

# cranes & access

October 2006 Vol. 8 issue 7

## Crawler cranes

## Crawler mounted aerial lifts

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concept from Grove

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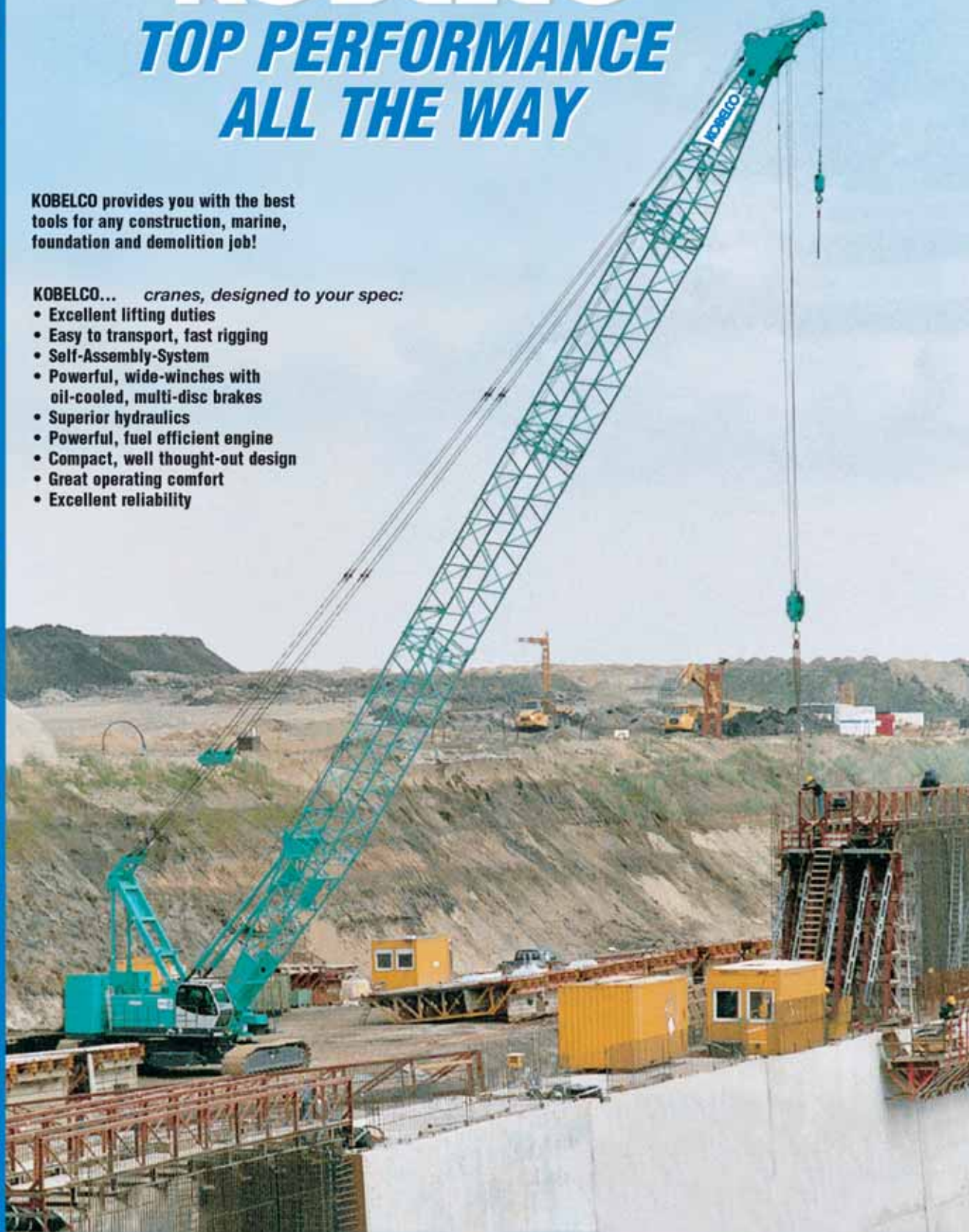
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## On the cover:

Grove's 1,100 tonne/metre capacity GTK 1100 provides an interesting alternative to current offerings. Will the massive mobile telescopic top slewing tower crane with up to 140 metres maximum tip height catch on?



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Demand for crawler cranes is probably at its highest for many years. Recognising the growth in certain sectors, manufacturers are now offering application specific machines. We take an in-depth look at the rapidly growing wind power sector and the cranes currently on offer; AGD Equipment is profiled and we check out a variety of interesting crawler applications.



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80 percent of all crane and truck mounted lift accidents are related to ground conditions. Gone are the days of railway sleepers and timber off-cuts - the latest outrigger pads and mats are purpose-made, easy to handle and virtually indestructible. But pads are only half the story - the correct outrigger set-up is essential to reduce accidents. C&A investigates.

Making Tracks 30

Sales of tracked 'spider boom' aerial lifts have soared in recent years. We explore the rarer self propelled crawler lifts, look at some very special crawler mounted scissor lifts and ask why they are not more popular in the UK and Ireland?



In the next C&A

November/December is time for our annual Rental Rate guide, Knuckles booms, attachments and lifting gear, Articulated self propelled boom lifts, and our review of all that is new and interesting at SAIE.

Its Show time

The diversity of shows featuring cranes and access equipment is highlighted this month. We tour Europe - well Germany, Holland and the UK - to bring you the most interesting products from the APF, Platformers' Days and Hoogwerkers shows as well as looking forward to Italy's major construction exhibition, SAIE in Bologna.



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# c&a comment



## Paper, paper... everywhere

How did the UK and, to a lesser extent, Ireland, become the land of the paper trail? When I was growing up it was totalitarian states and tin pot dictatorships that had the monopoly on burdensome and unnecessary paperwork.

I can't recall how many films I watched as a boy where I would hold my breath while a Gestapo officer checked through a raft of paperwork of an escaping hero before saying "OK". A similar thing would happen when an escaping family would be subject to a routine stop in the street and then made to produce reams of paper.

In Britain (at least in the films) we were free and did not have all that paperwork which came to represent oppression and darkness. I always recall these films in black and white even if they were in Technicolor. These days, though, the same scenes are re-enacted every day in the crane and access business when you try to get on to a big construction site in this country. How did that happen?

The HSE has said that companies should cut the paper and concentrate on real safety measures. The problem now is should anything happen, the first thing investigators want to see is all the paperwork. All our efforts are concentrated on the paper, with method statements for simple lifts running to small volumes that no one is ever going to read. Certificates have replaced proper checks and inspections. It's almost as if people now believe that as long as they have the certificate, then it doesn't matter if the machine is safe or not. The means has become the end.

We even have the situation where insurance inspectors who cannot find the start button are able to issue Puwer/Loler certificates which are hardly worth the paper they are printed on when it comes to real safety. Site managers ask for multiple training certificates from crane hire companies... and yet once on site you hear stories of them literally letting the tea lady fill in as a signaller banksman, or, dare I say it, an appointed person.

Taking a crane or a big platform on to some sites in the UK has become a paper-chase. If it continues in this vein then a filing cabinet will become a standard cab accessory. Barely a month goes by without a new piece of paperwork being dreamt up by some site agent.

The real problem here is that the preoccupation with paperwork is all too often replacing a practical culture of safety. It is as though running the paper gauntlet is guarantee enough that all is well and safe on site. How did we get to this state of affairs? How can we change it?

Leigh W Sparrow

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

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# Manitowoc walks to a different beat

The Manitowoc crane group has announced a radically different lifting solution to high capacity, high reach work such as wind turbine erection. Rather than follow the current trend for big, narrow width crawler cranes it has combined its quick assemble crawler crane, self erecting tower crane and telescopic boom experience into a single hybrid product.

The result, a mobile self erector on steroids, is like nothing else, and yet it employs a concept pioneered by Grove in the early 1970's, the GCI trailer mounted telescopic tower crane.

The new product, currently designated the GTK1100, will offer fast set up times, easy transport and provide up to 140 metres of tip height with a typical lift capacity in the region of 70 tonnes to a hook height of 120 metres.

The complete crane will fit onto four large transporter trailers and require a single five axle mobile assist crane to erect it.

The key components are a six section 81 metre telescopic tower mounted to a tub type chassis, four massive outrigger beams, measuring around two metres top to bottom, that attach to the tub to provide a large cruciform outrigger base and a slewing superstructure with five section 60 metre telescopic boom, which is fitted to the top of the horizontally stowed tower. Once the superstructure is connected, two large lift cylinders raise the tower to the vertical and four lattice spreader arms, that extend horizontally from the top of the tower, are fitted. These are then connected to steel pendants that

The Grove GTK1100 will employ a top boom and superstructure similar to that found on its largest mobile cranes

are attached above the jacks on each outrigger and stow concertina like, on top of each beam. At this point the tower is ready to extend to its full height. When fully extended the pendants are tensioned and act as guys to provide a rigid base for the superstructure.

The GTK1100 is still a project name intended to build on the GMK moniker, with the T standing for tower... Grove Tower Kran? In addition to wind farm work, Manitowoc hopes that the crane will appeal to other work in confined areas such as refineries.



The company says that a great deal of engineering effort has gone into ensuring the 'walk ability' of the crane, which it is claimed will offer greater mobility between towers than big crawler cranes. Phillipe Cohet, Manitowoc executive vice president, said today that the company's aim is to have the new crane on its stand at Bauma in April next year.

## New President for Genie

Bob Wilkerson is to finally step down as president of the Terex Aerials business. He has been gradually easing himself out of that role becoming increasingly involved with other Terex businesses, having taken on the leadership of the Terex improvement process in 2004. He is replaced by Tim Ford who joins the group from Toro, the lawn and

ground-care equipment manufacturer where he was executive vice president. Prior to Toro Ford held various management positions with Honeywell International and began his career at General Electric.

Ford will be based at Terex HQ in Westport, Connecticut and will report directly to chairman and chief executive officer, Ron DeFeo. He will also report to Bob Wilkerson until the end of the year.

Wilkerson's move from Genie into Terex at the end of the year will leave only one of Genie's three founder /owners in the business - Roger Brown. Ward Bushnell left the group on April 1 2005. Terex bought Genie in July 2002.

*Tim Ford new president of Terex Aerials*



## Tower crane collapse kills two

Two men died and up to 100 people were evacuated from their homes at the end of September, after a tower crane collapsed on a building site in Battersea, London. The driver of the crane, a 1985 BPR/Richier 222 saddle jib crane owned by Falcon crane hire of Norfolk, was shutting the crane down for the night when the top of the crane parted from the tower, falling onto nearby flats and 'cart wheeling' across the site.

The driver Jonathan Cloke, 37 was flung out of the cab and died after landing on a parked car. At the same time, bus driver Michael Alexa, 23, was crushed by the falling jib while he was working on his car in the street. It took rescuers four days to remove the crane and recover his body.

The wreckage of the tower crane has been removed to an HSE laboratory for analysis. The crane, which was working for Barratt homes, had been on site for around two months and was not lifting a load at the time it collapsed. Falcon cranes has carried out full and detailed inspections on all of its cranes on Barratt sites as well as all similar ones to the 222 that failed. The site is expected to reopen shortly.



*The top of the tower parted at the slew bearing*

## Collection for the driver's family

The United Crane Operators Association's (UCOA) has set up a collection for the crane driver's family. UCOA chairman John Batey said: "We know that no amount of money can ever take the place of a lost loved one, but the money raised will go towards costs involved in unforeseen funeral expenses etc, and hopefully help to ease the heartache of such a terrible tragedy."

If you would like to contribute towards the fund, donations can be made by cheque or postal orders, made payable to:

*The United Crane Operators Association Ltd (UCOA)*

*Crane Accident Appeal, 3 Southview Close, Skegness, Lincolnshire, PE25 3JU.*



# JLG snapped up by Oshkosh

The access and telehandler markets were taken by surprise earlier this month when speciality truck and fire fighting equipment producer Oshkosh, acquired JLG Industries in a \$3.2 billion cash bid. The deal values each JLG share at \$28, a premium of almost eight dollars on its previous close.

JLG will become the largest of four business segments of Oshkosh which includes Airport and Municipal, Defence and Concrete placement. By 2008 Oshkosh anticipates that JLG will represent around 40 percent of its revenues and operating income.

Bill Lasky of JLG said: "This transaction is a good fit for JLG. Oshkosh has a similar philosophy of offering premier products, creating strong market positions and delivering after-sales service and support. For the JLG team, this combination offers additional growth opportunities. For our customers, JLG will become an even stronger partner in their future success."

Robert G. Bohn, Oshkosh's chairman, president and chief executive officer said: "We expect to realize substantial purchasing and logistical synergies, while benefiting from JLG's already outstanding manufacturing operations."

Full story see [www.vertikal.net](http://www.vertikal.net) Oct 16th



A passing taxi was hit by the four tonne section which dropped 100 metres

## A close shave in New York

The occupants of a New York taxi cab had a lucky escape on September 29th when it was hit by a four tonne tower crane section that fell 100 metres into the street below. The Favco luffing tower crane was in the process of climbing, when something failed on the climbing hydraulics, causing the top of the tower to rapidly drop with a six tonne balancing weight on the hook. The crane rocked back and forth, causing the tower section that had been removed to fall to the ground where it struck the front passenger side of a passing taxi. Thankfully that seat was empty and apart from shock, the driver and his passengers were unharmed. Three men working in the tower received injuries from falls.

The crane was on hire from New York Crane and working for Tishman Construction. Following the incident, the New York's Buildings Department

issued safety violation citations against Tishman, Broadway Concrete -the firm renting in the crane and Ernesto Tersigni its site safety coordinator and Bernie Stinchcomb, the crane operator.

The climbing frame hydraulics failed causing the crane's top to fall dislodging the tower section from its gantry



## Harsh to handle Tirre

Tirre Krantechnik GmbH, the loader crane manufacturer based in Papenburg, North Germany, has appointed York based Harsh UK Ltd as its distributor for the UK and Ireland. Tirre produces a range of knuckle boom cranes with capacities of between 17 and 90 metre/tonnes. Harsh International is a leading producer of tipper hoists which it manufactures in Eaton, near Denver, Colorado. Harsh UK was established in 1987 and is now the leading supplier of tipper hoists in the UK.



Carl Hinds of Harsh UK Ltd (L) with Hans Joachim Tirre of Tirre.

## Teupen establish JV in China

Teupen, the truck and spider lift manufacturer has established a joint venture company in China with its distributor Wuhan Fachman. Fachman already produces some lifts for the local market and established a joint venture with Tanfield late last year - Aerial Fachman, Ltd.

The new joint-venture "Wuhan Teupen Manufacturing Ltd." Will build Teupen's smaller Spider models and truck-mounted booms in China, initially for the local market.

## JLG to build new lift in France

JLG has announced that it will build its new 12ft platform height 1230ES electric self propelled lift, at its Toucan plant in Tonneins France. The new lift, which will be launched in spring 2007, will go head to head with the UpRight TM12 and Genie Runabout range. It is clear from looking at the 1230 that it has been modelled on the UpRight TM12 with its steel box section mast, and fixed steel platform. However it includes a number of design improvements, including direct electric drive and a multi-stage hydraulic cylinder to extend the four section mast, rather than the single stage cylinder and chains used on the TM12.

This will be potentially the first high volume product to be built at the Tonneins plant, which came with the Manlift acquisition in 2004. Since then JLG has substantially upgraded and improved the facility and moved to production line assembly. JLG says that start up capacity on the 1230ES line will exceed 100 units a month.



The JLG 1230ES will be built in France



Largest Kramer to date can lift four tonnes to nine metres.

## Telehandlers extended

Kramer has expanded its telehandler range with the introduction of its largest machine to date the 4009. The new machine will lift up to four tonnes and offers a maximum lift height of nine metres, without the need for outriggers.

The company launched four models - the six metre, 3006 and 3606 and the seven metre 3207 and 4107, at Intermat and SED earlier this year. Two more models, the 4013 and 4017, are due to be introduced early next year with lift heights of 13 and 17 metres respectively. Kramer has high hopes for its telehandler models, estimating that the range will make up 40 percent of its increasing turnover over the next few years.

Product manager Norbert Mingau says that the new model has excellent lift and tear out forces despite its compact dimensions. Frame levelling and oscillating axle interlock are available as optional equipment. The high steering crank angles provide good manoeuvrability, while visibility is apparently enhanced when the boom is fully lowered into a U-shaped chassis, completely out of the driver's field of vision.

## Another fine mess

The EU Court of Justice has increased the fine imposed on telehandler producer, JCB to €30.9 million in a case involving anti-competitive distribution contracts dating back to 1973. In 2000, the European Commission imposed a €39.6 million fine on JCB but on appeal four years later, the European Court of First Instance (CFI) reduced the total to €30 million.

JCB refused to accept that judgement and launched a further appeal to have all of the charges quashed. That appeal has now been dismissed by a higher court which has reinstated part of the original fine saying that the CFI was wrong to deduct €864,000 from the original fine relating to aggravating circumstances.

According to JCB, it attempted to comply with European competition laws when the UK joined the EU by applying for exemption for its distribution agreements. JCB has said that it later amended its agreements, on the advice of the European Commission, and believed that the matter was settled. The Court has agreed with JCB that the 27 year delay by the Commission is 'regrettable'.

John Patterson, managing director and CEO of JCB, said: "We are very frustrated indeed that, after six years of pursuing this action in the courts, the European Court of Justice has ignored the failings of the Commission and found against us."

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A Manitou 160ATJ - the first of 10 lifts to Huntley Plant

## Specialisation is the key

Newcastle-based telehandler rental company Geoff Huntley Plant has entered the powered access market, purchasing 10 Manitou 16 and 18 metre articulated rough terrain boom lifts from Russon Access. The company currently has a fleet of more than 100 JCB telehandlers and aims to purchase more access platforms - possibly 40 in the first year. Geographically Geoff Huntley covers from the Scottish border south as far as North Yorkshire and to Cumbria in the west.

Founded more than 17 years ago the company started with general plant hire, including excavators and dumpers. However after testing the market for rough terrain forklifts, it decided to specialise about eight years ago with telehandlers and platform attachments. An increasing number of its regular customers prefer to rent a dedicated boom lift rather than tie up a telehandler with basket.

## Look but don't touch

Liebherr has been showing off its new telehandler at exhibitions in Germany - but the range is still not yet available in the UK. One of its four model line-up - the TL435-10 - has been seen at the recent Neumunster and GaLaBau fairs. The range is not scheduled for UK release until after Bauma next April.

Hopefully we will then see four models with heights from 10 to 13 metres and lift capacities of between 3.5 and 4.5 tonnes. Liebherr-Werk Telfs in Austria, is responsible for the development and production of the new line which features an oval boom, derived from the company's AT range of cranes.



A £5,000 reward is available for information

### Telehandler reward

Height for Hire, of Ireland, is offering a £5,000 reward for information leading to the recovery of two Manitou telehandlers. The units, both identical specification 17 metre MT1740, have serial numbers: 206 851 and 213 558 as well as carrying fleet identification numbers T266 and T267.


The machines were delivered to 'customer' O'Shea Contracts at Liam Regan's pub, Cara Castle/ Charlestown Co. Mayo on 21st September. A local witness spotted the machines being loaded onto a trailer which was later seen heading northwards on the Sligo to Donegal road.


Height for Hire believes that the machines were heading across the border to Northern Ireland and may have been headed for the UK mainland.

If you have any information please contact Mary Beakey, +353 (0) 1 835 2835 or email: marybeakey@heightforhire.com




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# Mammoth lifts from Mammoth

A new truck mounted access rental company has been formed in the UK by Andy Ainsworth of AA Access and Mark Butler of Butler Equipment Sales Ltd. The new company, Mammoth Platforms Ltd, is jointly owned by the two, and based at Butler's premises in Oswestry, Shropshire. Both men will also continue to own and operate their own businesses. The new company has ordered a number of new aerial lifts ranging from the Bronto Skylift S46XDT - one of which has already been delivered - to the Bronto S90HLA which is likely to be the largest aerial lift in the UK or Ireland when delivered in June 2007.

