauro Baldassin, International sales manager of Effer S.p.A, Jim Smith, managing director of Atlas UK and Michele Hillebrand, managing director of CTE-Effer UK

Cramo - Ramirent JV

Finnish international rental groups Ramirent and Cramo have agreed the formation of a joint venture combining Ramirent's businesses in Russia and Ukraine with Cramo's operations in Russia. The agreement excludes the Kaliningrad region which is part of Cramo Lithuania. The merged company will have revenues of €52 million, around 400 employees and 22 depots, making it the leading rental company in both Russia and the Ukraine.

Cramo's Russian operations comprise nine locations with revenues of €19 million, while Ramirent has seven outlets in Russia and six in Ukraine, plus a six location operation with 'shop-in-shop' partners. Revenues this year are expected to be in the region of €33 million. The two companies will each hold 50 percent of the shares in the joint venture which will be registered in Finland and will have its own identity.



c&a

news



MEC has started production of its new 60ft Titan 60S big deck boom lift which offers 1,350kg platform capacity. Using the same platform as the existing 40ft model, the 60S boasts a four section heavy duty boom with 20.3 metres maximum working height and 14.6 metres forward reach when stabilisers are set, plus three metres to the rear. Maximum drive height is 12.2 metres. One big advantage of the telescopic lift mechanism is that the platform closed height is just two metres. The first production machines have been pre-sold and will begin shipping in December.

A 360 degree anti-entrapment device

Paul Richards owner of UK and Middle East-based access company Hi-Reach has launched a new anti-entrapment device called SkyAlert. The device uses a beam to warn the operator when he approaches an obstacle that might pose a risk of entrapment, alerting him to take action before contact is made. The 'patent applied for' system uses two main sensors which provide the main safety zone coverage, and a secondary sensor to cover a narrow 'dead area' found in the centre of larger platforms. The whole system works in a similar way to car bumper reversing alarms.

According to Richards the system - which has been on test since April - will not interfere with manufacturers' safety systems or controls and will be available as a built-in or retro-fit device for almost any type of aerial lift platform. It will be freely available to any rental company, manufacturer or end user.



BJW to liquidate

Scunthorpe, UK-based BJW Crane Hire entered into a liquidation process on 15th November. Founded in 1990 the company is part of engineering company the Stocks group owned by David and Shirley Stocks. The company has a fleet of mobile All Terrain cranes topped by a 100 tonner and also runs two Liebherr self-erecting mobile tower cranes. We understand that another crane rental company based in the North West area is very close to sealing a deal to purchase the assets. In the meantime the business continues to trade.

Liebherr has acquired Neu-Ulm, Germany-based concrete pump manufacturer Waitzinger



Liebherr acquires Waitzinger

Liebherr has acquired concrete pump manufacturer Waitzinger of Neu-Ulm, Germany - no financial details have been released. Liebherr said that the concrete pumps will complete its Liebherr-Mischtechnik product range and plans are already underway for further expansion in this area. It added that the acquisition perfectly complements its product range, making it a full range supplier in the concrete technology sector.

Waitzinger was founded in 1991 and currently employs nearly 60 specialising in the development and production of truck and trailer mounted concrete pumps and truck mixer concrete pumps. The products will now also be distributed by Liebherr's international sales and service organisation.

Palfinger adds to its marine business

Palfinger is to acquire Norwegian marine, offshore crane and lifting equipment manufacturer Bergen Group Dreggen. The transaction - subject to approval from authorities in Norway - will considerably expand Palfinger Marine's product range.

Bergen Group Dreggen - headquartered in Bergen, Norway - has 25 years of experience in the marine and offshore crane sector. An independent division of the company specialises in tailor-made lifting solutions for the shipbuilding, oil and gas industries. With sales offices in Brazil and Singapore and a global sales and service network Dreggen is well-positioned for further growth. In 2011, the company's 75 employees produced revenues of around €30 million.

In future the will operate under the name of Palfinger Dreggen.

Palfinger chief executive Herbert Ortner said: "Excellent growth opportunities are expected in the marine and in particular, the offshore sector."

"The acquisition is an important growth step for Palfinger's marine business. The Dreggen cranes will expand the offshore product portfolio considerably adding jack-up rigs, FPSOs and drilling vessels."

CMC appoints UK dealer

Italian truck mounted and spider lift manufacturer CMC has appointed Ranger Equipment as its UK distributor for spider lifts. Ranger Equipment was the UK distributor for Teupen spider platforms for seven years, until the agreement was terminated in July.



(L-R) Ranger Equipment's new sales and rental manager Niall Ingleby, Alex Hadfield and managing director Steve Hadfield

"We have been looking at various spider lift manufacturers to distribute in the UK and was particularly impressed with CMC," said managing director Steve Hadfield. "Teupen was strong with spiders over 23 metres but below that height the Italian manufacturers have dominated in the UK."

Ranger Equipment has also appointed Niall Ingleby as sales and rental manager for the south. Ingleby has many years of experience in the access industry and has spent the last 10 years working for the Claude Fenton group.

Bronto expands UK service

Truck mounted lift manufacturer Bronto Skylift has expanded its UK service network with the appointment of Central Platform Services (CPS) of Pontefract, South Yorkshire to cover the north of the country. CPS will provide services which range from routine servicing to complete overhauls and remounting. Thame-based repair and service company RE Foster will continue to cover the south.



Bronto said: "As our machine population in the UK has been growing in recent times it is important that we have the right infrastructure in place to attend to service issues in a professional manner. This requires a special set of skills that are often difficult to find. CPS has visited our factory and attended service training schools and we are now very pleased to formally announce a partnership."

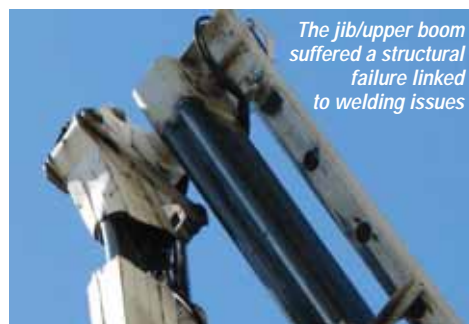
Established in 2008, Central Platform Services recently moved into larger premises to the south of Pontefract. Owned and run by John and Neil Burton - with more than 40 years combined experience - the company provides after-sales service and inspections as well training, refurbishments and sales.

Recall for Italmec lifts

WorkSafe Western Australia has issued a bulletin warning owners of 42 metre Italmec 42N truck mounted lifts to urgently check the jib attachment welds.

This follows the fatal incident in Perth in February in which Daniel Nass, 47, lost his life after falling 20 metres when the jib became detached from the main boom. The bulletin says that angled fishplates welded to each external corner of the hollow jib section had failed and that a metallurgical examination indicated

fishplate welding was associated with the failure. WorkSafe has ordered all Italmec work platforms in Australia to undergo radiographic testing of their boom and jib welds and any identified as unsafe are to be immediately removed from service.



The jib/upper boom suffered a structural failure linked to welding issues

An ATLAS II telehandler



Military contract extended

The US Army has increased its contract with JLG for the refurbishment of its telehandlers in Afghanistan by a further \$10.2 million to \$73.8 million. JLG will continue its refurbishment of its SkyTrak 6000M, ATLAS (All-Terrain Lifter Army System) and ATLAS II telehandlers as well as other material handling equipment with the JLG military service team performing the work in Bagram and Kandahar until August 2013.

Willenbrock takes Slupinski

Willenbrock Fördertechnik Holding has acquired the assets of Northern German crane, aerial lift, telehandler and fork truck rental company Herwarth Slupinski GmbH of Bremerhaven.

Slupinski - which has locations in Wilhelmshaven and Bersenbrück, and annual revenues of around €8.5 million - appointed an administrator at the end of August. Willenbrock Work Platforms a wholly owned subsidiary of Willenbrock Holding has taken on 400 aerial lifts and telescopic handlers and all of Slupinski's employees and will merge the two operations. The acquisition doubles Willenbrock's work platform and telehandler rental fleet to around 800 units while its fork lift fleet will grow to around 1,400 units.

Kalmar RT civilian reach stackers and telehandlers

Kalmar RT has shipped its first ever civilian Rough Terrain reach stackers to Western Australia. The Toll Group - one of Asia's leading logistics companies - purchased the four Kalmar RT240s for the Gorgon Project, a joint venture led by Chevron Australia to develop the greater Gorgon gas fields off the coast of Western Australia, the



The 24 tonne capacity RT240 reach stacker demonstrating its fork attachment

country's largest-known gas resource. The RT240 is intended to add capacity and efficiency to the freight and materials handling operations in this remote location. Initially produced for the United States Armed Forces, the Kalmar RT240 is capable of handling 20 and 40ft ISO containers on a wide variety of ground conditions.

Kalmar RT022 telehandler



The company has also launched a 2.25 tonne capacity, 5.4 metre lift height RT022 military telehandler, which is designed to work in and out of ISO containers with an overall width of 1.9 metres and an overall height of two metres. It has side-shift forks, can operate in up to a metre of water and climb grades of up to 45 percent.

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The raised cab on the Manitowoc 2250

Customised crawlers

Manitowoc has launched Lift Solutions - a new custom design and build service for its crawler cranes - to engineer, adapt and produce cranes or attachments for unique applications.

Bringing together various divisions within the company it is able to customise an existing product, customise load charts, special lift planning procedures and accident investigation support.

"Here at Manitowoc, we don't believe the job is finished when customers purchase or rent one of our cranes," said Allen Kadow, the new manager of Lift Solutions.

When Luxembourg-based Heerema needed to replace a 10 year old Manitowoc 2250 on one of its vessels, Lift Solutions was able to help with various modifications, including raising the operator's cab to an eye level of 5.5 metres, establishing an auxiliary electronic control system to serve as backup for crane and computer controls and installing an auxiliary hydraulic system to control the main hoist, whip hoist, swing and personnel handling winch in case of engine failure.



A special wind attachment



New Badger

The new Badger CD4415

The Badger crane division of ManiTex has launched a new 15 ton/13.6 tonne cab down Rough Terrain crane. The CD4415 has a 19 metre three section main boom plus a 6.1 metre swing-away extension for a maximum tip height of 26.1 metres. Similar in concept to the company's 20 and 30 ton cranes it is more compact at 9.1 metres overall length and 3.4 metres overall height. Badger says that during its dealer launch at the factory, \$1 million in orders were placed for the new crane with deliveries due to start this month.

NZ Crane closes branch

New Zealand based NZ Crane Group is closing its Wellington branch and selling some of the assets to Titan Cranes "to form a closer relationship between the two companies" which had been competitors in the area. The NZ depot will close, while Titan will buy six of the cranes, with the others being transferred to NZ's Auckland base. NZ Crane, which sold its access division to Hirepool earlier this year, says that the sale is part of a wider strategy to focus on large scale commercial, infrastructure and civil projects. The company also has a joint venture with KR Wind for wind turbine installation work.

£25,000 raised for charity



Three cheers for all those who took part

The Lavendon Group Cycle Challenge in September raised £25,000 for various charities around Europe. In total around 40 Lavendon employees took part in the event in which four mixed teams of employees from Nationwide Platforms (UK), Gardemann (Germany), Lavendon (France) and DK Rentals (Belgium) completed a 790km bike ride through each of the four countries.

The challenge began at Gardemann's Alpen depot in north west Germany and finished on 25th September at Lavendon headquarters in Lutterworth, UK.

The money raised will now be split

between charities selected by employees in each country: Cancer Research (UK), Centre Accueil Alzheimer (Belgium), Enfance et Partage (France) and Dolphin Aid (Germany).

LiftHire Ireland adds CTE

Irish rental company Lifthire of Mullingar, County Westmeath has taken delivery of a new 21 metre CTE Zed 21JH truck mounted platform, expanding its fleet of trailer, van and truck mounted lifts, currently topped by a 34 metre Bronto truck mount.

The Zed21JH was purchased to meet increased demand for self-drive truck mounts and will be used for window cleaning, gutter maintenance, industrial cleaning, sign installation and highways. The company liked the 21JH's compact dimensions, 300kg unrestricted platform capacity, ease of operation, articulating jib and 'H' type outrigger design.



Lifthire's new CTE Zed 21JH

Warren Access expands

Specialist UK rental company Warren Access has acquired the Upton/Huntingdon based Height for Hire rental business and APS Training operation from APS. The deal follows the merger of APS with IPS last month and will provide Newcastle on Tyne based Warren Access with its first location in the south.

Height for Hire will retain its identity and continue to be based at the same location in Upton, alongside the main APS sales and service operation. The APS rental fleet in Scotland, which is largely made up of spider and push around lifts is not included in the deal.

Graeme Warren, managing director of Warren Access, said:

"We feel that this is a perfect fit for us. We have strong links to the Peterborough area and could not have found a more suitable partner to achieve our aim of expanding the business geographically. And the APS Training division perfectly complements our current IPAF training centre in Newcastle."

AGD takes first Marchetti cranes



The first crane working on a site in Aldgate, City of London is painted in Cancer Research's pink livery

AGD Equipment, the UK/Ireland distributor for Marchetti cranes has taken delivery of two new crawler cranes for its rental fleet. Both are 70 tonne capacity Marchetti Sherpa CW70.42L with 42 metre main booms, however one is equipped with an access platform giving a working height of more than 50 metres.

The first crane to be delivered is painted in a distinctive pink livery in aid of Cancer Research, commemorating one of AGD Equipment's founder members Josephine Knott. A percentage of the rental earned will be donated to the charity. The second crane is fully equipped as an aerial work platform and with the eight metre lattice jib extension gives a working height of

around 52 metres. "The second machine has been modified so that it functions as an access platform when the appropriate duty is selected on the RCL," said AGD's managing director Robert Law. "The platform also has controls and a back-up power pack to lower the basket in the event of failure of the main crane engine."

Versalift on time

Versalift UK has completed a large van mounted lift contract for BT (British Telecom) on time and in doing so achieved a new production record.

The order was for 132 Versalift ET36LF platforms mounted on Mercedes Sprinter five tonne vans, referred to by BT as the PE7 vehicle. Versalift promised BT six vehicles a week, every week from June 2012 until completion. The contract has helped the company achieve the new production record and it is on target to build more than 500 vehicle mounted access platforms this year. The achievement will, says the company, give it a UK market share in the region of 75 percent.



Versalift UK production manager, Dave Ruffett (L) accepts a special achievement award on behalf of his team, from managing director Steve Couling.

Terex combines North American services

Terex has combined the service operations of its North American aerial work platform, crane and port equipment operations – into a single entity - Terex Services North America.

Effective from next month the combined services will report into the Terex Aerial Work Platform/Genie business and be led by Siva Balakrishnan, currently the vice president of Terex AWP.



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Lavendon on course

International powered access rental company Lavendon has issued a trading statement showing a flat third quarter in the UK, followed by a pick-up in October and November. In other markets Germany slipped back while France, Belgium and the Middle East all posted strong gains. The company is on course to meet its 2012 forecasts.



United on target for \$4.6 billion

United Rentals posted revenues of \$2.87 billion for the nine months to the end of September, with a pre-tax profits of \$49 million - less than half last year's level of \$108 million. The company - now fully merged with RSC - expects to achieve full year revenues of \$4.6 to \$4.7 billion.

Essex Crane cuts losses

US-based Essex Crane boosted its nine month revenues 12 percent to \$75.1 million, while cutting pre-tax losses from \$20.6 million to \$14.6 million. Losses in the third quarter were halved while revenue gains slowed.

Crane rental boosts Tat Hong

First half revenues at Singapore-based Tat Hong improved 26 percent to \$431.3 million while pre-tax profits jumped 76 percent to \$50.9 million. The improvement was largely driven by crane rental.

Bronto jumps 33%

Bronto has reported a 33 percent increase in revenues for the first nine months with operating income jumped 250 percent to \$4.4 million. The order book at the end of September was \$101.3 million.



Palfinger up 10%

Palfinger has reported revenues for the first nine months of €688.2 up 10.3 percent on last year. Pre-tax profits improved two percent to €43.9 million.



Record results for Mills

Brazilian scaffold and aerial lift rental company Mills achieved record revenues for the first nine months up 30 percent to R632.5 million (\$310.3 million). Pre-tax profits rose 81 percent to R156.7 million (\$76.9 million).

Strong profit boost at Hertz

Hertz Equipment Rental increased nine month revenues by 12.5 percent to \$1 billion with pre-tax profits more than quadrupling to \$101.1 million.

Solid order intake at Manitowoc

Manitowoc Crane revenues for the nine months improved 13 percent to \$1.67 billion, with an operating income up 43 percent to \$99.4 million with strong order intake.



Crane sales boost H&E

H&E Equipment increased nine month revenues by almost 17 percent to \$587.2 million boosted by strong crane sales. Pre-tax profits were \$27.7 million compared to \$1.5 million last year.

Tadano up 24%

Japanese crane manufacturer Tadano has reported a 24 percent rise in first half revenues to ¥62.5 billion (\$776 million), while net profits almost doubled to ¥2.19 billion (\$27.2 million).

Steady progress at Ramirent

International rental company Ramirent raised revenues 12.3 percent to €519.9 million, while pre-tax profits for the period jumped 54 percent to €58.6 million.

Harsco Infrastructure restructures



Harsco Infrastructure has reported nine month revenues of \$701.8 million, down almost 17 percent, while operating losses increased substantially to \$84.9 million due to high restructuring costs.

Cramo improves profits

Cramo has reported nine month revenues up 3.4 percent to €503.8 million, while pre-tax profits jumped 47 percent to €32.2 million.

Manitou up 17%

Manitou has reported year to date revenues of €959 million, 17 percent up on 2011, with strong improvements in all three business sectors.



JLG finishes on a high

JLG has reported full year revenues of \$2.92 billion, up 42 percent on last year, while operating income more than tripled to \$229.2 million.



Hiab up 15%

The Hiab division of Cargotec achieved revenues up eight percent to €605 million for the first nine months while operating income improved 15.4% to €18.6 million.

Profitability boost for Terex Cranes

Terex Cranes reported revenues of \$1.04 billion slightly down on last year, however operating profits were \$97.7 million compared to a loss of \$13.5 million at the same point in 2011.



Genie triples profits

Terex AWP/Genie increased its nine month revenues by 25 percent to \$1.65 billion, while operating profits tripled to \$185 million.



Speedy up 4.5%

First half revenues at UK-based rental company Speedy grew by 4.5 percent to £169.1 million. International revenues jumped 77 percent to £8.5 million while pre-tax profits for the period were up almost 70 percent to £4.7 million.

Growth slows at Haulotte

Nine month revenues at Haulotte improved 16 percent to €261.2 million although third quarter sales came in at €76.7 million, the same level as last year.

Ruthmann unveils T540

Earlier this month German truck mounted lift manufacturer Ruthmann launched its 54 metre Steiger T540 in Düsseldorf, Germany. The T540 is the second model in the company's 'height performance' range, following the introduction of the 46 metre T460 at Intermat earlier this year. Ruthmann also confirmed the range is set to be topped with a 70 metre plus model at Bauma 2013.



Sherlock Holmes and Dr. Watson inspecting the fog-bound T540 at its themed launch

Uwe Strotmann, head of sales for Ruthmann explained how customer and operator input at the development stages set the product parameters for the T540 which included the need for greater outreach, an articulating jib, a longer upper boom, 600kg platform capacity and good off-road capability. This 'wish list' was then passed to Ruthmann's head of design and development Nico Krekeler whose task it was to solve the engineering challenges and create the T540.

The T540 shares up to 72 percent of its parts and materials with the smaller T460 platform however the lower boom, superstructure, rotary joint, chassis frame and jacking system were redesigned. Ruthmann claims the advantages of using the same parts include shorter development times, early predictable cost scenarios and larger component order volumes

which result in overall lower costs. The T540 offers 54 metres of working height with its four section main boom, 16 metre top boom and 180 degree articulating jib. It can achieve a 40 metre outreach with a reduced platform capacity of 100kg while its maximum capacity is 600kg. Mounted on a three axle 26 tonne chassis, the overall length is 11.9 metres with a height of 3.9 metres and is available on an All Terrain chassis. It also has a fully variable jacking system with a maximum spread of almost nine metres. The following table shows how the new lift stacks up against other 50-54 metre truck mounts.

