

cranes & access

April 2006 Vol. 8 issue 3

First look
at the **new**
Haulotte
H43TPX
See how it
stacks up!



All
Terrain
CRANES P25

Self propelled P17
straight booms

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Machinery and Techniques for the
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On the cover:

The New Haulotte H43TPX will be first seen at Intermat in three weeks time, Cranes & Access obtained the very first photographs of this machine and compare it to the only other straight boom of this size, the JLG 1350SJP.



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All terrains



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Results round up- Terex, Ashtead, Lavendon, Palfinger; New cranes from Hiab, Palfinger and Fassi in advance of the CV shows; Skylift restructure and re-brand; Tadano begin Carrier production; HSE warn on retractable lanyards; New parts centre for Manitou; Omega launch RT scissor.



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We take a look at the self propelled straight telescopic boom lift, while articulated self propelled booms tend to be more popular in Europe; for certain trade there is nothing like a simple straight boom. We look at how the new Haulotte compares to its only competitor, the JLG 1350SJP, we take a look at the new Skyjack and compare it to its peers.

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Phil Bishop takes a look at the latest developments in the All Terrain crane market. We ask where did all the truck cranes go? With a look at how the AT has developed so fast. And finally we ask a number of regional UK crane hirers what they are buying or looking at buying.



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Aerial platforms



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comment

How low can you go?



In this month's issue we carry a letter from a manufacturer, the letter concerns an unfortunate accident that we covered on Vertikal.Net in February. The accident involved one of the company's truck-mounted lifts.

While no conclusions have yet been drawn by the authorities investigating the incident, it seems that the operator may have hit an overhead beam, crushing the cage and bending the jib. The two men in the platform fell to the ground; one was severely injured while the other was saved because he landed on his colleague.

Another tragic accident probably caused by operator error and once again the lack of harnesses? The manufacturer immediately sent representatives to help with the investigation. However, the police quarantined the machine in order to conduct their own investigation. The local media picked up the story and it was reported in the local newspaper – not surprising given that one of the men was fighting for his life.

However it is what happened after the accident that rightfully drew the venom of our correspondent. The export manager of a competitive manufacturer took it upon himself to email the local newspaper clipping, adding the name of the manufacturer, to who knows how many buyers of truck-mounted lifts.

What he was thinking or suggesting by this communication one can only begin to imagine. It certainly would not have helped the powered-access industry and is more likely to have backfired on him and his company.

The malicious spreading of bad news never reflects well on those spreading it. When it concerns a serious accident concerning a competitor's product, it is particularly distasteful. We would recommend that those receiving such missives let the sender know, in no uncertain terms, what they think of such a deplorable practice. The leaders of companies where an employee has committed such an act should take serious disciplinary action and apologise to those involved.

We have refrained from naming the individual here, he knows who he is and hopefully so does his employer.

Leigh W Sparrow

The reporting of accidents is a sensitive area at the best of times. The Vertikal press only reports when facts are fully corroborated in an attempt to stop the wide distortions and rumours that can often circulate by word of mouth or via irresponsible emails. Once all the facts are known, sensitive but truthful coverage can help educate users and possibly help save further lives or accidents.

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phone calls are welcome and
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The Platform Company get into Telehandlers

Powered access company, The Platform Company Ltd, (No 3 in the Cranes&Access UK/Ireland 2005 Top 25) has entered the telehandler rental market with the purchase of 70 new JCB units. The new fleet includes four models from JCB's 'Loadall' range with lift heights from seven metres up to the 16.7metre 540-170.

JCB has been selected as the company's sole supplier, due,

it says to the combination of top design and build quality, backed up with excellent after sales service and support. The telehandlers will be offered from all of the Platform Company's eight locations.

The company expects its existing customers to take advantage of the convenience of using a single source for both aerial lifts and telehandlers. A service it already provides to some key accounts on a

re-hire basis. As part of its move into this market, the company will also offer CITB recognised telehandler operator training courses, through its existing training operation.



Iteco launch new Boom and Scissor lifts

The first of Iteco's new boom lifts the IT50DE, a 50 ft (15.3 metre) platform height articulated model, with both Diesel and battery electric power on board, is currently under construction ready for unveiling at Intermat. (See page 36)

The new boom is a classic dual-riser plus jib configuration, with an overall width of 1.8 metres, lift capacity of 220 kgs, a full 180 degrees basket rotation and a 180 degree rotating jib.

Iteco is also launching an 8 metre, "Off-Slab" compact electric scissor lift, the IT8151. It features an overall width of 1.5 metres, 400 kgs lift capacity, an overall length of 2.6 metres, GVW of 2,900 kgs and greater ground clearance, it is designed for working in outdoor locations around buildings.



The Iteco Off-Slab IT8151 scissor lift

The new Iteco IT50DE

New Tadano Truck crane carrier

Tadano has begun production of its new truck crane carrier in Shido, Japan. The first units, for the 55 tonne GT-55E, were delivered in March. Approximately 100 GT-550E's are scheduled on this carrier for 2006, but it will also be supplied to Tadano's Chinese manufacturing joint venture, BQ-Tadano (Beijing) Crane Co. Ltd., for local production.