Mark Butler told Cranes&Access that the company would consider adding

locations in the future, but that it was also looking to offer its services throughout Europe. With regards to product selection he said: "We have historically had an excellent working relationship with Bronto based upon product range, quality and support and elected to rekindle this for the new company."

Ainsworth was sales manager at Butler Powered Access, working with Butler until he sold it to PTP. He remained with the business until it was acquired by Loxam at which time he left to establish AA Access. Butler Powered Access also concentrated on large truck mounts bringing the first 72 metre Bronto lift into the UK in 1995. That unit, now part of the Loxam fleet, is still the largest in the country. Nationwide Skylift also operates a 72 metre Bronto.

The new Bronto Skylift S46XDT delivered to Mammoth



## Universal creditors meeting

A creditors meeting was held for Universal Aerial Platforms Ltd on September 21st at which all the proposals from administrators KPMG were approved. KPMG also announced the sale of the Line of Sight telecoms business to Tyco Electronics UK Ltd of Swindon for £180,000. At the time of going to press, offers on the Spanish access business were going through due diligence, while the administrator was optimistic that negotiations for the assets of the UK business will soon result in a sale. In the meantime a portion of the company's fleet has been returned to the leasing companies and a number of the employees laid off.

## New MD for Nationwide

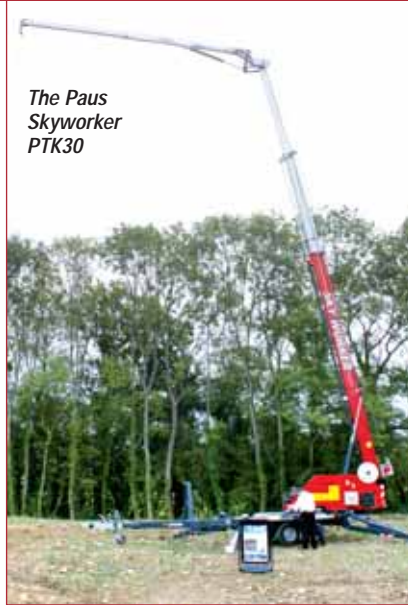
Peter Whittall has taken over as managing director of Nationwide Access, the UK's largest powered access rental company. Previous MD, Hugh Cole has moved into a new position as operations director for parent company, the Lavendon Group. In his new role Cole will have responsibility for improving the standards of performance across the Group, including network structure, workshops and engineering, transport, fleet purchasing and acquisition support. Whittall, who will report directly to Lavendon CEO, Kevin Appleton, previously held a Lavendon Group management position.



# Birthday celebrations

GGR-UNIC, celebrated its 10th birthday with a spectacular open day and its biggest single crane order to date - 10 units for Spain. Held at its offices just outside Long Crendon, Buckinghamshire, in September, the company displayed a full range of equipment including the first Paus self-erecting aluminium trailer crane in the UK and its new Geko glass panel robot.

GGR-UNIC took on the UK distribution for Paus Skyworker trailer cranes in August. Featuring a 1.2 tonne capacity, the Skyworker PTK 30 has been developed for lifting applications in areas where space or load bearing capacity is severely limited. The 2.1 metre wide, 9.1 metre long, 3,490kg unit is self-propelled for easier manoeuvrability when separated from the towing vehicle. The aluminium main boom and 9.2 metre fly jib provide a maximum



The Paus Skyworker PTK30

lift height of 30 metres and a maximum working radius of 25 metres. Radio remote control and 360° slew are standard.

Also on display was the new Gecko mini glass handling robot. The compact unit - which at 672mm wide can pass through a standard doorway - offers 250kg of battery-powered hydraulic lifting capacity with a fully adjustable lifting head.

Icing on the birthday cake was an order for 10 cranes from new Spanish dealer Afron. The order included a mixture of A295CR and A376CL units.



The GGR open day included new products and some racy entertainment

## Tanfield sales up 60 percent

Tanfield, the owner of Aerial lift and UpRight has reported first half revenues of £16.5 million, a 60 percent increase on the same period in 2005. Aerial Lift sales totalled just over £3million. The UpRight acquisition occurred in the last few days of the period and therefore had virtually no impact on the numbers. Profits showed a more significant increase, with net after tax profits rising by over 900 percent from £192,000 in the first half of 2005 to £1.73

million this year. Net profits for the full year 2005 were £2 million and if all goes well, the company could triple that for 2006. Details of the UpRight acquisition were also released. It appears that Tanfield effectively paid nothing for the intellectual rights or goodwill. Inventories totalled £5.5 million, the debtor's book just over £1million and the order book £322,000. Tanfield paid £6.8 million in cash.

## More space at Tadano

Tadano Faun has extended and reorganised its All Terrain crane plant in Lauf Germany. The covered area has been extended by over 14 percent from 43,000 to 49,000 sq metres. An extended finishing hall is now in full use after being completed in August.

The 158,000 sq metre outside area is also being reorganised in order to improve the efficiency of the space. This includes an expansion to the test pad and new testing equipment to accommodate the increase in production and allow more cranes to be calibrated and put through final inspections simultaneously.

The improvements could boost production capacity by as much as 30 percent.

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*Out of the dry ice and into the sun, the GMK4100 makes its appearance*

## Here comes the 4100

Grove unveiled its new 100 tonne four axle All Terrain GMK4100 to over 400 dealers and customers at its European production plant in Wilhelmshaven in late September.

The new crane, which was announced at Intermat in April, is available with either a 52 metre six section main boom or as a GMK4100L with 60 metre seven section boom. In simple terms, the L version is identical, but the six section boom fits inside a larger base boom section, to become a seven section boom.

The 10 to 17 metre bi-fold swingaway takes the on-board tip height to 72 and 80 metres respectively, while two five metre extensions can raise this to 82 and 90 metres. The new Grove carrier cab is produced by Mercedes,

providing, says Grove, a new level of driver comfort and sound insulation. An additional benefit includes widely and rapidly available replacement parts, such as window glass, at prices well below those of normal crane cab parts.

The 52 metre GMK4100 achieves 12 tonne axle weights with 6.3 tonnes of counterweight, bi-fold swingaway, 16.00 tyres and hook blocks. In the UK though, under STGO rules, the crane can carry up to 21 tonnes of its maximum 26 tonnes counterweight.

Grove has reportedly already booked orders for over 130 of the GMK4100, taking delivery into the second half of 2007. The first unit for the UK has been sold to Aba crane hire of Wolverhampton.

*The first GMK4100L was still on the test track*



## And... a new Grove 35 tonne RT

Grove has introduced an all-new, 35 ton capacity rough-terrain crane - the RT535E. While aimed at the global market, most machines will be built and sold in the States. Grove expects a third its production will be built in Italy for the European region market.

The RT530E, the first unit that the company built in its new Italian plant will be superseded by the new model, although the company may introduce an updated version of the crane at a later date. The RT535E features a four-section 31 metre, full-power boom and a 7.6 to 13.7 metres offsettable swingaway for a maximum tip height of 47 metres. The new crane features a stronger boom, better capacities and an improved cab design.



*The new 35 ton capacity RT535E*

## JLG announces record results

JLG posted another record result for its full year ending 31 July 2006. Sales reached an all time high of \$2.3 billion, a 32 percent increase on 2005, while after tax profits jumped by over 250 percent to \$149 million.

North American revenues grew by 28 percent to \$1.7 billion while in Europe sales increased by 56 percent, reaching \$407 million. Aerial lift sales continue to dominate JLG's business increasing by more than 30 percent to \$1.16 billion while telehandlers grew by more than 50 percent to \$776 million representing 33 percent of total sales. Parts, services and reconditioning for all JLG products is now a \$306 million business.

## Haulotte confirms first half

Haulotte has issued detailed results for its first half of 2006. Revenues were up by 26 percent to €236.9 million, while operating income jumped by 41 percent to €40.3 million. Profits before tax were €39.6 million an increase of 43 percent while net profits were a very healthy €26.8 million, nicely over the 11 percent net return that the company is forecasting for the year.

## First glimpse at new mini crane champ



*The new Maeda C405CRM the largest, longest boomed pedestrian controlled mini crane*

Kranlyft has launched its largest pedestrian type crane to date. The 3.8 tonne MC405CRM with six section 16.4 metre full power boom is the longest on this type of crane.

The pentagonal profile boom is a full metre longer than the nearest competitor, with an overall length of five metres, overall width of 1.38 metres and a transport height of 1.98 metres, the 405 is exceptionally compact. The crane on show was the second prototype that had just arrived from Japan, and can be seen at SAIE in Bologna at the end of October.

The new crane takes over from the Unic 506 as the largest pedestrian type mini crane on the market.

Also at the open day which introduced Kranlyft's brand new premises to customers, the company announced a new Hire Maeda fast response network. The initiative in partnership Caledonian Cranes, Kranlyft's distributor in Scotland, has a national free phone number, and web address, allowing customers to book a crane anywhere in the UK. The network comprises a number of independent rental companies working together to provide a national coverage. Current locations include: Bristol, Birmingham, Aberdeen, Glasgow, Leeds and London.

*The Hire Maeda fast response team: (L-R) Alan Peck and Terry Marnock of Kranlyft, John Stalker of Caledonian Cranes, Aaron Gould of Oktopus, Tony Gettins of Tracked Access and Will Alderidge of Oktopus with the new Maeda MC405CRM*



## The world largest under-bridge lift?

E S Access Platforms of Birtley has taken delivery of a Moog MBI 250 under-bridge inspection unit, which it claims is the largest in the World. M.D, Keith Hunwick, says "I worked closely with Alfons Moog and his design team to develop this unique machine to offer our customers a safer and more efficient inspection service. I'm delighted with the results." (Moog died in a tragic accident in August).

The seven axle lift can reach 3.5 metres from its edge to the parapet, a clear metre more than other under-bridge lifts. The deck can be lowered from road level, where it can be used to check the outside of the parapet, to 8.8 metres below deck, where it can extend up to 25 metres. A fitted 'man rider' can take a man up to 50 metres below road level, as well as reaching awkward areas. The machine is fully covered by CCTV with an intercom system between the deck and vehicle. It can also be fully illuminated for night work. Since its arrival the MBI 250 has worked on the Dee Bridge in Aberdeen and the White Rock Bridge in Swansea.



The new Moog MBI 250, the worlds largest under bridge inspection unit, according to owner ES Access Platforms

## Lightweight operator

Last year Ploughcroft Building Services of Brighouse, acquired a Cela TJ170 3.5 tonne truck mounted lift with telescopic boom and long jib, allowing it to carry out a certain amount of under-bridge work.

When looking for a driver, the company employed one of the most compact operators available in the form of 5' 5", 50kg Stepney Calvert, 26, from Halifax. Chris Hopkins, MD, said: "Stepney and the cherry picker are a perfect match. She is small and light just like the lift she operates, but she is physically very strong and highly confident in her approach, with a mindset that is all about pushing boundaries and striving to do things better."



Stepney Calvert, one of the few female lift operators in the UK

## Tower cranes in the UK

In the Last issue of Cranes&Access we included the top 10 tower crane companies in the UK and Ireland for the first time. And what a mess we made of it! Much of this was due to difficulties dragging information out of some companies. Thankfully everyone has

been keen to point out our failings so we are in good shape going forward. Here is an update of the top tower crane company chart, it is still not perfect but a great deal better than before. Many thanks to those of you who helped with the corrections. If you spot any further errors keep 'em coming.

Company	Total Units	Top Slewlers	Self-Erectors
Select	337	337	0
Falcon	252	230	22
HTC	210	210	0
Arcomet/Midland/Airtek	170	45	125
London Tower crane	160	130	30
WD Bennetts	107	105	2
City Lifting	94	69	25
Kier Plant	90	90	0
Mantis	85	73	12
Ladybird	67	0	67
Irish cranes&Lifting	30	30	0



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- The first tower cranes from **Yongmao**, the Chinese tower crane manufacturer, to be sold in the UK will arrive shortly. **Jin Long** of Brussels has been appointed as the manufacturer's representative for Europe and has employed **Sean O'Sullivan** to help launch the product. He is based in Hatfield on 01707 226522. The first units for the UK are the SST403 and SST293 flat top cranes. More information in the next issue of C&A



- **Valla Cranes UK** and **3B6 UK** are moving into new premises in Hull. The move will separate the two businesses from sister company Peter Hird & Sons.
- **Tony Gettins** previously national sales manager of **Universal Access**, has left and established a specialist sales and rental company - **Tracked Access Ltd** - with **Phil Lomax**, offering compact crawler mounted cranes and access equipment.
- **The Tanfield group**, parent of **UpRight powered access**, has promoted **Darren Kell** to the post of group chief executive recognising the role that he has been performing over the past year. **Brendan Campbell** has been promoted to the position of group operations director.
- The **HSE** has issued a **Tower Crane** alert warning the construction industry on the importance of safe erection, operation, maintenance and dismantling. The alert has been prompted by a number of serious incidents involving tower cranes in recent years, including the recent Battersea tragedy.
- Crawler crane company, **Hitachi Sumitomo** saw revenues rise by 18 percent to 24.5 billion yen (\$207 million) in its year to March 2006. Net income increased to 1.3 billion yen (\$11.1 million) a 362% jump. Sales include shipments to the USA, but not sister company, **Link Belt's** full revenues.



The new Skylift Hire depot in Dublin

- **Skylift Hire** -the access and telehandler specialist of Limerick and Cork - has opened a new plant in Newlands Cross, Dublin.
- **Wizard Workspace**, says that it is investing in new IT systems and a new Technical Support Centre in East Anglia to improve its sales, customer service and engineering support functions.
- **UpLift** has left the **Access Link** following its merger with **AFI** in early September.

- **APEX**, the specialist access exhibition has confirmed its dates for 2008 as Wednesday September 17th to Friday 19th and that it will, as in the past, be supported by **IPAF**.
- **Gottwald** port technology, has presented its Italian agent **Dottore Paolo Bartoli** of **CIBI S.p.A** with a golden crane, recognising 40 year's of collaboration.
- **SED** is to provide **Free Parking** at next years show, part of a major programme to avoid the congestion and queues that many visitors experienced this year.
- **Bravi** has introduced an entirely new joystick controller and electrical system for its Leonardo lifts, built by **Penny & Giles**.
- **EPL** has purchased a 32 metre working height **CTE Z32** as part of its fleet renewal programme.
- **Vertikal.Net** achieved new records in the 30 days of September with over 1.3 million hits and nearly 43,000 visitors.



- **PM Autogru**, producers of **PM** loader cranes and **Oil&Steel** aerial lifts is expected to finally launch its IPO in November floating the business on the Italian bourse.
- The **HSE** has published a report on its investigation into the death of a construction worker killed when a concrete beam that fell from a mobile crane.

The report raises the issue of inspecting lifting tackle in respect of components that are not visible unless dismantled.

- **JCB** is to sell **JCB** branded ladders and mobile folding alloy scaffold towers. The products, which are made by **Zarges** include two and three part extension ladders and 'Skymasters' telescopic ladders.
- **Atlas Copco** has sold an 85.5 percent of **RSC Equipment Rental** - the second largest equipment rental company in the USA - to **Ripplewood Holdings** and **Oak Hill Capital Management**, two private equity funds, for \$3.8 billion.
- **Two men died** in Le Harve, France in October after being catapulted from the basket of a boom lift after it was hit by a falling structure. Neither was wearing a **safety** harness that might well have saved them.
- The local council in **Worthing**, West Sussex rented an **aerial lift**, to remove the **conkers** from a tree for local children, ending an annual toll of broken windows, as children tried to dislodge prime specimens with sticks and stones.

- **JLG** is launching the 20ft platform height, **Toucan Junior 8 'Lite'** at **SAIE** in Bologna later this month. The Lite is 1.1m wide and weighs only 770kgs, specifically to meet demands from the 'entertainment and events' industry.
- **Terex** has concluded the sale of its 80.5% interest in **Tatra**, the Czech truck maker, to **Blue River s.r.o.** for approximately \$57.8 million
- **NMT crane hire** has presented a cheque to the **Willen Hospice** for £1,500 following its charity crane event at the recent **Bedford festival**.
- **Facelift**, the **Hickstead** based access company, has joined the **British Ladder Manufacturers Association**.
- **Cortex UK**, the lifting gear distributor has purchased **Global Defence Procurement Ltd**, a military and commercial supply and service company based in the **Devonport Naval Base** in **Plymouth**.



Tony Stringer, MD of Cortex (L) with Derek Foster, MD of GDP

- **Link Belt** has launched three new models for the American market, A five axle 220 tonne AT - the **ATC3250**, A 90 US ton Rough Terrain crane, the **RTC8090** and a new 230 US ton lattice boomed crawler crane, the **298 HSL**.
- **JCB** has sold its 100,000th telehandler, a **Loadall 530-14**, to **BL batiment** a builder in **Dieppe France**. It also says that it has doubled its UK production capacity.
- **A-Plant**, part of the **Ashtead** group, has purchased **Lux traffic controls** adding 40 UK locations to its own traffic business.
- **Morris Material Handling** has opened a new 7,600 sq ft, 'state of the art' Northern Regional service centre in **Stockton-on-Tees**.
- The **HSE** has announced that it will be visiting **Tower Crane companies** site and head offices to check on compliance with legislation and best practice.
- **Kier plant**, the **Bedfordshire** based crane and plant hire operation, has celebrated a record one million hours of accident free working.

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# Boom time for crawler cranes

C&a crawler cranes

Global demand for crawlers is probably at its highest level for years, as they come back into fashion. Meanwhile the future for telescopic crawlers looks even brighter. Demand, particularly for larger crawlers, is mainly being driven by the oil and gas sector thanks to high energy prices, which is also pushing the development of alternative energy sources - such as wind power.

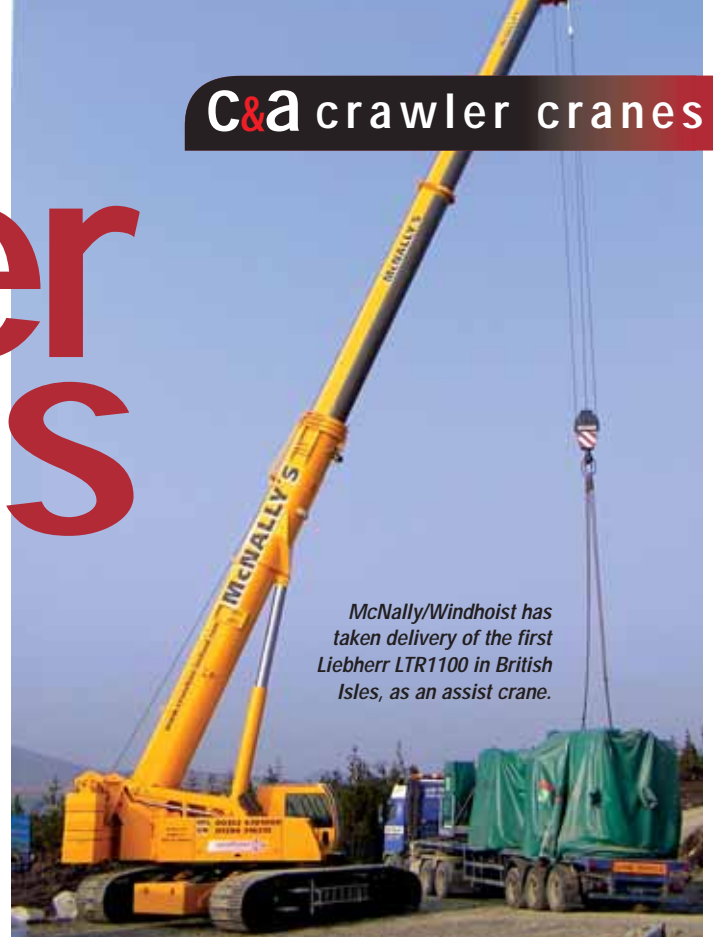
## Windy work

For many in the wind power sector, mobile cranes would be the preferred choice for this work, but current telescopic boomed cranes cannot cope with the larger capacities and increased heights that are now becoming the norm, while truck mounted lattice cranes are too slow to break down and re-assemble.