Both on paper and up close there is no denying that the T540 is an impressive machine with the highest working height and outreach. It also has a respectable platform capacity as well as the best outreach with maximum capacity. Having tried the T540 in wet and windy conditions the machine was very smooth and stable. The 40 metre outreach is dependent on load, slew position, and the platform size/type selected. The machine also has the widest outrigger spread which will undoubtedly affect its useable outreach. As with all machines the cost, distribution and brand preference will play a part in its success.



The T540 is unveiled



Uwe Strotmann (L) and Nico Krekeler with the Esprit Arena as a backdrop

How the Ruthmann T540 compares against other 50-54 metre truck mounts

Company	Model	Working Height	Platform Capacity	Max Outreach	Max Unrestricted Outreach	Gross Vehicle Weight	Outrigger Width	Outrigger Settings	Up and Over Height with Outreach	Reach below Ground Level
Ruthmann	T540	54 metres	600kg	39.5 metres	32 metres	26 tonnes	8.95 metres	fully variable	40m - 16m	7.5 metres
Palfinger	WT530	53 metres	600kg	38.3 metres	31 metres	26 tonnes	8.67 metres	fully variable	43m - 11m	6 metres
Bronto	S50 XDT-J	50 metres	700kg	37 metres	30 metres	26 tonnes	8.0 metres	fully variable	34m - 16.5m	11 metres
Bronto	S53 XDT	53 metres	700kg	35.5 metres	29.5 metres	26 tonnes	8.0 metres	fully variable	43m - 10.5m	6 metres
CTE	B-Lift 510	50.5 metres	450kg	34 metres	28 metres	26 tonnes	8.7 metres	fully variable	35m - 16m	10 metres
Multitel	J352 TA	52.3 metres	600kg	28 metres	21.8 metres	32 tonnes	6.4 metres	fully variable	38m - 11m	6 metres
Socage	TJJ54	54 metres	600kg	40 metres	30 metres	32 tonnes	8.8 metres	fully variable	34m - 20m	13 metres
Barin	AP52/32	52 metres	440kg	32 metres	28 metres	32 tonnes	6.3 metres	fully variable	37m - 16m	12 metres
Oil&Steel	Eagle 5227	52 metres	400kg	27 metres	18 metres	32 tonnes	6.4 metres	multiple	35m - 18m	13 metres

Niftylift's innovative **ToughCage** gives increased strength and durability while improving operator safety and reducing running costs.

- Impact resistant composite base
- Reduced likelihood of cage damage
- Larger cross-section steel cage
- Better operator protection
- Base & rails replaceable separately

A tough impact resistant composite base and larger cross-section steel cage give **ToughCage** extra strength and durability, both protecting the operator and reducing the risk of damage to the cage.

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- Harsco chief financial officer **Stephen Schnoor** has resigned.
- **Vernazza Autogru** has taken delivery of two Terex Challenger cranes.
- **Barin** has supplied an AB23/SL under-bridge platform for the Lantau Link in **Hong Kong**.
- The **Bolshoi Theatre** has purchased a 23 metre Palazzani TSJ 23 /C spider lift.
- **Zoomlion** has appointed **Global Crane Sales** as its distributor for South America.
- **Deborah Services** has appointed **Peter Hughes** as group business development director.
- **Liebherr** has sold four offshore cranes for the Cygnus gas field in the North Sea.
- **Jekko** has appointed **Alatas** as its distributor for the Middle East.
- **Vesa Koivula** of **Cramo** rang the **NASDAQ** closing bell to celebrate its 60th anniversary.
- Finland-based **Mantsinen** has appointed **Cooper Specialised Handling** its UK distributor.
- South Australian **Sunraysia Cranes** has taken delivery of a Grove GMK4100.
- International retail chain **JYSK Group** has placed an order for 59 Bravi Spin-Go push around lifts.
- **Liebherr** has sold three SC350T straddle carriers to the Port of Tauranga, **New Zealand**.
- The UK's **HSE** has issued a statement on solutions to trapping/crushing risks on platforms.
- UK-based **Prolift Access** has taken delivery of a number of new **Skyjack** scissors.
- **Terex** has appointed German logistics specialist **Raimund Klinkner** to its board.
- **Riwal**, has appointed **Wojciech Lisicki** as country manager **Poland**.
- **GB Tower Solutions** has appointed an administrator.
- **MTI** has appointed **John Coppin** to handle UK sales.
- **Titan Machinery** has acquired **Falcon Power** a Case construction dealer in Arizona.
- **C-Tech Industries** has appointed **Omega Platforms** as its Dutch distributor.
- **Harald Kuhnle** has launched a rental franchise - **Lift2Go** in Germany.
- UK based **Hi-Reach** has purchased new delivery vehicles.
- **Snorkel** has appointed **Proing** as its official distributor in Colombia.
- **Liebherr** has appointed **David Croft** as marketing/PR manager for UK and Ireland.
- Texas-based **Duke Arnold & Associates** has been appointed manufacturer's rep for **Merlo** and **Snorkel**.
- **Harsco Infrastructure** has closed its scaffolding service in Jersey.
- **NSG UK** has rebranded as **Altrad NSG**.
- Dutch rental company **Pol Hoogwerkers** has taken delivery of a **CMC TB 260**.
- **Irizar Forge** has appointed **Formaco** as its Benelux distributor.
- **Xstrata Coal** has taken delivery of a CTE B-Lift 150 truck mounted lift.
- **H.A.B** has appointed **Gantic** as its distributor for Norway.
- **Chuck Hutchinson** of **BiJax/Haulotte** has retired, **Brian Burket** takes over his role as VP of scaffold sales.
- Figures for the **UK** show slight reduction in workplace deaths and injuries.



Peter Hughes



Wojciech Lisicki



John Coppin



David Croft

- UK rental company **A-Plant** is holding a one day auction in December.
- Italian mast climber manufacturer **Maber** has appointed **Vertex** as its distributor in Russia.
- **Ahern Rentals** has until November 30th to obtain support its reorganisation plan.
- US based **Iowa Mold Tooling** has promoted **Tim Worman** and **Terry Cook**.
- Brazilian rental company **Mills** has placed orders for aerial lifts worth \$71 million.
- UK-based **HSS Hire** has acquired **Abird generators**.
- Contractor **GUPC** has purchased 14 **Potain** tower cranes for the Panama Canal.
- **Apex** the access equipment exhibition has announced a change of venue and dates for its 2014 event.
- **Genie** has launched the ANSI/CSA version of the GR-26J mast boom.
- **Sany America** has appointed **Équipements FDS of Terrebonne, Quebec** as its dealer.
- German rental company **Ziegler** has purchased three **Grove All Terrain** cranes.
- UK rental company **Lifterz** has taken delivery of a 21m CTE ZED21JH truck mounted lift.
- **CTE** has delivered a 37 metre B-Fire 370 fire-fighting platform to the municipality of Cascais in Portugal.
- **Hurricane Sandy** took out the luffing jib of a tower crane in **Midtown Manhattan**.
- **Terex** has announced that chief financial officer **Phil Widman** will retire next year.
- **Southern Cranes** and **Access** has ordered 20 **Genie** scissor lifts fitted with a material handling system.
- New Zealand rental company **Access Solutions** has taken delivery of three new **Platform Basket** spider lifts.
- **Skyjack** has appointed **Matt Lyons** as Upper Midwest region territory sales manager.
- Italian telehandler company **Merlo** has launched its products in the USA.
- **Nigel Carter** of **Avant Tecno** and former manager of the UK's Executive Hire Show has died after a short illness.
- Chinese heavy lifting company **Shaanxi Hoisting** has taken delivery of 1,250 tonne **Terex CC6800** crawler crane.
- **Matilsa** has sold a modified self-propelled boom lift to the port of **Pasajes**, in North East Spain.
- **Isoli** has taken an order for 10 16.5 metre PT165 telescopic truck mounts for **Africa**.
- Swiss lifting company **Momect** has taken delivery of a 100 tonne **Terex AC 100/4L All Terrain** crane.
- **Andrea Certo**, chief executive of **Oil&Steel**, has resigned from the company.
- German powered access company **Mateco** has formed a strategic partnership with forklift supplier **Still**.
- Battery manufacturer **Trojan** has released a series of online educational videos.
- Italian rental company **Tecnoalt** ordered the first CTE ZED 23JH in Italy.
- **JCB** is to spend £62 million (\$100 million) on a new production facility in Jaipur, Rajasthan, **India**.
- **Carl Icahn** says that ex **JLG** CEO **Bill Lasky** will be on a list of directors he hopes to get onto the **Oshkosh** board.



Tim Worman



Terry Cook



Nigel Carter

- **Merlo** has promoted marketing manager **Paolo Peretti** to head of training and research company **CFRM**.
- UK rental company **AFI** has expanded its major projects team with the appointment of **Julian Nixon**.
- **Safe Access Solutions** has appointed **Tim Kendall** as sales director.
- UK based **1 Up Access** has become an **IPAF** training centre and has employed a new instructor.
- Equipment auctioneer **Euro Auctions** is expanding into the **USA**.
- The **Elevating Work Platform Association** has produced a Safe Use Information Pack to promote aerial lift safety.
- **CMC** has appointed **Euro Camion** as its truck mounted distributor for **Poland**.
- Australia's **EWPA** has issued a warning regarding modifications of aerial work platform control boxes.
- **Tadano** has delivered the first 400 tonne **Tadano Faun ATF 400G-6 All Terrain** crane to the **USA**.
- **Sany America** has appointed **Binder Machinery** and **Atlantic Machinery** as its first American port equipment dealers.
- UK based **Aerial and Handling Services** has introduced a materials handling attachment for **Genie** scissors.
- Norwegian suspended platform manufacturer **Koltek** has introduced a new lightweight Building Maintenance Unit.
- Two **Terex** apprentices have won first and second place in the 2012 German Welding Championship.
- Chinese diesel engine manufacturer **Zhejiang Xinchai** has appointed **TVH** as its aftermarket parts distributor.
- German port operator **Eurogate** has recently taken delivery of 36 straddle carriers from **Terex Port Solutions**.
- UK based **AJ Access** opened a new **IPAF/PASMA** training centre.
- Crane rental company **Titan Cranes** has taken delivery of the first 350 tonne **Liebherr LTM 1350-6.1** in **New Zealand**.
- **Liebherr Container Cranes** has delivered a number of RTG cranes to ports in **Poland, Egypt, Ireland and Russia**.
- UK based rental company **Prolift Access** has purchased 28 **Youngman BoSS X3X** and **X3X SP** scissor lifts.
- German access rental company **Nebe** has taken delivery of the first 23 metre **Omm 2300 EX** trailer lift.
- **Mårten Hatteberg** previously division manager at **Malthus** has joined Norwegian rental company **Naboen**.
- **Carl Icahn** says he will launch \$3 billion takeover bid for **JLG** owner **Oshkosh**.
- **Horizon Reinforcing and Crane Hire** has taken delivery of the first **Tadano Faun ATF 130G-5** in Scotland.
- **John Lanning** has been promoted to director of engineering and development for **Sany** crawler cranes globally.
- **Pedro Torres** has joined **Riwal** as director region North.
- **Cyril Claridge** previously UK sales admin manager at **Grove** has died aged 88.



Julian Nixon



Cyril Claridge

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



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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Automated scaffold

C&A

mastclimbers

We have been covering the mastclimber market for many years and it has often seemed to be on the verge of a major market breakthrough. As the concept has developed and been refined many thought that it would eventually replace the majority of steel façade scaffold – particularly with the elimination of ladders and the large scale labour and logistics required to install and dismantle traditional scaffold. And that is without mentioning manual handling and the aesthetic intrusion on a building. However after 30 plus years since it first appeared on the scene the mastclimber has still not taken a significant slice of that market.

In spite of high labour costs, working hours directives, manual handling restrictions and tighter safety rules when working at height nothing much has changed for your average façade scaffold application. It is true that well designed system scaffold has made large strides to replacing the old tube and

coupler in most countries. And while mastclimbers are now regularly used in a number of specific types of work, the bulk of contractors don't even seem to consider them in spite of the many benefits that the mastclimber manufacturers are only too keen to present and demonstrate.



This is a far cry from the idea of the original pioneers who thought that it would take over all but the most complex and long term façade work. One clue to what might be slowing or preventing its uptake is its geographic spread. Look for the big markets and it has tended to be the Netherlands and Nordic countries where penetration is highest. Both markets have a widely accepted rental concept, both have suffered severe skill shortages during periods of economic growth and both have high labour costs.

So why then is Germany or the UK not among the big mastclimber markets in terms of penetration?

Several of the larger access rental companies in the UK tried to run mastclimber rental fleets but failed primarily because the equipment is far more labour intensive than mobile powered access platforms. EPL and GKN were classic examples of access rental companies which added mastclimbers and then struggled with the labour problems of designing, erecting, handing over, servicing and dismantling.

Mastclimbers are a bit of a hybrid - not general equipment rental but not quite full-on contracting. With mastclimbers you have to provide a service and not just a piece of equipment. Consideration has to be given to engineering the ties and supports, fitting in with the site requirements and the supplier must also coordinate with staff on site or occupants in the building which makes it far more complex than most think. Many dabble with them for a few years but ultimately get rid.

One of the major questions to be answered is how do you choose between when to use a mastclimber



Modified platforms working on a curved building

or scaffolding system for carrying out work on a building.

While not taking the sector by storm, mastclimbers are becoming more and more common on construction sites around the world. But like many other 'new concepts' in the construction industry, they take a long time to be accepted, even when there are substantial savings in time and expense.

What are they?

Perhaps their poor uptake on sites is the result of a general lack of awareness or preconceived ideas of them being more costly, unsafe or complicated?

In the UK for example mastclimbers are generally used on projects more than 20 metres high but as scaffolding is limited to about 45



Mastclimbers are much better at maintaining the building's aesthetics



Mastclimbers are not only used in construction here an Electroelse platform is being used indoors on a ship maintenance project

metres, the higher the project the more likely mastclimbers will be used. Taking a simple example of a 100 metre long building with a height of 25 metres i.e. 25,000 square metres, the mastclimber solution is said to be about 60 percent cheaper. And as projects are being squeezed on costs due to the economic slowdown, more and more contractors are looking at alternatives to the traditional access methods they have used.

Most mastclimber platforms in Europe have rack and pinion drive that climbs one or two vertical towers. This allows them to reach much higher heights and carry greater loads than traditional scaffolds, the heavy duty Canadian built models use different technology and offer even greater platform capacities - ideal for block laying. In the USA figures suggest that there are about 6,000 mastclimbers working on contracts, the UK around 1,500 to 2,000. They offer many advantages over other forms of traditional scaffolding. They are quicker to erect and dismantle and can play a major role in reducing the risk of shoulder and lower back injuries to tradesmen since they can be adjusted to an optimum working height.

Yet some of their advantages, such as their ability to reach beyond a height of 150 metres can create new and potentially hazardous conditions. When installed and used correctly, they are safer than traditional scaffold both during use and erection, but like any façade platform when they fail, the results can be catastrophic, often involving multiple deaths or serious injuries. For example just 12 mastclimber incidents in the US cost 18 lives and a number of serious injuries. Like other forms of powered access mastclimber accidents are usually down to two main things. A serious

lack of training or a dreadful lack of maintenance. They have the additional complication over other forms of powered access of needing to be erected and dismantled for each job. However the procedure for doing so is always clearly set out and if followed religiously is exceptionally safe. Unlike suspended platforms it has a direct connection with the ground and for greater heights the building. Unlike traditional scaffold there is no need for a lot of climbing and a lot less manual handling so overall it is exceptionally safe and truly a product for the new environment.

Mistakes can happen

However when people are involved mistakes do happen, a mastclimber collapse on a Lend Lease contract on the Banco Sabadell building in Madrid, Spain last year is a case in point - a twin mast platform was travelling to its work point, when the platform reached its destination, the sixth floor around 25 metres up, reports say that the platform immediately dropped. The emergency braking system on the left hand mast engaged but the right hand drive unit continued to fall down the mast until its progress was halted by the blocked left hand drive unit and the angle of the platform to the mast. However the shock load of the rapid stop and the horizontal forces applied by the falling platform caused the left hand drive unit and mast to fail too and the platform fell to the ground, causing two fatalities and one serious injury.

The initial investigation indicated a shocking lack of maintenance on the motors and brakes, tie distances not complying with manufacturers specifications and possible tampering with electrical circuits, among other issues. As with over 90 percent of accidents it was totally avoidable and should not



have happened. An initial response by the contractor - naturally keen to react - has been to institute draconian measures based on this specific incident, measures that might just introduce different risks. One of these measures is the requirement to be 'tied-off' whilst working in a mastclimber.

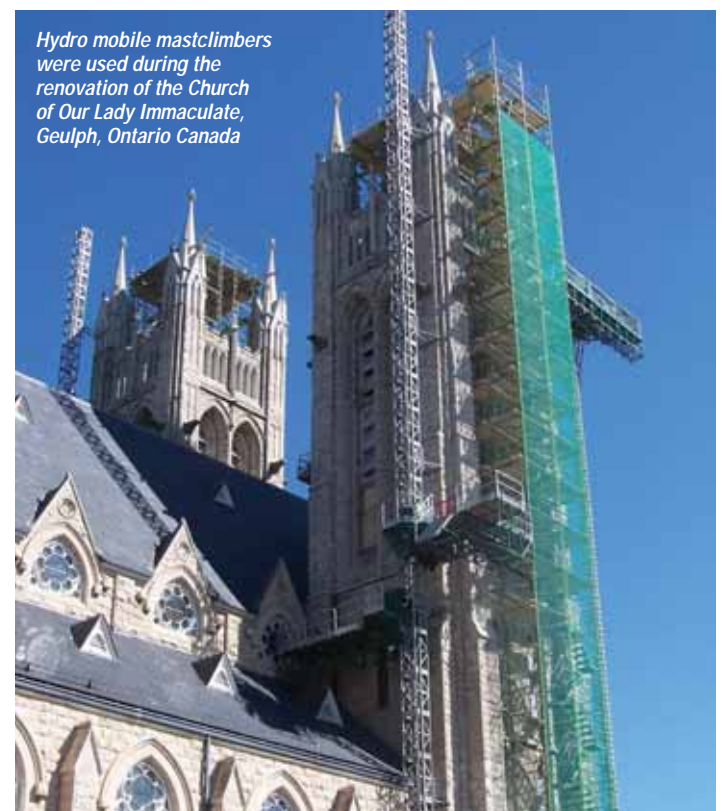
IPAF recently included mast climbers in its Technical Guidance Note H10812 titled Fall Protection in Mobile Elevated Work Platforms

Getting the right mast climber for the job is also important. Some units are designed for stucco or painting work and are too lightweight for heavy block work, the capacity of the platform is extremely important. Also many have narrow (900 to 1,100mm wide) platforms which also makes working from the platform for some trades a bit of a challenge.

Secret of success?

As mentioned above, renting and installing mastclimbers is much more complicated and more labour intensive than other forms of powered access equipment. On many contracts the mastclimber supplier is involved with the contractor months before it starts clarifying details of loads and sequencing to enable cladding or glazing sub-contractors to have the access to the areas when required.

Other advantages is the reduced damage and a better finish - no board and lift lines or scaffold tie patterns which gives a better cladding finish on the building, however according to mastclimber suppliers, contractors rarely carry out a proper cost analysis which takes this sort of factor into consideration.