As with all Japanese crane producers, Tadano truck cranes have traditionally been mounted on carriers built by commercial vehicle manufacturers such as Nissan and Mitsubishi. Tadano decided to produce its own carrier after Yusoki Kogyo, the subcontractor

to Nissan, Tadano's traditional carrier supplier, stopped production after it was acquired in 2004 by Fuji Heavy Industries.

Nissan supplies the power-train for the 8x4 carrier, which is matched to a turbocharged six-cylinder Nissan PF6TB diesel engine. The transmission has seven forward speeds and one reverse speed. Front axles use leaf spring suspension, while rear axles are full floating type with equalizer beams and torque rods. Tadano will also begin production of a carrier for the TL-300E this summer. An estimated 30 units a year of this carrier will be produced.



The new carrier is built at Tadano's Shido plant.

HSE issues retractable lanyard warning

The Health and Safety Executive has issued a "reminder" of the dangers of misusing retractable (inertia reel) type fall arresters following the interim findings of a research project commissioned by HSE. The findings reveal that retractable type fall arresters are commonly being used in circumstances that they have not been tested or designed for, creating safety hazards and an increased risk of fatality.

David Thomas, Principal Specialist Inspector and HSE's technical lead on fall protection issues, said "Employers and workers need to ensure that retractable type fall arresters are only used in the vertical plane with an overhead anchor unless the manufacturer's instructions clearly state otherwise. If this equipment is used in any other way, or combined with other components in a fall arrest system, it may be unsafe and could result in injury or fatality."

The findings also indicate that some manufacturers and suppliers

Retractable lanyards are only to be used for direct vertical drops, unless clearly stated otherwise.

in the UK are failing to provide adequate instructions and information to use the products safely, which is adding to the problem. "The European Standard does not cover retractable type fall arresters being tested for use over edges - which is sometimes how they are used. In a fall over an edge the retractable lanyard may break, the braking system might be overloaded to failure, or the fall might not be arrested in the distance available. There is a test used by some manufacturers - known as the VG11 test - but we have concerns over its intent and adequacy and will be considering this over the next few months."



The new Tadano-Faun ATF220G-5

First glimpse at the ATF220G-5

Tadano Faun has provided the first photographs and details of its new ATF220G-5 All Terrain crane that we first reported last October. The new crane was shown to an international distributors meeting in Lauf, Germany, earlier in March. The ATF220G-5 features a seven section 68 metre boom, which uses a single cylinder extension system, allowing partial telescoping of loads. The cranes rating is at 2.5 metres over the rear, the three metre 360 rating is 182.5 tonnes. As with most Tadano-Faun models the new crane will boast impressive lift duties through the load chart. Examples given include, 3.9 tonnes to 68 metres, over 30 tonnes at 20 metres and 10.6 tonnes to 40 metres.

A lattice boom extension offers up to an additional 37 metres, which includes a 5.4 metre heavy duty jib that can offset by up to 40 degrees.

The carrier has an overall length of 15.1 metres with a three metre width and is powered by an eight cylinder Mercedes coupled to a ZF AS-Tronic transmission.

The upper engine is a six cylinder Mercedes. The crane has a 10x8x8 configuration, with the third axle lifting for crab steer while the rear two axles feature Faun's electronic steering system that automatically shuts off at speeds of over 25 kph. 16.00 tyres are standard with 20.5's as an option.

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(L&R) John Dobson and Paul Chalk of Orion Access, with Richard Stok (centre) of SkyKing.

Six new Skykings for Orion

Orion Access Services of Erith near Dartford, has substantially expanded its powered access fleet with an order for six new E198PX truck mounted aerial work platforms from Market Harborough based SkyKing in a deal worth more than £250,000.

The E198PX utilises a two stage sigma type riser with top mounted telescopic boom. Providing 20 metres of working height, up to 8.5 metres of outreach, even at lower heights, up and over capability, zero tail swing and 360 degree rotation all on a 3.5 tonne, 2.90 metre wheelbase, Nissan Cabstar.

Lavendon back in shape

The Lavendon Group, Europe's largest powered access company, has announced its preliminary results for 2006. They show an operating income up by 28 percent to £7.3 million, while profit before tax was £2.9 million, compared to a £100,000 loss in 2004.

Net debt was reduced by over 25 percent (prior to the recent acquisitions of Panther and Kestrel) to £61.7 million. The company says that 2006 has started well and expects progress to continue.

John Gordon, the new chairman of Lavendon said, "Strong cash flows over recent years have strengthened the Group's balance sheet and are now providing the necessary resources to enable us to make acquisitions should we so choose".

Geoffrey Marsh takes over at CPA Crane group

At the last CPA mobile crane interest group steering committee meeting, Martin Ainscough retired as chairman, a role he has filled since the group's inception over eight years ago. Geoffrey Marsh was proposed as his replacement and duly elected.

It was also agreed that in future the chairman would serve a maximum term of five years, offering himself up for re-election every February at the steering committee meeting.

Geoffrey Marsh is the new CPA crane Interests chairman



The new PK25001EL joins Palfinger's range of cranes for specialist trades.