The growth in wind power has resulted in several manufacturers designing application specific machines. Narrow widths and the ability to travel fully rigged gives these crawlers huge advantages for multiple turbine erection.

We take an in-depth look at the wind power market and how the manufacturers are coping with that challenge.

Telescopic crawlers are becoming an increasingly popular sight - offering easier transportation, rapid setup, the ability to quickly stow their booms while benefitting from optimum boom configurations. Telescopics are particularly suited to rental companies and shorter term contracts. We profile leading UK telescopic crawler crane company AGD Equipment which believes that the 50-70 tonne telescopic sector is where it is all happening.



McNally/Windhoist has taken delivery of the first Liebherr LTR1100 in British Isles, as an assist crane.

## Wind power coming of age

Saving the planet by reducing green house gas emissions is very important, but only one of several reasons behind the growth in wind energy. Under the 1997 Kyoto Protocol, OECD member states have committed to cut carbon dioxide emissions by an average of 5.2 percent. However, energy supply volatility and pricing has become just as pressing.

The International Energy Agency predicts world energy needs will increase by 60 percent by 2030. Dwindling fossil fuel resources, over-reliance on energy imports from a few, mostly politically unstable countries and the uncertainty of oil and gas prices result in a shaky supply situation that is already threatening the global economy.

According to the recently published report 'Global Wind Energy Outlook 2006', wind energy is the most attractive solution to the world's energy problems. Twenty years of technical development means that wind energy is now developing as a mainstream power source. More than 60,000 MW of capacity has been installed worldwide an average annual growth rate of 28

percent. The report believes that wind energy could provide almost 30 percent of the world's electricity needs by 2030.

## Crawlers in the wind

In a number of countries, the proportion of electricity generated by wind power is now challenging conventional fuels. In Denmark, 20 percent of the country's electricity is already supplied by wind and in Spain, eight percent, set to rise to 15 percent by 2010.

Wind power is now a well established energy source with Germany leading the way with 18,428 MW, followed by Spain (10,027 MW), the USA (9,149 MW) India (4,430 MW) and Denmark (3,122 MW). The UK along with Italy, Netherlands, China, Japan and Portugal have all reached 1,000 MW. Last year a record 11,531 MW of new capacity was installed - an increase of more than 40 percent on 2004.



Wind power is driving crawler crane development and demand



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Onshore or offshore, wind is a major future power source

## Offshore Wind

Offshore wind power is also growing and starting to make a contribution, with the UK taking a leading role. Almost 215 MW has already been built in four locations, with a further 1,000 MW ready to proceed across eight sites. Ever larger projects of up to 1,000 MW each are planned within three strategic offshore areas identified by the UK government. Northern European countries are particularly good for locating wind turbines on the sea bed because of the availability of relatively shallow coastal waters.



The LR1400/2 was first in the narrow wind farm crawler concept

On the downside, installing wind turbines in the sea is proving more expensive than anticipated and a number of projects are on hold pending a re-assessment of their economic viability. One factor that is expected to improve this is the new generation of larger capacity turbines (over 5 MW).

As the market has grown, the cost of wind power has tumbled. A modern wind turbine now produces more than 180 times the electricity at less than 50 percent of the cost per kWh unit than its equivalent 20 years ago. And in good locations, wind can now compete with the cost of both coal and gas-fired power. The largest turbines now being produced are more than 5 MW capacity, with rotor diameters of more than 100 metres.

The Global Wind Energy Outlook Scenario examines the future potential for wind power up to 2050. Whichever scenario used, the figures are huge and the reason for the recent spate of new cranes aimed specifically at wind power work. As larger, heavier and taller turbines are developed the need for cranes capable of installing the equipment increases.

## Wind Farm construction

As the name implies, a wind farm has numerous turbines, usually positioned about 100 metres apart, connected by narrow tracks. And as turbine capacity has grown to typically 2-3 MW, component weights have increased dramatically. Rotor diameters have also lengthened, requiring hub heights of more than 100 metres. Even the world's lightest 5MW turbine has a total tower head weight, with rotor blades fitted, of 310 tonnes and measures 56.5 metres.

Crane manufacturers have not been slow in developing equipment specifically for this market. Liebherr was the first to introduce the narrow wind farm crawler concept when it designed the LR1400/2 in conjunction with Scottish-based crawler crane hirer Weldex.

The basic idea was to produce a crawler crane with a width of five metres or less (the Liebherr is 4.8 metres) which can travel fully rigged on narrow wind farm roads - reducing environmental impact and saving time rigging and de-rigging.

This type of crane can typically walk to the next turbine location in about two hours compared to the standard day or more it would take to strip and move a normal heavy mobile or crawler crane by trailer.

The development of heavy duty offset fly jibs also allows the use of shorter booms leading to higher lifting capacities and easier boom erection.

Liebherr's 'narrow' solution is a tall machine which uses a double slew ring system so that it can lift its tracks clear of the ground with its outriggers and then rotate them to face the desired direction of travel. This elaborate but successful system allows the crane to overcome the perceived undercarriage problem of trying to turn such a heavy crane on such a narrow base while fully rigged.

Weldex currently has two such units which, it says, are performing perfectly. However, with a maximum lift capacity of 400 tonnes, the cranes are now struggling with the increasing height and weight of the larger capacity turbines. As a result, the company has placed an order for the recently launched Terex-Demag CC 28000-1 Narrow Track crane.

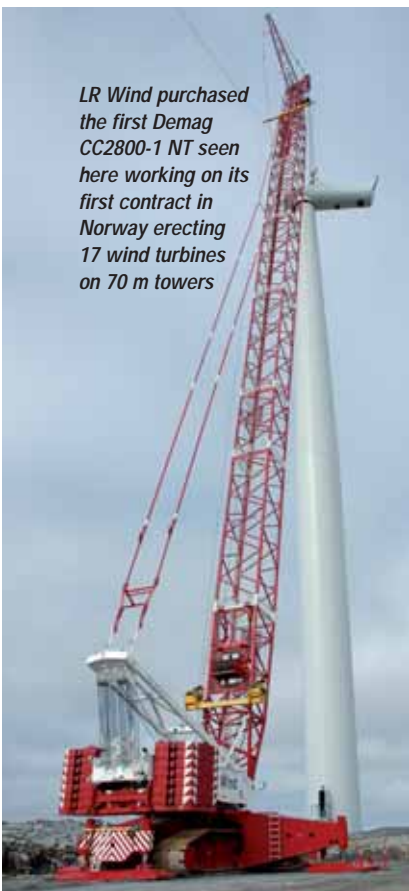
"We have a range of cranes that can cover the small - less than 1MW - nacelles of around 20 tonnes, through to our highly successful Liebherr 400 tonne LR1400W crane which easily handles the 2.3MW, 90 tonne nacelles," said Weldex's Brian Hyde. "Future requirements for the 3MW turbines will be covered by the Demag CC2800-1 NT 600 tonne crawler when it arrives."

Terex while obviously having decided that the narrow concept has 'legs', has adopted a totally different solution to Liebherr. By lowering the crane's centre of gravity, installing a four motor 'Quadro-Drive', allowing a greater degree of off-level travel and introducing electronic monitoring and balancing of the crane's centre of gravity,



Turbines are becoming heavier and towers taller causing crane manufacturers and contractors increasing problems

LR Wind purchased the first Demag CC2800-1 NT seen here working on its first contract in Norway erecting 17 wind turbines on 70 m towers



Kobelco has introduced a Wind-turbine Special - the SKE2500-2 WS

the CC2800 NT hopes to be able to cope with turns on wind farm roads in the normal way, even when fully rigged. (see Skinny conversion). Massive sideways outriggers which hydraulically lift into the vertical position for travel, provide the required stability once the crane is in place and ready to lift.

## Kobelco enters the fray

The latest manufacturer to launch a crawler crane for wind power work is Kobelco with a modified Wind-turbine Special - the CKE2500-2 WS. Based on the recently launched and upgraded Mark-2 model the 250 tonne capacity CKE2500-WS features retractable tracks, reducing the overall width from 7.62 metres to less than five metres, allowing it to travel between turbines.



## Manitowoc's Latest Crawler

The new Model 16000 is Manitowoc's latest offering in the 400 t (440 US t) capacity class. The 16000 comes with Manitowoc's patented EPIC with Can-Bus control system, easy to transport modules and Manitowoc's famous fast, efficient FACT assembly. Also available is a heavy-duty 97,6 metric ton (108 ton) pin-on point. And with all Manitowocs, the 16000 comes standard with Manitowoc quality, Manitowoc innovation and Manitowoc return on investment.

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The 27 metre WS fixed jib is a new design and with a 61 metre main boom the CKE2500-WS has a maximum capacity of 42 tonnes at up to 15 metres radius, and a height of 86 metres. Compared to the Mark 1 version of the CKE2500 the Mark 2 version has longer tracks giving greater stability and a larger foot-print. The 247 kW diesel engine is fully compliant with the worldwide Stage 3 emission standards.

Spanish-based heavy-lifting specialist Transbiaga has taken the first two European units.

### Big mobile alternative?

For many in the industry, mobile or wheeled cranes would be the preferred choice for this work, but telescopic boomed cranes cannot cope with the larger capacities and heights that have now become the norm, while truck mounted lattice cranes are too slow to break down and re-assemble. The recently unveiled Grove GTK 1100 provides an interesting alternative. The 1,100 tonne/metre capacity crane is a massive mobile telescopic top slewing tower crane with up to 140 metres maximum tip height. (see news section)



The GTK1100 telescopic tower crane is delivered on four trucks

Whether this 'new' concept takes off remains to be seen. However even a conservative rate of growth in the wind power sector means future demand for equipment from installation contractors will be phenomenal. Current market growth is but a gentle breeze compared to the full force of demand we will see as environmental pressure continues to build. The result is likely to be plenty more wind related lifting equipment developments aimed at improving installation efficiency and speed.



Demag's latest offering gives contractors additional lifting capacity in a narrow chassis

## Skinny conversion

The narrow track chassis for its CC2800-1 crawler crane unveiled early August, is part of Demag's large-scale offensive on the big lattice boom crawler market. Building on the success of its popular, 600 tonne capacity CC2800 (Demag claims that there are more than 250 units currently at work), the machine offers a narrow track of five metres and the capability of traveling between lifts fully rigged. Once in place it sets its massive flop-down "sideways" outriggers, which combined with jacks at each end of the narrow carbody, creates a 14.5 metre square lifting base.

A standard CC2800-1 can be converted into an NT with the Narrow-Track kit, and back again to suit a variety of applications.

If initial orders for the narrow track version are anything to go by, Demag appears to have a winner on its hands. The first crane has been delivered to international wind turbine installation specialist, Danish-based KR Wind which is said to be 'highly delighted' with the machine. The first order for the UK has been placed by Weldex for delivery mid 2007.

The standard CC 2800-1 is already a very popular crane for

## C&a crawler cranes

the erection of two and three MW wind farms. When fitted with a 90-metre heavy duty main boom plus special 12 metre, LF2 wind power jib, the crane can take loads weighing up to 125 tonnes to hub heights of 94 metres (hook height 102 m).

Using a 102-metre main boom of the same type, the unit will raise 109 tonnes up to a 106-metre hub height (hook height 114 metres). For the absolute top end its Superlift attachment will haul 97.5 tonne loads up to a hub height of 130 metres above ground (hook height 138 m).

The Narrow Track Kit can be used either with 1.2 metre wide track shoes for the narrowest overall width, or 1.5 metre wide track shoes for lower ground pressures.

For transportation, the carbody is the largest single component - measuring 3.5 metres wide, it weighs around 36 tonnes. Its 'sideways outriggers' are three metres wide and can be transported with pads attached.

The counterweight is fitted a metre lower than on the standard crane to keep the centre of gravity as low as possible to help maximize lateral stability. The unit can travel with boom configurations of up to 114 metres, with up to 2.4 degrees of lateral tilt approved by the manufacturer.



When travelling the side outriggers can be lifted giving a 5m track width

## Deepwater flagship project

The €41 million Beatrice Wind Farm is the flagship project for offshore, deepwater wind energy development in Europe. Situated 25 km off the east coast of Scotland, the project is pioneering a 'distant from shore' wind farm. Talisman Energy (UK) and Southern Energy - the principal backers of the five year project - are hoping to prove the technical and commercial viability of such deepwater wind farms. If the project is a success, a full-scale wind farm - capable of producing a gigawatt of electricity - will be considered.

Two, 85 metre high, 5MW capacity wind turbine generators - the largest currently available anywhere in the world - are in the final stages of installation and commissioning adjacent to the Beatrice Alpha oil platform in the Moray Firth, in water depths of up to 45 metres. Existing offshore developments are normally in territorial waters close to shore in water depths of less than 10 metres.



65 metre long blades being unloaded prior to final assembly

Weldex Offshore was selected as the onshore lift contractor and also supplied craneage to the offshore lift contractor to facilitate piling and other lifts.

A number of different crawler cranes were in constant use during the onshore erection phase including a 600 tonne Demag CC2800-1, a Manitowoc M2250+Maxer and a Liebherr LR1200.

Work initially involved setting up the two section support base, each section weighing 125 tonnes. Next a 230 tonne, 61 metre tower section was upended and installed into the base. Turbine component deliveries such as the 310 tonne nacelles, 60 tonne hubs and 18 tonne, 65 metre long blades were offloaded and stored ready for final assembly.

The installation of the 5MW nacelle

An 85 tonne spreader bar was used to lift the complete turbine assembly

required a tandem lift with around 80 metres of boom on each crane. A purpose-built eight metre long lifting beam was designed to be rigged to the nacelle and the two cranes.

The three, 65 metre long blades were fitted to the 60 tonne hubs at ground level and then installed to the nacelle. Finally, in order to allow the offshore lift contractor to lift the complete turbine assembly, an 85 tonne special spreader bar was installed.



Turbine installation in water depths of 45 metres is being pioneered in the Beatrice Wind Farm project





Almost a mirror image, the two LR1750 cranes only differed in colour and counterweight systems

## Seeing double

Two ageing motorway bridges were dismantled by two, almost identical Liebherr LR1750 crawler cranes at Gersthofen/Augsburg in Germany during the summer.

The cranes - supplied by Riga/Baumann and Felbermayr - set up on opposite sides of the River Leech to lift the 90 metre long and 500 tonne bridges.

Both cranes were equipped with a 56 metre main boom and 31.5 metre back mast. Besides the colour, the only obvious difference between the two crawlers was the suspended counterweight trailer with 312.5 tonnes on the Felbermayr crane and 325 tonnes suspended ballast pallet on the red Riga/Baumann machine. Both had 170 tonnes of superstructure counterweight and 45 tonnes carbody counterweight.

As it was only possible to calculate the approximate weight of the bridges, so a test lift of the entire bridge was carried out, with the bridge lifted a few centimetres from its bearings, the crane's cabin display's read a load of almost 500 tonnes in total.

The plan was to cut each bridge in two so that each crane could lift half the bridge to its side of the river. Each crane had to lift around 250 tonnes to a radius of 30 metres - well within the capabilities of the LR1750. Working with cutting torches from platforms suspended from a Liebherr LTM 1250-6.1 and LTM 1160/1 cranes, it took the demolition crew two hours to cut each of the 60 year old bridges in two. Once the two halves separated, the sections were placed safely on each bank. Each crane was then driven back into position ready for the demolition of the second bridge the following day.

Demolition firm Max Wild contracted Lampertheim based Weiland Crane to manage the lifts.

## New football stadium takes shape

A new £60 million, 35,000-seat stadium and business complex is now taking shape alongside the A5 in Milton Keynes and should be completed by summer 2007. As well as playing host to the local MK Dons division one football team, the new centre will include conference, business and commercial facilities.

Structural steel and pre-cast concrete terrace segments have been installed by Nuneaton-based sub-contractor Quadro Services using a 135 tonne capacity Kobelco CKE1350 crane hired from Alfreton-based GH Johnson. Equipped with a main boom of 55 metres, the crane is lifting segments of up to 11.5 tonnes on a single line, at up to a 30 metre radius.

Quadro, which erects a variety of precast concrete structures and

has worked on the Stadium of Light (Sunderland), Ricoh Arena (Coventry), Walker Stadium (Leicester City), and White Rock Stadium (Swansea). "The secret when erecting precast concrete structures is in well-organised logistics and accurate handling on site, which is where the right choice of crane can make all the difference," says Quadro director Cliff Wright.

A 135t-capacity Kobelco CKE1350 crane being used by Quadro Services will hopefully help complete the MK Dons' stadium in time for next season's kick-off.

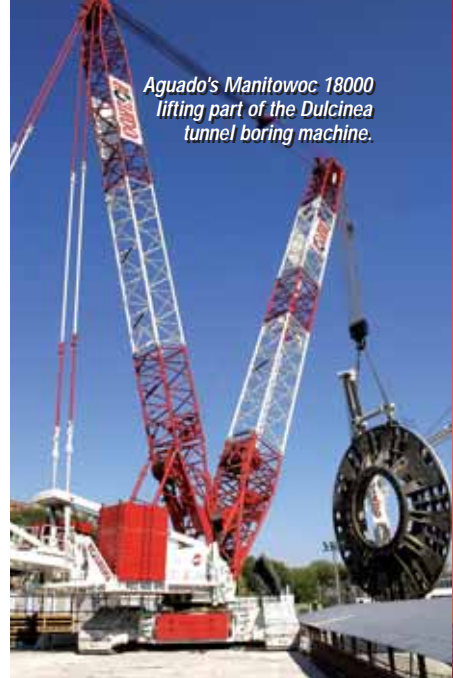


## A model lift

An ambitious project to ease traffic congestion to the south of Madrid utilised a 15 metre diameter, 350 tonne tunnel boring machine (TBM) known as Dulcinea. The TBM is being used by joint venture contractors Ferrovial and Acciona on the M-30 project which involves boring 3.5 km of tunnels under Madrid's streets to reduce traffic from its peripheral motorway.

To move the TBM, Spanish firm Transportes y Gruas Aguado used its latest purchase - a Manitowoc Model 18000 crawler crane rigged with 145 metres of main boom and Max-er attachment which increases its capacity from 600 to 750 tonnes.

"The Dulcinea lift was our first job with the 18,000 and it was very successful," said Aguado Sr, general manager of Aguado. "We rigged the crane a month before the lift, as concise detail and preparation were vital."



Aguado's Manitowoc 18000 lifting part of the Dulcinea tunnel boring machine.

Aguado purchased all additional jibs and counterweights for the 18,000 to provide maximum flexibility for a wide range of applications. The crane offers up to 186 metres of tip height with luffing jib, main boom and Max-er attachment.

## Hitachi expands range

The first 80 tonne Sumitomo Hitachi SCX800 in Europe, has been delivered to BPH Equipment and is already busy on site in Kent. Hitachi claims that the SCX800 is the only model in its class to be fitted with a hydraulic counterweight removal system removing the need for assistance with rigging and de-rigging. Other features include a clutchless winch system, hydraulically assisted brakes and a clean, low noise engine.