Hydro mobile mastclimbers were used during the renovation of the Church of Our Lady Immaculate, Geulph, Ontario Canada



UK-based Brogan Group has recently opened the first dedicated IPAF mastclimber training centre in London

There is a down side in that mastclimbers place an additional onus on the contract programming as two trades cannot work at the same time. Windows, for example, would have to be finished before the next trade commences. But that is really down to better project planning, something that is increasingly happening on the better managed construction sites.

Dedicated mastclimber training centre

UK-based Brogan Group has recently opened the first dedicated IPAF mastclimber training centre in London. The company says that its experience shows that the use of mastclimbers is becoming more popular in the construction industry, thanks to them being relatively easy to move and erect, while allowing safe work at height for brick and masonry work, glazing, restoration projects and many similar trades.

Benefits over other powered access methods include being able to work from the safety of the platform without the need for fall restraint protection (although this can be provided if required of course). The platform can also be configured to fit to the building profile rather than continual movement from ground level to reduce the inside gap and cantilevered sliding platforms can

be used to alter the platform position to the building façade as the platform is raised and lowered i.e. to work around balconies.

"Although mastclimbers have time and cost benefits compared to many other access solutions, more attention needs to be paid to design, planning, supervision and training which can be provided at our London training centre," said James Lewis, Brogan group health and safety manager.

The courses will be delivered by Brogan's in-house IPAF qualified instructor Jim Casey who has more than 10 years' experience in the mastclimbing sector. The courses available at the centre include User, Demonstrator, Installer and Advanced Installer.

The centre boasts impressive training facilities including a decent outdoor practical area and indoor training room. Courses can also be delivered on site if suitable facilities are provided by the client. All training is delivered in line with IPAF training requirements.

"Effective training and proficient technical competency are a key component in achieving a safe working environment," adds Lewis. "A safe culture attitude can be achieved through the education of the users and their responsibilities."



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Quicker and cheaper chimney construction

Italian mastclimber manufacturer Safi has recently introduced an innovative system which reduces the project time on chimney construction projects. Its specially designed rack and pinion circular platforms have provided contractor GASCO with a highly efficient access system to help build four, 120 metre high steel chimneys which are eight metres diameter at the base reducing to five metres diameter at 25 metres high right up to its maximum height.

One of the main features of all Safi's mastclimbers is the possibility to convert them into almost any circular shape. The main problem of

the chimney's changing diameters was overcome with the use of an easy to operate, push-button automatic sliding platform



Safi's circular platform cope with a reduction in diameter from eight to five metres

extensions that can extend up to three metres. The special platforms have been certified to all EU safety regulations and allow for constant adjustment to avoid any dangerous gaps between platform and work surface.

Safi says that the contractor was very happy with the new system which resulted in numerous benefits, including substantial cost savings. The number of tradesmen required was significantly reduced and the new system resulted in completing the chimney in record time as well as saving the cost of a large mobile crane to lift the chimney modules.

The company says that a similar type of application can be used in Liquefied Natural Gas and petrol tank construction/maintenance as well as construction and maintenance in refineries and power



stations. SAFI also manufactures explosion proof industrial elevators for the oil and gas industry based on rack and pinion technology in accordance with BSI DD222 and EN 81 regulations.



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Common componentry

Just one of many Italian mastclimber manufacturers is Poggibonsi based Electroelse which also produces construction hoists and material hoists. Distributed in 64 countries across Europe, Japan and the Caribbean, the products are distributed in the UK and France through Harsco which has a substantial mastclimber business.

"All our mastclimber components are produced in-house and are typically 'medium quality'. Compared with some Chinese made products we can be 20 to 40 percent more expensive, however our mast sections are considerably more heavy duty than a typical Chinese product," says Said Shabana, export manager for Electroelse. "One of the main advantages of our system is that about 75 percent of all components on each model are common across our product range.

However this does not mean that we rarely launch new models. Generally we introduce two new products a year and this year we have already launched three. Many are kept in stock so delivery is quick."

The company was formed in 1982 supplying components to Alimak however in 1993 it produced its own mast and 2002 supplied control panels. Currently 55 people work at the factory producing 24 models which equates to about 600 motor units per year.



Crane operators for mastclimbers?

Last month at IPAF's US Convention Kevin O'Shea of Mastclimbers LLC conducted an awareness session which discussed new regulations which are likely to have an impact on mastclimbers.

Mastclimbers and hoists are frequently subjected to new rules and regulations around the world. One of the latest requirements in North America which could have a significant impact on some users is an inadvertent by-product of the new crane regulations. The new crane rule which requires all operators and riggers to be trained and independently certified will also apply to many heavy duty davit type material handling cranes used on the large Canadian-built mastclimbers.

The crane rule applies to all cranes used in construction with a capacity over 2,000lbs. As a 'crane' they will need a certified crane operator, rigger and when necessary a signaller. Certified riggers will also be required for assembly and disassembly work as well as for hooking or unhooking and guiding a load. Signallers are required when the point of operation is not in full view of the operator or the operator's view is obstructed. In the case of the mastclimber platform the operator should have a clear view, so this will probably not be an issue. However a trained operator and rigger would be needed on the platform. This has significant implications for installers and users of mastclimbers as will the requirement for additional information which includes:

- The weight and the position of the centre of gravity of any loads being lifted
- Following prescribed methods for slinging a load, including, orientation of any shackles, pins or choker angle
- The requirement to use a tag line to control the load
- Having a form of communication between the crane operator and rigger
- Extra inspection of all lifting equipment



A Fraco crane

These requirements while good practice in general can be onerous for a simple platform mounted davit, which is used to raise materials and mast sections to the platform. Talks over the implications for mastclimbers are on-going with OSHA.



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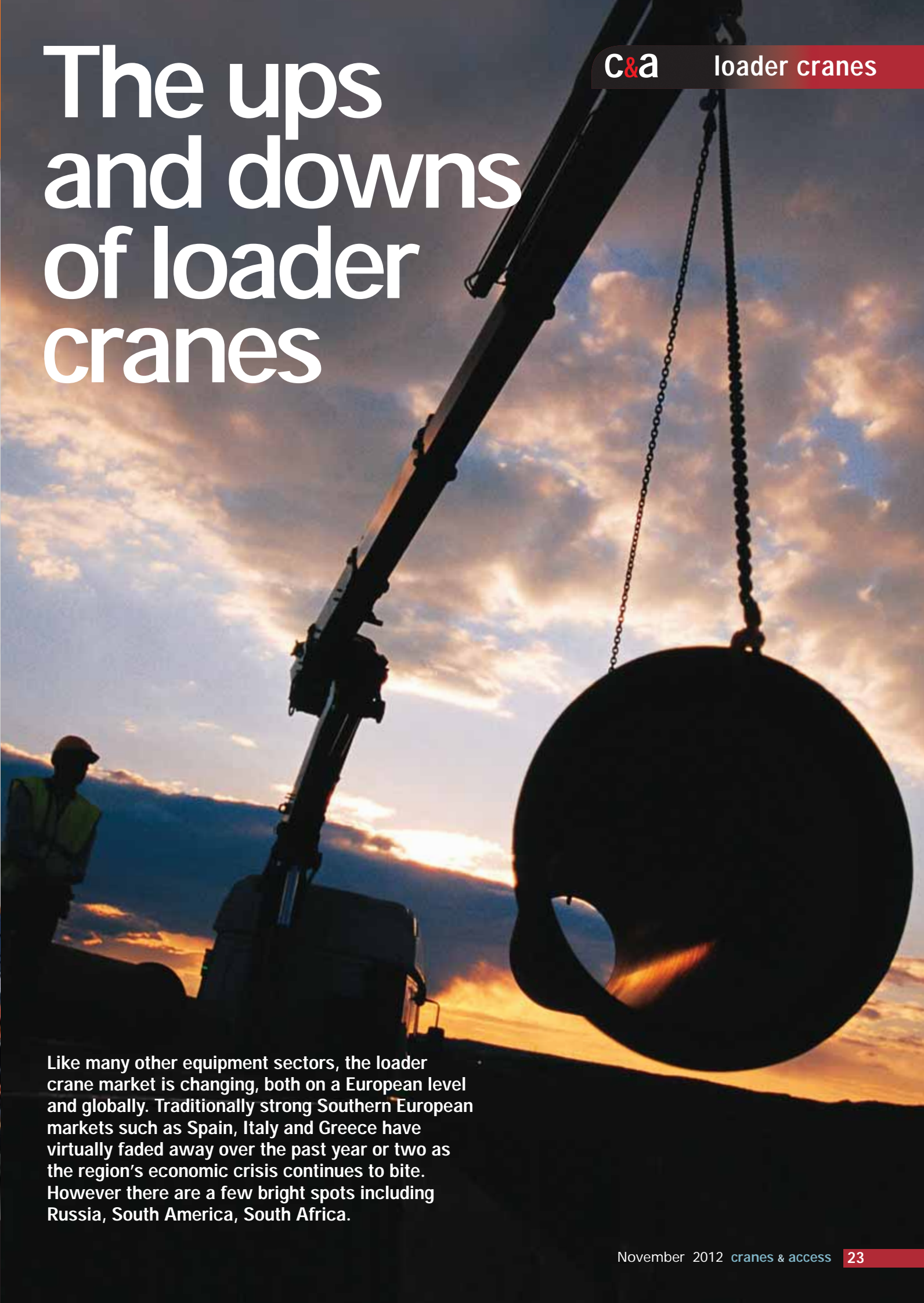
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The ups and downs of loader cranes

C&a

loader cranes



Like many other equipment sectors, the loader crane market is changing, both on a European level and globally. Traditionally strong Southern European markets such as Spain, Italy and Greece have virtually faded away over the past year or two as the region's economic crisis continues to bite. However there are a few bright spots including Russia, South America, South Africa.

Northern Europe, including the UK is also relatively buoyant, driven by buyers recognising the need to place orders and secure trucks with Euro 5 engines before manufacturers switch production to Euro 6 ahead of the January 2014 deadline. This activity is expected to continue into the New Year resulting in considerable increases in truck lead times, especially right hand drive models.

In spite of the emergence and growth of Chinese crane manufacturers, its loader cranes are really only seen in neighbouring countries such as Thailand, Vietnam and Indonesia. Compared to European manufacturers, the Chinese product is exceptionally basic, designed for a less sophisticated and demanding end-users. This can change quickly though, you only have to look at the way Chinese manufacturers have come to dominate the global concrete pump market by swallowing up the major European producers. Chinese mobile and crawler cranes are also beginning to make progress in both Europe and the Americas. While nothing along these lines has yet

been seen in the loader crane sector it does show what the Chinese manufacturers can achieve when they focus on a particular market.

There are some small signs that something may be starting to happen in the loader crane market. In February this year market leader Palfinger entered into a Chinese based joint venture for loader cranes and truck mounted platforms with Sany Heavy Equipment. Sany Palfinger SPV Equipment Co will produce and sell Palfinger products in China for the Chinese market and develop the existing Sany loader crane products. At the same time the two companies established a Salzburg, Austria based joint venture - Palfinger Sany International Mobile Cranes Sales GmbH - to distribute Sany mobile cranes in Europe and the CIS countries.

According to Palfinger chief executive Herbert Ortner the joint venture agreements are the most important event for the company in more than a decade. For the last two years or so Palfinger has concentrated on reducing its reliance on Europe aiming to achieve equal revenues from the



Both Sany chairman Liang Wengen (L) and Palfinger chief executive Herbert Ortner are expecting very positive results from their joint ventures

Americas, Europe and Russia and Asia. Since 2010 it has invested in the USA, Russia, Brazil and Holland and in 2011 was actively looking for a Chinese partner. In September, six months after the initial contracts were signed the Sany Palfinger joint venture started production with Palfinger hoping that the new venture will gain a 30 percent share of the growing Chinese market for loader cranes.

Initial production will include 10 redesigned and simplified Palfinger crane models, mainly from the light and medium ranges from six to 50 tonne/metres. The capacity of the new plant near Sany's existing Changsha facility is 10,000 cranes a year, but there are plans to increase this to around 30,000 (the current worldwide market level) over the next five years, as well as establishing a national network of loader crane dealers. China built 1.23 million trucks last year, almost half the worldwide total. Non-Chinese truck manufacturers currently only represent two percent of this market. Based on these statistics Palfinger believes that China will quickly become its largest market. In 2010 roughly 7,000 articulated and telescopic loader cranes were produced in the country. This figure is expected to rise to 30,000 units by 2017 - representing roughly half of a rapidly expanding global market.

"Our aim is to be number one in the Chinese market," says Ortner. "Sany is market leader in mobile and crawler cranes and construction equipment so there is no reason to think that we will not also be market leader for loader cranes and truck mounted platforms."

Perhaps more worrying from a Western European and American viewpoint is Sany chairman Liang Wengen's comment: "For Sany, this close cooperation with Palfinger is a major step towards tapping the global market. We will use Palfinger's dense, international sales and service network to promote the globalisation of Sany. We are looking forward to our cooperation with a partner that is a technology and market leader and whose customer proximity and comprehensive services are highly appreciated by its customers. We are fully convinced that these two joint ventures will swiftly achieve success thereby making a significant contribution to the rapid and sustained growth of Sany."

And while Palfinger will undoubtedly benefit from this venture, there are many who think Sany will benefit the most. Most other European loader crane manufacturers are happy to avoid China primarily because of its reputation for taking technology by copying. "Chinese costs are also rising fast and who is going to buy products without backup," says Italian loader crane chief executive Giovanni Fassi.

Italy is still the spiritual home of the loader crane with a plethora of manufacturers still producing a wide range of cranes - despite the country's dire economy. The recent SAIE show in Bologna once again had a surprising number of loader crane exhibits. As well as the market leading manufacturers such as Palfinger, Cargotec/Hiab and Fassi, there was a strong contingent of other Italian companies including Cormach, Airone, RF Engineering, Powerlift and its Stern range, Next



A 40 tonne metre XCMG loader crane shown at last year's Conexpo show in Las Vegas, USA

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Hydraulics, KLM, Effer and PM. The top of the line European loader crane is one of the most sophisticated pieces of equipment made today, from the special steels used in the structure to the boom forming techniques to create the profiles with a single weld, to advanced electronics, controls and safety systems. They are used every single day to deliver an amazing range of products year after year and downtime cannot be tolerated. It is an exceptionally brave or foolhardy fleet manager that risks switching to an unknown crane supplier just to save a little on the purchase cost. So any successful move into the market will have to come via acquisition - just like in the concrete pump sector.

Fassi SmartApp

Fassi has recently unveiled its SmartApp system claimed to be the first smartphone controller in the lifting sector. A fully working system will be on show at Bauma next year, but will only available for Android phones and not the Apple iPhone. The integrated system combines data reading and collection in real time and can also carry out remote diagnostics on the crane operation. The system is part of the Fassi Human Machine Interface (HMI) philosophy and a result of the company's involvement with Milan's Polytechnic Institute.

Among the SmartApp's most interesting features is the ability to use remote diagnostics and 'black box' capability. The company claims that it is so much more than a mere smartphone app because it "allows the user to set parameters for remote control levers, conduct rapid analysis and interpretation of crane-use statistics, consult the Fassi Geo Locator to reach Fassi support centres quickly and enable crane interface for immediate data readings in comparison to what is already possible through the remote control".

Fassi SmartApp.



A line-up of Cormach loader cranes at this year's SAIÉ show

Atlas expanding

Last year's loader cranes feature highlighted Atlas with an interview with its colourful owner Fil Filipov. Since then Atlas UK has made several strategic moves including a distribution tie up with Italian loader crane manufacturer Effer and Austrian-based log loader specialist Penz.

The new distribution agreement was announced last month at Effer's headquarters in Minerbio, Italy. The deal means that Effer cranes will be sold, serviced and supported by Atlas in the UK in a move specifically designed to complement the existing Atlas line up. By offering Effer cranes with a capacity of up to 300 tonne metres, Atlas will be in a position to meet the demands of the larger crane market. The largest crane currently available from Atlas is the 62 tonne metre 620.3. It also benefits Effer which gains Atlas' unmatched national sales and support structure with more than 30 field service engineers.

"This new partnership with Effer represents a natural and logical move for Atlas," said Atlas UK managing director Jim Smith. "By complementing and extending the existing Atlas crane range - which is chiefly focused on the construction market - and the brick and block sector in particular, it allows us to broaden our product offering with hook cranes capable of handling the largest and heaviest applications."

Effer's top of the range loader crane - the 1855 - is the largest legally approved truck mounted knuckle boom crane, with a vertical reach of 49 metres and a capacity of up to 40 tonnes at 2.7 metres. It can be mounted on a standard commercial chassis of 32 tonnes gross vehicle weight.

More military work

Atlas still supplies specialist loader cranes to the military - more than 2,300 units since 1968 - for a variety of applications. In addition to its on-going contract with the US Army, the company has also been awarded a contract to supply model 390.1 cranes to WFEL of Stockport for tactical military bridging units destined for the Swiss Army. Production of the first prototype for the purpose-designed 6000M 18 recovery crane for the new FRES (Future Rapid Effects System) vehicle is also now nearing completion.

The Atlas UK facility in Bradford has undergone a major makeover and now includes a new assembly area and three extra test beds to cater for additional demand. It incorporates a 'drop in' repair service which requires no advance bookings or appointments. Drivers can simply turn up, drop off their vehicles, agree a lead-time and, whenever practicable, wait for the work to be completed. And in another development Atlas has also tied up with Austrian timber and recycling crane company Penz Crane working with the company on supplying and supporting its Z crane folding truck-mounted timber cranes.

New concept crane

Two years ago we reported on a new concept loader crane from Italian company RF Engineering that was shown at SAIÉ. Its original idea for a slimline crane installed on 3.5 GVW trucks is now 10 years old.



Jim Smith, managing director of Atlas Cranes UK with a Penz 11L 980 logging crane at the APF show following the tie-up between the two companies. The crane has a 1,125kg capacity at 9 metres

However the first production model in the range was seen at this year's Bolonga show specifically designed for installation on the Iveco Daily chassis.

The 2.5 tonne metre capacity RF333 is available in three versions (A1, B1 and C1R) and being just 220mm wide can be mounted behind the cab of the Iveco Daily tipper truck whilst keeping the standard wheel-base and maximum length of the tipper body. This is the first model in a series of cranes that the company says offers reduced (25 percent less) weight, quicker installation time and reduced (25-30 percent) costs. Crane operation is via a Hetronic remote control unit.

The owner of the company Romano Ferrari has been involved in small cranes since the early 1970's, running a small manufacturing facility from a small town in the

Reggiana planes of the Po Valley, Italy. After a few years the brothers started designing, producing and marketing small loader cranes. By the mid 1980's the company had grown to 70 employees and was exporting 60 percent of its production to 30 countries worldwide.

RF Engineering was founded in the 1990's principally to design cranes for small trucks from one to six tonne metres. Today the company sells a range called Serie 2000 RF all over Europe. The range has 35 models with either straight or articulated booms with capacities from 0.8 to six tonne metres for trucks from 1.5 to 7.5 tonnes.



At just 220mm wide the RF333 can be mounted behind the cab of the Iveco Daily tipper

KLM rides again

Another Italian company making a welcome return to the market at the Saie show was KLM. After financial problems forced it to cease trading, spider lift manufacturer Bluelift purchased the company's crane designs and rights thinking it would

benefit from supplying replacement parts and support. However demand for the small capacity loader cranes meant that it has redesigned some of the models, upgraded them to the latest

standards and reinstated production and now manufacturers, sells and supports the products.

What the future holds?

What the future holds for the loader crane remains to be seen. The dire economic situation in Europe and the collapse of traditional markets is causing problems for the Italian manufacturers in particular. At the moment the Chinese expansion into Europe and North America is a long way off. However joint ventures with companies such as Palfinger mean that Sany may soon be able to produce sophisticated equipment that would have a market outside China. What is certain is that the global market will grow, and possibly even double in size over the next five years which has got to be good news for all concerned.