PALFINGER ADD SPECIALIST ROOFING CRANE

Palfinger has added a further model to its range of specialist cranes for specific applications. The PK 25001 EL has been developed specially to meet the requirements of roofing contractors and joinery firms, including the erection of prefabricated timber frame houses.

In order to meet the requirements of these trades, the PK 25001 EL combines long outreach, thanks to its long base and knuckle boom sections, with fast working speeds, ideal for erection work. Maximum powered outreach is 25.5 metres. The crane is fitted with Palfinger's PowerLink Plus system allowing the knuckle boom to articulate eight degrees above the base boom.

Standard features include: Radio remote control, HPLS (High Power Lifting System), oil cooler, return oil utilisation, a high speed winch and a full size slew bearing. A dual motor slew drive option is available for increased slewing torque.

New record for Ashtead

The Ashtead Group plc, owner of Sunbelt in North America and A-Plant in the UK, has announced record results for the nine months ended 31 January 2006, with revenues up almost 20 percent to £476 million. Operating profits at Sunbelt rose by over 62 percent, while A-Plant was up almost 15 percent.

Profit before tax and exceptional items for the period, almost tripled to £53 million. A net exceptional credit of £9.5million, took it up to £62.5million.

Ashtead's chief executive, George Burnett, said:

"We are pleased to report a strong performance in our seasonally weak third quarter. Favourable conditions continued in all Sunbelt's markets and drove third quarter revenue growth of 31.0 percent".

"The new sales structure at A-Plant introduced at the start of the current financial year began to deliver its planned benefits with revenue growth of 6.1 percent in the third quarter"

Full story on vertikal.net

VP makes another acquisition

Vp plc, owner of UK Forks and Hire station, has acquired Bukom General Oilfield Services Ltd, along with its overseas subsidiaries in Holland and Singapore for £5.7 million in cash. Bukom is a leading supplier of compressors, boilers, heat exchangers,

sand filters and other equipment to the oil and gas exploration market, operating from locations in Aberdeen, Singapore and Holland.

The acquired business will be merged with Airpac Oilfield Services, the VP division, which operates a similar business from locations in Aberdeen, Great Yarmouth and Singapore. The merged business will trade as Airpac Bukom Oilfield Services.

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New Hiab XS crane

Hiab is launching a new XS loader crane, the XS 377, which completes the company's 20 to 40 tonne line up. Hiab claim that it will be the most powerful crane, with the longest outreach, available for fitting to a three axle truck. The three model range will be exhibited at shows this spring. The XS377 will join the XS 244, XS 288, XS 322 and XS 422 range of intermediate cranes, and is intended to offer users the best combination of reach, lifting capability and low tare weight. With its optional jib, the new crane will take 450kgs out to its maximum radius of 26 metres, as well as providing exceptional "up and out" performance.



The XS377 completes Hiab's intermediate crane range.

First Omega RT scissor lift.



Omega Lift, the Dutch producer of crawler mounted scissor lifts, has built a new Rough Terrain scissor lift, the RS225-800, its first wheeled RT model.

The new model features a 20.5 maximum platform height, with 800kg lift capacity. The diesel powered unit has 4x4 drive, oscillating front axle, two wheel steer and auto-levelling jacks. The main platform length is 4.75 metres long and 2.35 metres wide, dual deck extensions extend it to 7.5 metres long for façade work. The first RS225-800 has been delivered to Steiness Liftcenter in Denmark which has also ordered one of Omega's narrow 26 metre scissor lifts.

The first Omega Rough Terrain scissor has been delivered to Steiness in Denmark.

Palfinger flying high

Palfinger, the rapidly growing crane and access manufacturer, saw revenues in 2005 grow by almost 29 percent to €520 million. Earnings before Interest and Tax were €65 million, up by 56 percent on 2004, while consolidated net profit, increased by almost 76 percent to €48.1 million.

The company's loader crane division continues to be the driving force of the business and the source of most of its profits. Crane revenues were up by over 25 percent with profits rising by almost 65 percent to €72 million.

The company's access division, Bison-Palfinger, saw substantially increased sales, but the company reported increased price competition. Add this to

production restructuring costs and it is likely that the division was not a major profit contributor in 2005. The non crane division saw losses rise from -€2.3 million in 2004 to a loss of €6.98 million in 2005.



The Palfinger board, (L-R) Herbert Ortner, Wolfgang Anzengruber - chairman, Wolfgang Pilz and Eduard Schreiner - finance director demonstrating how they have grown in 2005.

Access Industrie acquired

Paris based venture capital company, Butler Capital Partners of Paris has acquired a 70 percent stake in Access Industrie, the telehandler and aerial lift rental company with its HQ in south west France. Founder and president Daniel Duclos retains an eight percent holding.

The deal includes the underwriting of compensation for creditors, and the issuing of new shares. Butler will in effect be paying €50 cents per share, compared to a price of 47 cents, when they were suspended last April.

Existing shareholders will be able to maintain their holding in the company, with the right to purchase four new shares for each old one held at the same 50 cent price as Butler has paid. The transaction involves a restructuring of the company's finances, including a new €67.7 million line of credit; consolidated net debt will be halved from the current €80 million to €40 million. While the current negative net equity of -€12 million will be converted to a positive equity position of €34 million.