Maximum lift is 80 tonnes at 3.3 metres, with up to 1.35 tonnes at its maximum reach of 48.5-metre. The cab, the best in the industry according to Hitachi, has excellent all-round visibility, an advanced joystick control system, tinted windows, demister system, air conditioning and an adjustable seat. The crane also benefits from the latest Hitachi Sumitomo Total Moment Limiter with easy to read graphics.

A second unit has now been delivered to Belfast-based Farrans (Construction).

The second new model to be announced is the 275 tonne SCX2800-2, the first of which has just been sold to Dutch Equipment and Cranes, for delivery at the end of October. Basic specification includes a 91.45 metre main boom, or 70.1 metres plus 36.55 metre fly jib. NRC



Latest Hitachi Sumitomo crane is the 275 tonne SCX2800-2

says that it is pleased with the current range of Hitachi cranes and the current high demand. "2007 looks like being our best year with sales of crawlers up by as much as 50 per cent over 2006," said MD Rod Abbott.

The SCX800 on its first contract - installing shuttering on a new storm water tank.





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# Expansion based on rental

Despite being the UK and Ireland's distributor for IHI crawler cranes, Stratford upon Avon-based AGD Equipment is adamant that there is no future just being in specialist equipment sales. Mark Darwin talks to managing director Robert Law and hears how the company has developed and expanded - and not just through new crane sales.

Robert Law believes that equipment rental is a fundamental requirement of any successful equipment 'sales' company and accordingly has built up a sizeable crawler crane fleet over recent years. With 115 crawlers, AGD has the second biggest hire fleet in the UK. (See last month's C&A Top 30). In the crane business, rental is the bread and butter; sales are the icing on the cake.

"The company's roots were in dealing in second-hand plant and because of the extensive workshop facilities AGD has in-house, we are able to buy good used equipment in the Far East, bring it back to the UK and refurbish to a very high standard. We then either re-sell immediately or add the equipment into the growing rental fleet," said Law. "Every item in the rental fleet is for sale from the three tonne mini right up to the 120 tonne units."

Sitting in AGD's very impressive and still expanding offices in Stratford upon Avon, it is easy to forget the ups and downs of the crane markets over the last 20



AGD's impressive head office

years or so. And what companies have to do to make ends meet.

Large infrastructure projects in the UK have been 'few and far between' over the last couple of years. So to keep his larger cranes (70-100 tonnes) out on hire, Robert Law scoured other European countries for suitable contracts. Last year AGD had 20 large cranes on long-term hire out in Spain and Portugal which helped the situation.

Back in the UK, the company currently sees the 50-70 tonne sector as the most popular, but with more and more cranes of this size available, hire rates are shockingly low.

"We have a wide range of crawler cranes covering most situations but machines in demand can change quite rapidly," said Law.

AGD Equipment sold a few of its lattice boom crawlers out of the hire fleet and promptly bought four used telescopic crawler machines - three from Japan and one from Hong Kong.

"There are many advantages when using the telescopic crane but the main reason has to be the setup speed," he said. On restricted inner city sites the telescopic machine does not need a rigging area, it can hydraulically extend the tracks and boom and start work.

On short term contracts in particular, this quick and easy setup can save transport costs and time the machine is on hire, resulting in cost savings.

From the hirers point of view, this rapid 'available to work' time is

bringing big returns on the hire rates. For a similar lift capacity machine (50 tonnes), a lattice boom unit would have a non-operated rental rate of about £1000 per week. The telescopic version's hire rate is 50 percent higher!

"On short term contracts, customers can make this pay," he said. "IHI machines are also very compact for their lift capacity. Currently we have a 30 tonne crawler telescopic working in The Strand, London. With its tracks retracted it has a reduced limit of 20 tonnes, however, the unit is just narrow enough to work in the available space - which is too small for any other crane with this lifting capacity."



Telescopic crawlers save costs on short term contracts

AGD Equipment has been distributing IHI crawlers since 1988 and during the last 18 years has seen many changes in the market.

The company has had mixed fortunes with mini crawler cranes. At the SED exhibition in 1991 the company launched the concept in the UK. Although a high cost unit, two were sold to utilities contractor J Murphy and six more new five tonne units were also sold. However, the market never developed as anticipated, and a stock order for 25, three tonne, zero tail-swinging units just didn't find customers.

"We sold a few into Belgium, Holland, Denmark and Ireland, but the UK was really only a rental market for mini crawler cranes," said Law.

Obviously other markets around the world were not ready either because IHI cut the range after the crash in the Japanese market in the late 1990's.

It was about this time (1998) that IHI entered into an agreement with American Hoist (acquired by Terex Demag in 2003) to supply base crawler cranes with Cummins engines for the USA market.

After the acquisition of Demag, Terex started to market 50-70 tonne IHI cranes in the UK badged as Terex-Demag against IHI machines supplied by AGD.

"Terex in the UK tends to concentrate on the mobile crane sector, so this arrangement doesn't cause us too much of a problem," said Law. "We sold three units of this size to Nuttall last year and this year a CCH700 - the first 70 tonner - to Biwater for work on contracts with Severn Trent and Anglian Water." Terex-Demag has since decided not to import any more branded IHI cranes from Japan into Europe.

But these sales are a bonus - the core of the business is rental..



The market for mini crawlers has never developed as anticipated



Large infrastructure jobs have been scarce over the last couple of years

Biwater purchased a CCH700 - the first 70 tonner in the UK





AGD has 15 large telescopic cranes in the fleet - all sourced at the right price, fully refurbished from the ground up to look and perform like new, and achieving a reasonable rental rate. There is very little competition for this type of equipment in the UK.

"If we had gone down the line, like other rental companies, of buying new equipment say £300,000 for a 30 tonne telescopic crawler, the rental is only £1000 per week - which is not economically viable," said Law. "We can make it pay because of the competitive cost of the refurbished machine coupled

when the company owning the building (micro-tunnelling company Iseki UK) was looking for a buyer, AGD not only ended up with the building but also the European, Middle East, African and sub-continent distributorship for the Iseki product. In keeping with the company ethos, AGD has built up a large rental fleet of micro-tunnelling equipment and this is now a significant part of the company's business.

Part of the premises' development is a purpose-built paint booth which can easily accommodate large cranes or any item of equipment.



The lattice boom crawler sector in the UK is very competitive

with the fact that IHI build reliable machines that were very advanced when they were first launched, and have not changed a great deal over the years."

AGD has invested about £2 million on buying cranes over the last year, in particular 50 tonne telescopic crawlers.

"The lattice boom crawler crane has many competitors whereas the telescopic crawlers fit into a niche sector," said Law, "good machines with good performance at a good rental price."

AGD Equipment is rightly proud of its offices in Stratford upon Avon and has made a big investment in its facility. A further £2 million has been spent adding to the original building and extending it to suit the business perfectly.

A few years ago, AGD had identified the building as ideal for its operations and was keen to purchase. However

"This is an area that we are actively promoting," said Law. "There are very few, if any, companies offering the refurbishment and top quality paint facilities that we have here. We obviously specialise in cranes but can cope with any type of equipment. We have recently finished painting excavators and other items of construction equipment."

As with any successful company, it has to continually move forward. Without rental and other operations, AGD Equipment would not be in the excellent position it is at the moment.



Before and after - AGD has a purpose-built paint booth that can accommodate large cranes



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# Spreading the load

C&a outrigger mats

The incorrect set-up of outriggers is one of the most frequent causes of accidents with cranes and aerial lifts. This ranges from forgetting to employ them at all, to setting them up on soft or uncertain ground conditions.

The first case, that of not using outriggers at all, is becoming increasingly difficult, as more machines are equipped with interlocks that require outriggers to be extended and loaded before a machine can be operated. The reliability of such interlocks is such, that unless there is good reason, you should not buy or rent a machine (at least for self drive) with outriggers unless it is fitted with such equipment. This applies also to those units where the outriggers are designed for levelling purposes only, (usually big scissor lifts) and whose use is optional. Most machines of this type are designed so that once a levelling jack is partially extended, all of the jacks must be set and carrying weight before the platform can be raised. This prevents an operator going up in the platform after unintentionally setting only three of the four legs, an extremely dangerous situation.

With modern interlock systems obliging the operator to set the outriggers before starting work, most accidents are now caused by one of the outriggers either punching through a fragile surface or sinking into soft ground. This is usually caused by an ignorance of the ground conditions. Whether on grass, concrete, tarmac or blocks, it is difficult to know for certain what lies underneath.

The approach taken with ground conditions inevitably varies dependant on the size of the equipment. The operators of most mobile cranes and large truck mounted lifts need to be fully aware of the ground conditions, is the ground undisturbed or has it been backfilled? Are there any old voids, such as old cellars, underground storage tanks, gas, water mains or sewers? How close will the outrigger be to a verge or an edge? The larger the machine the more critical this information is of course.

Most accidents now occur with small to medium sized cranes and lifts, why is this? Larger cranes are used for particular lifts, usually organised well in advance and subject to detailed risk assessments and planning. Smaller cranes and lifts are set up and moved far more frequently and on a wider variety of



ground is not what it seems. Given that smaller lifts and mini cranes are rented out without operators, this needs to be addressed in the handover instructions. The most responsible rental companies will provide a set of appropriate sized outrigger mats to use under the jack pads. As a point of good practice they should always be used, even when the ground is heavy duty reinforced concrete. The best machines have a set of mats as standard equipment, complete with purpose built storage racks or pins.

If you are renting a lift that has outriggers, insist on it being supplied with a set of mats. Even if you have to pay a little extra to rent them, it is better to do this than to scratch around on location for scraps of wood or stone. And should an HSE or safety inspector spot you using makeshift cribbing, they are likely to stop you working, costing you a great deal more in lost time.

Larger cranes and lifts are, of course, generally rented with operator, and all but the worst hire companies equip their machines with a full set of mats and timbers to cope with most conditions.

terrain by operators who are generally less experienced than those on larger cranes or platforms. On the other hand the very smallest cranes and lifts impose relatively low ground bearing pressures, with their standard fixed pads. They also tend to be a little more forgiving than larger equipment.

**The best machines have a set of mats as standard**

Good common sense and some basic knowledge can avoid problems occurring with small machines. Having said that it is frightening how many users still have no feel at all for the effect of outriggers on soft ground conditions or any fear of what might happen if the





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This includes reducing the ground bearing pressure by spreading the outrigger pad load over a wider area with a suitable mat. As well as using cribbing to provide a level base for the mat on sloping or stepped ground. It is at this stage that a good deal of skill comes in to the equation. The operator however should have been trained on how to do this properly and be equipped with the materials to handle most ordinary ground conditions.

If you have rented in the crane, even on a contract lift, you as the customer are still responsible for determining the ground conditions on site and to inform the crane company if there are any underground voids. If any doubt exists the operator must be told.

### Test the ground

On most everyday lifts the operator can test the ground, by raising the load a few mm off the ground with the boom directly over each outrigger. The operator of a big truck mounted lift can do the same with a couple of people or a load in the basket. This is usually a very simple thing to do and well worth it, if only for piece of mind.

*Some operators still forget to set their outriggers first.*



With the largest cranes, and lifts, this quick and dirty method is not the way to go, some form of ground survey needs to have been done so the contractor and crane company know exactly what to expect. The other rule of course is - if in doubt use bigger mats.

When working on slopes with a self drive machine, it is best to use a machine that has been designed for

such work such as a spider lift. They usually feature larger built-in pads that have sufficient articulation to adjust to the contour of the slope, avoiding the need to level the slope with cribbing. Care needs to be taken though that the machine cannot slip down the slope once in the air.

### What Mats?

It was not so long ago that second hand railway sleepers and timber off cuts were the order of the day when it came to outrigger mats, with little consideration to their



*A good quality wood mat used with a self erecting tower crane*

suitability. The problem with such material is that some timber will split easily when under load. While the use of a number of lengths of wood, requires a level of expertise to set up safely, so that it does not move or kick out from under the outrigger jack. Differing timber thicknesses complicates the task still further.

Modern nylon, or better still, polyethylene mats are clean and easy to use and handle with built in grips or lifting points. The best are almost indestructible and will flex slightly to profile the ground, and then return to their original shape, time after time. Standard mats are ideal for most aerial lifts, telehandlers, loader cranes and mobile cranes up to around 125 tonnes. Thus covering most routine applications.



*A large volume of Eve trakway was used at the Don Valley Rolling Stones concert to protect the grass and provide access for cranes*

## C&A outrigger mats



*Good quality wood mats are ideal as a base for crawler cranes*

### Don't pinch the pennies

When sourcing this type of mat it is well worth spending a little more for a good quality product. Given that they appear to be made of the same material, there is a tendency to buy on price alone. The best producers provide long guarantees with a no quibble 'break it and we'll replace it' policy. Cheap mats will bend crack and delaminate. When deciding on material, in general terms, polythene is too flexible, nylon is more likely to crack but polyethylene is just right, as Goldilocks said.

### Customised & branding

An increasing number of suppliers now offer a wide range of square, rectangular or round mats off the shelf and available for immediate delivery. They can also be made to order, to suit a particular job, machine or customer. Some suppliers will customise them to your precise specification, in terms of colour, company name or logo and surface finish. A number of company's offer a textured surface on the mat to help prevent slippage, while this is not a bad idea, don't pay a premium for it, as after only a few uses even the smoothest pad will have become textured from use.

For larger cranes large steel mats, often made from I-beams welded together, are still very popular, and of course very rigid and predictable. Polyethylene mats are now available in larger sizes with thicknesses of 160mm making them practical for cranes as large as 400 tonnes or more. The benefit of course is that they are lighter to transport and are usually less expensive. For big applications though, properly selected and engineered wood mats are still highly popular and offer a high degree of versatility. And if from managed forests are also environmentally friendly.

### Tracks and ground protection

When ground conditions are very soft, large mats or track way may be needed, to get the equipment in to the lift area and then to provide a foundation for the crane. This is as true for crawler cranes as it is for mobiles and big truck mounted lifts. For pure site access needs, the best choice is usually aluminium track way, pioneered by Eve and rented out on an installed basis. An alternative that is growing in popularity is polythene/polyethylene modular track pads. These are large rectangular mats that can be linked together to produce a temporary roadway. Not only can they be used to take a wheeled machine across very soft ground, but also used to protect delicate surfaces such as lawns, or decorative paving. In a recent example, two by four metre polyethylene mats were used to allow an 80 tonne crawler crane to walk across a marble floor, with ground bearing pressures of less than 2.5 tonnes/sq metre.

In North America many rental companies stock such track pads for rent along with the machine.

*Well planned storage for shoring timbers on a Liebherr AT crane*





# Making tracks

The range of aerial lifts available on tracks has soared in recent years, most of them being the spider type boom lifts, which require outriggers to be set prior to lifting the boom. In the following pages we take a look at the rarer, self propelled crawler mounted lifts.

It is clear that there is a significant demand for aerial lifts mounted on tracks with explosive growth in Spider type boom lifts. These units use tracks for travel in the fully stowed position, but then set outriggers before elevating. Some of the demand for this type of product is driven by the narrow overall width, light weight and low ground bearing pressures of these machines, which, thanks to the use of rubber tracks, prove ideal for building maintenance duties, both outdoor and indoor.

However a large number have also found favour with rugged outdoor applications such as forestry work where their exceptional ability to traverse the softest of ground conditions is vital. The spider lift also scores when the work area is way off level, the true spider type outriggers, as found on Falck

Schmidt, Teupen, Omme and Palazzani lifts provide incredible levelling capability.

While the range of spider type lifts on offer has ballooned, there has also been a significant, although much smaller, increase in the range of fully self propelled lifts available on tracks. This type of product has yet to catch-on in Europe outside of Holland and Northern Germany. But why are they popular there? The ground conditions are exceptionally soft with many construction sites requiring months of deep piling work prior to moving above ground. All but the lightest of wheeled equipment simply sinks to its axles.

While ground conditions in the UK and Ireland are generally nowhere near as bad, there are clearly applications that would benefit from such equipment. So why are more of these lifts not sold?



## Standard products

While it might seem a little strange to talk of 'standard' and self propelled track mounted lifts in the same breath, there is now a good range of standard series production

For one, their purchase cost is quite a bit more than that of their wheeled cousins, and substantially higher, metre for metre, than the more compact spider lifts. The higher price puts 'forestry types' off buying their own units. It also puts most rental companies off, as self propelled crawlers are seen as highly specialised machines and few rental companies are confident that they would be able to obtain a premium rate for them. So in summary they are seen as too expensive to buy and there are very few places where you can rent them so... they don't catch on here.

Moving on from the simple price factor, when it comes to self propelled booms and scissors in the UK or Ireland the wheel is still king. Rental companies simply prefer booms and scissors on 4x4 rough terrain chassis. The traction and rough terrain ability of a modern RT lift is first class, they have a good travel speed and tyres are reasonably 'kind' to most terrain. However crawler mounts are not just about rough terrain ability, they also offer ground bearing pressures way below that of any wheeled machine. In really soft ground conditions wheeled machines sink and then resort to using Track-way or matting to move around site. A crawler of course lays its own track.

*Spider outriggers provide incredible levelling ability*



*Two Aichi booms in typical soft conditions*

boom and scissor lifts on the market. When it comes to fully self propelled aerial lifts the market leader is without question Aichi. One of the reasons for this is that users in Japan are very keen on track mounted anything when it comes to equipment, from Mini excavators to mini cranes and mini scissor lifts. In Europe, Aichi is best known for its crawler mounted booms. Many buyers assume that this is all the company sells here. The reality is quite different, actually selling four to five wheeled booms for every crawler mount.



*In soft ground like this site in Holland, wheeled machines simply sink*





Aichi has been selling enough of its crawler mounted boom lifts outside of Japan to prompt market leader JLG to start building a crawler mounted version of its 600S series. Designated the 600SC and 660SJC they use the basic superstructures from the wheeled 600 series but mounted on a steel tracked crawler



*Aichi SR12B crawler booms destined for rental company, Boels*

and Genie 45. However the rough terrain capability of the heavy duty crawler undercarriage suits the more rugged structure of the straight telescopic boom.

**Scissor lifts**

With Aichi having pulled out of the European crawler mounted scissor market, the only producers of standard products remaining are Holland Lift and Omega lift, both of them based in Holland where, as we have already said, the vast majority of this type of lift is used.