KLM made a welcome return to the market at the SAIE show

Atlas wins Hanson order

Atlas has recently won one of the biggest loader crane orders in the UK. Leading construction material supplier Hanson Building Products has ordered 90 Atlas 125.2 A11 cranes - fitted with radio remote controls - for phased delivery starting in January 2013.

Part of a complete fleet replacement programme, the Atlas cranes will be fitted to new Volvo FM trucks and eventually deployed at nine Hanson depots across the UK. They will be used to handle approximately 44,000 loads a year, with each crane lifting around 50 tonnes of bricks and blocks a day - between 50 and 60 lifts depending on product.

All 90 cranes will be supplied with a

double, high-level operator's platform with walkway around the back. The platform incorporates 'safe zones' so that the operator can only use the crane in a particular zone - depending on where he is standing on the platform. It also includes a custom-built access ladder that stows away above the drawbar.

The sub-frame and platform have been designed to minimise the weight and maximise the payload, and the 125.2 enjoys the benefit of a fully proportional leg deployment system.

"Having evaluated the market, we chose the Atlas 125.2 for a number of reasons," said Dale Clarke, Hanson's national transport



manager. "It met the specification in full, incorporated the safety features we needed, and was backed by Atlas's extensive nationwide after-sales network."

"Hanson Building Products has a strong safety culture, so not only were we impressed by the crane's own-inbuilt safety features and

those added at our request to match our specific method of working, but by Atlas's overall approach to safety. For example, by the way in which it has developed a special access platform to protect its engineers when working at height on crane maintenance."

Range topper

The challenge for Fassi and its F1950 project was to develop a high-performance machine which could be mounted on a 32 tonne truck. To achieve this Fassi had to refine the design calculation method exploiting the strengths of ultra high-strength steels. With a weight increase of only eight percent compared with the F1500RA, it has produced a crane with performance increases of up to 34 percent. The combination Man-Fassi F1950RA.2.28 has a 45 metre horizontal reach and a load moment up to 138 tonne metres with a weight of 15 tonnes. Maximum lift capacity is 40 tonnes.



New HMF aimed at hauliers

Danish loader crane manufacturer HMF launched its 30 tonne metre 3220-K at the recent IAA show in Hanover, aiming it at haulier applications.

Designed with longer reach while being light weight, it allows operators to retain higher truck payloads. The crane is also more compact than previous models requiring less space on the truck giving users more application possibilities. The 3220-K can reach 16.8 metres with six hydraulic extensions and 21.3 metres with eight extensions.



The new HMF 3220-K

The space requirements of the crane have been reduced to 1,034 mm meaning a shorter wheelbase between the first and second axles. The new crane is also equipped with the HMF EVS stability safety system which actively monitors vehicle stability.

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Penny crane

Water companies in Hungary are benefiting from using Penny Hydraulics compact cranes to safely and economically handle pumps and other equipment in access shafts. Local handling specialist Modul Stor supplied the products including portable davit cranes on the wells and compact SwingLift cranes on its commercial vehicles.

Modul Stor carried out market research on the the country's hundred or so water companies to assess their current handling provisions. Many of the companies did not have appropriate equipment for handling items weighing up to 200kg in access shafts and manholes.

Some pumping stations were equipped with fixed gantry crane pillars with manual chains blocks or electric hoists. Many of these had been fabricated in-house or from manufacturers who were unable to supply proper documentation. While these considerations were less important when the equipment was installed, the water companies were keen to ensure EU compliance. In reality the older equipment was not very effective because the weight of a chain block made it difficult to lift and attach to the pillars which could be up to two metres high. It was also expensive to install gantries at each site for the relatively rare occasions that access to pumps was required. Other sites had basic davit-type cranes which although designed to be portable were impractical and too heavy weighing in at 50kg.

The Penny Hydraulics davit crane is lightweight and compact originally developed for the utility sector. With a 500kg maximum lift capacity it was ideal for handling pumps and other items. An electric winch mounted on the boom allows loads to be lowered up to nine metres below ground level, with power

supplied from any vehicle using jump leads or a standard electric service/cigarette lighter socket. A wander lead allows remote control and the device can also be used with standard block and tackle if preferred or when power is unavailable.

Weighing 47kg with winch the davit is mounted into a simple socket adjacent to the manhole or access shaft and can be dismantled for easy transport. The largest sub-assembly weighs just 24kg which means all components can be carried within the existing manual handling regulations.

The water companies install sockets supplied by Modul Stor in all the locations where they intend to use the cranes, allowing a small number of cranes to cover multiple sites and provide the companies with a more economical solution. More than 25 of the cranes have been supplied over the past two years many to relatively small operations so one or two cranes and 30 or 40 sockets provide the capability to cover an entire area. Some water companies looked to rent in regular loader cranes to handle the pumps however it proved uneconomical because of the high rental rates for such rigs and the cranes were much larger than required to handle the pumps.

To solve the problem, Modul Stor offered Penny Hydraulics' Swing Lift models and some water companies have since fitted the 1,200kg capacity SwingLift FV1200 to their vehicles. The crane is



The SwingLift FV1200



The 500kg capacity Penny Hydraulics davit crane

supplied with a winch to handle items below ground level and its light weight and compact dimensions mean it can be installed

on the regular 3.5 tonne vehicles operated by the water companies - not always possible with larger cranes.



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On its last legs?

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SAIE

Can the SAIE show in Bologna, Italy survive the Italian recession? Last month's exhibition was a shadow of former years with drastically lower numbers of exhibitors and visitors. While not the best laid-out site for large equipment, SAIE has been the premier Italian exhibition for what Italians do best - loader cranes, small truck mounted platforms, telehandlers and small mobile cranes - for a generation.

Unfortunately the severity of the Italian economy coupled with aggressive competition from a show in Milan meant that exhibition areas that were once packed with equipment were empty tarmac.

This is a sad state of affairs for one of the most interesting and innovative European exhibitions. Even this year's depleted show had many new product launches and machines displaying that Italian design flair, rarely seen anywhere else in the world.

An incident on the first afternoon in which a CMC spider lift overturned put a further damper on the show. Thankfully no-one was seriously injured, had visitor numbers been at the previous year's level that area would have been crammed full and the end result could have been entirely different.

From a visitor's prospective there was still plenty to see plenty of manufacturers looking for distributors in Europe and around the world.

While many of the major scissor and boom manufacturers were represented by their local dealers, all the main Italian truck mounted lift and loader crane manufacturers were out in force. We take a look at the highlights - of which there were many - and hope that Italy and Europe will not lose its premier equipment exhibition. A more comprehensive pictorial roundup can be found on www.vertikal.net

CMC

Unfortunately for CMC the incident involving its new 32 metre S32 spider lift on the first afternoon caused a major disruption to that area of the show. From what we can ascertain prospective customer Paul Eijenaar was operating the machine alone when it tipped on the side where the outriggers were in the narrow position. Initial reports on the accident vary however the cause is subject to an on-going investigation. As the S32 toppled the lower boom fell into the elevated boom of a Cela D30 truck mount and then came to rest across the cab/boom of an adjacent Cela D24.



The collapsed 32 metre CMC S32

The basket fortunately hit the roof structure of a nearby building allowing Eijenaar to exit onto the roof with minor injuries. Emergency services were on the scene very quickly and the boom was removed that evening so that there were no

traces that the incident had happened the next morning. As well as the prototype S32 spider CMC confirmed two new distributors. Ranger Equipment is now the UK dealer for the company's spider lift

range, Ranger Equipment was the Teupen distributor seven years splitting with the company in July. In Poland, Euro Camion has been appointed to handle its truck mounts.

Imer

The Imer group launched a new stock picking version of its five metre, self-propelled Easy Up 5 SP. The Picking version features a manually adjusted, seven position tray capable of carrying 80kg. At its highest position it is 864mm above the platform. The one person platform measures 700 x 620mm with a maximum capacity of 120kg. Overall it is slightly heavier than the SP at 520kg.



Imer's new stock picking version of the five metre self propelled Easy Up 5 SP.



No visitors



The 100mm lower height Merlo P25.6L



Hinowa was showing its new 20 metre Lightlift 20:10 spider lift



The 900kg capacity JMG glass crane



KLM loader cranes were back on the Bluelift stand



MDB showed the tracked, folding mast PocketLift

MDB

Lanciano, Italy-based MDB exhibited the PocketLift – a tracked, hydraulically powered folding vertical mast forklift – which has a 1.5 tonne capacity and 2.6 metre lift height. The unit, which can be used to unload trailers in a specially adapted box. The advantage over piggy-back forklifts is its 1.5 tonne weight is distributed evenly between the trailer wheels, rather than being carried at the rear. Measuring 2.3 by 1.3 metres it is just 610mm high and has full remote controls and a platform option. The unit is also ideal for work areas with restricted headroom access.

Dieci

The Dieci stand was surrounded by an empty car park as most of the



Dieci launched its new 10 tonne capacity, 9.5 metre lift Hercules 100.10 telehandler

usual exhibitors decided not to attend. The company however launched its new 10 tonne capacity, 9.5 metre lift Hercules 100.10 telehandler. Weighing 15.5 tonnes the unit is powered by a 125kW Iveco engine. Also on show was its new 'grey' colour scheme on several small telehandlers.

GSR

GSR showed two new models with 130 degree jibs, both mounted on 3.5 tonne chassis. The 19.5 metre working height, 13 metre outreach B200TJ was first shown at Verticaldaagen and Platformers' Days earlier this year, however the E210PXJ was a show first. The E210PXJ is a 20.5 metre working height, 9.9 metre outreach platform with a 1.8 metre wide, 250kg basket and variable jacking.



The E210PXJ is a 20.5 metre working height, 9.9 metre outreach platform with a 1.8 metre wide, 250kg basket and variable jacking

Cela

Cela has expanded its truck mounted DT range with the introduction of the DT28 and DT30 however the larger 28.2 metre and 30.2 metre working height platforms are mounted on six tonne chassis. Both follow the twin telescopic boom format of the smaller DT21 and DT24, giving good up and over performance of 16 metres with the additional working height of the DT30 achieved with an articulated jib.

Both platforms can either travel with the basket in working position or stowed on the side of the machine thereby reducing overall length by 650mm. Both are 2.35 metres high and two metres wide. The longer of the two is the DT28 which also has a 350kg platform capacity (rather than 225kg of the DT30) and a six metre below ground level capability (seven metres for the DT30). Maximum outreach is 14 metres for the DT28 and 15.5 metres for the DT30. The company says that outside of Italy it will mount the unit on a 7.5 tonne chassis with in-board jacking.



Cela further expanded its DT range with the DT28 and DT30

Multitel

Although we were promised two new launches, only one – the MJ201 – made it to the show. Mounted on a Euro 5 Maxity 120.35 the 20.2 metre working height MJ201 has a maximum outreach of 12.6 metres with 80kg in the basket and 9.8 metres with 225kg with its three section main boom and two section jib.



The 20.2 metre working height Multitel MJ201

Easy Lift

Easy Lift showed its prototype 17.6 metre working height R 180 spider. Its main features are a working outreach of almost 11 metres with 80kg in the basket (8.5 metres with 200kg) and a total weight of just 2,200kg. Gradeability is 30 percent and basket 1,100 x 700mm.



The prototype Easy R180



Cormach's impressive loader crane lineup

Fassi F120



Cormidi KB 19 and KB 22 spider lift/crane



Powerlift was showing off its Stern loader crane range

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CTE Zed 23JH was seen for the first time

CTE

CTE unveiled a 23 metre version of its recently launched Zed 21JH. The new Zed 23JH has a similar specification to the 20.7 metre working height Zed 21 which has H-Type automatic jacking system, 300kg platform capacity, dual riser articulation and 2.1 metre articulated jib.

The 22.6 metre Zed 23JH has slightly better outreach but with 250kg platform capacity, but is slightly shorter as the basket folds into an 'on board' stowage position, rather than at the rear of the machine. Also on show was a 250kg winch/crane version of its 23 metre Traccess 230 spider and an updated version of the Zed 20

CH an increased platform capacity of 230 or 300kg with optional load cell. Watch out for new 14 metre spider and truck mounts at Bauma which CTE says will be 'a little bit different'.

Oil&Steel

Oil&Steel unveiled several new platforms including the Eagle Phoenix 4230, two new Snake platforms - the 26 metre Snake 2612 Compact REL and 23 metre Snake 2312 Compact REL with H-type outriggers at the front and within the vehicle's profile rear with a reach of 12 metres - as well as the new 23 metre Octopussy 2300 EVO spider lift with rotating articulated jib.



An 80/100 tonne Ormig truck crane with 36m boom



RF Engineering RF333



Safi TST 500 tunnel platform system



Palfinger's new three model line-up



20 metre Colombo TLD20



TCM RTC28 telescopic crawler



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Supply and demand

C&a

power lines

The electricity industry in each country varies in the way it generates, distributes and supplies to the consumer. In the UK for example it is split into three key areas - the generators responsible for generating the energy which then flows into the National Transmission network - the National Grid - through to regional distribution networks run by companies such as Scottish & Southern Energy, Scottish Power, Northern Powergrid, Electricity North West, Western Power Distribution and UK Power Networks.

They own and operate the network of towers and cables that transmit the electricity from the National Transmission Network to homes and businesses. Finally the suppliers – such as EDF and British Gas - supply and sell electricity to the consumer. Each of the three areas are significant users of access and lifting equipment.

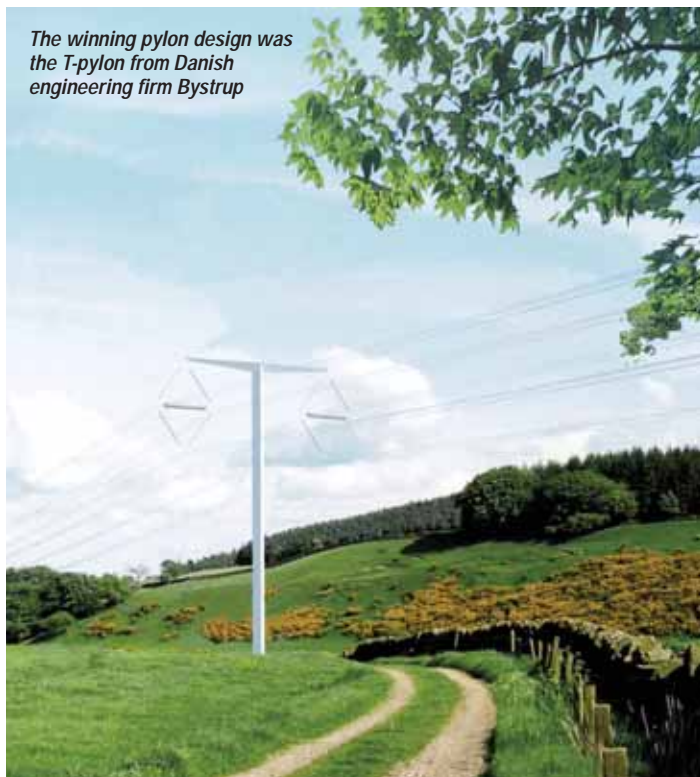
A new pylon

In the UK there are more than 88,000 pylons, including 21,500 on National Grid's main transmission network in England and Wales. These main transmission lines – which carry power cables of 275kV and 400kV – have been carried by

the familiar steel lattice tower designed in 1927 by Sir Reginald Blomfield for the launch of the National Grid in 1933. However a recent competition run by the Royal Institute of British Architects for the Department of Energy and Climate Change and National Grid called for designs for a new generation of pylon, one that "could cope with future electricity needs that are also aesthetically pleasing to communities and preserve the beauty of the countryside"

The two main reasons for the competition was that by 2020, a quarter of the UK's current generating capacity will need replacing, much of it with renewable

The winning pylon design was the T-pylon from Danish engineering firm Bystrup



Aldercote have produced this 17 metre platform mounted on a Marooka chassis



Terex Utilities latest insulated boom platform on a 3.5 tonne chassis

sources such as onshore and offshore wind farms, tidal and wave power etc... much of the existing 'grid' is in the wrong place for many of these new power sources. The second reason is that many regard the National Grid and existing pylon

design as a desecration of the countryside. But surely the simple answer to these 'blots on the landscape' is to bury the cables underground? Currently only 950km of the total 13,000km of high voltage cables in the UK are



The largest insulated boom in Bronto's SI range is the 60 metre Bronto S1196

underground. However sinking cables has its problems, not to mention its cost - between 12 to 17 times more expensive than overhead cables - and a cost that would have to be paid by consumers through their electricity bills! Also once installed no planting, digging or building is allowed anywhere near the buried cables.

The winning pylon design was the T-ylon from Danish engineering firm Bystrup. It is a 32 metre high, 20 tonne slender, compact tower - with a diamond cross-section - with the conductors arranged in a triangular configuration that minimises the extent of the circuits and the magnetic fields. To adapt to the changing character and colours of the landscape as well as the aggressiveness of the local

atmosphere the pylon is available painted, hot dip galvanised in weather-resistant Corten or even in stainless steel. Energy and Climate Change secretary Chris Huhne said: "We are going to need a lot more pylons over the next few years to connect new energy to our homes and businesses, and it is important that we do this in the most beautiful way possible."

Although more like a pole than a pylon the T-ylon has one major maintenance problem that will be a blessing to the powered access community - it cannot be climbed, forcing maintenance and installation contractors to finally comply with the latest guidance from the Health & Safety Executive to stop climbing and use powered access. If parts of the network can be shut down then

this can be carried out by any 35 to 40 metre working height platform, including tracked spider lifts or truck mounted platforms mounted on off-road chassis. However if the network cannot be isolated - then live line work is required and an insulated boom mounted on an off-road chassis is required.

Designing a 50 metre narrow track machine

Maintenance on current pylons is still being carried out by climbing or with large - 50 metre plus - platforms. However as maintenance is generally completed within a day or so, the main expense is the laying of large amounts of temporary trackway from the road to the pylon, in order for the truck mounted lifts to cross soft ground. The National Grid also uses helicopters (it owns two and is looking to add a third to its fleet) but it also sees the benefits of large tracked platforms with a decent travel speed. With the height of the existing pylons, they would have to be in the order of 60 metres and ideally mounted on a tracked chassis. At the moment the only such machines available tend to be specialist units built for the North America market, usually with an overall width of around 3.5 metres - too wide for Europe's narrow rural roads which need to be used to reach remote pylons.

The National Grid has in recent years worked with large spider lifts and big truck mounts, but there

is a growing demand for a 60 metre go-anywhere insulated boom lift. So it is currently working with specialist vehicle manufacturer Aldercote to create a narrow width, tracked vehicle using a two metre wide Caterpillar excavator undercarriage. When travelling or being transported on minor roads this width is ideal, however when off road, the tracks extend to 3.5 metres for additional stability.

Sourcing large insulated booms to mount on tracked chassis is also a challenge, the only product currently satisfying the required specifications is the largest insulated boom in Bronto's SI range - the 60 metre Bronto S1196. Designed to work on live transmission lines up to 500kV or 765kV they allow bare-hand maintenance of live lines as well as heavy repair work, thanks to the 860kg platform capacity and good winch payloads.

Live-line working capability is enabled through a fibre optic control system running inside the filament wound fiberglass boom.

A sealed design prevents internal contamination, while desiccants inside the boom control internal atmospheric humidity. A sharp-edge corona ring around the boom provides a consistent voltage gradient along its length and acts as an electrical stress relief device at the upper section by preventing potentially damaging positive corona activity on or near the boom



AT36M-Unimog-U400 caption The Altec AT36-M insulated access platform fitted with material handling for the general maintenance of overhead power lines rated to (Category C) 46kV working voltage for working on live lines.

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A Bronto SI156HDT mounted on a crawler chassis

surface. A separate fibre optic intercom system provides audio communications between the platform and turntable control station.