Nationwide take more Runabouts

Nationwide Access has purchased 20 additional Genie GR15 Runabouts for Heathrow's T5. The GR15's will join more than 70 scissor lifts with AMEC, the main mechanical and electrical contractor at the site. As more of the building is completed, reaching tight spaces in roof areas with scissor lifts was proving a challenge as existing piping and ducting was restricting access.

The new units were delivered in March and are expected to be on site for the best part of a year.

Amec has taken 20 additional Genie GR15 for T5



Strong cranes and access results from Terex

Terex has announced Group revenues for 2005 of \$6.4 billion, an increase of 28 percent on 2004. Full year earnings are expected to be at least 64 percent up on with Backlogs 62 percent higher at \$1.6 billion. Net debt was reduced by \$209 million to \$571 million.

Terex Crane's revenues increased approximately 18 percent, compared with 2004, thanks to a strong tower crane market. The company's crane backlog as of December 31, 2005 was approximately \$452 million, 80 percent higher than at year end 2004. Aerial Work Platform sales, largely Genie, rose by over 56 percent, with an order book at the end of December of approximately \$482 million, triple the level at year end 2004.

Bob Francis and the first "E" Manitowoc

Bob Francis the North Wales based crane hirer, has taken delivery of the first Manitowoc badged Kobelco crawler crane to be sold in Europe.

The unit a Manitowoc 8500E was delivered to the company at the end of March. Bob Francis

only entered the crawler crane market 18 months ago with a five tonne IHI mini crane, since then the fleet has expanded rapidly. The new Manitowoc is its seventh crawler crane. The balance of the fleet is made up of Hitachi 35 to 55 tonne cranes.

Manitou to build new parts centre

Manitou is spending €23 million on a brand new parts operation on a 13 hectare site close to the Autoroute near the company's headquarters in the town of Ancenis. Manitou's parts business has revenues of almost €107 million, over 10 percent of total company revenues. With its target to double revenues to almost €2 billion by 2014, the need for a larger parts facility is a key element of the expansion.

The site has already been acquired with construction beginning in the spring, the first two buildings providing 22,000 square metres of warehouse space, with a 5,500 square metres covered "concourse,

will be completed by February 2007." This is expected to satisfy the company's needs through 2010. After that a 6,000 square metre extension is planned to take the company through until 2020. The

New warehouse will include a wide range of high tech equipment, including automated storage and retrieval systems with extensive use of bar coding.



An artist's impression of the new Manitou parts centre



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New Truck cranes on the horizon

Terex Demag is to launch a new 55 tonne French built truck crane at Intermat; the new crane is aimed at rental companies that do not require the multi axle drive and steer offered by All Terrains.

Tadano is also said to be developing a 40 tonne version of its commercially mounted HC range (See where did all the truck cranes go? Page 28)

Finland in winter



Valla UK spreads its wings

Valla UK, the UK/Ireland distributor wholly owned by Peter Hird, has signed an agreement with manufacturer, Valla S.p.A of Italy, to sell, promote and service the full Valla Range of cranes on the North American market.

The future of Valla America has been up in the air since the death of John Valla last year. Valla has until now covered the American market from a company store headquartered in Fresno, with its main sales and service location in Dallas Texas.

Valla Italy is currently updating its ANSI approvals, while Valla UK is setting up the support infrastructure which will include the current sales and service organisation used by the late John Valla.

In a further unrelated move Valla UK is also



Peter Hird, accepts the 2004 Valla dealer of the Year award from Antonio Valla(L)

opening up a new market for Valla cranes in the Middle East. It is in final discussions with a local partner and expects to set up a regional office shortly.

The company has already secured an order for four cranes and plans to model the new venture on its UK set up. This will include a rental fleet in order to help sell the concept and demonstrate the capability of the Valla electric cranes.

In early March Hickstead based Facelift, along with Bronto and Blueline access, organised an incentive trip for some of its staff to Tampere in Finland. During the trip, which took in Bronto's manufacturing plants, the visitors had the chance to try their hands at Ice Rallying. On a private lake with the ice over 900mm thick, they had the chance to try their hands in both a front and rear drive car, both of which were equipped with studded tyres. We ran the picture opposite on Vertical.Net, offering a prize for anyone who recognised this motley crew and suggested what they were up to. The winner was Mark Butler, his entry is on our letters page.

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Skylift has specified CTE Z20's for its self drive fleet.

Nationwide relaunch Skylift

Over the past eight months Nationwide has been quietly restructuring its Skylift truck mounted aerial lift division. Skylift is the largest truck mounted aerial lift rental company in the UK, with a fleet of over 175 units. The business was established in late 1995, becoming fully operational by May 1996.

It was specifically set up as a separate entity, with its own staff and depots; however in 2004, in a bid to avoid duplication and reduce overheads, the division was merged into the Nationwide self propelled business. It did not exactly thrive, becoming lost within the 6,000 unit self propelled fleet, so last July the business was separated operationally. Peter Douglas, a Nationwide and Skylift veteran, took on the responsibility for rebuilding the Skylift business at that time and assumed the role of general manager-Skylift in January, along with the training and accessories divisions. Douglas joined Nationwide with the Access Rentals acquisition in 1992, teaming up with Mike Evans in 1995 when he set up Skylift for Nationwide.