*The 22 metre Hitachi crawler boom is not yet marketed in Europe*

chassis. A significant benefit of such machines, apart from their ability to deal with soft ground conditions, is their stability. The extra weight, right at the base of the machine and the unyielding nature of steel tracks, makes for an

extremely solid and rigid unit, perfect for jobs where bounce is a 'no-no'. Aichi build crawler booms in three heights 40ft, 60ft and 70ft, all available with or without jibs. There are already quite a few of these working in the UK, largely on special applications or where a rental company has managed to purchase them at an especially attractive price. Units such as the SR12B/BJ, SR18A/AJ and SR21A/AJ are well proven with a reputation for being 'bullet proof' in terms of reliability and durability. The other manufacturer which offers something of a range is

Hitachi. Only two of its four models - the zero tail swing HX99B and straight boom HX140B - are actively sold in Europe. The remaining models are an unusual non-telescopic articulated model, the 6.4 metre platform height HX64B and the seemingly strong 22 metre platform height, straight boom and articulating jib HX22B. The two smaller Hitachi HX booms are excellent products, but the only company actively selling them in Europe is Euro Supply in Holland. At a recent exhibition, it showed an HX99B with a quick-fit set of rail wheels (See crawlers on the rails) which it has developed with partners for the



*On this special, the building frames are loaded on the material lift... and lifted into place for fixing.*

**Straight boomed crawler mounted lifts**

Make - Model	Platform Ht	Outreach	GVW	O/A Width	Lift cap	Track type	Jib
Hitachi HX99B	9.7m	9.0m	5,400kgs	2.00m	200kg	NM Rubber	No
Aichi SR12B	12.1m	10.7m	7,445kg	2.30m	250kg	Steel	No
Aichi SR12BJ	12.1m	11.3m	8,240kg	2.30m	250kg	Steel	Yes
Hitachi HX140B	13.9m	13.2m	7,850kg	2.30m	250kg	NM Rubber	Yes
Aichi SR18A	18.0m	16.7m	12,800kg	2.46m	227kg	Steel	No
Aichi SR18AJ	18.0m	15.8m	12,900kg	2.46m	227kg	Steel	Yes
JLG 600SC	18.3m	15.1m	10,230kg	2.49m	230kg	Steel	No
JLG 600SJC	20.1m	17.3m	12,270kg	2.49m	230kg	Steel	Yes
Aichi SR21A	21.0m	18.6m	14,900kg	2.46m	227kg	Steel	No
Aichi SR21AJ	21.0m	17.8m	15,200kg	2.46m	227kg	Steel	Yes
Hitachi HX22B	22.1m	20.2m	17,000kg	2.49m	200kg	Steel	Yes



*Some units are equipped to carry and lift items such as these heavy glazing panels*

Dutch railways. Hitachi appears to be perfectly satisfied with the limited sales volumes it achieves in Europe and simply reacts to demand rather than seeking to actively pursue new distributors. Over the years a number of companies have put a standard boom superstructure onto a tracked undercarriage. The most notable being Gunco in the days when it was the Grove-Manlift distributor in Holland. The Grove MZ66A and MZ76 made great crawler mounted booms and a good number are still at work, mainly in Holland. Articulated boom superstructures have been tried in the past, including the Simon Boxer 17

While the smaller tracked scissor lift models are used on a wide variety of applications including road building and maintenance, the biggest application by far is the construction and refurbishment of the massive glass houses that are erected on reclaimed polder land and benefit from cheap Dutch natural gas for heat. It is in these massive green houses that the tasteless forced tomatoes are grown for the British and other less discerning European markets. Glass house construction is big business in Holland and follows a typical cycle, the land is reclaimed, and once stabilised, permission is sought to erect glasshouses.



In time the land is turned over to more profitable uses, and the glass houses removed, while new ones are erected closer to the coast or in new areas where planning permission has been obtained.

The ground conditions under these light aluminium buildings is soft, bottomless and often wet. Wheeled machines require very large tyres and lots of power, but even then

Staying with the standard products, Holland Lift produces two models. The Monostar X-105DL22-TR has a 10.8 metre platform height, 500kg lift capacity and an overall width of just over two metres. With a gross weight of just under 10 tonnes, the 14 metre platform height Q-135DL24-TR has a 2.4 metre overall width and



The Holland Lift X105DL22-TR levels by up to six degrees



The Omega TS105-500 demonstrates how these machines can cope with difficult terrain

they quickly create deep ruts which cause most vehicles to bottom out and get stuck. Big tracked machines are not only ideal for the ground conditions, but they also allow the development of

500 kg lift capacity. In addition to their firm bases and low centre of gravity, the TR scissor lifts offer six degrees of levelling either side of centre, allowing levelling while traversing side slopes or when working against a façade where the ground slopes away from the building.

Some crawlers, usually the larger custom build models, feature a full trunnion mounted scissor stack allowing it to be levelled both side to side and end to end. Others employ levelling jacks to achieve the same purpose, however, given that these machines are designed for working in soft ground, outrigger jacks are far from ideal.

The other producer of standard crawler mounted scissor lifts is the newly renamed Omega Platforms which incorporates the Omega brand of standard scissor lifts and HTN, the producer of special custom built crawler lifts. The standard range comprises four models, the 8.5 metre TS105-500, the 10.5 metre TS120-1000, the 13.5 metre TS150-800 and 16 metre TS180-800. While these units are to a standard specification, Omega produces its lifts one by one to order, with each being a virtual special. All of them feature a full trunnion mounted scissor stack, which gives side to side levelling of five degrees and end to end levelling of up to three degrees.

Specials though are this company's forte building massive crawler mounted lifts for highly specialised work such a big glass house erection.



Some units are built with staged platforms to cope with pitched roofing



Another unusual application features a scissor on a scissor to reach awkward locations.

extremely elaborate configurations with massive decks, lifting equipment and multi staged platforms to allow simultaneous work across the pitched roofs.



Many of the largest tracked scissors rotate so that the long deck can cover the full width of a building on the go



An unusual hydraulic stepped platform for work on sloped ceilings

Typically it offers platforms of 12 by five metres, with up to three tonne lift capacities. In addition the scissor stacks on these massive machines are usually mounted on a 360 degree slew bearing, to allow 'on the move' working across the full width of a building. The decks are designed very much to purpose, with pyramid style stepped platforms for working on a pitched roof, material lifts and component storage racking, all on deck. These monster machines are about as far off as it is possible from standard self propelled lifts.



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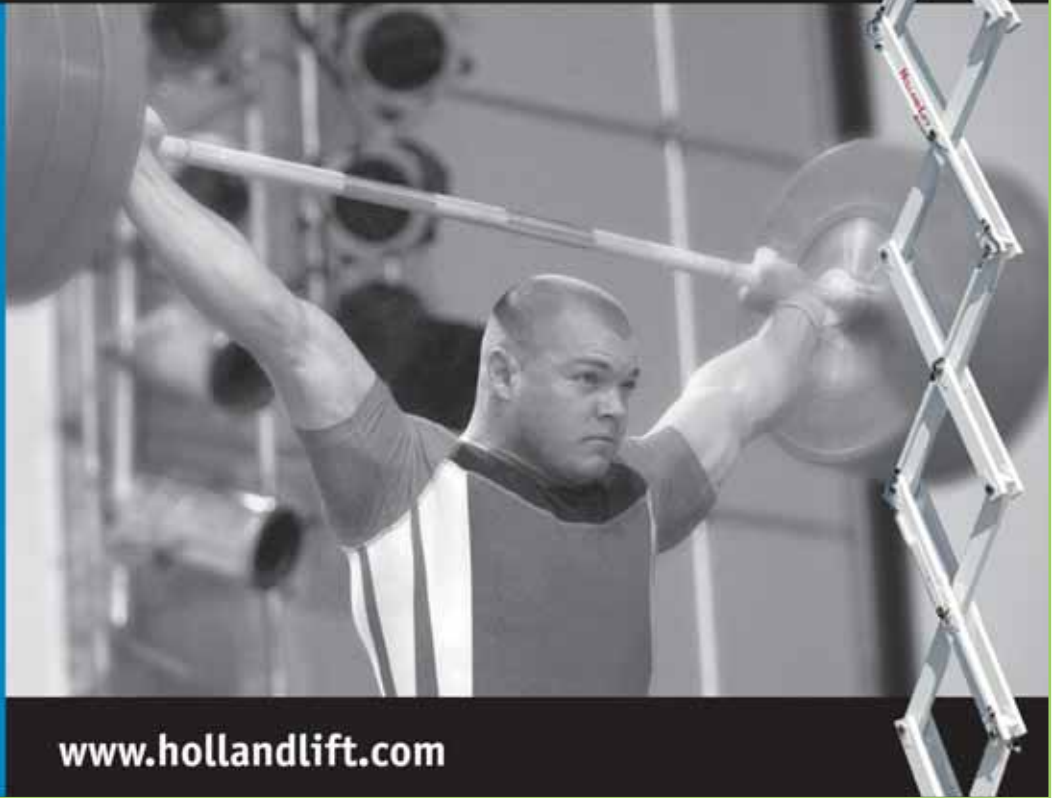
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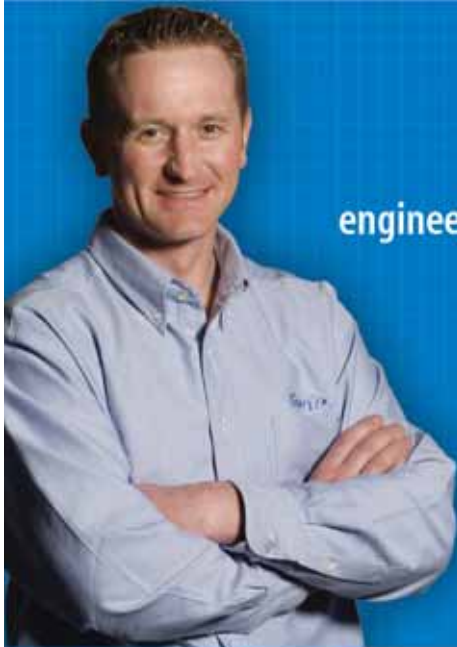
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The Hitachi HX99B for the Dutch railways combines rubber tracks with a quick fit rail chassis

## Crawlers on the rails

Dutch company Euro supply has been in the access business for many years and has developed a strong following throughout the Benelux region. The largest part of the company's business is the distribution of Nifty Lift trailer and boom lifts, Hitachi crawler mounted booms and Kesla boom lifts. It also has a strong and well established operator training programme. As a specialist aerial lift company it is often called on to provide bespoke solutions to access problems. Its most recent special project was to rail mount an Hitachi boom lift. With an exacting set of demands from its customer, the Dutch railways, it teamed up with Gebr. Koerts Techniek BV to produce the road-rail crawler mounted boom lift. Based on the Hitachi HX99B with almost 10 metres of platform height, it uses a complete rail

wheeled sub chassis developed with the assistance of specialist contractor, Winkel VOF. The sub chassis includes two hydraulic drive motors that can propel the lift at up to 10kph (6mph) on rails. The lift is fitted with height and position limiters, which combined with its zero tail swing and compact dimensions ensures that it does not intrude into adjoining track space. A battery powered auxiliary drive system is fitted to the machine in case the engine should fail or run out of fuel. Euro supply says that the sub chassis, which weighs 1,200kgs, can be easily fitted or removed in around 30 minutes, without the need for any special tools, making the machine a practical dual purpose lift for both regular and rail work. The work platform is used for a wide variety of repair, maintenance and inspection work.



The rail gear is incorporated in a quickly removable chassis, which features dual wheel drive.

## Cheaper in the long run

Aichi recently had the unique chance to track (forgive the pun) the total ownership costs of one of its 18 metre booms since it was built more than 20 years ago. The lift was delivered new to rental company Gardemann in Germany in February 1985. Gardemann is one of the few companies that has kept systematic and detailed service records for its machines over such a long period. Each lift has its own file that includes a worksheet for every time it was worked on, including both routine services and repairs. Over the period the machine has cost just over 8,000 euros. Most of which was spent on filters, service



labour, seals and some engine parts. The hour meter stopped working at 12,500 hours but the machine is still in full working order, although rarely rented out these days due to its age.

The paintwork, in Gardemann colours, is apparently original and still in fairly good shape.

The steel tracks were originally fitted with optional rubber pads, although these are now virtually worn out. Aichi has long argued that its boom lifts are the 'cheapest' over their full working life. This unit would certainly appear to support that claim.

A full and detailed service history is available with the machine, it apparently shows total maintenance and repair costs over its lifetime of just over €8,000.



The Custers Verda 10 at work on trimming duties

## Take a walk through the woods

Dutch manufacturer Custers has developed a fully self propelled, crawler mounted boom lift with the aid of one of its forestry customers. The resulting product, the Verda 10, is one of the best lift designs for its purpose we have seen so far. The new product benefits from the fact that it was designed as a 'special' to an exacting specification, but



The massive steel plate covers enclose everything for full protection from falling timber and for driving through heavy brush

with series production in mind. As a result it carries few, if any, of the compromises that are inevitable with modified machines. The one characteristic that might not appeal to some users, is the 150 kg lift

capacity in the one man basket. But Custers says that the design allows for either greater working height, with a telescopic top boom or a greater lift capacity or both. The main sacrifice for such additions would be the machines gross weight. The Verdana 10's built so far weigh only 3,500 kgs and offer 4.5 metres of outreach.

The key features of this unit include:

- Fully self propelled capability
- Heavy duty crawler chassis that will go almost anywhere
- 360 degree continuous slew superstructure
- Heavy steel plate tank-like covers that envelope all of the machines moving parts, and will resist just about anything, bullets included.
- Chain saw scabbards built into the platform
- A curved front guardrail to allow the user to get close into the tree.
- An integrated cable reel for tree-tie string

The machine, was developed and tested in a real-life work situation. Custer's then delivered the first completed unit earlier this year and already has several months experience monitoring the product prior to launching it at this year's Hoogwerker dagen in Holland.



The Custers platform with protected controls, curved rail and tie reel



This Aichi crawler mount is over 21 years old and still in perfect working order.





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It's October and time once again for Italy's major construction equipment show, SAIE, held every year in Bologna. Many tower crane and telehandler producers only attend bi-annually - but this year they are all out in force.

While Italian-built equipment might not be first on your shopping list, you will find more innovations at this show than at any other. There are also more manufacturers than you will find in the rest of the world combined.

It was not so many years ago that people in the crane business used to say 'There are 145 mobile crane makers in the world - 130 of them in Italy!' and it was just about true. Today that is still very true when it comes to loader cranes, but there are now fewer active mobile crane builders than in the past.

### Italian engineers are among the best in the world

Italian engineers are some of the best in the world when it comes to "thinking out of the box" in fact many haven't got a clue what a box is. Converting the design concept into metal is also an area where many Italian producers lead the world; they regularly adopt new thinking into their products where others would ere in the side of caution. The craftsmanship and build quality of the best Italian manufacturers is also on a par with the world's best.

### If the engineering does not convince you ...

All this makes for a great show to browse, and a great place to pick up new concepts and ideas. As if this was not a good enough reason to arrange a visit, Bologna is not



a bad place to be holed-up for a couple of days. The restaurants the bars and the atmosphere certainly beats a rainy day in Corby.

## So what is there to see?

### Loader cranes galore

In general terms if you are looking at lorry loader cranes, this show is a must - you simply will not see a wider and more varied selection of loader cranes anywhere. Exhibitors include, Effer, Fassi, Cormagh, Pesci, Ferrari, Amco Veba and PM not to mention Palfinger, Hiab and Atlas. A number of the companies have already said that they will be launching specific new products, however, you can be certain that most stands will feature both new products and new technology. The competition for this type of crane is so extreme in Italy that few disclose their innovations prior to the show.

### Mobile cranes

While this is also a great show for mast climbers, telehandlers and tower cranes - not to mention all manner of access platforms - it is not the greatest show for mobile cranes. However you will see Terex, Manitowoc, Tadano-Faun and Liebherr with good solid displays of their latest models along with local producers such as Locatelli, Rigo and Mr Gru. If you are looking at industrial pick and

carry cranes there are few better places to window shop, this being the home of market leaders such as Valla and Ormig among others.



*The Terex TCC40 will join the 45 launched last year*

Tower cranes should be well represented with most Italian and international producers present, including Liebherr, Comedil, Raymond, Comansa and Potain, but the major point of interest will be a good number of the dozen or more Italian producers of self erecting tower cranes will be exhibiting.

### Mini cranes

With the number of local companies producing track mounted mini cranes, this is the place to see alternatives to the two big Japanese producers. Imai leads the charge, but you will also see numerous local producers that match up loader crane tops with track mounted chassis.

### Telehandlers

This is a great show to see the latest idea in telehandlers, particularly the 360 degree models, most of which are built here. The Merlo stand is a must see as it always uses SAIE to show off its very latest ideas and developments. Other telehandler companies that will be out in force are Manitou, Dieci, Genie, JLG, Bobcat, Faresin - now free of its venture with Haulotte - JCB and Cat with its first JLG built product.

You will also see telescopic fork attachments fitted on a number of cranes, which offer the combination of fork or hook on the same machine allowing you to switch between the two depending on the load to be lifted.

Powered access is always very well represented these days, particularly with truck mounted lifts, with Italian producers now dominating Europe's smaller truck mount market. This is also true when it comes to crawler mounted spider type lifts - Pagliero, CTE, Oil&Steel, Hinowa, Italmec, Lionlift, Palazzani, Socage, Imai and many others will be exhibiting. Self propelled booms and scissors are also well represented by international companies - JLG, Genie, Haulotte, Manitou, UpRight, Nifty, and Snorkel all being present. Local companies exhibiting include Basket, Iteco and Airo. This is also a good show to see specialist lifts such as those made by Oxley, Bravi and Faraone.



*Tower cranes are back this year, self-erectors will be in abundance*

*The new Effer 850, launched last years has sold well and will be on display this year*





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### Mast climbers

Italy may not be a huge Mastclimber market, but is home to a large number of producers. Expect to see Maber, Rovers, Euroscalf, Electroelsa and Safi along with some of the international producers.

### Here are a few of specific exhibits not to miss.

Effer will launch the new 55 tonne/metre 585 which features a full 180 degree articulation in the second boom/ jib giving a 10 degree angle above horizontal. The decagonal main boom has up to nine hydraulic sections for a horizontal reach of 23.1 metres. It is now a year since CTE took over the company and much has changed since then.

The new model is based on the existing six metre platform height Toucan Junior 8, but features a 120kg lift capacity and a wider 1.1 metre chassis. The benefit is a market-leading overall weight of only 770kg.



SAIE is a show where you will always find something unusual

JLG will launch the new Junior Lite, offering 8 metres working height, but weighing only 750kgs



JLG will show a new lightweight Toucan Junior 8. The new Toucan Junior 8 Lite has been designed specifically for demands from the 'entertainment and events' industry which, the company says 'requires a light, compact, self-propelled work-platform for operation in confined spaces, where speed of operation and reduced floor-loading are essential requirements'.

JLG will also be highlighting the most compact models of its line up, including the 266 Lo-Pro see at Intermat and SED earlier this year.

Terex Cranes has a line up of its most compact All Terrain cranes, but also a new 40 tonne telescopic crawler crane from the **Bendini** stable. The TCC40 which is essentially a TCC45 with a shorter, 27.5 metre boom, the final section of which is mechanically extended, this unit is intended for heavy duty construction work including pick and carry duties, where a long boom is not required. The other new tele-crawler, the TCC 60 might just make a surprise appearance?

Leader, the Italian distributor for Maeda, Nifty, UpRight and others which also produces its own range of truck mounted and spider type lifts, says that it has some exceptional new products that it is launching. It has adamantly refused to even give us a hint of what the new product might be. Hopefully a visit to its stand will not disappoint.

CTE is likely to show its latest spider lift and will be celebrating the first anniversary of its take-over



Bobcat will have the production version ready of its new 10 metre telehandler





This is the worlds best show for spider lifts and small truck mounts

of Effer and Bizzocchi. The company will also have a full display of Genie booms and scissors.

**Manitowoc** has aims to have its latest All Terrain on display the recently unveiled GMK4100 and will be talking about the new RT535E rough terrain product that will join the cranes it already builds in Italy. This will also be the first opportunity for most to discuss its new GTK1100 concept.

**Manitou** will be in a position to update its customers on the massive 30 metre telehandler, the MRT3050. First seen at Intermat this new model is likely to be built in Italy and the company has promised to have prices and delivery dates by the end of the year.

**Palazzani** will be exhibiting its recently introduced TXJ and TSJ Ragno - Spider lift range, with the

first glimpse of the new 'C' crawler mounted models.

When it comes to industrial cranes, **Ormig** will have its new 16 tonne 16TM on display, while Valla will exhibit its latest electric powered pick and carry cranes.

**Bobcat** will display its new 10 metre T35100 telehandler which fills the gap between the existing Bobcat seven and 12 metre T3571 and T35120 models The new model is available with three alternative specifications - simple no frills with no self-levelling or stabilisers; with the self-levelling system only and with both stabilisers and levelling.

The T35100 incorporates many enhancements that Bobcat incorporated into its telehandlers in order to improve the poor reputation it has suffered from in the past.