Features of the SI range include a Boom Leakage Detector which indicates the actual current experienced by the platform personnel and boom. Although ANSI and IEC standards allow up to 1.0µA/kV line-to-ground current leakage, the SI units typically exhibit a maximum current leakage of less than 0.2 µA/kV.

Future demand

The current UK peak demand for electricity is around 60GW but this is predicted to rise by about 32GW over the next five years. With a number of power stations scheduled to close it will be a major challenge to meet projected energy needs while at the same time tackling climate change. According to the 2011 National Electricity Transmission System (NETS) Seven Year Statement this net increase will be mainly made up by:

- an increase of 16.2GW in CCGT (combined cycle gas turbine)
- an increase of 22.4GW in wind capacity

- an increase of 2.0GW in nuclear capacity
- an increase of 2.0GW in other renewables capacity (mainly biomass, biopower and woodchip generation)
- a decrease of 3.6GW in oil capacity;
- a decrease of 7.5GW in coal capacity

For the crane and access industry it is interesting to note that the majority of this increase – 22.4 GW – is currently planned to be made up by wind capacity. It is also interesting to note that the whole power generation and supply system has to be continually balanced between supply and demand to manage bottlenecks in the network.

The National Grid has to plan ahead to make sure there is enough back-up power available to cover any potential shortfall, whether that's due to a power station breakdown or an unexpected event. For instance, in very high winds, many wind farms will shut down their turbines for their own protection, often automatically. When that happens, back-up generation is used to balance the



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system. There can also be too much power generated. In early January 2012, some wind farms in Scotland stopped generating for a few days. This was for two reasons. First, the very high winds were affecting the transmission network, causing constraints. Also, demand in Scotland was low because of the New Year Bank Holidays, so that additional energy wasn't needed. The overall cost for balancing the network in 2010/11 was £708 million, which makes up around one percent of consumer bills.

Sagging cables

An unexpected power outage problem occurred in parts of Northern Europe this summer, when for a short time temperatures reach more than 30 degrees. The heat resulted in the expansion of main power lines, in some cases causing them to sag by as much as two metres between pylons. If sagging cables are close to trees they can result in boiling the sap in the tree and combusting resulting in fire which then damages the power line, causing a power failure.

The danger can be spotted from helicopters, showing up as brown discolouration of the trees. Once



Smaller tracked access vehicles are available such as this Skyking 140TJV

identified contractors were rapidly deployed to reduce the height of the trees to prevent fire and power outages. Keeping trees and other foliage clear of power lines is an increasing source of work for truck mounted lifts, and given the risks of

working close to power lines there is a trend for units with insulated booms, with this increased demand we can expect to see more competition in this sector. Last year we saw Italian spider lift manufacturer Platform Basket adopt

a dealer designed insulated boom section on an 18 metre unit. Competitors have yet to follow this lead, but we are likely to see insulated booms become a little more commonplace in the years ahead.

Danger - live overhead cables!



If you look into crane and aerial lift accidents it is quickly apparent that the two major causes of fatal incidents are poor ground conditions and outrigger set up – which we covered in the last issue of the magazine - and electrocution due to the boom inadvertently coming into contact with overhead power lines. While the type of people and equipment affected is quite diverse it is not a major issue among linesmen specifically working on high voltage power lines – they tend to be fully trained in how to work with live or dead power lines and have almost invariably have the relevant equipment to do so safely.



Countries such as Brazil have far more overhead cables and power lines than in Europe.

The people that get caught most often are tradesmen carrying out tree work and getting too close to a power line, telephone engineers working on telephone cables that are in close proximity to power lines and other trades that seem unaware of the dangers associated with getting too close to overhead power lines.

There is also a geographic factor at play here with countries like the USA and Australia seeing far more occurrences than Europe. This is less to do with the equipment and the calibre of the operators than the fact that far more power lines in those countries are both overhead and in the street while Europe has a higher proportion underground or

across fields. Too many fatalities occur in every country and yet in spite of the grim statistics little seems to be done about it.

The new IPAF accident statistics highlight the fact that electrocution is right at the top of the chart while crush incidents are at the bottom. And yet... The aerial lift industry looks set over the next few years to adopt the wide range of crush protection devices that are now available, while there is almost no discussion or pressure for machines to be fitted with high voltage warning indicators, in spite of the fact that there well proven products are available.

We spoke with Sigalarm, which this year celebrated its 50th anniversary, while it has a steady business for its power line warning indicators and proximity detectors it says that business tends to be limited to a narrow band of the market and largely on larger equipment such as cranes, fire fighting equipment and larger aerial lifts owned by utilities. The company now has a range of installations to suit the sophistication required, but most cover the entire length of the boom and can be set up with a wide range of sensibility. As with most warning devices these days it can be set up to log and transmit data, so that a



The Sigalarm unit installed showing the control unit on top of the control panel and the sensor unit (white box) on the front of the cage



record is kept or sent every time the system is activated/tripped. Warning of proximity to a live line can be a horn/siren, synthesised voice message and flashing lights tailored to suit the application an auto shut down when the machine strays into the range of a power line is also included.

While the full systems cost around \$4,000 the company says that it can easily produce a simpler version and if demand existed for a standard product the price would come down substantially, possibly breaking the

\$1,000 barrier. The company also now makes a completely wireless system for easier installation.

In Australia Proxy Volt produces a range of products that have been developed over a number of years and proven to be very effective where used. While it is entirely likely that there are many more mainstream manufacturers of power line warning systems a search on the internet and other sources yields very little. Perhaps indicating the lack of interest in the subject?



The Proxy Volt

Procedure to follow in the event of mobile equipment contacting power lines

The following actions are recommended should contact be made with a live overhead power line or a flash-over occurs between a live overhead power line and a crane or other item of mobile plant.

- Stop all work in the vicinity of the incident and summon help to have the power line isolated.
- Keep all personnel away from the mobile plant, ropes and load, as the equipment and ground around the machine could be energised. Be aware that any fallen conductors could also whip around unexpectedly.
- If assistance is unavailable, attempt to break the machinery's contact with the live overhead power line by moving the jib or driving the machine clear.
- Jumping from affected plant while the power line is still energised is not recommended and can result in serious injury. However, where there is a risk of imminent danger, such as fire, jumping may be a necessary option. Leap clear of the plant and specifically avoid simultaneous physical contact between the plant and ground.
- Report the incident to management, any network authority and Resources Safety.

Source: Bulletin from the Western Australia department of mines and petroleum

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The farmer in Flanders

Last year Belgian replacement parts and fork truck specialist TVH acquired Dutch rental company Gunco, along with its sales division HDW. The combination of Gunco with its own not insignificant rental operations created the foundation for Europe's third largest powered access fleet and one of the largest access equipment distributors. Publisher Leigh Sparrow visited the company to learn more.

If you have driven down the E17 highway past the town of Waregem in the past eight years you cannot have missed the impressive TVH headquarters, complete with huge advertising billboard. The company moved into these purpose-built premises in 2004 but has since added further sizeable buildings as it expands at a seemingly relentless pace.

Taking exit five off the highway I was in the company of two TVH trucks, so following them seemed to be an easy way in, but was then aware that the entire neighbourhood was made up of TVH warehouses and facilities. As you pass the huge TVH rental depot a sign helpfully says "TVH reception one km". It is more like a large campus than a simple facility - nothing about it is small or second-rate. The reception was a hive of activity, busier than a medium sized hotel, with three receptionists fully employed behind the long counter in the three storey atrium.

The statistics come thick and fast: 3,000 employees worldwide, more than 100,000 square metres of warehousing in Waregem alone, 5,000 orders with an average of

60,000 parts shipped every day, 450,000 stock items and 16 million referenced parts in the system, 2.2km of box conveyers and 250km of data cabling. And yet in 1980 the company employed just 25 staff in a single location and was largely occupied with selling used forklift trucks. The growth since then has been utterly remarkable, a combination of savvy acquisitions and rapid organic growth. As you walk around the premises the more you see the more it is clear that someone here not only has an eye for detail but also the art of fine tuning an organisation to extract the most from every ounce of effort. Take a pit stop in the 'gents' for example and you are faced with a TVH message or advert. No opportunity is missed to get the message across and promote the brand.



One of several information boards gives an idea of the scale of this facility.



c&a

TVH



The main reception was a hive of activity

Humble origins

TVH today is an excellent example of what can be achieved through hard work, reinvestment and imagination. The company began operations in 1969 when school friends Paul Thermote and Paul Vanhalst set up Thermote & Vanhalst to repair and maintain agricultural equipment. Soon realising that this business had its limits the two began importing, servicing and repairing second hand fork trucks, including army surplus units from the American forces in Europe. Their timing proved almost perfect as industry rapidly adopted

forklift handling and containerisation, encouraged by the use of palletisation. In 1973 the company took on its first dealership as importer for Italian fork truck manufacturer Mora and then in 1974 started renting fork trucks in a small way. By the late 1970s Japanese fork trucks such as Toyota were becoming popular. Sensing this, Paul Vanhalst flew to Japan in 1978 and managed to purchase 40 used trucks, starting something that would take the business to another level. Even with some notable successes the company had just 25 employees at this time.



Bikes help staff move around the large site



Part of the huge used equipment inventory



Paul Vanhalst in the early agricultural days

"Who is this farmer from Flanders?"

By the end of the 1980s it was clear that there was major potential to sell more spare parts and in 1989 the company set up a separate parts division. By this time it had developed its ability to cross reference manufacturer's part numbers and source many non-captive parts direct from component manufacturers. With the advent of the parts division the company invested heavily in IT, automating its cross referencing skills and streamlining the parts ordering process.

In the beginning it naturally experienced resistance from equipment manufacturers and was often blocked from purchasing direct from the component producers. However as volumes increased the company began using the buying power that its cross referencing system was able to provide, it not only knocked down those barriers but managed to negotiate very attractive prices, all of which helped to build the business.

As fork truck manufacturers began to notice the Belgian upstart taking a chunk of their lucrative, high margin parts business one memorable quote from a senior manufacturer executive was 'who is this farmer in Flanders that's stealing our parts business?'. Relations with manufacturers are far more cordial these days, with the company now acting as importer for a number of producers, such as Daewoo - now Doosan forklifts - TCM and Atlet-Lafis, along with a number of parts distribution and logistic agreements with others.

The company also spotted the potential for 'E-commerce' well before the term came into popular use, taking its first steps in 1995 and adding online pricing under its Quickprice banner in 2000. Today 84 percent of all quotations and enquiries are made online, while 73 percent of all parts sales are online transactions.

By the end of the 1990s it began to step up and widen its export efforts, opening in the UK in 1999, Australia in 2002 and the USA in 2003. Today the company is active in 165 countries with additional subsidiaries in Sweden, Netherlands, Belgium, France, Spain, Italy, Russia, New Zealand, South Africa, Canada, Mexico, Brasil, India and Dubai.

By the end of the 1990s it began to step up and widen its export efforts, opening in the UK in 1999, Australia in 2002 and the USA in 2003. Today the company is active in 165 countries with additional subsidiaries in Sweden, Netherlands, Belgium, France, Spain, Italy, Russia, New Zealand, South Africa, Canada, Mexico, Brasil, India and Dubai.

Adding variety and moving into access rental

In 2004 the company made the decision to add a replacement parts service for other similar products such as aerial lifts, telehandlers and sweepers. This was also the year it moved to its current headquarters in



A corner of the massive TVH 'call centre'

Waregem, reflecting the incredible growth that had increased the number of employees to more than 1,100.

While the company stepped up its efforts in the aerial lift market, including adding lifts to its rental fleet, it was still first and foremost a fork lift parts company. Outside of the Benelux region it was not seen as a mainstream player in the access market. While that impression was gradually changing and evolving, the company was propelled to centre stage in late 2010 when it launched a surprise bid for the world's largest specialist powered access rental company - Lavendon. Not only was this an audacious move, but the fact that Lavendon was a public company meant that its acquisition approach was played out in public.

The Lavendon share price had been languishing for some time and in true Flemish style TVH had spotted a potential bargain, although its offer was a substantial premium over the share price on the day. If it had succeeded it would have picked up

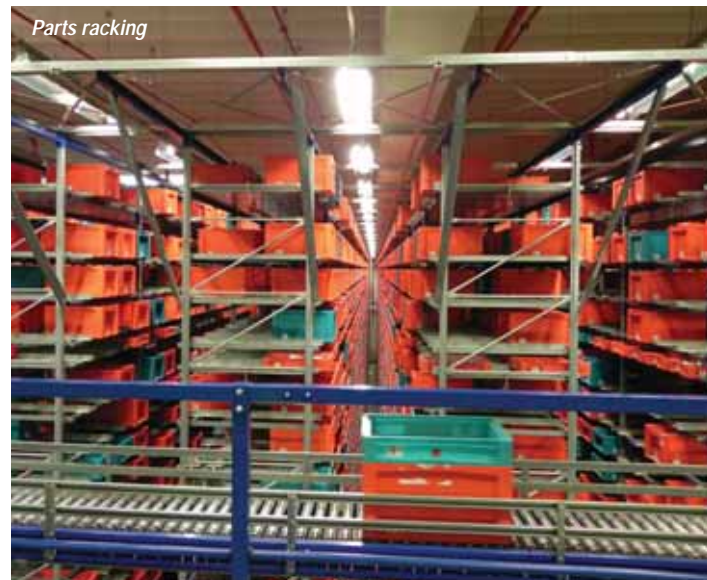
the business for a modest price at the bottom of the market, absolutely fitting with the owner's acquisition principles. However Lavendon quickly rebuffed the offer and TVH upped the stakes in January 2011 by teaming up with Ashtead to make a new joint offer for the business. The Lavendon management managed to fight off the takeover but TVH was no looser in the scuffle. Overnight it had raised its profile in the access world, which almost certainly brought in more acquisition opportunities. Within weeks of withdrawing from the Lavendon bid it successfully acquired the second largest rental company in the Benelux region - Gunco - and its sister company Genie distributor HDW.

Becoming a major rental player

In 2011 the Gunco and TVH rental businesses were merged under the Gunco brand, although in Belgium the TVH name also appears on the equipment. Today the powered access rental operation has more than 10,000 units in its fleet, making



Gunco/TVH rental booms



Parts racking

it the third largest specialist fleet in Europe and possibly the world, and the sixth largest fleet overall in Europe - after Lavendon, Loxam, Riwal, Cramo and Ramirent - and perhaps 14th worldwide. So no question about it, the company is now a major force in access rental, particularly in the Benelux region.

Meanwhile it has also continued to build its access parts operations and now permanently stocks 22,000 line items for access equipment, with around 450,000 different parts on its system. In terms of inventory Genie is the largest brand, followed by JLG, UpRight/Snorkel and Haulotte yet when it comes to sales JLG parts provide the largest volume, followed by Genie, Haulotte and UpRight/Snorkel. This might reflect the fact that the company is a Genie dealer and in October took over the wholesale distribution of Genie parts for 14 central European countries including Poland, Hungary, Czech Republic, Slovakia, Slovenia, Serbia, Bulgaria, Romania, Moldova, Montenegro, Albania, Bosnia Herzegovina and Macedonia.

While a large and increasing amount of parts searching and enquiries are carried out online, the company publishes a huge volume of printed documentation including dedicated and extensive parts catalogues for JLG, Haulotte and Genie. Every new part going into stock or into a parts order is routinely photographed in a small booth on the warehouse floor and used to help customers identify the part.



TVH
Parts books

Increasing the parts range.

TVH has also added a range of other parts including rubber tracks for spider lifts, spider cranes and mini excavators, outrigger mats - which it says is a steadily growing business - and parts for tail lifts, while for some brands it covers the full product line from telehandlers to skid steers. Telephone parts orders come into a sizable call centre divided up by country and language.



The main parts packing area

In total 33 nationalities are covered with 31 different languages. Where possible regular customers always deal with the same person based on country, language or product speciality.

In a separate open-plan office a team of parts specialist analyse every new part that is purchased and received from an OEM, in order to identify the item and its manufacturer. This is then cross checked to see if it is already stocked for another product and if not, the component manufacturer is contacted and negotiations opened to buy the item direct at a more attractive price, although the company still offers customers the option of buying such parts in manufacturers packaging. It is this major investment in research and the massive cross referencing programme that is the company's principle strength. An electrical component for example might be listed under a dozen different manufacturer's part numbers, but there will only be one bin location in the system with a single TVH number.

Electrical rebuilds

When it comes to electrical components the company has made a massive investment in a large new electrical rebuild and repair facility staffed by 35 electrical engineers. The facility boasts an incredible range of dedicated equipment, from a wide selection of cleaning and blasting machines to circuit board sealing, special long-run test rigs and other testing equipment. Electrical engineers working at three large double sided work centres, order parts they need on their work



One of three electrical repair and rebuild work centres

station screens which are then delivered via vacuum tubes, similar to those that used to shuttle money in big department stores.

The Waregem facility also includes a dedicated hydraulic hose manufacturing plant, and dedicated tyre facility that is able to remove and replace solid tyres from their wheels. There is also a machine shop and R&D department that can reverse engineer and manufacture relatively simple items such as pins, collars and the like, that might otherwise be unobtainable. The process involves measuring, stress analysis, 3D modelling and production.



Machine shop

Most of the parts are collected from the huge automated warehouse and moved in boxes via a complex conveyor system to the consolidation/packing desks. Once packed, they are moved to the shipping area and stacked on pallets for a particular truck collection. The operation is connected electronically



Parts shipments awaiting collection



The indoor practical training centre

to all of the couriers it uses, so that they know the precise volume, weight, number of items and destination of the shipments that they are due to collect.

Machine distribution and rental

In addition to the parts operation, the Waregem campus includes the TVH dealership operation, complete with workshops for fork trucks and aerial lifts - which boast two large paint booths - and a massive warehouse to store the large new and used machine inventory as well as machines awaiting repair. Alongside this is the company's training centre which includes several large classrooms and meeting rooms as well as a well thought-out indoor training centre for both fork trucks and aerial lifts. While the company trains a large number of aerial lift operators, so far it is not IPAF accredited.

Finally the last stop on our tour took in the local Gunco rental operation. Once again no expense has been spared, the large facility includes extensive indoor and outdoor storage areas and a covered loading and unloading bay that can accommodate a large number of low loader delivery vehicles.

This facility must rate as one of the most impressive I have every visited in over 30 years in the crane and access business.



The covered loading area at Gunco/TVH rental centre.



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A load of interest

Although this year's CPA Crane Interest Group meeting - held at its usual venue in Hockley Heath, Warwickshire in September - was slightly down in numbers compared to previous years, there were plenty of topics of interest to the UK crane sector.

Chairman Neil Partridge welcomed more than 60 members from 40 companies representing a good cross-section of crane rental and end user companies and manufacturers. As well as the usual updates, there were several topical presentations such as the Influence of Wind on Crane operations and devices to measure the effectiveness of crane carrier brakes.

The influence of wind

Continuing to raise the awareness of the influence of wind on lifting operations, Tim Watson highlighted the problem of lightweight but large surface area items such as turbine rotor blades. This subject was highlighted at the ESTA Wind Conference in Hamburg, Germany earlier this year and by major manufacturers such as Liebherr which has produced a very good guidance document, a DVD and organised free training courses - more of which will be scheduled for next Spring.

"Crane manufacturers calculate capacity on the basis of typical loads having one square metre of surface area per tonne and a drag factor of 1.2," said Watson.

"However, turbine rotors, portable buildings and similar loads could have a surface area to weight ratio five times higher and a drag factor in the range 1.5 to 1.8."

Other factors include the fact that wind speeds in load charts are based on a three second gust speed at the boom nose, not the average wind speed at a 10 metre elevation over 10 minutes that is given in weather forecasts. He said that an additional 20 to 35 percent load needs to be added to cover these factors.