Peter Douglas is the new general manager of Skylift

Skylift now operates from six stand-alone depots in, Glasgow, Manchester, Leeds, Luton/St Albans, Cardiff and Birmingham, while its fleet in Northern Ireland is fully integrated into Nationwide's Belfast branch for obvious practical reasons. The division employs 85 full time drivers, and 15 engineers among its 110 or so staff. Skylift also employ a few industry specific sales specialists, while the day to day sales are handled by the Nationwide sales team.

The Skylift re-launch includes new branding and a new image, the business will in future be known as "Skylift from Nationwide", the lifts will be painted in the Nationwide blue livery, in place of the pastel blues of the Old Skylift, as the older lifts are repainted or sold. Douglas told C&A that the truck mounted market requires a specialist approach and needs operations staff that are fully tuned into the different demands that truck mounted lift rental imposes. These range from the fact that most

go out with drivers, to the short duration of most jobs.

He also acknowledges that Skylift has largely missed out on the recent rapid growth of the self drive truck mounted market, but now aims to catch up "and then some". As part of this plan, the company has ordered its first batch of 15 CTE Z-20, sigma style, up and over booms, on 3.5 tonne Nissan trucks.

When asked why these units were selected rather than the more usual straight telescopic boomed models, Douglas said that they first looked at straight telescopic for its 3.5 tonne lifts. After polling its customers however and checking out specifications, it converted to the CTE model.

Douglas said that the Z-20 offers a good working height, over nine metres outreach, and a narrow base combined with zero tail swing. In addition many customers appreciate the up and over capability and the ability to do a parallel descent or lift. Other units ordered so far this year includes six 14 metre Bizzocchi units, which will be badged as CTE and use the CTE control panels. Two CTE Z32 and a 37 metre Bronto XDT with 750 kg platform capacity.

Skylift is also targeting longer term contract hire, and is prepared to purchase a lift to a customer's specification for a long term contract, it has also taken on a few specialist lifts, such as three large Teupen Leo, spider booms.

The new Skylift branding.



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Dawes has taken delivery of the 500th GMK5100.

Grove delivers 500th GMK 5100

Grove has delivered its 500th GMK5100 All-Terrain crane to Dawes Rigging and Crane Rental, part of the All Erection group. The 100 tonner was launched in 2000 and features a 51 metre main boom and jib lengths of up to 34 metres.

Man killed while loading MEWP

A rail worker was killed in late March, after being crushed under an aerial work platform that was being loaded onto a trailer. The lift had broken down and was being recovered. Neil Martin, 47 was helping to load the lift when it slipped off the bed or the ramps of the low loader pinning him underneath it.

The incident occurred at 4:00 in the morning, outside Waverley Station in Edinburgh. The station is currently undergoing a £150 million redevelopment. Martin was employed by Border Rail, a sub-contractor to AMEC, which is involved in building new platforms at the station.

Martin, from Nazeing in Essex, suffered multiple injuries and was taken to Edinburgh Royal Infirmary, where he died shortly afterwards. The Health and Safety Executive is carrying out a separate investigation.

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The new Fassi F330D demonstrates the above horizontal articulation.

Two new Fassi cranes

Fassi says that it will be launching two new mid range cranes this summer, the 33 tonne/metre F330D and 36 tonne/metre F360DXP Evolution". The new models replace the F330B and the F360BXP and build on the Evolution concept announced in October at SAIE.

The two models feature double con-rod linkage, a heat exchanger, the latest RCH remote control device, a new valve block developed with Danfoss, the company's "prolink" system allowing the upper or knuckle boom, to articulate by up to 15° above the horizontal main boom.

The cranes are equipped as standard with all the software required to manage all the possible options and accessories. Boom choices range from two extensions up to eight telescopic sections, with either the "C" - "short arm" range or, "L" range, with a jib system.

The F330D/F360DXP Evolution" have been conceived with both the building sector, and industrial moving trades in mind. The new models will not be ready in time for the upcoming round of CV shows, but Fassi says that they will be ready for shipment shortly afterwards.

- **David Walkden** has been promoted to Head of Sales and Marketing at **Eve Trakway**, supplier of aluminium roadways for temporary access across muddy sites and at events.
- **Veri-Tek International** has taken over all of the operating assets of **Manitex**, Inc, the boom truck and aerial lift producer. Manitex was owned by **Quantum** value partners, which also happens to own the majority of Veri-Tek.

• **Crane crushes electrician**

The largest container handling crane at the Alabama state docks, tipped over after being struck by a departing ship, the ZIM Mexico III, a large container vessel, bound for Houston. It was manoeuvring under its own power, as it was departing the Mobile River, rather than being towed by tugs. It then struck part of the crane, causing it to tip over backwards, crushing a 46 year old electrician.

• **Tower crane collapse kills two**

A crane driver and his colleague were killed and eight other people injured when the entire top of a 130 metre tower crane broke loose from Tel Aviv's Neveh Tzedek Tower building. Workers at the site had warned that the crane was not in good operating condition. The building engineer and several others were detained for questioning by the police.

- **TTS Marine Cranes** and **TTXS Kocks** are to sign a production agreement with Brazilian company, **Teclabor Engenharia Equipamentos E Servicos** to produce deck cranes and capstans in Brazil.