## Facts about the show

**Dates:** 25th to 29th October

**Hours:** 9:00 till 18:00 (17:30 on Sunday)

**Getting there:** British Airways flies direct from Gatwick and Aer Lingus direct from Dublin. If flying Ryan Air watch out. While it says it flies to Bologna it is in fact Flori airport which is as close to Bologna as Bristol is to Oxford!

**Where to stay:** Choices too numerous to mention, mostly very good. If you are stuck, there is a direct train connection from the show ground to the seaside town of Rimini, and Easy Jet flies direct to Rimini.

Further details can be accessed from the Events guide on [www.vertikal.net](http://www.vertikal.net)



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# APF show

The bi-annual International Forest Machinery Exhibition - or APF as it is more commonly known - was again held at Ragley Estate, Alcester in Warwickshire - the first time at the same venue since the show started in 1976.

Even the poor weather on the second day didn't dampen the spirits of the record number of visitors viewing static and working equipment from more than 250 exhibitors. The growing importance of platforms within the industry was reflected in the number of platform exhibits and the level of interest in these products.

Mark Darwin reports on the show highlights.

Although layout changes this year by the organisers 'forced' visitors around both the static and demonstration area - whether they liked it or not - this year's show was noticeably more up tempo than in 2004. A combination of more visitors and a more buoyant market meant that many stands were inundated with customers - many serious about placing orders.

One stand amazed by the interest was Arbruck, a newly formed, Hampshire-based company showing a prototype truck mounted platform, built by and specifically for tree workers. Using a Mitsubishi Canter chassis, director Rob Nash put his

experiences gained from his commercial tree cutting, contracting and training services company Overland, into a vehicle specifically designed for tree work.

"Overland has 26 tree surgeons and currently we operate five access platforms including this 'special' which we built for ourselves," said Nash. "We thought there might be a small amount of interest in the truck so we brought it along to the show. The huge amount of interest from all types and sizes of companies has been amazing."

Nash used a Genie 30/20 boom with LV insulated basket and mounted it on the Mitsubishi 7.5 tonne chassis. The boom gives about 10 metres platform height and 6.5 metres outreach with 225kg in the basket. Also on the stand was the first Mitsubishi Canter 7.5 tonne 4 x 4 chassis in the UK, which will also be available as a base for a truck with better off-road capability. Any vehicles

ordered will have Mitsubishi's new cab, but the running gear is exactly the same.

All the tree workers in the company had an input and the result obviously hits the spot, answering the prayers of arborists, utilities and councils. Weighing four tonnes empty, the truck has an aluminium box at

Designed specifically for the tree worker, the Arbruck platform attracted serious enquiries



Up to 3 tonnes storage capacity for chip or when empty, protection for the basket



A wide variety of platforms on the Promax Access stand included a 28 metre Cela platform mounted on a John Deere tractor



Santana's joint venture with SkyHigh has produced a cost-effective 4 x 4 platform

same boom on a 4 x 4 chassis would add another £20,000 to that figure.

Input from people who need a vehicle to work day in, day out has resulted in niceties such as a German-designed Eberspacher heating system which not only provides hot water for making a brew, but also heats the side cabinets to dry ropes and other equipment in between jobs. The unit may also feature an American-developed air-powered chain saw/lopping system.

Almost on an adjacent stand was Santana showing a 4 x 4 mounted platform in a joint venture with SkyHigh. SkyKing - the UK distributor for the SkyHigh platform products - is also building the Santana-based platforms.

On show for the first time in the UK, the 3.3 tonne GVW 4 x 4 was fitted with a 12.5 metre platform capable of a 6 metre outreach with 215kg in the basket. Because of the physical size of the Santana 4 x 4, the truck can accommodate SkyHigh's unusual platform mounting system where the

the rear capable of carrying three tonnes. When empty, the basket is stored within giving a shorter travel length and also added protection. When full the boom is extended and the basket sits at the back of the box yet maximum height is still just 2.5 metres. A pair of front jacks provide the stability required, and a cage over the cab gives added protection.

Prices have not yet been fixed but to give a rough idea a two wheel drive unit with 15 metre boom would be about £65,000 and the

IJ Access said the APF was the 'best show this year' with strong interest in the Lionlift tracked platforms.







Jamie Francis - Ranger Equipment's new tree surgeon recruit - was on hand to help with Teupen enquiries. The stand featured a Leo 23GT from Trac-access

platform sits directly on the four outrigger legs. In effect, once the four outriggers are in place, the 4 x 4 chassis hangs from this frame and is not supporting the platform in any way. Santana says that this arrangement gives better stability and allows the platform to operate at full reach to the front of the vehicle.

The platform is electronically driven but can also be powered from the truck's engine. Pricing should be 'competitive', probably a few thousand pounds cheaper than its main rivals.

Largest access platform display at the show was on the Promax Access stand. Several interesting

machines included the UK's first 28 metre, tractor mounted platform - on a John Deere 6920 - several Italian-built Platform Basket compact crawler units, DinoLift trailer units, vehicle mounted units and larger Cela tracked platforms.

Heading into the forest 'demo' area Keith Irvine of Lionlift distributor IJ Access only just found the time to say that he was 'run off his feet'. Keith does also sell other arborists equipment such as chippers and stump cutters, but was really pleased with the interest in the tracked platforms. Although not confirmed, he was confident of at least one platform sale at the show. 'The best show this year'

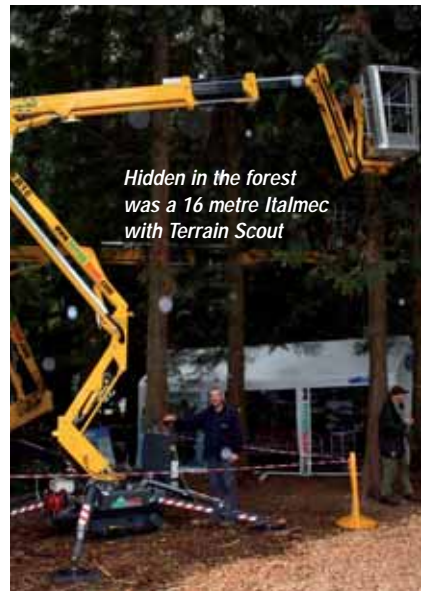
was how Keith rapidly summed up this year's APF.

Tucked away in the heart of the forest was the Terrain Scout range of Italmec-built platforms. Backed and supported by Powerlift - a company with many years of experience servicing Italmec machines - it offers a 24 hour nationwide backup service. These compact crawler lifts can achieve working heights from 14 metres to 21 metres with outreaches up to 12 metres. Folded widths start at 780mm allowing good access.

All the models in the range feature dual fuel systems allowing use both outdoors with either petrol or diesel and indoors using the standard electric power system. This combined with a short overall length, low ground pressure and a short fly boom adds up to a very versatile machine.

Currently only available to buy, the company is in the process of setting up a rental division for the platforms which should launch over the next few months, as well as a smaller platform to be added to the range.

Whether the APF 2008 is yet again at Ragley or not, one thing is certain. The number and importance of access platforms will have grown considerably - possibly to the point where the platform will be as essential to the tree worker as a chipper or stump cutter.



Hidden in the forest was a 16 metre Italmec with Terrain Scout



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# Local shows lead the way

August and September saw Platformers Days in Germany and Hoogwerker Dagen in Holland. Both shows are dedicated to access and lifting specialists and so, while not drawing the big crowds of Intermat or Bauma, or even for that matter SED, the 1,000 or so visitors that do attend each show are responsible for 60 to 70 percent of the powered access purchases in each country. Each event is more a rental industry get-together than a traditional exhibition. Although as our brief pictorial coverage shows, there is plenty to see. Further views of the shows and new products can be seen on [www.vertikal.net](http://www.vertikal.net), simply put either Platformer days or Hoogwerker into the search box.



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# CPA Crane meeting

C&a

CPA meeting

Henley in Arden, Warwickshire

The UK's Construction Plant hire Association's crane interest group open meeting, the first under new chairman Geoffrey Marsh, was as usual well attended. Topics included red diesel, diesel particulate filters, the CPCS scheme, tyre shortages in addition to CPA terms and other safety issues. Mark Darwin reports.

## In the hot seat

New chairman Geoffrey Marsh opened the meeting with a tribute to Peter Oram who passed away in June. He acknowledged his major contribution to crane safety and his chairmanship of the BSI committee which created BC7121, which led to a major cultural change in the industry.

Marsh, called for greater professionalism from crane hirers: "The industry is facing many changes including much new legislation. However we must all decide

whether we wish to continue in this industry and become more professional or decide that we no longer enjoy it and do not want to be part of it. For those that remain, I commend you all to contribute, discuss and take away from this meeting greater knowledge and inspiration to do a better job for the crane industry."

Marsh commented on the increasing levels of red tape and drew attention to the Control of Noise at Work Regulations that became effective

in April this year. Employers are now obliged to assess the risk to employees exposed to noise levels above 80 dB(A).

He also highlighted Crane operators using mobile phones in the cab. "These must be banned when working on site - it is a safety issue," he said. Operator fitness was another issue given that they sit in the cab all day 'snacking' and no longer have the level of physical duties to keep them fit," he said. With increasing regulation and control from government and the EU, he said that crane hirers need to be 'ahead of the game'.

## ADR

### - Carriage of diesel

In March 2004, regulations were introduced that classified diesel under the Carriage of Dangerous Goods (CDG), requiring all tanks and bowzers to meet the UN standards. However subsequent meetings with the DfT and HSE resulted in an agreement that all jerry cans, drums, bowzers and tanks under 3000 litres capacity and manufactured before March 2004 could be used until 2019. Conditions require that no more than 1000 litres is carried and that tanks are readily removable. This seems to have solved the problems for most members. However it has been reported that some manufacturers and suppliers of bowzers and IBC's have been giving customers incorrect information about the new legislation, but a letter from the HSE appears to have clarified the situation.

## Filtering the rubbish - John Varcoe

A topic that looks set to run for a while is diesel particulate filters (DPF) with the CPA opposing the London Diesel Best Practice Guide. "This is one of the craziest pieces of legislation which despite our remonstrations, is now likely to happen," said John Varcoe.

"Despite a strong case supported by independent research and reports, we are up against politics," said Varcoe. "The Greater London Authority (GLA) want to shoe that it is trying to meet the government's Air Quality Strategy by retro-fitting DPFs. Other cities - including Birmingham, Manchester and Glasgow are following London's lead.

We are warning members of the practical problems, the need to recover the costs and can give advice on different types of filters - passive, active and catalytic wall flow filters, and electrostatic particle reduction devices.

## HSE update

Tim Watson stepped in at the last minute for Ian Simpson of the HSE to discuss the fatal injury figures for 2005/2006 which at 59 deaths in the construction industry is according to the HSE, the lowest on record. Falling continues to be the most common accident with 24 fatalities - 11 of them from less than two metres.

## Tyre shortages and solutions

Given the current shortages of crane tyres, Steve Cooke of Ainscough outlined simple, 'common-sense' measures to help extend tyre life. He mentioned the fact that the cost of a minor repair at about £55 and a major repair at £130. A lot cheaper than a new tyre. Regular maintenance will also considerably extend the life of a tyre. Other options include:

### Re-Moulds

Re-moulds require a good casing as a base stock but can be used on non steer axles. However re-moulds from a reputable company are perfectly acceptable.

### Wheel-Tyre Rotation

Ensure that wheels-tyres are rotated between 5-10,000 km as different loads and stresses are imposed on them depending on the location on the crane. Diagrams are available for the optimum rotation sequence.

### Re-Grooving

Re-grooving is not recommended as the under tread is made of a heat resistant, softer compound base layer which will chunk (pieces break out) if grooved. The process can be used to tidy the tread and compensate for uneven wear to extend tyre life.



London is proposing DPFs on selected sites such as the Olympic and Thames Gateway in advance of the 2010 - 2013 deadline, when manufacturers expect to meet the specifications through cleaner burning engines. London intends to implement the final version of its Best Practice Guide and DPFs from this autumn.



John Varcoe





## Registered Dealers in Controlled Oils Scheme

The RDCO Scheme was introduced in January 2003 to minimize the fraudulent use of red diesel. Although it was aimed at large distributors, plant hirers were caught up and as usual, not told about the Scheme prior to its implementation.

Intervention by the CPA and subsequent meetings with HM Revenue and Customs have considerably simplified the reporting, but no exemption. It would appear that the government's Regulatory Impact Unit (RIU) has unofficially agreed that the quantity threshold below which there will be exemption is 120,000 litres. It was also made clear that plant hired without an operator would qualify as a delivery of fuel, plant hired with an operator would not qualify.

## Have a break

The Working Time Regulations specifies a right to have a 20 minute rest break if a person works for more than six hours per day. Tim Watson said that the DTI guidance states that 'employers must make sure that workers can take their rest, but are not required to make sure that they do take their rest'.

The European Court of Justice, however, recently ruled that the guidance encouraged employers to break the rules and that the guidance must be rewritten. It was suggested that employers should send a note to all employees reinforcing existing policies and emphasizing the benefit of rest breaks.

## Never ending legislation

Tim Watson looked at recent and future legislation including Work at Height, new CDM regulations, seatbelts, working time and rest breaks. He said that the main problem of the Work At Height Regulations (WAHR) is uneven application. "On some sites they look and check for everything, on others they are not interested - just get the job done."

The CPA has set up four working groups to cover this subject:-

- Tower Cranes - a guidance has been published.
- Construction Hoists is currently draft guidance.
- Loading and Unloading Transport
- Mobile Cranes, guidance is being drafted.

He said that the HSE's campaign on Falls from Vehicles will start October 2007 but generally concentrating on falls from below head height. "This is an opportunity for the CPA to influence," he said.

The new CDM regulations (2007) are designed to redress the previous imbalance in the regulations introduced in 1994. The lift Planning Supervisor will be replaced by a co-ordinator - a much more hands-on role. Duty holders responsibilities will also be made clearer, with emphasis on planning and management, rather than creating paperwork and simplifying assessment of competence.



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# New Slinger/Signaller Course

An increasing number of businesses are moving towards a point where all of its employees or subcontractors have received formal accredited training for the duties that they perform. With this in mind ALLMI will shortly launch a new Slinger/Signaller training course, building on the HSE commended ALLMI lorry loader training programme.

The course contains 13 modules including legislation, pre and post operational checks, lift planning, storage and maintenance and the safe use of slings. Course participants will also receive instruction on hand signals and the correct use of radio and telephone communication when performing Signaller duties. On successful

completion of the course, participants will be issued with an ALLMI certificate, and will receive the ALLMI Slinger/Signaller manual, a 28 page, A4 document that provides a useful guide to slinging and signalling issues complete with tips and reminders. Most importantly of course, they will also be issued with an ALLMI Slinger-



*Slinging items such as a Piano require great care and placing them at height requires clear signals*

Signallers card, as proof of having been trained and reached the required standard. The strength of the course content comes from the knowledge and expertise of ALLMI's Training Standards Committee, which includes representatives from major loader crane Manufacturers and Importers, along with some of the leading crane training companies in the UK. The knowledge base has recently been further enhanced by the addition of a representative from the ALLMI Operators' Forum, currently Peter Duckett from the WTB Group. The Operators' Forum is a division of ALLMI specifically for fleet owners of loader cranes and provides a valuable additional perspective on all training related issues.

Tom Wakefield, general manager of ALLMI, said: "The ALLMI Training Standards Committee has spent a great deal of time and effort putting this course together during the past year. Although in some cases we would expect the

course to be delivered back to back with ALLMI Lorry Loader training, the Slinger/Signaller course is a stand alone course. The content is very comprehensive, to the point that the qualification will allow cardholders to use their skills when performing Slinger/Signaller duties with other types of lifting equipment as well as lorry loaders."

For further information, please contact Tom Wakefield at ALLMI.

*When lifting unusual shaped items, poor placement of slings can damage the goods*



## New ALLMI Chairman

ALLMI's General meeting on the 4th October saw Mark Rigby appointed as the association's new chairman, taking over from Alan Johnson after three and half years in the role. As a director of T H White Ltd, the Palfinger cranes importer for England and Wales, Rigby's experience of the lorry loader industry made him a natural successor to Alan Johnson. Previously filling the position of ALLMI commercial director, he has switched roles with Johnson, who will now oversee the commercial activities undertaken by the Association.

Rigby's involvement with ALLMI goes back five years and started with his work on the ALLMI Steering Group, a Committee set up with the task of transforming ALLMI into a more effective trade association. Since that time, ALLMI has gone from strength to strength, merging with ALLMI Training Ltd, which has helped provide the Association with the benefits of a team of full time staff. The same period has seen ALLMI forge closer links with end users of the equipment through the development of the ALLMI Operators' Forum, the membership of which includes some of the biggest lorry loader fleet owners in the UK.



*Mark Rigby (L) takes over from Alan Johnson*

## Buyers Co-operative

A Buyers Co-operative has also been established, which allows members to benefit from group buying power and which has recently led to one ALLMI member saving over £3,000 on its insurance premiums. It is the intention that ALLMI will soon be able to offer its members bulk prices on steel and hydraulic oil as well. In addition, ALLMI has been undertaking the development of a new Thorough Examination training scheme for the industry and has also been revising its Code of Practice. In fact it would be fair to say that in the entirety of ALLMI's 28 year history, the last five years have seen the most significant changes taking place.

## Market statistics

One of the first projects to be introduced under Rigby's chairmanship will be the publishing of market statistics for the lorry loader industry. The UK's key importers have agreed to submit their quarterly sales figures to ALLMI's accountant who will then produce a report on general market activity. The figures will be broken down into categories, which will be based on the Tonne-Metre rating of the cranes as well as their application. Not only will this help the companies contributing figures to accurately establish their own market share, but it will also provide all ALLMI members with valuable information on market trends.

At the recent meeting Rigby commented: "I'm glad to be carrying on the work that Alan and the team have done so well over the last few years."

## Next Operators' Forum Meeting

The next meeting of the ALLMI Operators' Forum will be on 22nd November at the Strawberry Bank Hotel, Meriden, Coventry. The meeting will include a presentation on PUWER and LOLER, being delivered by Ian Simpson of the Health & Safety Executive.



*Bulky items often require excellent signalling from more than one person*





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# A quarter million PAL



IPAF issued its 250,000th PAL Card (Powered Access Licence), in early September.

IPAF managing director, Tim Whiteman, announced the achievement at the Professional Development Seminar for IPAF instructors in mid-September "A quarter million people have taken the time to get trained, which makes the industry safer," said Whiteman. "But there are at least a million more to be trained."

The PAL Card is awarded to people who successfully complete training on powered access equipment. A PAL Card is valid for five years and shows the equipment categories that the holder has been trained to operate. More than 200,000 people currently hold a valid PAL Card.

The IPAF training programme started in 1992 in the UK and is approved by the Major Contractors Group. Operators holding an IPAF PAL Card are welcomed on any MCG site.

*The IPAF PAL Card is widely recognised as proof of platform operator training, including on MCG sites.*

## All set for telehandlers with integrated platforms

The first IPAF training course for telehandlers with integrated platforms was successfully completed in August by two employees of Taylor Woodrow Construction Ltd. They were then issued with the first PAL Cards for the Telehandler Platform - Integrated (TPI) category.

"The course is aimed at experienced and certified telehandler operators who may need to operate access platform attachments from the basket rather than from the cab of the telehandler," said Peter Grant of Merlo UK. Grant chairs the IPAF Telehandler Committee and has been working closely with IPAF in developing this course.

Grant explained, "Basic working platforms, without any controls, are still widely in use in the UK, although they have been designated as 'inappropriate' by the HSE for use on telehandlers capable of lifting above six metres. Many telehandler manufacturers now offer fully integrated platform attachments, complying with the requirements of EN 280. The telehandler/platform combination becomes, in effect, a mobile

elevating work platform and requires additional training as most, if not all of the subject matter is not covered by, standard telehandler operating courses."