Lifting persons with cranes

In February of this year FEM updated its guidance on lifting



Neil Partridge

people with cranes, stating that lifting people for entertainment purposes is not within the design scope of a crane, making it a new machine for the purposes of the Machinery Directive. FEM says that a mobile crane CAN be used to lift people if additional technical requirements are fulfilled and there is a further assessment by a third party. Ian Simpson of the Health & Safety Executive said that there was no change in the HSE's position on lifting people at work. For entertainment purposes, it would not object provided it was done in accordance with FEM guidance and was properly planned, supervised and risk assessed.

Revision to EN13000

The Amendment to European crane design standard EN13000 is underway and expected to be published in 2014/15 with a further revision expected in 2017. The amendment includes clarification on wind loads, a limit on noise levels in the cab and the requirement for monitoring outriggers and retractable tracks. The revision in 2017 will include the use of EN13001 for stress and stability calculations, asymmetric outrigger position monitoring, interlocks and outriggers and greater protection for persons working at height on cranes.



Diarmuid Gavin's Sky Garden at the Chelsea Flower Show in 2011

HSE Fee for Intervention FFI

Simpson also covered the HSE's Fee for Intervention regime which came into effect on 1st October. Fees of £124 an hour are now chargeable for investigation work where there has been a material breach. He said that HSE inspectors would be more targeted in the inspections they make, but as construction is considered to be high risk, routine visits can still be expected. The HSE is likely to recover £30 million in the first year which equates to a third of each inspector's time being charged.

Road brake testing

With mobile cranes in the UK currently exempt from MOT testing - and no significant development since the last CPA meeting - independent verification of brake performance is not required. This may change as Barry Copeland - whose wife

and daughters were killed in an accident involving the lack of preventative maintenance on a mobile crane in Aberdeenshire in 2008 - is campaigning for a change in legislation to bring mobile cranes into the scope of an MOT test.

Whether or not this happens, owners are still required to ensure vehicles are maintained in a safe and roadworthy condition. Test equipment - such as a decelerometer or G metres - can help measure and compare braking efficiency. Simpson showed one such device and while it will not give a pass or fail reading, results can be compared with readings taken when the crane is new or after a brake rebuild. Basic decelerometers are available for around £300 with more sophisticated units that can print out results for around £1,000.



A range of decelerometers.

The big issue...

With the influence of wind on lifting operations becoming more prominent, we talked with Liebherr technical director Hans Dieter Willim, on the relative benefits of telescopic and lattice booms.

"Wind is a big issue and many people do not take it seriously," says Willim. "You can see when a boom bends, when an outrigger lifts, but you cannot see wind until the load moves and then it is too late."

Many people think that a lattice boom crane is better in windy conditions because the wind blows through the lattice structure - but according to Willim this is not true.

"A lattice boom acts in a very similar way to a telescopic boom because the surface area - when fully calculated - is very similar. Both have the same problem which is the load and not the boom. This wind problem has grown because of taller and heavier wind turbines and longer booms. The solution to wind is simple - use a bigger crane! But we all know that this costs more money to buy or rent so we use smaller cranes with just enough capacity for the job, hoping they will be ok."

"Training is essential and I can see a 'driving license' for European operators such as the NCCO in North America being implemented in the next few years. The ESTA wind conference was useful in highlighting the problems, but something simple that will help is giving the operator the area of the load and the drag factor as well as the wind forecast for the contract. Once the load is lifted and the wind speed increases you cannot do anything."

What are the relative benefits of a lattice and telescopic boom?

"When both types of boom are at their maximum capacity they are as safe as each other. However when



Hans Dieter Willim

your load is about 50 percent of maximum capacity the lattice boom is better because it works purely in compression and there is still a load on the boom. A telescopic boom with Y guy system works most efficiently when it has full load. If the crane has a certain capacity for the nacelle, when lifting the lighter rotors the boom is not working as efficiently. Cranes are strong when lifting in line and are not designed for side loads. These can be accommodated in the design but capacity reduces considerably - which results in using a bigger crane."

"For me the future is a single blade installation which takes only a little longer and saves set-up space however a lot of manufacturers cannot rotate the windmills during installation. Manufacturers are now realising that it is more dangerous lifting the whole rotor assembly. Offshore where there are higher wind speeds, blades have to be installed individually. However simple things such as lifting the blade flat and not in the upright position make an enormous difference - a factor of three - which makes the lift safer."



A Siemens wind turbine installation



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Demand soars for ALLMI Thorough Examination training

C&a

ALLMI focus



ALLMI's Campaign for Competency continues to have a positive impact on the loader crane industry, with demand for the association's Thorough Examination course tripling during the second half of 2012.

Chief executive Tom Wakefield, said: "we have spent a considerable amount of time over the past couple of years highlighting the importance and the legal requirement for thorough examinations and load tests to be carried out by engineers who are 'competent' to perform them.

We've always said that one of the most effective ways for end users to be sure of this is to use an ALLMI accredited examiner from an ALLMI

member company and these engineers are now listed on our website as part of their employer's profile. We find that more end users are insisting upon ALLMI qualified engineers carrying out this kind of work, which has led to a number of new companies joining the association and a further increase in demand for the training. We are very pleased to see that the industry recognises the value of ALLMI accreditation and the benefits that the thorough examination training brings."

The ALLMI Thorough Examination and Load Test course covers the following modules:

Module 1: Course Introduction

Module 2: Legislation

Module 3: Safety Considerations

Module 4: Documentation

Module 5: Visual Inspection

Module 6: Function Check

Module 7: Calibration Check

Module 8: Overload Test

Module 9: Stability Test

Module 10: Dynamic Test

Module 11: Post Test Inspection

Module 12: Signing Off

Module 13: Practical Session

Module 14: Assessments

Module 15: Course Review & Feedback

Next time your loader crane is subject to a thorough examination, ask for a copy of the examiner's ALLMI card and look for the "T. Exam" category.

Appointed Person training on the increase

Demand for ALLMI's Appointed Person course continues to rise, with a 20 percent increase during 2012. ALLMI technical director, Alan Johnson, said: "The increase in demand for the training not only reflects the quality of the course and the fact that it's the only one of its kind available in the UK, but also the continuing growth in awareness within the wider loader crane industry. The course was developed as a result of the revision of BS7121 Part 4, which clarified the roles within the lifting team hierarchy and reinforced the need for formal lift planning. Since the launch of that document in 2010, ALLMI's Appointed Person course has played a key role in educating fleet owners on this subject and helping them to train the relevant members of their workforce to the highest standards."

Whole vehicle type-approval guidance

Further to an amendment to Directive 2006/47/EC and also extensive consultation with members, ALLMI's Whole Vehicle Type Approval (WVTA) working group has introduced new guidance.

Technical director, Alan Johnson, said: "Whilst many people have been aware of the impending introduction of Whole Vehicle Type Approval, concern or confusion still exists in many quarters with regard to how this will affect specific industry sectors. The WVTA Working Group was set up with the aim of assimilating facts considered relevant to installers of loader cranes. We appreciate that the advice given is somewhat parochial, as we recognise that many ALLMI members are also involved in vehicle bodybuilding or chassis engineering, however, the decision from the outset was that as a lorry loader association, ALLMI's focus should remain solely on how it impacts our core activity as an industry."

The WVTA Working Group Chairman is Les Drage of Palfinger importers, T H White; he comments "at the inaugural meeting of the Working Group, it was decided that some

initial information and guidance should be assembled for circulation to ALLMI members. In 2011, Issue One of the guidance was distributed, yet its main aim was to stimulate debate and create further questions, which inevitably it did."

"The working group met again this year, having collated the various queries raised by members and having reviewed the amendments to the framework directive. Issue Two is a result of our discussions and research on these issues. It is anticipated that further revisions will be provided on a periodic basis in the build-up to implementation."

"The next meeting of the ALLMI WVTA working group is scheduled for early 2013. It is therefore

essential that we continue to receive as many comments and questions as possible, in order to assemble a list of the main issues for the working group to address."

"Whole Vehicle Type Approval will have an impact on all companies involved in the installation of ancillary equipment to vehicles. It is the aim of the working group to ensure that ALLMI members have the best possible understanding at the earliest opportunity in order to grasp the issues raised and to be prepared for any changes they may need to implement within their businesses" added Johnson

If you would like a copy of ALLMI's WVTA guidance, or if you would like to discuss the issue, then please contact ALLMI.



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Loader crane driver charged £2,000

Loader crane driver/operator Wayne Ford has been charged £2,000 in fines and costs after the crane he was operating in Bryntirion, Mountain Ash, Wales last August overturned while unloading scaffold materials. Martin Sapec, 54, was standing on the truck bed at the time and was thrown to the ground as it overturned. The falling load landed on top of him, compounding his injuries which included a broken pelvis and ankle. Ford had deployed the outrigger jacks but not extended the beams resulting in insufficient stability for the load he was lifting, causing the truck to overturn.

An investigation by the Health and Safety Executive determined that Ford was responsible for the truck, and was at fault for not using the crane in the correct, safe manner. Ford pleaded guilty and was fined £1,000 plus a further £1,000 in costs. HSE Inspector David Kirkpatrick said: "Mr Sapec sustained serious injuries in this incident, and could easily have been crushed and killed. Operators of vehicle mounted cranes must ensure the safety of people they are working with by using the equipment in the proper manner. Had the extending outriggers been used for their intended purpose the incident could have been avoided. It was wholly preventable on that basis."



\$13,500 fine for tree pruner

A man, Gerald Shields, has been fined A\$12,000 plus A\$1,400 in costs following an incident while pruning trees in Myaree, Western Australia. He and an employee were working from a fully extended truck mounted aerial lift, but as they lowered the lower boom, one of the front outriggers sank into a soak well. The machine overturned and the men were thrown from the platform onto the roof of a nearby building. Shields suffered minor scalp injuries, but his employee suffered injuries to his right wrist and forearm.

No outrigger mats or harnesses had been used and the outrigger safety interlock switch had been interfered with, allowing the boom to be elevated without the stabilisers being deployed. Shields, pleaded guilty to failing to provide and maintain a safe work environment while pruning the tree for the Department of Housing and Works in May 2012. An adequate pre-start check had not been carried out, the interlock switch was taped down and one of the controls had been replaced with a hammer.

WorkSafe WA Commissioner Lex McCulloch said: "This employer seems to have had absolutely no regard for his own safety or that of his employees. There have been many instances in WA of lifts tipping over, resulting in serious and critical injuries and deaths. There were no safe systems of work in place for the operation of the lift or for the protection of the employees."

Poor work at height practice costs £5,000

A self-employed demolition contractor has been fined after members of the public reported workers operating unsafely on the roof of a pub during its demolition. Colin Rogers, 59, trading as Central Demolition & Salvage Specialists, was the principal contractor at the former Jolly Colliers pub in Ripley, England in May 2011. The Health and Safety Executive received complaints from three members of the public, one of whom took photographs of the unsafe work. They showed workers on the roof of the two-storey building without any measures to prevent them from falling. As a result, the HSE gave Rogers advice on safe working at height, however, during a follow-up visit, the unsafe practices were still taking place.

Rogers was fined £2,500 plus costs of £2,500 after he admitted breaching the Safety at Work Act. HSE Inspector Lee Greatorex said: "The dangers that the workers faced were so great and so obvious that members of the public took the trouble to contact us with their concerns. Colin Rogers blatantly ignored HSE advice leaving a worker at the site exposed to an unnecessary risk of a serious or even fatal injury. Demolition and work at height are high risk activities. There is a need to adequately plan for such work and ensure those plans are fully implemented and monitored effectively."

AJ Access opens indoor training centre

UK-based AJ Access has fully refurbished premises it owns in Caldicot, South Wales - close to the Severn Bridge - converting them into a new IPAF/PASMA training centre complete with an indoor area for practical, hands-on training. See www.vertikal.net for full story.



AJ Access has opened an indoor area for hands-on training at its new training centre in Caldicot

Who trained him then?



Snapped in Poland earlier this year - two men using a loader crane and harness to work on overhead cables. It is hard to know where they train to do it this way

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"Syrinx is easy to use, self explanatory and yet sophisticated." Ben Hirst



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Anti-entrapment solutions: IPAF reminds industry of existing guidance

No one single device will prevent all crushing and trapping accidents, and the basis for preventing such accidents must go together with appropriate training, adequate familiarisation, risk assessment, proper planning and management of work at height, says IPAF. The Federation's reminder comes amid a move by several UK contractors to require the fitting of specific anti-entrapment devices to all telescopic booms on their sites.

IPAF reiterates that there is current best practice guidance on avoiding trapping/crushing, first published in July 2010 by the UK-based Strategic Forum for Construction Plant Safety Group, of which IPAF is a part. This guidance is endorsed by the UK Health & Safety Executive (HSE).

"Incidents could have been prevented by correct planning and preparation, selection of appropriate machinery and proper use," writes Phillip White, HM chief inspector of construction and chairman of the HSE Construction Industry Advisory Committee (CONIAC), in the foreword to the guidance, referring to crushing/trapping incidents that have happened. The guidance is available in six European languages and a US edition, at the Publications section of www.ipaf.org. IPAF has also published guidance on the selection of anti-entrapment devices for aerial lifts.

"IPAF members have been at the forefront of the debate about understanding and preventing entrapment incidents," said IPAF chief executive Tim Whiteman. "These initiatives have involved manufacturers, rental companies, contractors and safety authorities around the world. The recently launched PAL+ training course is designed to address work in high risk environments. While there is a risk of trapping/crushing when operating equipment, aerial work platforms are one of the safest ways to work at height and entrapment risks should be addressed on all fronts, not just through the reliance on a specific device."



IPAF instructors gather for a day of professional development through lectures and workshops

Continuous learning at PDS events

Instructors from IPAF-approved training centres turned out in force for this year's Professional Development Seminars (PDS). Some 106 instructors attended the PDS in Oxford on 18th October while more than 120 attended the PDS in Wakefield on 6th November.

The PDS is the annual event for IPAF qualified instructors and ensures that they remain up-to-date with legislation and training in the use of powered access equipment. Through attending the event, instructors gain Continuing Professional Development (CPD) points, necessary to maintain their IPAF instructor status.

Other PDS events will follow in the next months across several countries. Details are at www.ipaf.org/events

Enter now to win an IAPA in Miami

Entries are now open for the International Awards for Powered Access (IAPAs) 2013. The IAPA awards ceremony and dinner, and the IPAF Summit conference, will be held on 26th March at the Hilton Miami Downtown Hotel, Florida, USA.

There are 10 award categories, open to all companies and individuals in the powered access industry, including Access Rental Company of the Year, Contribution to Safe Working at Height, and Award for Outstanding After Sales Service. Another three categories are designed specifically for IPAF member companies and individuals.

The judges are looking for professionalism and good business practice, innovation and forward thinking, quality, and client satisfaction. The basic criterion is simple – the judges want all entrants to tell them why they believe their company, project or product is special and why it deserves to win an award in a particular category.

Awards are for activities undertaken and for products launched in 2012. The deadline for entries is 21st December. Entries must be submitted using the official entry form available at www.iapa-summit.info. Alongside the IAPAs, there will be an access photography competition, sponsored by Facelift, who will donate the €1,000 prize. Judges are looking for a spectacular or beautiful shot that helps promote access equipment and/or highlights an important aspect of safety or productivity. Details at www.iapa-summit.info

Third quarter results of accident reporting revealed

IPAF's accident reporting project shows that there were 26 deaths resulting from 25 accidents worldwide involving aerial work platforms from January to September 2012.

Results for the last quarter reveal seven fatalities from six accidents, all involving boom lifts (3b) and the main causes were: electrocution (2), fall from platform (2), overturn (1) and entrapment (1). In one of the accidents involving electrocution, both the operator and a work colleague in the platform died. Three updates on the provisional half-year results announced in July, brings the reported number of fatal accidents worldwide to 25. Of these, 15 involved booms (3b), seven vehicle mounts (1b) and three scissor lifts (3a). The main causes were: fall from platform (7), electrocution (6), overturn (5), mechanical/technical (4) and entrapment (3).

15 of the accidents occurred in the USA, three in the Netherlands, two in the UK and one each in Australia, Canada, Singapore, Spain and Switzerland.



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"Blanket policies cause problems - who is best able to determine risk? Is it the construction company or the person planning the job? I can't tell you what to do, as principle contractors you have to decide yourself on what changes to make."

Joy Jones of the HSE Construction division speaking at the recent IPAF seminar on anti-entrapment devices in London.

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Towers and aerial lifts: All in a day's work

Mobile access towers are good for business. That was the message from PASMA in last month's Cranes & Access when the association invited hire companies, and aerial lift stockists in particular, to add towers to their existing product portfolio.

One company that has long recognised the business benefits of mobile access towers is family owned and run Smiths Equipment Hire - a PASMA member and one of the largest independent hire specialists in North West England.

Headquartered in Blackpool in the resort's original tram sheds, the company was established over 40 years ago having developed from the family's long established coal merchant and haulage operation. Smiths has depots across the region and the business is run by brothers and directors David and Thomas Smith.

cost effectiveness of this simple, straightforward but effective piece of access equipment. It's also true to say that since their introduction in 2005, the Work at Height Regulations have been a noticeable factor in driving demand."

"Across our 10 depots which include Preston, Blackburn and Manchester, we have over 150

The Blackpool tram sheds where the company is now based



Mobile access towers have been an integral part of the company's product range - which includes everything from ladders, alloy towers and aerial work platforms to compaction equipment, compressors and air tools - since it began trading. "No hire specialist worth its salt can afford to ignore towers," says Thomas Smith. "When it comes to access, it's essential that you offer customers a complete range of solutions, one of which will be the most suitable for the job in hand. It could be a simple ladder or stepladder, a set of podium steps, an alloy tower, a boom or scissor lift. Each one has different features and benefits that must be considered."

"What's important is that the right equipment is used in the right way and that the person using it is as safe as possible when working at height. As far as towers are concerned, we've experienced a year on year increase as more and more customers have come to appreciate the flexibility, safety and

Through the Trap (3T) and Advance Guardrail (AGR) towers in stock, alongside 260 pieces of powered access equipment. Utilisation of both is currently averaging around 50 percent. As a business, two of the things we rate highly about towers are their long life and low maintenance. Once purchased and then inspected regularly, our experience has been that they require little or no maintenance. On the very rare occasions when components have needed replacing, often after many years of service and literally hundreds of hires, we have been able to replace them quickly, easily and at modest cost. For return on investment towers are hard to beat."

"As a PASMA training centre we also enjoy the benefit of an additional income stream by delivering the association's industry-standard 'Towers for Users' course aimed at personnel who are responsible for assembling, dismantling, moving and inspecting

Directors David and Thomas Smith



mobile towers. Training is now a crucial component of work at height and here at Smiths we offer it as part of a total package. The phrase 'one stop shop' has never had more importance or relevance than it does today."

"There are over 300,000 PASMA card carriers, working in a huge number of different sectors throughout the UK and Ireland. A recent and much welcome development has been PASMA's introduction of a Facebook facility which allows training centres like ours to post and publicise details of last minute deals. It's something we've already taken full advantage of and demonstrates how the

association is embracing social media as an effective communications tool on behalf of its members."

"Tower training currently accounts for almost 30 percent of our total training income which also includes safety harnesses, manual handling, abrasive wheels, ladders and stepladders, forklift trucks, booms, scissor lifts and trailer mounted access platforms through IPAF. From both a hire and training point of view, towers have a proven track record and will undoubtedly remain a mainstay of our business."

For more information about towers and tower training, visit www.pasma.co.uk

The original fleet of vehicles when the company first traded as a coal merchant and haulage operation



As a PASMA member, if you have an interesting or unusual story to tell about towers and tower training, please send it to michael.fern@pasma.co.uk

2013

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Ruddy lifting points!

German-based chain, sling and lashing specialist RUD, known for its shocking pink hooks and chain sets, has introduced a new rotating eyebolt system dubbed the StarPoint VRS eyebolt.