- **Active Sales & Leasing Ltd** has been established as a sister company to Active rentals Ltd. The new business is managed by Actives **Andrew McCusker**, who says that it will sell the new Pop Up push-around scissors and will sell and lease both Genie and JLG booms and scissors.



- **Mark Butler** is planning to re-enter the access business, he told **C&A** that he is not yet ready to announce the details but we understand that his business **Monmouth platforms Ltd** has already ordered its first truck mounted lifts.

- The **Dana Corporation**, supplier of axles drive shafts and transmission for telehandlers, among other things, has filed for protection from its creditors, under chapter 11 of the US bankruptcy code.

- Crane veteran **Roland Hammer** has joined **Manitowoc** as director of strategic accounts, handling specific accounts in the Americas. Hammer, started out with Liebherr and more recently worked with Terex Demag. A German by birth, Hammer has spent much of his working life working in the USA.

- **Trevor Gamble** has been appointed as the new chair of the **Construction Plant Competence Scheme (CPCS)** Management Committee. Gamble, of The Gamble Group, is currently a **CPA** Council member and sits on the board of **CITB-ConstructionSkills**.

- **Valla UK**, owned by **Peter Hird**, has resigned the **Locatelli** distribution for the UK, only a year after taking it on. In spite of Hird's efforts to launch the innovative Locatelli ATC20 city type crane with fork and platform options, results have been poor.

- Rental software company, **InspHire** has delivered its first system to Icelandic crane hirer **Formaco**.

- **Rival Scandinavia** and its managing director **Søren Rosenkrands**, celebrated a joint birthday party in March. The company's fifth and his 50th.



Søren Rosenkrands at his party

- A major fire at the Headquarters of aerial lift company, **Storm Hoogwerkers** in Hoboken, Antwerp completely destroyed a fleet of truck mounted work platforms, including a brand new **Bronto 46XDT**.

- **Arcomet** the Belgian based tower crane company, was 50 years old on March 19th 2006. On that day in 1956 **Mr and Mrs Karel Theyskens** officially opened for business.

- **JCB** has appointed **Mathew Taylor** to take over the role of managing director of worldwide sales from **Françoise Rausch** who will move to the role of executive director of JCB Sales.

- **Steve Brown 1966- 2006**: Steve brown, of **SE10** and previous editor of **Cranes Today**, prematurely passed away on March 16th aged 39, having fought a long battle with cancer after being diagnosed with a brain tumour in early 2004.

- **Colin Wood** managing director of the **CPA**, became **Facelift's** 10,000th trainee when he took an **IPAF** operators course at the company's **Hickstead HQ** recently.



Gordon Leicester congratulates Colin Wood

- Wood has now become a **PAL** card holder.

- Italian tower crane producer **Raimondi** has merged with tower crane rental company

S.M.I.E to form the **Raimondi-S.I.M.E. Group**. The general manager of the merged company will be **Enrico Natella**, a S.M.I.E director.

- The directors of **Brandon Plc** have recommended a cash offer from **Wolseley plc**, to take over the Bristol based rental company. The offer is 212 pence a share, a 15 percent premium over previous closing prices. Making the company worth £71.9 million.

- **Ainscough Crane Hire Ltd**, has bought over 736 **Ekman** fall protection harnesses from **Lloyds British**, the UK distributor, sufficient to issue one to each employee.

- **Manitowoc** has revised its earnings estimates for 2006 upwards by almost 15 percent, following a strong start to the year.

- **Finning International Inc**, owner of **Hewden**, has appointed **Michael T. Waites** as its executive vice president and chief financial officer effective May 1, 2006.

- **Ted Bratthauer** has been promoted to the position of vice president purchasing for **Manitowoc Crane Group** in the Americas.



Ted Bratthauer

- **David Hardin** has joined **Manitowoc Crane Care** as general manager of remanufacturing Operations. Taking over from **Ron Schumacher**, who is retiring

- **JLG** has appointed **JW Blake**, the Cumbrian based Agricultural and Plant hire dealer to handle it's telehandler sales in the Cumbria, Dumfries and Galloway regions. The company will exhibit JLG telehandlers at this years **Scotplant** exhibition. The stand will include a 17 metre JLG4017.

- **Teupen** has cleared its **Leo 50** to go back into service, following its investigation into the fatal accident in Belgium on March 24th (see page 49). It had asked owners to take their Leo 50's out of service on March 27th as a precaution.

- **Haulotte** has confirmed its 2005 results, with revenues up 45 percent to €388 million and net profits over five times those of 2004, at €46 million or 11.8 percent of sales.

- A gang attacked a Securicor van in the Dublin area on March 30th with a **telehandler** and made off with up to €600,000 in cash.

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

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Straight Straight

Up, Out

C&A straight booms

At the recent American Rental Association convention and Rental Show, Skyjack had its brand new boom lift on display as promised. It was a 45 ft model as widely predicted, however what surprised many Europeans was the fact that it was a straight telescopic, rather than an articulated boom!

Why should this have been a surprise?

