

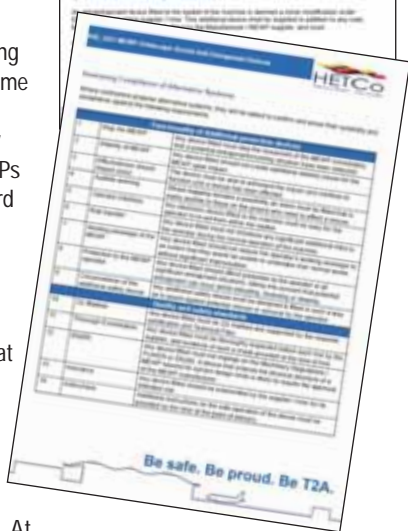
# UK contractors dictate entrapment solutions

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](http://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](http://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.



Karel Huijser

# 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.

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- 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.

As well as resisting damage, **ToughCage** absorbs much of the force of an impact preventing damage to the boom.

Should damage occur, the **ToughCage** rails can be replaced separately for a fast low cost repair.

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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 **Shaonxi 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

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