Standard eyebolts are designed for vertical, symmetrical lifts and loadings that exceed an angle of 45 degrees from the bolt's centre line can have a major impact on its maximum load limit. A fixed eyebolt will inevitably attempt to turn in the direction of the pull upon it, which can easily result in it becoming loose, causing it to bend or shear. The advantage of the StarPoint eyebolt is that it is able to rotate through a full 360 degrees, allowing



The StarPoint in a distinctive florescent pink powder coating.

it to adjust to the direction of the load lift therefore eliminating the costs and dangers that are inherent with bent eyes, backed out threads and over-tightening. Available screw thread sizes range from eight to 48mm with capacities ranging from 400kg to 32 tonnes and an 'Easy-Fit' key enables it to be fitted without the use of tools.

A pivotal moment

Italian lift attachment manufacturer CAM Systems has introduced a 180 degree box rotator attachment for telehandlers and fork lift trucks.

Developed in response to market demand in Italy and France, the attachment has been designed to transport and rotate boxes through the vertical plane with forks rotating clockwise 180 degrees. An adjustable folding third arm provides additional support through the rotation and its open design

provides optimal visibility. The attachment can be fitted to any FEM II fork carriage and is also available with either a different upper carriage rail widths, a semi-integrated side shift or a version specifically designed for foundries.

Belgian replacement parts specialist TVH will distribute the attachment after acquiring CAM Systems earlier this year and having spent three years prior as its exclusive distributor.

The 180 degree box rotator attachment on a fork lift truck



An example of an automated system installed on a stacking crane

First remotely operated cranes

Power and automation specialist ABB has recently won two contracts to provide port operators APM Terminals and Rotterdam World Gateway with an automated Ship to Shore (STS) crane system.

A series of ABB systems combined with onboard cameras enables STS operators to remotely control and supervise all crane movements on monitors from a control room located in the terminal building. The company claims the improved working ergonomics help reduce the stress on the operators back and neck and that the onboard cameras provide a more comprehensive view than from within the crane cab.

When an operator is on-board an STS crane the working speeds have to be limited. The automated system removes this problem enabling the crane to work faster and with shorter ramp times, the loading times become significantly reduced. The system is also designed to automate the crane's corrective movements to ensure accuracy and speed, improving overall efficiency.

Additional automation systems available with this technology

include Skew Control which controls containers in strong winds, Ship Profiling System which uses lasers to outline the ship profile and an Automatic Container Landing System which performs fast, accurate and safe landings fully automatically.

In order to use ABB's automated systems two five day courses need to be completed. The first 'basic' five day course provides information on the crane system which includes functionality, components and documentation. The second 'advanced' five day course builds on what was taught on the basic course and ensures the trainee is able to understand the complete system and perform maintenance as well as troubleshooting.

Scheduled to be operational in 2014 the automated STS cranes at APM Terminals and Rotterdam World Gateway at their respective terminals located in the Port of Rotterdam will become the first STS cranes in Europe to be remotely operated. APM Terminals' STS crane will also be a world first unit that does not have an operator's cab installed on the crane.

enquiries

To contact any of these companies click on the 'Access & Lifting Directory' section of www.vertical.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@vertical.net with 'Innovations' typed in the subject box.

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

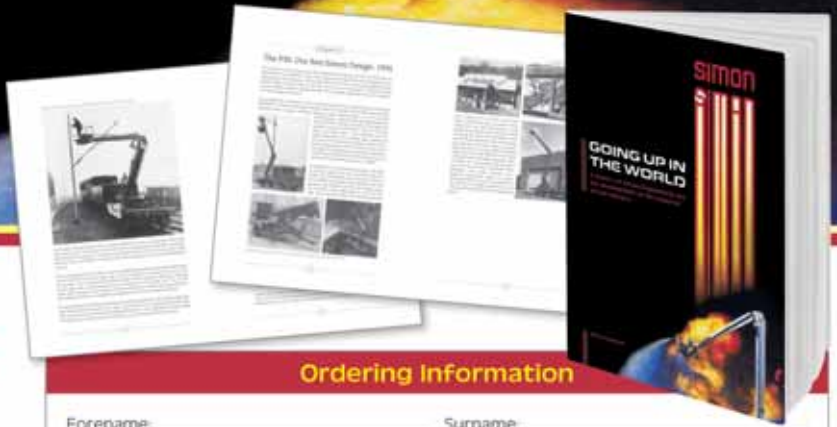
Ashworth was a keen engineer and from an early age found himself in at the very start of the modern powered access industry.

His book is an unusual combination of autobiography and history of Simon Engineering Dudley, a pioneer of the powered access industry and at one time, the world's largest manufacturer of aerial lifts.

The coffee table sized book, is highly readable and includes around 150 photographs and drawings from the very beginning of the industry. It is a 'must read' for anyone who is interested in powered access, the hydraulic equipment industry or in comparing modern day engineering challenges with those of an entirely different era.

The book is available direct from the publishers at £19.50, plus £4.50 postage and packing.

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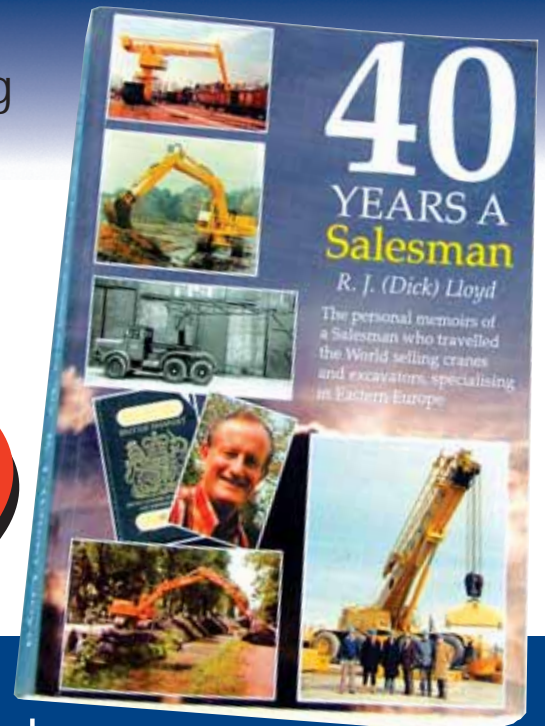
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Terex AC 1000

The original Terex AC 1000 mobile crane appeared at Munich's Bauma exhibition in 2010, and has been in an extended period of development and testing ever since. It has a maximum capacity of 1,200 tonnes, while the overall system length of boom with fly jib is 163 metres. The 1:50 scale model by Conrad has now been released indicating that the real crane is approaching entry into service.

A comprehensive pictorial assembly manual for the model is included and assembly of the crane in its various configurations is straightforward, although there are no reeving diagrams for the hooks.

The nine axle carrier is impressive with all axles steering independently so all steering modes can be simulated, and fully working suspension is included. The outriggers are metal and heavy with good casting details and graphics, and are fully functional with smooth pistons. They are also removable so the carrier can be posed in a minimum weight configuration.

The crane cab has metal handrails and mini ladders, and there is reasonable detail. It tilts and swings from the transport position. The crane superstructure frame is a simple but heavy casting and it includes a small auxiliary winch and a pair of plastic slew motors.

The main winch assembly is a separate part with three large winch drums, and two counterweight trays hook on and can be loaded with detailed ballast plates. The model can be posed in a self-ballasting pose.

Ready to lift



Impressive supported off the wheels by the outriggers

The telescopic boom consists of a heavy five stage main section and a removable four stage secondary section, and both have nice metal sheaves. The boom is raised using two very large lift cylinders which have a locking mechanism which is tightened using a supplied spanner. It works really well and gives confidence that they will hold the boom up as desired.



In the lightest road configuration



The parts make very good transport loads



Setting up

The sideways superlift system is mainly metal with some plastic elements and it is also both fully functional and removable. Three different sized hook blocks are supplied which gives welcome display options and they are nicely detailed.

A key feature of the model is the flexibility of display. A variety of transport configurations for the carrier is possible and many of the parts make very good transport loads. The crane can be configured in many combinations of boom, sideways superlift and hooks, and with maximum boom extension the model is over two metres tall.

Overall the AC 1000 is a very well-made model which is both heavy and robust, and it is very well engineered having regard for the heavy loads that it will sustain. It is available from the Terex web shop for €393.

To read the full review of this model visit www.cranesetc.co.uk

Cranes Etc Model Rating

Packaging (max 10)	8
Detail (max 30)	22
Features (max 20)	19
Quality (max 25)	21
Price (max 15)	12
Overall (max 100)	82

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Building a social network

In this technology driven age a computer, a decent network connection and a bright spark of initiative can be the difference between success and failure. Ed Darwin takes a look at how social media, the latest online development which has taken the world by storm, has changed the way people communicate and highlights the benefits and the potential pitfalls of introducing social media within a business.

With the birth of the internet few could have ever predicted the impact it would subsequently have on society. Since the introduction of the World Wide Web 21 years ago the number of people connecting to the internet every day has increased exponentially to over 2.5 billion and is rising daily. Not only has it changed how society functions but it has also revolutionised how businesses are run. Before the internet, a company might open up a store and rely on passing demand alone to become successful. Its best marketing tool, other than perhaps an advert in the local paper, would have been by word of mouth. In today's climate this has not changed a great deal, word of mouth is still regarded as one of the best marketing tools available, however the big difference between then and now is that the internet has given businesses the power to carry that 'word of mouth' all the way around the world.



Over the last 20 years traditional online methods like website content and email campaigns have been used formally to inform or interact with customers. This is changing though as a new method of communication is gaining momentum in the form of social media.

So what is social media?

Categorically defining social media is not exactly straight forward, not only does each social network site vary from the next but they are also still evolving and adapting at a rapid pace to suit the needs of their users. What makes social networking unique is that an individual, who has access to the internet, is able to share content, opinions, insights, experiences and perspectives with the world. A platform is provided to engage, interact, inform and entertain other users, using a wide range of mediums which include images, videos and text. The same process is available for businesses to utilise.

Whether you own a worldwide company or you are a sole trader, you can create an online presence and by using this digital 'word of mouth' communicate to either to an individual or the masses alike. Creating an account on these user-friendly sites is very simple, all you need is an email address and basic information about yourself or company. After logging in, and depending on the networking site, you are then free to upload pictures, post status', watch videos and find other people you know who are using the site. Once you 'add as friend' (Facebook) or 'follow' (Twitter) people you know they will receive any information you post on their profile. This interaction can happen between two people, a handful of acquaintances or potentially on a global scale.

While many of our readers are already fully tuned in to all the various forms of social media, a significant majority of the population haven't a clue what all these things are or how they work. We thought it was worth a brief introduction to some of the most popular social networking sites currently being used. (see panel right)

So what's all the fuss about?

The prospect of connecting with the mind numbingly high user numbers

is almost enough for a company to incorporate social media immediately. But as you can see from just some of the mentioned networking sites available there are a multitude of sites to choose from with each one slightly more varied from the last. Before opening an account it's important to consider what each site has to offer and how customers will best benefit from the sites you choose. Figure out which sites are best for your demographic because without a fully developed plan you could end up squandering time and effort on irrelevant sites – remember of the millions of users not all of them will be your customers.

It is worth mentioning that social media is not just another avenue for advertising and therefore should not be used as an opportunity to contrive loosely veiled sales pitches. The emphasis is on establishing trust and building relationships with people who might express an interest in your products further down the line. Although it doesn't hurt, the objective is not to try get as many 'likes' or 'follows' as possible, concentrate instead on providing fun and interesting content and remember it is not a place to post stuffy financial reports! Use your imagination and be creative: run competitions, release sneak previews of new products, tell customers of any charity events the company takes part in. You can also use it to learn what your customers want, to improve what you already offer them, or to respond to any feedback. Social networking sites are ideal for companies who have a story or something interesting to say, take some pride in your company and its accomplishments and use the opportunity to break down the corporate wall by injecting it with human interest. People don't always trust companies so one of the best things to do is to humanise your business, which is after all made up of people and what better way to do that than put a live person in front of them?

Sites such as Twitter and Facebook are often used by customers to highlight problems or issues they have encountered with companies or products. Although no one enjoys receiving criticism, at least you are in a position to address problems and deliver direct feedback. This is



Facebook

The most recognised site Facebook connects millions of individual profiles together on a personal level. It is also a place where businesses can create company profiles providing information, pictures, videos and regular updates. Similar to a good company website, it is easier to update and can also be used to actively communicate with interested parties in a two way exchange as well as being a great way to amass a fan base.

Numbers: One billion monthly active users.



Twitter

Twitter can be used by businesses to reach customers in real time and vice versa with the use of short (140 characters) 'tweets', easily sent from a smart phone or computer. It is used to quickly share information with people interested in your products and services, gather real-time market intelligence and feedback, and to build relationships with customers, partners and influencers. Essentially Twitter offers businesses an easy way to reach those interested in your company.

Numbers: 100 million active monthly tweeters and 400 million monthly visitors.



YouTube

YouTube allows hundreds of millions of people to discover, watch and share all manner of videos. As the name suggests it provides a site for the individual to upload his or her videos online. It provides a forum for people to connect with, inform and inspire others across the globe and acts as a distribution platform for original-content video creators and advertisers both large and small.

Numbers: Over 800 million unique users visit YouTube each month and more than four billion hours of video are watched each month.



Tumblr

Tumblr is quickly becoming a force in the world of social media combining the social sharing of Twitter and Facebook with an easy-to-use blogging platform. Predominately used by the younger generation and students the Tumblr community is big on sharing and re-blogging. The key to its success seems to be in short, visual blogs so try not to get bogged down in longwinded text-intensive posts.

Numbers: More than 10 billion posts and 30 million blogs.



Pinterest

Relatively new on the scene Pinterest is a virtual bulletin board that allows users to 'pin' images and links which they find interesting. Although a large majority of users are women, this statistic is slowly beginning to change. Adding a 'pin it' button to any of your images on your site allows users to promote your products for you!

Numbers: Over 17 million users but growing fast!



LinkedIn

LinkedIn is the world's largest professional network which connects your work profile with other users in order to exchange knowledge, ideas, work opportunities as well as find suitable leads and contacts. Company profiles can be made where customers are able to review your products and services and follow your company to receive updates.

Numbers: Over 175 million users.



Google +

Google + is Google's latest attempt at a social networking site and one which might just have the legs to go the whole way. Similar to Facebook it can be used to create a company profile but also has the added bonus of working in conjunction with the world's most popular search engine. As well as gaining any programs associated with Google it also assists with optimised searches.

Numbers: Relatively new on the scene but has over 400 million users and growing.

important as too easily companies choose to ignore it. A report published last year showed that more than 70 percent of all complaints go unanswered on Twitter. You wouldn't ignore any other form of complaint so why ignore one on social media? Here are a few fairly light hearted examples of o2 responding to complaints after its network went down earlier this year.



Examples of o2 responding to complaints on Twitter

Fox at Planeta Terra

One way of attracting attention to your company is to think outside the box completely. Although exceptionally difficult, try creating an intelligent marketing campaign with the hope that it might go 'viral' - giving customers and people who wouldn't normally be interested in your company a reason to talk about you. A great example of this happened last year when German car manufacturer Volkswagen launched a social media competition in Sao Paulo, Brazil to promote the Volkswagen Fox being at one of the largest music concerts in the world - the Planeta Terra Festival. The company asked itself: "How can we let the rest of Sao Paulo know the Fox will be at the Planeta Terra?"



Volkswagen successfully targeted a specific area with a specific outcome by thinking outside of the box.

It offered free tickets to the concert but to make it more interesting hid them in 10 different locations around the city. An aerial shot of the city was up on its Twitter website and every time someone tweeted #foxatplanetterra it slowly zoomed in. After nearly 2,000 tweets the aerial view had zoomed in sufficiently to show the exact location of a set of the tickets. Whoever arrived at the destination first won the tickets and a few minutes later the next competition began. After four days of flooding Twitter with #foxatplanetterra it had become the top trending topic in Sao Paulo, successfully reaching Volkswagen's target audience right in Sao Paulo! To watch the video visit: www.youtube.com/watch?v=Xa7FvS-uq_8.

Some home truths

It is worth addressing a few 'home truths' about social media and debunk some of the myths. A commonly held misconception is that social media is free. While it is true creating a Facebook or Twitter account will not cost you anything, the hidden cost often over looked is time. If you are serious about incorporating social media be aware

that it will operate at a loss in terms of effort put in to rewards reaped - at least initially. However once integrated into your business it will eventually help you meet your business goals and objectives, while boosting brand recognition and enhancing company reputation. Your social media communications plan must be as carefully crafted as any of your other marketing efforts.

Another popular belief is that you only need to spend a couple of minutes a day working on your social network sites. A recent study

examining how marketers are using social media to grow their businesses revealed that 59 percent spend six hours a week on social media while 33 percent spend 11 or more hours. The same amount of time and effort needs to be set aside as you would with any other marketing campaign, which means that dedicating five minutes during a lunch break isn't likely to be enough. Posting the odd Facebook status here and the odd tweet there does not qualify as having a social media presence either and it is also not sufficient to delegate the responsibilities to the 14 year old kid currently on work experience, just because he already spends every waking moment on Facebook! Knowledge of how to use the sites does not mean they have the maturity, the insight or the strategic thinking for the business use of social media.

It's also worth mentioning that 83 percent of online adults use some form of social media, so the old myth that it's a young person's game or that your customers are not using social media is probably not true.

One of the most frequent questions asked is: how do you measure the effect of social media marketing and how do you track the generated revenues and return on investment? The problem with trying to determine return of investment is that you are trying to put numeric quantities around human interactions and conversations, which are not quantifiable. As with all marketing campaigns measuring success is often quite difficult however there are applications





Results displayed in an easy to read, user friendly format.

available to help. Free software programmes such as Google Analytics and Hootsuite can be useful tools in tracking conversations about companies and measuring campaign results. They are able to measure sales and conversions, track how visitors arrived at your site and can highlight which parts of your website are performing well and - maybe more importantly - which parts are not performing so well.

In our industry it is very unlikely that social media leads will perform the same way that other marketing leads might. What it can do however is reach potential buyers earlier in the sales process as well as reduce the number of touch-points needed to close a sale. Having a marketing strategy in place is essential when it comes to creating a sale. Remove any possible stumbling blocks by providing content designed to answer questions which are

commonly asked or pre-empt queries that are often heard throughout the sales process. Traditional sales-related email campaigns will not work with the social media



A tool that allows other users from multiple sites to repost any articles.

buyer so bombarding them with too much information will effectively work against you. Instead provide

valuable content that is both helpful and interesting as this will help drive the decision-making process.

Social media should not be used to replace traditional marketing expenditures but instead used in conjunction with it in order to achieve maximum results. Many companies, for example, which take out advertisements in magazines or on websites which target a specific audience will often provide the links and websites of its social media sites. This enables the company to keep the advertisement succinct, clear and to the point. If a customer

trust and building up a relationship as well as strengthen your customer service – far out-way the pitfalls which, with careful planning and insight, can be mostly avoided. Social media has made it more important than ever for businesses to operate in an ethical, fair and open manner - individuals around the world share their experiences of companies so negative experiences travel fast and far.