Few if any of the American visitors were at all surprised, when we asked Skyjack managers "why a straight telescopic?" They were surprised by the question, "why not? It is a big market and an ideal re-entry model for us" was their answer. "Surely a 45ft articulated will be your next boom lift then?" we asked "No a straight 60 of course!" was their response.

What this long winded introduction highlights is the wide disparity between the preferred boom configurations on either side of the Atlantic. The articulated boom market has over the years been the only significant sector where volume has been consistently greater in Europe than in North America. The 40/45ft IC boom market is a classic case, in the US there are as many straight telescopics sold as there are articulated. In Europe the 40/45ft straight telescopic boom is a relatively rare beast and the sector too small for local manufacturers to even consider.

While the disparity is not quite so marked on larger models, it is quite evident that America's love affair with the straight telescopic boom is not shared by European users. In trying to explain this difference, all manner of reasons have been given. One of the most popular is that in Europe we have less space and so appreciate the fact that articulated booms are typically a

little narrower and take up less space when stowed. While there is a glimmer of truth in these points, they would hardly cause such strong trends. In reality it is down to history and a myriad of small factors. Older telescopics were very long, heavy and had significant tail swing, making them less than ideal for congested locations. The models that most major manufacturers offer today are quite different. The overall width on all but the smallest models is similar to that of articulated lifts, tail-swings have been substantially reduced to a point where it is no longer a major issue. While the addition of articulating jibs has reduced stowed length, while providing additional reach and versatility.

So why a Telescopic?

So what does the straight telescopic boomlift offer that an articulated boom does not?

- They are simpler to operate with fewer controls
- They generally have more outreach
- They reach full height faster
- They are less expensive to maintain, with fewer moving parts.
- They are more rigid, having no complex linkages
- They are generally more rugged

So what type of user chooses a telescopic rather than an articulated boom?

Clearly those who want a fast, no-nonsense, rugged workhorse of a



The highest self propelled straight boom on the market, the JLG 1350SJP has been widely used on Heathrow's Terminal 5

machine, typical trades include steel erectors and shipyards. In these rough, tough applications the machine is very much used as a piece of heavy duty production equipment. Given the unforgiving work, some regular users turn their noses up at the articulated

jibs that have become so popular, in favour of a simple, straightforward heavy duty straight boom with end mounted platform. One almost gets the feeling from some hardened users that using a machine with a jib is akin to wearing a tutu to work!



While some users do not like jibs, in some applications such as this, they are invaluable, this one also rotates.

These trades are certainly hard on the machines, baskets tend to get mashed up on a regular basis as steel erectors use them to push and hold beams in position. In the shipyards constant welding, cutting and sandblasting really takes its toll on a lift, thus the simpler and more rugged a machine is, the better.

When you witness the no-nonsense "get on with it" working style in these applications, one begins to understand the American preference for such machines. With the risk of committing a massive generalisation, this no-nonsense approach to lifts is far more prevalent in North America than it is in Europe. Over here a user is far more likely to appreciate and fuss around with all the "bells and whistles" on his machine.

Slow development

Given that this is probably the most mature sector within the self propelled lift market, it will not surprise you to learn that significant developments have been few. Progress tends to be limited to gradual evolution and improvement, than radical development. A good example of this is the New Haulotte H43TPX, due to be unveiled at Intermat. Haulotte has a reputation for studying the

specifications of its competitors and then doing all it can to improve a little on each point. Making its new entrant just a little narrower, a little lighter with a little more outreach etc... When designing its H43, which has the same 135ft platform height as the JLG 1350SJP, the JLG was clearly the machine to beat. At first glance, with only preliminary specifications, it looks as though Haulotte has had a tough time improving on the JLG, at least on paper.

Extending axles a thing of the past under 100ft

Extending axles on booms of under 100ft are now a thing of the past, with the launch of the new Snorkel TBA85J-Fixed this February. At one time all 70 and 80ft machines had extending axles, not only is this now a thing of the past, but it has been done without significant sacrifices.

Work stations and welders

JLG pioneered the concept of the Sky welder, and work station in the sky in an attempt to tailor its machines to particular trades and has done more in this area than the rest of the industry combined. More recently Genie has introduced the ArcPro 275 Welding System, a welding system developed jointly with the Lincoln Electric Co for



The new Genie S60HC offers high lift capacity, allowing three men to do the job of two.

its S-80/85, S-60/65 and S-40/45 telescopic boom lifts. These welding options are ideal for applications where extended welding from the platform is part of the job, it is all on hand and saves trailing leads or a welding machine in the platform.

The concept has been slower to take off in Europe than in the USA to this end you won't find Haulotte promoting such devices in its literature yet. The problem is that adding such equipment carries a cost that rental companies find hard to justify, due to its specialist nature. In the USA rental companies are now working more closely with particular customers and sourcing such specialist machines for them as part of a close partnership and supply agreement.

Higher capacities

Certain trades have long sought boom lifts with higher lift capacities than the usual 225 or 250kgs and some companies, such as JLG offered multiple lift capacities on straight telescopics on its models in the 1980's. The practice of variable lift capacities had fallen out of favour due to safety concerns, but has made a comeback with the 120 ft JLG 1200SJP and 1350SJP. The operator selects between 230kg unrestricted capacity or a 450kgs lift capacity which then prevents the last three metres of boom telescope.