The first one-day course, covering theory and practical on-site training, was given by Brian Parker of Peter Hird Ltd, an IPAF senior instructor and member of the IPAF Training



Committee. The two trainees, Alan Rae and Ryan McCue, were able to test the telehandler to its full lifting height of 25 metres at the site with high rise apartments.

"At first we thought there was too much emphasis on the MEWP side of things," said veteran telehandler driver Rae. "But after the practical training we both now feel completely confident in the machine - all the way up to the full height."

## Instructors gather at PDS

More than 150 instructors attended the IPAF Professional Development Seminar (PDS) on 14 September in Manchester.

"The PDS is dedicated to continuing professional development," said Rupert Douglas-Jones, IPAF

see IPAF doing. We also had some very good lectures."

IPAF technical officer Gil Male gave a to-the-point update of the EN 280 revisions. Consultant Tim Watson examined ground bearing pressures and Ian Simpson from



international training manager. "It is a consultation process with instructors where they can give input on what they would like to

the HSE Safety Unit looked into causes of accidents investigated by the HSE.

## When the auditor knocks

IPAF is stepping up its auditing process internationally to ensure that training is delivered to high standards on a consistent basis around the world.

"One of the main reasons why IPAF training is popular is that you can go to any training centre and the training programme will be the same," says IPAF senior auditor Giles Councill. "The only way we can guarantee that training is delivered to high standards is by stringent audit procedures."

There are two types of audits: annual surveillance visits and unannounced visits. IPAF-approved training centres receive a surveillance visit each year. This involves a review of the training facilities and identification of any corrective action needed. The auditor also examines the training paperwork and instructors' records to verify compliance with the documented training centre requirements. Unannounced visits are selected at random by the IPAF audit team from the dates and locations provided through the IPAF online application system. The auditor assesses the day's training session, which includes both theory and practical sessions.

Giles Councill, Bill Buckley and Geoff Marshall form the mainstay of the UK audit team. IPAF also has auditors stationed in North America and Italy, and is currently recruiting a couple more for Germany and the Netherlands.

"The IPAF system is designed to be easy to follow," says Councill. "Training centres that follow the procedures outlined in the operations manual should have no problems with audits. These audits are seen as a way of providing guidance, enabling the training centres to follow set procedures that help them deliver a high level of service."



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All training centres above offer IPAF approved and audited courses for Operators of Mobile aerial work platforms, European directives require that all staff are fully and adequately trained in the safe use of the equipment they operate.

See [www.ipaf.org](http://www.ipaf.org) for full listing





*This man is not only putting himself at risk if he steps backwards*

## Was he trained?

Spotted in a major exhibition hall earlier this year, a stand fitting employee has clearly been furnished with an alloy scaffold tower, an ideal piece of equipment for working safely at height. However, you will need two hands to count the number of serious safety violations. The way the tower has been set up, with no guardrails fitted presents a very high risk of an accident occurring, given the duration of the job and his concentration on it. A simple step back and that's it. As if this was not enough the platform is not fitted correctly either the man has no notion at all of how the tower should be set up or he simply does not care and cannot be bothered to correct what is clearly a major error.

All too often the latter is the case, the problem is that should he fall and injure himself, or in the worse case die, he will not be the only one affected. Work on the exhibition stand would come to an immediate stop, a major investigation will commence, the

entire exhibition hall might be closed down until the police are done. On top of that the company who contracted the stand builder along with the exhibition organisers and the owner of the hall might well come under investigation. Other people working close by will unquestionably be shaken up if the fall is fatal, particularly if it is messy. His family of course are not exactly going to be ecstatic about his demise and those who have to clear up the mess are not going to go home that evening with a spring in their step.

It could of course be worse! He might fall on top of a passing stranger, someone minding their own business having a great day and suddenly an 80kg lump drops on their head and breaks their neck. All because the man was either not trained on how to use the tower and/ or he couldn't be bothered to ask how it went together or to even level up the platform.

C&a

training

## Fit for purpose?

Three men needed to go to work on the roof of a building under construction, when looking at how to get up there they had the inspiration to use the scissor lift that was already on site. Up they went and once at the height of the roof, the roll out deck was extended and the three then climbed over the guardrails on to the roof. It then appeared as though the scissor platform was used as a rubbish bin for waste from the roof, mostly lightweight materials such as polythene packaging etc.. The question is is this a safe and reasonable use of an aerial work platform? Given how we witnessed it being used, it was certainly a good deal safer than climbing a ladder, however it struck us that a lift or stairway designed for the job would have been a better method.



*Is this a correct and safe use for a scissor lift?*

## NPORS resigns from CPCS

Representatives of training programme - National Plant Operators Registration Scheme have resigned their places on the management committee of CPCS, (the Construction Plant Competence Scheme).

NPORS was a founder member of the scheme in July 2003, offering the CPCS card alongside its own training course which delivers the NPORS card. The decision to leave follows a CPCS statement of the way in which member organisations must approach conflicts of interest between their role as providers of CPCS cards and their own cards.

## Priorities



*Boots, hats and yellow vests but no harnesses in boom lifts*

On a small site in Oxfordshire in September with two articulated boom lifts and rough ground, yellow vests, boots and hats were highlighted as obligatory and yet no harnesses were being used by the boom operators. Given the site conditions the yellow vest and hat, even the boots.. hardly seemed essential, given the real risks. Operating a boom lift without a harness... is always a risk. It is time we got the message across.

National



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## Innovative ladder levelling system

Italian ladder manufacturer, Svelt, has launched a new, three model range of heavy-duty, ribbed extruded aluminium ladders which incorporate a patented stabiliser that allows the ladder to cope with slopes and obstacles as high as 310mm. The stabiliser also incorporates raised ribbed rubber feet at each end so that the raise the stabiliser bar by 45mm to clear small stones and wires etc..



The patented adjustable ladder base stabiliser is the 480mm wide and uses extractable pins to allow 5mm levelling from 18-31cm. Note the raised rubber end feet which give 45mm ground clearance.

The stabiliser can be used with the ladder in either straight ladder format or when folded for step ladder applications.

## New version of Automation Studio

Famic has introduced a new version of its Automation Studio. The company says that it should enable manufacturers to reduce errors and project time, accelerate time-to-market, and optimise the workflow from system design, to maintenance, service and training.

The new libraries include vendor specific components to speed up the design process such as Parker (P2, P3, etc), Bosch Rexroth (A4VG, A10VO, A6VM), Kawasaki, Sauer Danfoss and a brand new library for components by Hydraforce.

Automation Studio offers advanced simulation capabilities which set close correlation between diagrams and real circuits. Each component has its own simulation models and becomes colour-animated according to its state, therefore facilitating testing and validation of design integrity.

The software can also serve other departments such as maintenance, service and training, which can use its simulation and documentation capabilities to reduce downtime and troubleshooting time, to test 'what if' scenarios and to create more flexible training material at virtually no extra cost.

## The Eagle IT7000 has landed

Portable data collection and barcode scanning devices are becoming mainstream, from field services and manufacturing through to equipment maintenance checks, 'goods-in' inspection, warehousing and retailing.

The recently launched Eagle IT7000 from M.A.C Solutions (UK) is a cost effective portable data collection terminal which, it claims, is perfect for companies that don't want to keep buying different handheld devices for each application. The Eagle IT7000 device is said to be able to handle all of a customer's data collection and scanning needs in a single piece of hardware.

The Eagle IT7000 is built around the Intel XScale PXA255, 400MHz processor

and runs on Microsoft Windows CE .NET. A scanner or imager can be added to the device, enabling the unit to capture data in the office or out in the field.

*For users needing to scan at a high rate, or in tough site conditions, a rugged, ergonomic pistol grip is available.*



C&a innovations

Slices employing Integrate Hydraulics' over-centre cartridges are now available.

## Over-centre cartridges now available in CETOP modules.

Over-centre valves are crucial to the safe and effective functioning of many hydraulic systems. Some of the most sophisticated and best valves available are the cartridge type but manifold blocks or in-line valves in which cartridges are not used, are not suitable for all applications and CETOP slices are often preferred when production runs are short. Integrated Hydraulics' has now introduced slices that incorporate over-centre cartridges.

The standard over-centre valve is a pilot assisted relief with an integral free-flow check. Integrated Hydraulics' valves consist of a poppet that seals flow from an actuator until its pressure setting is exceeded. The standard valve vents the spring chamber to the valve port, a problem with varying or high back pressures. The Part Balanced valve was therefore designed, where the relief is not affected by back pressure so it can be used with closed centre directional valves with service line reliefs. But because the pilot pressure is affected by back pressure, the valve can not be used in regenerative circuits on a cylinder's annular port. Also, if used with a meter-out proportional system, the constantly varying back pressures can cause instability. The Fully Balanced version overcomes this with the spring chamber vented to the atmosphere or drain.

Integrated Hydraulics says that its standard range of valves can be used to solve the vast majority of control motion problems. The company is also developing new valves that will further improve stability and load control.

## Drop the sledge

Tool distributor Damar International Ltd has launched a novel replacement for the sledge hammer, which it says will improve safety, reduce manpower and speed work. Slide Sledge, as it is called, uses a sliding weighted rod inside a tube. A large variety of end attachments are available from chisels to pin removers. The force is directed to precisely the point where it is required with an efficient linear hammer action.

There are four Slide Sledge models rated at four, six, seven and 10kgs all of which can be boosted by the use of an additional weight that is screwed onto the hammer bar.



## e n q u i r i e s ↓

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# Who would have guessed?

The UK crane hire scene has changed dramatically since the mid 1970's. Who would have guessed back then, that new entrant - Ainscough - celebrating its 30th anniversary this year, would have come out on top? In an exclusive interview, Martin Ainscough, managing director of Ainscough Crane Hire charts the growth of the company from the tiny village of Wrightington near Wigan into the UK's leading crane rental company.



The Ainscoughs worked first of all in the long established family business.



Martin Ainscough outside of Bradley Hall the company's headquarters in Standish

William Ainscough & Sons was a general trading business located in the village of Wrightington, Lancashire. By the 1970s the company was run by William's two sons, Gerald and Joe, both of whom had large families. Joe had ten children and Gerald nine. The business included scrap metal, transport, a builder's merchant as well as a fleet of three mobile cranes that were used in the scrap yard and hired out. Young Martin Ainscough, the fourth of Gerald's sons, left school at 15 and went to work in the family business, starting out rigging lattice crane booms, and working in the scrap yard. By the mid 70s he had progressed to sales of bricks, cement and sand.

## Humble beginnings

When Joe died suddenly in 1975 his sons Sam and Joe Junior wanted to take over the business, so Gerald and his sons considered what they might do and decided to set up a proper crane hire business. They acquired seven second-hand cranes, a Coles Hydra 70T and 120T, an Allen-Grove H1564 and H1864 and an Iron Fairy Onyx and Sapphire. In June 1976 they opened the doors of Ainscough Crane Hire in nearby Standish. Martin ran the hire desk and office, (along with a steel trading business of his own) his sister Teresa took charge of the accounts while brothers Brendan, James and Bernard drove the cranes, along with five other drivers.

Martin recalls the first few years as being tough with slow growth. "But it did enable us to build a very solid foundation" he says. "We had gone from a fairly comfortable well-established, diverse business to a small standalone operation," he recalls. During that first year the new company chalked up revenues of £138,000.

Gerald Ainscough, one of the sons in William Ainscough & Sons and father of Martin, Brendan and James and founder of Ainscough Crane Hire. He died in 1985



## Failure - a blessing in disguise

While playing his role in the family business, Martin's own business ran into difficulties, having expanded into shot blasting, paint and then fabrication. In 1981 the receivers were called in. While this was hard, Martin says he learnt many lessons from the venture which stood him in good stead for the future. What it did mean was that he was now able to focus all of his efforts on the family crane business.

By 1982 the fleet had grown to 14 cranes and the company made its first take over, of sorts... buying the yard, but not the cranes, of Jubilique Crane Hire of Salford, which had gone into receivership.

It had been owned by Jimmy Quigley. This was the first move out of Standish and the company took on its first depot manager. The business continued to expand organically from its two locations and by 1985 the fleet had expanded to 40 cranes with sales of £1.3 million.

## Ownership changes

That year Gerald died of a heart attack, aged just 65. As if by some premonition, he had put a plan in place just before his death for Martin, Brendan and James, to gradually buy out the business, each of them owning a third of the company.

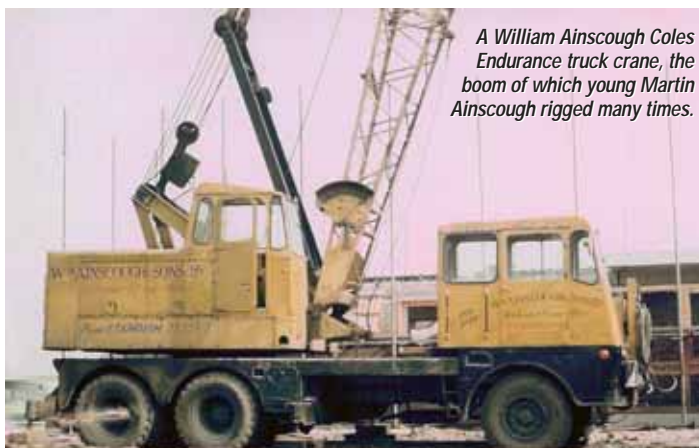
Martin, who unlike the other brothers, never drove the cranes, says: "I always preferred being in the office. I always considered myself a businessman first and a crane man second. I became fanatical about systems and service rather than being a front man."

In 1988 the brothers made their first real takeover, when they acquired TW Glover Crane Hire of Birkenhead with its fleet of 20 cranes. This helped push the company's revenues to £3.5 million, with profits of more than £500,000. By now the company had 70 cranes and was the biggest hirer in the North West of England. "We were up against Grayston White and Sparrow (GWS), Hewden Stuart and Interlift, but things were really buzzing" said Ainscough.

## Fast action saves the day

This soon changed however, as the company moved into the early 90s and was hit hard by the recession. "For the first time we couldn't find work for all of our cranes".

"We did not know what to do - to downsize or expand. However, by then Interlift was beginning to



A William Ainscough Coles Endurance truck crane, the boom of which young Martin Ainscough rigged many times.



One of the start-up cranes was an Allen-Grove H1564, shown here in an early picture.





Martin Ainscough and David Goodfellow of Bowke international in 1996.

retreat in the UK and we had a call from their manager in Grangemouth who wanted to join us. We employed him and literally moved 20 of our cranes up to Grangemouth over the weekend. A number of drivers also joined us and suddenly we were flying again. And that is how we moved into Scotland"

In 1992 Newcastle Crane hire went into receivership, Peter Kernahan, the manager, contacted the Ainscoughs to see if they might be interested in a Newcastle depot. They were and he joined them. The company purchased a few cranes from the receivers along with a few new ones and employed some of the drivers. Ainscough's fifth depot was born and according to Martin Ainscough: "it has been a cracking operation ever since".

### Time to sell shares

The company had grown from £6.5 million in 1992 to £8.6 million in 1993 and had a total of 90 cranes. The fast growth however had stretched the business, leaving it vulnerable. The brothers decided to raise funds by selling some equity. They reached an agreement with venture capital company, Cinven, which purchased 20 percent of the company for

£2 million. "This moved us from a family firm into a professionally managed company," claims Ainscough. The first non executive director also joined the board representing Cinven.

### On the acquisition trail

The search was then on for acquisitions that would create a national business. The two big players were still GWS (with around 1,000 cranes), Hewden Stuart and by now Baldwins was growing fast. The Ellsmere Port based - J&W Wolfenden, with a fleet of 10 cranes, was acquired that same year along with Krane Services of Scunthorpe.

In 1995 Gordon Sparrow/Coventry crane hire was acquired, taking the business into Bristol and Coventry. "We were so naïve back then. We used our local solicitor rather than a specialist," said Ainscough. "As we headed off in the car after completing the deal, I said "well at least they can't start up again for a while" and our lawyer said "Oh yes they can they just cannot use the same name". We hadn't even included a proper non-compete clause!" later that year Neil Partridge joined as finance director from Vibroplant.



Martin Ainscough after the acquisition of Cardon crane hire which took the company into London

### National at last

Also that year came Diamond crane hire of Maidstone in Kent with a fleet of 20 cranes making Ainscough a national business. 1996 saw the take-over of Bowke International of Widnes, further strengthening the company's position in the North West. It was also around this time that the company first began to invest in and develop its IT systems, bringing

It did not work at all, says Ainscough, 100 units was simply not enough and it was just a distraction.

Ainscough remembers watching Baldwin's go public and continue to do well (or so it seemed) he was worrying about what they were doing wrong? Had they become too slow, too conservative, too careful?



A pivotal deal, (L-R) Brendan, Martin Andrew Makepiece of GWS and James Ainscough after the deal that changed the face of crane hire in the UK

in Result as its software supplier. This paved the way for the National Hire centre, which is today responsible for some 20 percent of the company's revenues with a staff of three.

The ambition to float the company and become a PLC was changing and instead the brothers decided to buy back Cinven's shares in a deal that saw the venture capitalist double its investment in just three years.

1997 saw the purchase of Kent Cranes, followed two years later by Cardon Crane Hire, which gave the company a proper foothold in London with a Hendon depot and almost 30 more cranes. As the 90s drew to a close Ainscough Crane Hire had grown into a £30 million business, but all was not well, profits that year collapsed to their worst levels in over 15 years, at just £166,000.

### Dark days and doubts

Ainscough recalls these as very dark days; rates were poor, utilisation was poor, and yet Baldwin's continued to grow and seemed to have all the answers. Ainscough had tried the powered access business, taking on 100 boom lifts on a two-year lease.

### All change as opportunity knocks

In 2000 Rentokil put GWS, now re-branded as Initial, up for sale. There were few buyers at that time, Richard Baldwin publicly declared a complete lack of interest saying: "Why would I want all that old rubbish?" He was also involved in the USA by then and heavily indebted. Hewden was showing little or no interest, so we took a run at it. Says Ainscough

"I called Lazard Brothers which was handling the sale and expressed an interest. The reaction was slightly dismissive. 'Do you realise how big this business is?' they asked." In spite of this the Ainscoughs pressed on and finally concluded a deal in a meeting that ran from 8:00am on Monday 27th November to 5pm on Tuesday the 28th.







face to face

C&a

The Three brothers- Brendan, Martin and James after completing the Baldwin's deal

Ainscough was now at the very top of the UK crane hire industry after just 24 years from starting out with a few second hand cranes in Standish. Ray Ledger joined the company to help merge the two companies and by 2002, the first full year after the GWS acquisition, revenues topped £55 million with £3.8 million pre-tax profits. The dark days were behind them. Ledger left in 2003 - "I still wanted to be the boss" says Ainscough.

to roll if the worst happened at Baldwins". The worst did happen and in October 2002 the receivers were called in. Ainscough moved quickly and struck a deal, buying most of the mobile cranes, taking on most of the staff and buying the Hayes Depot in London - the only location that Baldwins owned.

Most of the locations overlapped, so the Baldwin cranes were moved into the Ainscough depots,



Martin (L) shakes hands with Christian Jaques Vernazza- President of ESTA on his appointment as a VP of ESTA, the European crane and heavy transport association: Brendan and James Ainscough are to the right.

**"It was beyond my wildest dreams that we ended up buying our two biggest competitors"**

Hardly had the Ainscoughs got used to their new situation and Baldwins issued a profits warning and rumours began to circulate that all was not well. Ainscough says: "We began to think 'what if?' and started to line up funding and to get ready

although in London Ainscough moved into the Baldwins location. "In addition to the revenues and the cranes we got some great people," says Ainscough. "Looking back," he says, "the GWS deal was pivotal in the growth of the business and Baldwins was the cream on the cake. We did the GWS deal against all the odds. It was beyond my wildest dreams but we ended up buying our two biggest competitors."