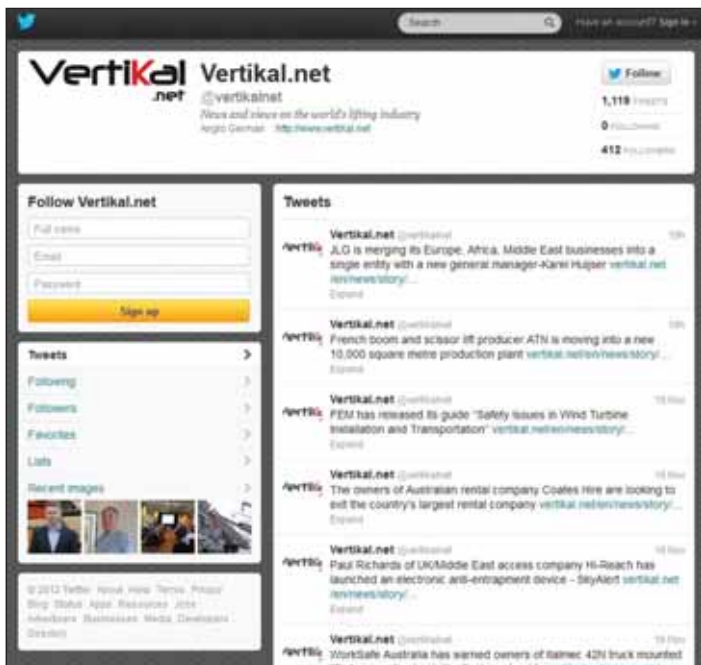
Here are two quotes worth keeping in mind, the first of which will be important to remember and the second of which captures the essence of social media.

Firstly chief executive of Amazon.com Jeff Bezos warns: "If you make a customer unhappy in the physical world, they might only tell six friends. But if you make a customer unhappy on the internet, they might tell all 6,000 friends!" And secondly Scott Cook, owner and founder of financial software company Intuit, comments: "Remember a brand is no longer what we tell the consumer it is - it is what consumers tell each other it is."

is interested then they know more information can be found by following the links provided.

You would be wrong to think that social media is just a passing trend. Granted, while no one can predict the future, the chance of the social media bubble popping anytime soon is highly unlikely, with statistics showing user numbers are still increasing month on month. Even if Facebook or Twitter were to lose popularity and go up in flames, the idea behind giving the power to the individual will remain with newer networking sites emerging as the old ones go down.

The benefits of social media – raising brand awareness, humanising your company, drawing attention to products and marketing campaigns, increasing



Readers Letters



Anti-entrapment devices

Good morning Leigh

Well done on starting a discussion that is sorely needed. I write I must stress as Austin Baker and not as IPAF or AFI-Uplift limited. Any work that is done to promote safety in our industry has to be applauded. Every injury received is one injury to many and the work being undertaken by the Manufacturers, Hirers and Contractors must be applauded.

For this concerted effort to work however the industry needs several factors to be totally aligned.

- We must all have the same aim
- We must all provide accurate information
- We must ensure that everyone is fully aware of the consequences of our actions
- We must all understand what it is we are discussing.

I am not trying to be simplistic. Mention has been made frequently of fatalities using MEWP's. Let us all be clear that a properly used MEWP by properly trained operators managed by properly trained managers under the control of properly run sites would reduce accidents without doubt.

The sad fact is however that often the industry becomes emotive over one incident, ignoring the thousands of man hours of operation that go by without a hitch. Once however the emotion starts to run we have, as in this case, ended up with emotion that is set to overrun common sense.

I have again recently seen reference to 'involuntary operation of controls' whilst the evidence of this being the cause of accidents is wrong. By its very action the effect of this action is actually a secondary act and not a primary function. The cause of these accidents is the fact that the operator has already been pushed onto the control surfaces following a crush type incident.

What we are all trying to do is protect operators from being

crushed in a MEWP. It is admirable that different engineering solutions are being sought by so many in order to protect operators. These must take their place along with better education and better and improved site conditions.

We do though need to reign in emotion and take a huge dose of common sense. I agree whole heartedly with Ray that IPAF along with the controlling government authority (HSE in the UK but others worldwide) need to grab hold and ensure that all of the facts are presented to all of the interested parties so that everyone be they contractors or hire companies, manufacturers be they large organisations or one man bands and as important health and safety officials all have the opportunity to make informed decisions and very importantly be allowed to trade in a free market whilst providing the very best that our industry can offer to their customers and suppliers alike.

So IPAF, what has been achieved in the past is commendable, but I am afraid that we have to live in the present and plan for the future. If this and challenges like this are not grasped and controlled with clear decisive leadership I fear that for some of our members, there might not be a future. We are looking to you to take this opportunity to show the membership exactly what IPAF is here for.

Austin Baker

This letter was one of many responding to an article we wrote concerning the issuing of notices by several major UK contractors insisting that as of January 1st latest all machines on this sites must be fitted with a specific electronic anti entrapment device. The ruling effectively bars a lot of machine types from site and creates a competitive issue as only one rental company has access to the stated type.

Ed

We now have approval to publish the following letter sent to ALLMI from the UKCG group of major contractors concerning recognition of the ALLMI training scheme.

ALLMI training scheme

Dear Mr Wakefield

ALLMI Lorry-Loader Scheme

Further to our recent meeting and correspondence, and the meeting of the UKCG health and safety sub-group on 20th September, I confirm recognition of the scheme as follows.

"The UKCG is pleased to include the ALLMI Lorry Loader Training Scheme as a "recognised scheme" under its "Accepted Record Schemes".

The UKCG recognise that the ALLMI scheme is used across the UK by a wide range of suppliers and contractors, providing a defined level of training for those using lorry loaders on UKCG sites."

Yours Sincerely

David Lambert

Head of Health and Safety UK Contractors Group

Tom Wakefield

Chief Executive Officer (CEO)

The Association of Lorry Loader Manufacturers & Importers (ALLMI)

Unit 7b, Cavalier Court, Bumpers Farm

Chippenham, Wiltshire,

SN14 6LH

8th October 2012

Readers Letters



Sir Matthew Goodwin

Sir Matthew Goodwin CBE CA 12/6/1929 - 9/10/2012

Following our coverage of Sir Matthew Goodwin's passing in the October issue of Cranes & Access we received the following letter of appreciation from his long term partner in Hewden Stuart - Ronnie Stuart

An appreciation by Ronnie Stuart

Matthew Goodwin first came to the attention of the business community as a man to watch in 1954, just after completing his National Service with the RAF, when he took a part-time evening job delivering elective lectures to Glasgow chartered accountant apprentices. Despite knowing at the outset no more about the specialist subject than any other newly qualified CA, such was his meticulous preparation, and charismatic lecturing style, that after a year or two attendances had built up from a mere handful to over 150 students, cramming themselves into the biggest lecture theatre the Institute could hire.

Being paid 'per capita' the extra money was very useful for an impecunious young man starting a family but, more importantly, through these lectures the name Matthew Goodwin became well known and highly respected by a whole generation of Glasgow chartered accountants.

In 1956 Matthew was head-hunted back into the profession from his mundane job in shipping, and quickly earned a junior partnership with Davidson, Downie & McGown. Contemporaries speak with awe of his immense powers of concentration, and ability to grasp and analyse complex situations, talents he deployed with great success as a professional accountant.

At the same time, he displayed a huge zest for life, an ebullient sense of humour – albeit somewhat quirky at times! – and had started to build a wide circle of friends, both personal and business (not that Matthew made any real distinction) which grew throughout his life, and with whom he was constantly in touch.

The story of his early involvement in earthmoving plant hire - the formation of Hewden in 1962 with client friends, the recruitment of Frank Jamieson to manage the business and the ensuing years of successful growth – has been told and retold many times

However, by 1968 take-over predators were already hovering, and Matthew had the insight to realise that major decisions were going to be needed to secure the best long-term interests of the shareholders and employees.

At the same time, Ronnie Stuart's Crane Hire business, established in Cambuslang in 1961, was getting into a similar position. The two companies were already on friendly terms, co-operating rather than competing, and Matthew suggested a meeting. He laid the two balance sheets side-by-side on the table and instantly recognised the immense synergy which would result from putting them together.

There and then he proposed in complete detail a scenario for a merger, to be closely followed by a public flotation. Matthew's visionary plan was promptly agreed upon, and immediately put into action. By October 1968 Hewden-Stuart Plc had come into being, and Matthew had resigned his CA practice to join the new Company as Finance Director.

Over the ensuing decades, this genius for imaginative corporate architecture was deployed time and time again as take-over followed take-over, and Hewden-Stuart grew to be, by a considerable margin, the UK market leader in its field.

As the company grew, Matthew (who took over as Chairman from Frank Jamieson in 1978) never lost sight of his principles of frugality, prudence, and of the crucial need to build and foster the Company's most precious asset – people.

This is well illustrated by noting that when Matthew retired in 1995, with the group employee count around 4,000, virtually every

member of the management team from the executive Main Board downwards had come into the group originally via an acquisition, in some cases 20 or more years previously.

The Company's shareholders also enjoyed unparalleled prosperity: £775 invested in 1000 shares at flotation would by 1995, and taking out all dividends, have grown (through scrip issues) to 20,648 shares worth £43,773, a multiple of 56. Shareholders were never asked for additional funds, and the dividend was increased in every year but one. No other London quoted shares in any sector came even remotely close to this record.

Following his retirement, Matthew entered into the final phase of his life with his customary gusto. For the first time he was able to fully enjoy his love of travel, and visited with Lady Margaret many far-flung parts of the world, much of this on safari adventures, or on small cruise ships.

He retained a few select business interests, neither personally lucrative nor prestigious, but where he thought he could do most good. His work with charities continued unabated, particularly East Park Children's Home. He followed his other leisure pursuits - a game of bridge or a day's shooting - at every opportunity: he excelled at both.

But it was in his country estate that Matthew perhaps found his greatest fulfilment outside of business. "Country Estate" is actually much too grandiose a title: there you will find no palatial mansion, no manicured lawns sweeping down to formal avenues of trees.

What you will find is a tiny cottage overlooking a magnificently wild, tree-lined lochan, nestling against a backdrop of the majestic hills of the upper Clyde Valley. This stunning vista has not arisen by chance: it has been painstakingly created and nurtured by Sir Matthew Goodwin over the last 40 years, much of it by his own hand. There is little doubt that some of his happiest times were spent there in the company of Lady Margaret, his family, and his many friends.

Perhaps he would be pleased if this were to be considered his finest monument.

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Bauma China 2012

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



2013/2014

Executive Hire Show

February 6-7, 2013
Exhibition for the UK Tool
Hire industry
Coventry, UK
Tel: +44 (0)1249 700770
www.executivehireshow.co.uk



ARA / Rental Show 2013

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



bc India

February 4-8, 2013
The second Bauma/Conexpo in
India. Mumbai, India
Tel: +49 89 949-20255
www.bcindia.com

IPAF Summit 2013

Annual Summit for International
Powered Access Federation
March 26th, 2013, Miami, USA
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Website: www.ipaf.org
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Bauma 2013

World's largest construction
equipment exhibition,
April 15th-21st 2013
Munich, Germany
Tel: +49 (0) 89 51070
www.bauma.de



EWPA National Convention 2013

May 8-9th, 2013 The Australian
work platform association event
Sydney, NSW, Australia
Tel: +61 (0)2 9997 5133
www.ewpa.com.au



Vertikal Days 2013

UK/Ireland crane and access
event June 26th-27th 2013*
Haydock Park, UK
Tel: +44 (0) 8448 155900
Fax: +44 (0) 1295 768223
www.vertikaldays.net



CICA Conference 2013

September 11-13, 2013
Australian crane industry
conference Hobart, Australia
Tel: +61 (0)3-9501 0078
www.cica.com.au



Europlatform

European access conference
October 2013. Istanbul Turkey.
Tel: +44 (0) 15395 62444
www.ipaf.org

SAIE 2013

Bologna Fair, building products.
October 2013, Bologna, Italy
Tel: +39 051 282111
www.bolognafiere.it



Samoter 2014

International earthmoving and
construction equipment show
February 27 - March 2, 2014
Verona, Italy.
Tel: 045 8298111
www.samoter.com

Conexpo 2014

The leading US
equipment show
March 4th-8th 2014
Las Vegas, Nevada, USA
Tel: +1 414-298-4133
www.conexpoconagg.com



Apex 2014

June 24th –
26th, 2014
Amsterdam, The Netherlands
Tel: +31 (0)547 271 566
www.apexshow.com



Intermat 2015

20- 25th April 2015,
Paris France
Tel : +33 1 49685248
www.intermat.fr



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35 t Liebherr LTM 1030/2	2003	4x4x4	30,00m + 15,00m
40 t Demag AC 40	2000	6x6x6	31,20m + 13,00m
45 t Faun ATF 45-3	2004	6x6x6	34,00m + 15,20m
45 t Faun ATF 45-3	2006	6x6x6	34,00m + 15,20m
50 t Marchetti MG 50.3	1992	6x6x6	32,00m + 16,00m
50 t Liebherr LTM 1050/1	1999	6x6x6	40,00m + 16,00m
55 t Liebherr LTC 1055-3.1	2005	6x6x6	36,00m + 7,80m
55 t Krupp KMK 4055	1989	8x6x8	35,10m + 16,00m
60 t Liebherr LTM 1060/2	2000	8x6x8	42,00m + 17,00m
60 t Liebherr LTM 1060/2	2001	8x6x8	42,00m + 17,00m
70 t Krupp KMK 4070	1991	8x6x8	38,10m + 16,00m
70 t Krupp KMK 4070	1995	8x6x8	38,10m + 16,00m
70 t Faun ATF 70-4	1999	8x6x8	40,50m + 16,00m
80 t Grove GMK 4080	1999	8x6x8	43,00m + 16,00m
100 t Demag AC 100	2001	10x8x8	50,00m + 17,60m
100 t Grove GMK 4100 L	2007	8x6x8	60,00m + 17,00m
110 t Faun ATF 110G-5	2008	10x8x8	52,00m + 30,10m
160 t Liebherr LTM 1160/2	2002	10x8x8	60,00m + 36,00m
225 t Liebherr LTM 1225	2000	12x8x10	60,00m + 22,70m
400 t Demag AC 1200 SL	1992	14x6x12	54,00m + 78,00m

YARD CRANE

Make / Type	y. o. m.	Drive	Boom / Fly Jib
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14 t Demag V73	1991	4x2x2	13,10 m

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Crowland Cranes	www.crowlandcranes.co.uk
E.H Hassells	www.hassells.com
Electrogen Int	www.electrogen.ie
IMC Cranes	www.imc-cranes.com
Jones-Iron Fairy	www.jonesironfairy.co.uk
Kobelco	www.kobelco-cranes.com
Leader	www.leader-piatt.it
Maeda	www.maedaminicranes.co.uk
Mantis Cranes	www.mantiscranes.ie
M. Stemick	www.stemick-kranen.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
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Heavy Lifting Equipment

Lifting Gear UK	www.lifting-equipment.co.uk
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Crane Hire

AB2000	www.ab2000.co.uk
Ainscough	www.ainscough.co.uk
Berry Cranes	www.berrycranes.co.uk
Bob Francis Crane Hire	www.bobfranciscranehire.co.uk
City Lifting	www.citylifting.co.uk
Emerson Cranes	www.emersoncranes.co.uk
John Sutch Cranes	www.johnsutchcranes.co.uk
King Lifting	www.kinglifting.co.uk
Ladybird tower crane hire	www.ladybirdcranehire.co.uk
Mantis Cranes	www.mantiscranes.ie
McNally crane hire	www.cranehire-ireland.com
Port Services	www.portservices.co.uk
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Mini Crane Hire

A Mini Crane Hire Company	www.aminicranehire.co.uk
Easi Up Lifts	www.easiuplifts.com
Easy Reach Scotland	www.easyreachscotland.co.uk
Emerson Cranes	www.emersoncranes.co.uk
GGR	www.unic-cranes.co.uk
Hire Maeda	www.maedaminicranes.co.uk
Industrial Access Romania	www.industrialaccess.ro
JT Mini Crane Hire	www.jtminicranes.co.uk

Peter Hird	www.peter-hird.co.uk
Tracked Access	www.trackedaccess.com

Self Erecting Tower Cranes

Airtek safety	www.airteksafety.com
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Vertikal.Net	www.vertikal.net/en/recruitment
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Rental Management Software

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Horizon Platforms	www.ipaftrainingcourses.co.uk
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Terex Atlas (UK) Ltd.	www.atlascranes.co.uk

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Genie GS-2646	9.9m	2004/5/6/7/8
Genie GS-3232	11.7m	2007/11
Genie GS-3246	11.7m	2004/5/6/7/8
Liftlux SL 153-12	17.3m	2001
Liftlux SL 180-12	19.8m	2008
JLG 1930ES	7.7m	2007
JLG 3246ES	11.6m	2007
JLG M4069	14.1m	2008
Skyjack SJ-4632	11.8m	2005
Skyjack SJ-4626	9.9m	2007

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Skyjack SJ-6832	11.5m	2007/8
Genie GS-3384 RT	12.0m	2005/6/7
Skyjack SJ-7135	12.5m	2007/8
Skyjack SJ-9250	17.1m	2007
Genie GS-5390 RT	18.1m	2005/6/7/8
Liftlux 210-25	23.5m	2006
Liftlux 245-25	26m	2007/8/9

Electric Booms 9.4m - 13.5m

Genie Z-30/20N RJ	11.1m	2006/7/8
Genie Z-34/22N	12.5m	2005/6
Upright AB38	13.5m	2004/5/7/8

Diesel Booms 16m - 20.4m

Genie Z-45/25J BI	16m	2005/6
Genie Z-45/25J RT	16m	2006/7/8
Genie S-45	15.7m	2005/6/7
Genie Z-51/30J RT	17.6m	2007
Genie Z-60/34	20.4m	2003/4/5/6/7
JLG 460 SJ	16m	2007

Diesel Booms 21.8m - 43.1m

Genie S-65	21.8m	2005/6/7/8
Genie Z-80/60	26.4m	2005/6/7/8
Genie S-85	27.9m	2005/6/7/8
Genie S-125	40.1m	2007/8
Genie Z-135/70	43.1m	2007/8
JLG 660 SJ	21.9m	2008
JLG 800 AJ	26.2m	2008
JLG 860 SJ	28.1m	2008
JLG 1250 AJ	40m	2008
JLG 1350 SJ	42.9m	2008

Specialised 12.2m - 42m

JLG Toucan 861	8.7m	2008
JLG Toucan 1010	10.10m	2007/8
Nifty TD 120 TN	12.2m	2007
CTE Traccess 135	13m	2010
CTE Traccess 170	17m	2010
Scanlift SL 185	18.5m	2000
Scanlift SL 190	18.4m	2001
Omme 2200 RBD	21.8m	2006/7/8
Denka Lift DL-22N	22.0m	2008
Aichi SP21A-J	23m	2005
Omme 3000 RBD	29.7m	2006/7
Spider FS 420C	42m	2008
Spider FS 520C	52m	2012

Telescopic Forklifts 4m - 21m

Manitou SLT 415	4m/1.5 tonne	2004/5/7
Manitou BT 420	4m/2 tonne	2007
Manitou MLT 523T	5m/2.3 tonne	2006/7/8
Manitou MT 932	9m/3.2m tonne	2008
Manitou MT 1030	10m/3 tonne	2006/8
Manitou MT 1435	14m/3 tonne	2006/7
Manitou MLT 1740	17m/4 tonne	2005/6/7
Manitou MT 1840	18m/4 tonne	2008
Manitou MRT 2150	21m/5 tonne	2006/7
Manitou MRT 2540	25m/4 tonne	2006/7/8
Manitou MRT 3050	30m/5 tonne	2008

Mini Crane 2 - 5 tonne

Valla 35E	6.5m/3.5tonne	2003
Maeda MC285 CRM E	8.7m/2.82 tonne	2006/7
Maeda MC305 CRM E	12.1m/2.9 tonne	2006/7
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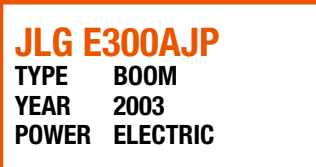
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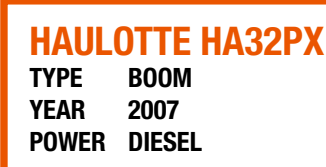
JLG 600AJ
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 YEAR 2003
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HAULOTTE HA32PX
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JLG 1930
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SKYJACK SJ3226
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 YEAR 2003
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UPRIGHT MX19
 TYPE SCISSOR
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HAULOTTE HS10DX
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