**"Over the years we got a lot of things wrong"**

"Over the years we got a lot of things wrong, but we also did a lot of things right and had our share of luck," he said. "A key element I think was that we focused on cranes".

In order to keep that focus the company demerged the machinery moving and the training businesses in 2001. They are separate companies with a different shareholding mix and their own boards. The machinery moving business, run by Brendan

something that Ainscough says will be maintained. More than 280 of the cranes are from Liebherr and Ainscough believes that the business is now benefiting substantially from cost savings associated with such standardisation.

**Most significant new crane?**

The latest order however has been placed with Terex Demag and includes one of the recently announced 1,000 tonne AC1000/9 on nine axles. However when asked which was the most significant

Over 450 customers typically attend the Ainscough safety seminars



Ainscough, acquired Pickfords Vanguard in 2004, becoming Ainscough Vanguard with £10 million of revenues and £1million profit.

Some 30 years on Ainscough is more than twice the size of its nearest rival, Hewden, and most profitable, with the crane hire business alone achieving over £10 million of pre-tax profits on sales of £75 million.

The company, has reduced its fleet to 450 cranes, but upgraded them to the point where the most popular model is now a 50 tonner.

"I can recall when I wanted to buy a 25 tonner and dad asking me if I was sure I could find enough work for such a big crane?"

Ainscough has also embarked on a massive fleet renewal placing the largest orders for new cranes ever seen in the UK. The result is that the average age of the fleet has been reduced to four years;

crane purchase he has ever made, Martin Ainscough responds, without hesitation: "A 45-tonne Grove TMS475. It was 1982 and we thought it was massive! It was our flagship at the time and when it arrived we were all so excited". "At the end of the day this is a big boys' toys business" Although almost in the same breath, he repeats that he is "A businessman first and a crane man second"

One wonders what William and Gerald Ainscough would think if they could see how the crane business that carries their name has flourished.



Each employee was given a photo album in which to collect pictures at work, so that when 50 years are celebrated more old pictures are available



# Letters



**To the editor Cranes&Access.**

Thank you for the detailed insight in your August/September editorial, into proposed activities being carried out by the Major Contractors Group. However, if you had substituted the initials IPAF in place of MCG, the circumstances that exist within the access industry are almost identical and your highlighting of a similar problem elsewhere, gives us the opportunity to air grievances which have been with us, and others, for a very long time.

From its fledgling days as IWPA, some 25 / 30 years ago, we can only congratulate IPAF with its continuing successful efforts to raise safety awareness in the Access Industry, but perhaps they should constantly be made aware that they, too, (to use your words) are not only a quango, but also a self appointed body purporting to speak "for the industry". They cause endless annoyance and frustration to other competent and long serving access companies, manufacturers and distributors within the industry. Companies who have no wish or requirement, mandatory or otherwise, to put up with IPAF's highly inflated opinion of itself.

LOLER / PUWER clearly state - "training should be carried out by a competent person ..." - to the satisfaction of the relevant employer or user... not only, or just by, IPAF. To the best of our knowledge, there are no, or have there ever been, requirements for the issuing of licences, a cornerstone of IPAF training. IPAF's ongoing relationship with the HSE must have taken a blow when Timothy Walker, HSE Director in 2003, as reported by the Safety Express from RoSPA said "... Passports are an industry initiative ... they are not required by HSE or by law ...." How many IPAF customers are aware that they are paying handsomely, for something totally unnecessary in the eyes of the law?

Many times, over many years, we have had to take issue with, and explain to, clients who are mistakenly under the impression that IPAF are the appointed and authorised body to whom all access training should be given and that any other training suppliers are apparently, and consequently, unsuitable. Apparently, IPAF are happy for this misapprehension to remain.

Many, many, longstanding access companies in the UK are capable of providing structured, competent and comprehensive training to access users, with personnel who have been in this industry for far more years, and have far more experience and ability, than either IPAF themselves and certainly most IPAF training companies. In our experience, industry, as distinct to the construction industry, don't know, and don't want to know, about IPAF and its activities.

IPAF encouraging a situation close to a Restriction of Trade, due to their association with CITB, and it's time they came clean with users and operators - even the Radio Times admits there are other TV listings available!!!! We are quite happy to accept change and advances within our industry, but would like to see HSE being the instigator, not IPAF.

There have been occasions when we have supplied specialist access equipment to users, as an authorised distributor, to be initially told that only IPAF can train. IPAF personnel have never been trained, authorised or recognised by this manufacturer, nor have they even visited the factory - so how can their training personnel then be classed as competent, and therefore how does this meet their own vaunted "exacting" standards?

At our own instigation, we have undergone detailed and expensive examination to receive accreditation from a recognised body, which confirms our ability to carry out authorised, recognised and competent training. This doesn't need, or involve, IPAF.

We cannot believe that our views are ours, and ours alone, and we would appreciate support from others, who are tired of this continual and increasing intrusion into, and unnecessary restriction of, their own businesses and clients.

Perhaps it is time for non associated IPAF access companies who provide a far more valuable and overall service to their clients, to form their own independent quango, enabling the HSE and clients to have a non biased view of their requirements?

On behalf of both:

**J.C. Wood**, Managing Director, Northern Platforms Ltd. Cheshire

**Barry Ireland**, Managing Director, Top Man Access and Handling, Kent.

**Dear Sir**

Following your article in May 2006 cranes & access issue re. the legalities of who can tow what, I've uncovered a whole new can of worms - tachographs!!!

It is difficult to get a hard & fast rule, even from the Dept of Transport (e.g. what is an exempt vehicle). The gist of it though would seem to be that if the MTM of vehicle & trailer (when towed for commercial purposes. e.g. not caravaners or weekend gymkhana eventers) exceed 7,500kg then the vehicle must be fitted with a tachograph. And remember it is the gross plated weights of vehicle & trailer that must not exceed 7.5 tonnes. My Kia Sorento commercial has a gross wt of 2600kg and can tow a braked trailer of up to 2800kg so, at the weekends I can tow a horsebox & 2 nags but, during the week I'm restricted to 900kg.

I suspect this will affect a great number of your readers and they probably know nothing about it.

Best Regards

**John Rodgers**

IMPAQ LTD



Dear Sir,

Reading Vertikal.net most days its very worrying to see how many people have been killed or sustained serious injury from not wearing a safety harness when using access equipment. As much as we have come a long way with IPAF and its safety standards, it shows there is still a lot more work to be done in ensuring that operators adhere to these safety factors.

Regards

**Peter Hird**  
Managing Director  
Peter Hird & Sons Ltd

### **Morning All,**

*Having just read the story on your web site I find it very strange that people find humour out of falls from height. You can only do so much to limit accidents when working at height, I feel that it should be compulsory for all operators to be trained. At times it will prove difficult, the user can fax or produce his/her licence, but an untrained person can still operate the machine....but by making it the law to have a licence to operate machines, this surely will cut down on accidents no matter how trivial they may be.*

*On the subject of harness's, it should be made compulsory that they are worn on booms and the relevant checks are carried out on sites to make sure people are wearing the right harness and a SAFE harness, what people need is education, we should never ever put a price on a life, go and get trained, remember 'its an employers responsibility to ensure that their employee is trained to do the job at hand'....*

*With increased competition and a bit of research you can buy a harness for under £30.00, anyone can walk into a tool hire specialist and hire one these days, so why don't people ever wear one? I can only think of two reasons, 1) they can't be bothered and 2) They always think it won't happen to them....*

*Regarding the reporting of accidents on your website, on a whole you do a great job, the only thing I would say is that its important to get as much information as possible as rumours and Chinese whispers can do a company harm, there are always rumours in this industry and I think that you should be getting more quotes from the hire company's when accidents happen and then report what actually happened when it all comes out in the wash so to speak.*

*Have a good day and keep safe.*

*Kind Regards,*

**Craig Rooke**  
GTAccess Ltd

Dear Sir,

RE TRAINING

It is possible that an article in the August/September edition of cranes and access gave a misleading impression.

There is no formal training scheme for tower crane erectors although a CSCS training scheme is in the process of being set up. Naturally Bennetts could therefore not use a training scheme which does not yet exist.

The evidence at the inquest confirmed the high level of knowledge and experience of Stephen Boatman and Gary Miles and that they had ample skills and experience to carry out the preparation work for the dismantle.

Bennetts stressed that the crew had carried out dismantles on many occasions successfully in the past and that the crew had sufficient knowledge, the correct tools and an appropriate method and risk statement and the manufacturers' manual to enable them to carry out the job correctly.

Unfortunately on this occasion the crew did not carry out the de-torquing in accordance with the manufacturers instruction manual with tragic consequences.

Bennetts stresses its commitment to training having recently had four staff pass the CSCS appointed persons exam and introduced the Spanset system for recovering men from height. All erection crew will attend the tower crane fitter course as soon as this is introduced but in the interim all are experienced tower crane fitters who have been trained through the traditional apprenticeship system of being shown how to carry out the work and gradually advancing to more complicated tasks which has been the training method used throughout the industry to date.

Bennetts has traded successfully as a tower crane hirer for 40 years prior to the accident without a fatality and is proud of its training and safety record.

**Edward Seager**

W D.Bennett

### **Letters to the editor**

Please send letters to the editor: Cranes&Access: Po Box 6998, Brackley NN13 5WY, UK. We reserve the right to edit letters for length. We also point out that letters are the personal views of our readers and not necessarily the views of the Vertikal Press Ltd or its staff.





# Whats on?

## SAIE 2006

Bologna Fair, Italian Building products exhibition  
October 26-29, 2006  
Bologna, Italy  
Phone: +39 051 282111  
Fax: +39 051 6374013  
E-mail: saie@bolognafiere.it



## Big Five 2006

Middle East construction show in Dubai  
October 28-November 1, 2006 Dubai, UAE  
Phone: +49 (0) 89 949 22 0  
Fax: +49 (0) 89 949 22 350  
E-mail: info@imag.de

## Bauma China

Bauma in Shanghai  
November 21-24, 2006  
Shanghai, China  
Phone: +49(0)89 51070  
Fax: +49 (0)89 5107506

## The Middle East International Commercial Vehicle Show

UAE based CV show  
November 27-30, 2006  
Dubai, Dubai  
Phone: +9714 2686010  
Fax: +9714 2686026  
E-mail: vehiclesme@globallinksdubai.com

## The Rental Show 2007

ARA convention and rental show  
February 7-10, 2007  
Atlanta, USA  
Phone: +1800 334 2177  
Fax: +1309 764 1533  
E-mail: info@therentalshow.com

## ACE 2007

The Australian Construction Equipment Expo  
February 22-24, 2007  
Melbourne, Australia  
Phone: +61 (0)3 9567 4260  
Fax: +61 (0)3 9567 4261  
E-mail: ace@etf.com.au

## IPAF Summit

Annual Summit for International Powered Access Federation  
March 27, 2007  
Whitebury, UK  
Phone: +44(0)1539562444  
Fax: +44(0)1539564686  
E-mail: info@ipaf.org

## Bauma 2007

Worlds largest constructions equipment show  
April 23-29, 2007  
Munich, Germany  
Phone: +49 (0)89 51070

## SED 2007

UK's premier construction equipment exhibition  
May 22-24, 2007  
Rockingham Speedway, Corby, UK  
Phone: [44] 020 8652 4810  
Fax: [44] 020 8652 4804  
E-mail: jackie.hanford@rbi.co.uk

## Hillhead 2007

International Quarrying and Recycling Show  
June 26-28, 2007  
Buxton, Derbyshire, UK  
Phone: +44 (0)115 945 3890  
Fax: +44 (0)115 958 2651  
E-mail: penny.lewin@qmj.co.uk



## Platformers days

German access equipment meeting  
August 24-25, 2007  
Hohenroda, Germany  
Phone: +49 (0)5031972923  
Fax: +49 (0)5031972838  
E-mail: info@platformer-days.de

## The Hire Show

Exhibition for Rental Professionals  
October 2-3, 2007 London, UK  
Phone: +44 (0)2083871244  
Fax: +44(0)8451276113  
E-mail: thehireshow@btopenworld.com



## ICUEE

ICUEE-International Construction & Utility Equipment Exposition  
October 16-19, 2007 Louisville, Kentucky, USA  
Phone: +1 866-236-0442  
Fax: +1 414-298-4141  
E-mail: e-mail info@icuee.com



## Batimat 2007

French building and construction show  
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Fax: +33 1 47 56 51 93  
E-mail: info@batimat.com

## Conexpo-Con/Agg 2008

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March 11-15, 2008  
Las Vegas, Nevada, USA  
Phone: +1 414-298-4133  
Fax: +1 414-272-2672  
E-mail: international@conexpoconagg.com

## Smopyc 2008

International Public works, construction and mining show  
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Fax: +34 976 33 0649  
E-mail: info@feriazaragoza.com

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25 t Krupp KMK 2025,	Bj. 1991	4x4x4	23,00m + 13,00m
25 t Demag AC 25,	Bj. 2001	4x4x4	25,00m + 13,00m
30 t Grove AT 635,	Bj. 1992	4x4x4	27,40m + 13,10m
35 t Faun ATF 35-2,	Bj. 1996	4x4x4	25,30m + 12,20m
35 t PPM 380 ATT,	Bj. 1989	4x4x4	30,00m + 7,50m
40 t Liebherr LTM 1040/1	Bj. 1996	6x4x6	30,00m + 14,50m
40 t Faun RTF 40-3,	Bj. 2000	6x6x6	30,00m + 9,00m
40 t PPM 480 ATT,	Bj. 1991	6x6x6	31,00m + 14,50m
50 t Liebherr LTM 1050-4,	Bj. 1988	8x6x8	38,00m + 16,00m
50 t Demag AC 50,	Bj. 1999	6x4x6	40,00m + 17,60m
80 t Grove GMK 4080,	Bj. 1998	8x8x8	43,00m + 13,00m
80 t Faun ATF 80-4,	Bj. 2002	8x8x8	48,50m + 16,00m

TELESCOPIC - TRUCK CRANES

35 t Liebherr LTF 1030,	Bj. 1993	8x4x4	26,00m
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LATTICE-BOOM-TRUCK CRANE

140 t American 9270,	Bj. 1972	12x6x6	43,00m
280 t Liebherr LG 1280,	Bj. 1975	16x8x12	56,00m

ROUGH TERRAIN CRANE

35 t Pinguely TT 386,	Bj. 1979	4x4x4	31,00m + 9,00m
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REACHSTACKER

40 t PPM 40 GMI	Bj. 1991	4 th height	
45 t TEREX TFC 45	Bj. 2000	5 th height	

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Alimak	<a href="http://www.alimak.co.uk">www.alimak.co.uk</a>
A Ruthmann	<a href="http://www.ruthmann.de">www.ruthmann.de</a>
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Dino Lift	<a href="http://www.dinolift.com">www.dinolift.com</a>
Esda	<a href="http://www.esda-fahrzeugwerke.de">www.esda-fahrzeugwerke.de</a>
Genie	<a href="http://www.genieindustries.com">www.genieindustries.com</a>
GSR Spa	<a href="http://www.gsrspa.it">www.gsrspa.it</a>
Haulotte	<a href="http://www.haulotte.com">www.haulotte.com</a>
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Iteco	<a href="http://www.itecolift.it">www.itecolift.it</a>
JLG	<a href="http://www.jlgeurope.com">www.jlgeurope.com</a>
Leguan Lifts	<a href="http://www.leguanlifts.com">www.leguanlifts.com</a>
Matilsa	<a href="http://www.matilsa.es">www.matilsa.es</a>
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Omme Lift	<a href="http://www.ommelift.dk">www.ommelift.dk</a>
Ranger tracked access	<a href="http://www.tracked-access.co.uk">www.tracked-access.co.uk</a>
Safi	<a href="http://www.safi.it">www.safi.it</a>
Skyhigh	<a href="http://www.skyhigh.be">www.skyhigh.be</a>
Snorkel	<a href="http://www.snorkelusa.com">www.snorkelusa.com</a>
Teupen	<a href="http://www.teupen.info">www.teupen.info</a>
Turner Access	<a href="http://www.turner-access.co.uk">www.turner-access.co.uk</a>
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PASS	<a href="http://www.poweredaccess.com">www.poweredaccess.com</a>
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Rapid Platforms	<a href="http://www.rapidplatforms.co.uk">www.rapidplatforms.co.uk</a>
Ritchie Bros auctions	<a href="http://www.rbaction.com">www.rbaction.com</a>
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Thanner	<a href="http://www.USED-Worklift.com">www.USED-Worklift.com</a>
Turner Access	<a href="http://www.turner-access.co.uk">www.turner-access.co.uk</a>
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## TRAINING CENTRES AND TRAINERS (continued)

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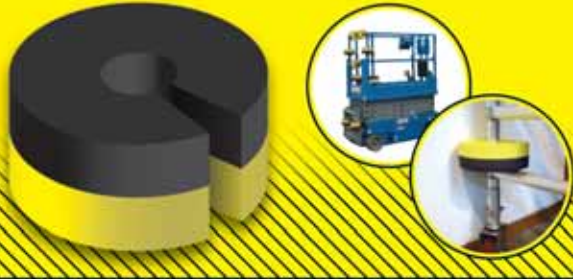
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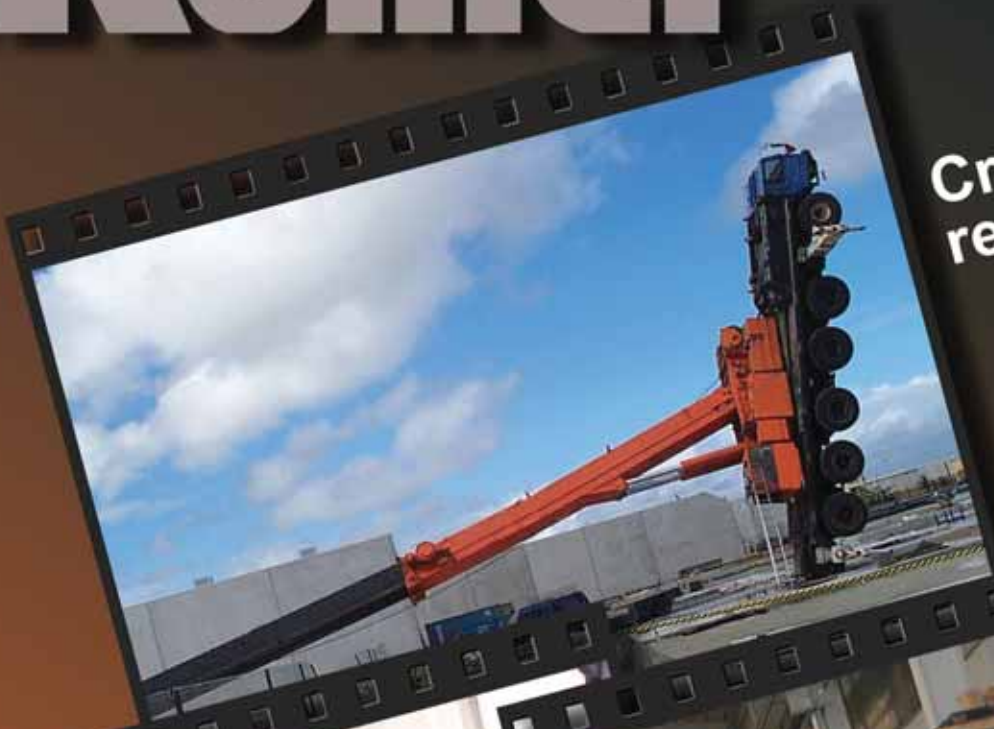
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