Genie's has just raised the ante with its own dual capacity feature on the new S-60 HC telescopic boom it offers 340kgs unrestricted capacity to the machines full 15.5 metres outreach or 565 kgs limited to 12.5 metres outreach, enough for three people and plenty of gear.



A perfect demonstration of the usefulness of 180° Platform rotation fitting bird defences to Blackpool's post office.



Both JLG and Genie now offer built in welding equipment such as this JLG SkyWelder

The Tadano Superdecks with 14 or 19 metre platform heights and crawler or wheeled chassis, top out the high capacity league with their 1,000 kgs lift capacity an automatic load moment

device limits outreach with this load to seven to eight metres. In spite of some clear demand for this scissor lift on a stick concept, the price of the Superdeck prevented any serious take up in Europe and Tadano has now withdrawn it. Tadano also offer a high capacity version of its AW-250TG and AW-370TG 25 and 37 metre straight booms, with 450 kgs out to 15 metres radius. These booms though have never been offered in Europe.



Tadano has dropped its Superdeck models following poor sales.

Bigger platforms

Most straight booms feature a 1.8 metre wide platform as standard with the option of a larger 2.4 metre basket. The number of buyers specifying 2.4 metre platforms has picked up in Europe, and an increasing number of models, particularly those over 80ft, now include the larger platforms as standard. While a larger basket offers more room to work and to carry materials, in applications such as steel erection, where there is often a need to reach locations through a web of steelwork, a big platform can be a major disadvantage. For this reason many manufactures have designed their platforms with a quick change feature. Not only does this allow a user or rental company to quickly modify the boom to suit particular jobs, but also speeds up platform replacement when a heavy handed operator returns the lift with crumpled guardrails.

Easy repair platforms

The habit of certain trades to destroy the platforms on telescopic booms has resulted in manufacturers attempting to



In spite of high prices Aichi took a significant share of the European market in 2005.

address the problem. It is not possible to simply keep beefing up the guardrails and the platform structure, not only does it add weight in the worse possible place, but if the platform is too strong, impacts will be transferred further down the structure resulting in far more serious damage, such as a bent boom.

Some time ago JLG introduced a modular platform that enables an owner to replace only that part of the cage which is damaged. Genie on the other hand has taken the approach of driving down the cost of a new basket, encouraging users to simply replace it, rather than trying to repair it.

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applications that straight telescopic booms are typically used for. Several users told us that it was just another knob on the control box and another thing to go wrong. However a lot of the larger straight booms are used in refinery and heavy industrial applications, in these environments, with congested areas the additional manoeuvrability can prove to be very helpful.

New models

Same performance – back to basics

The latest two, completely new straight boom products, the Haulotte H43TPX and the Skyjack SJ40 and 45T, unusually do not introduce any new

So how does the new Haulotte measure up?

With only preliminary specifications to go on it is too early to do a proper comparison, however looking at the basic specifications it seems that Haulotte has not attempted to outdo the JLG on specification, but has aimed more at providing an alternative product, possibly at a keener price?

The Haulotte is in fact short on specification, with four metres less outreach, no higher capacity option, a longer transport length, and a little less gradeability, at least on paper. However, some aspects of the new boom will appeal to telescopic boom users.

	Haulotte H43TPX	JLG1350SJP
Platform Height	41m	41.1m
Outreach	20m	24.3m
Lift capacity	230kgs	230/450kgs
O/A width	2.53m	2.49m
Stowed Length	15m	11.86m
Stowed height	3m	3.05m
Jib articulation	140°	130°
Jib rotation	Yes	Yes
Platform size	2.4m x .80	2.4m x.94
Gradeability	40%	45%
Outside turning	5.1m	6.86m
GVW	20,300kgs	20,300kgs

Given the cost and lack of availability of skilled staff, this method appeals to many rental companies, they simply bill the user for the cost of a new platform. The user treats it as a consumable.

4X4X4

Four wheel drive is now a standard requirement in Europe, if the notion to buy a two wheel drive boom possesses you, be warned! Be prepared to keep it for a long time, its resale value will be abysmal. Most straight booms are

increasingly equipped with oscillating axles and sophisticated flow dividers that keep all four wheels turning. This provides gradeability of 40 to 45 percent, a far cry from machines of old. An increasing number also offer four wheel steer, the benefits are not limited to a tighter turning radius, but also provide crab steer for getting in close to a wall or fence. While the four wheel steering has been around for years, the benefits are wasted on many of the

technology or specification improvements. Both companies have decided that the better strategy in this market is to launch good competent products that at best match the existing specifications, while offering greater simplicity.

Haulotte hits the heights

Haulotte is introducing its highest platform to date at Intermat. The new 41 metre platform height, H43TPX, goes head to head with the JLG 1350SP, currently the largest straight telescopic boom on the market. (When Genie introduced a 41 metre boom last year, it elected to go with an articulated model.) At this height outreach is not an issue, so the only benefits that a straight boom offers is outreach at very low heights, possibly speed to full height, (although this is not as important as it is on 60ft booms), and simplicity.

The Haulotte H43TPX demonstrates how straight boom design has changed over the years.



Telescopic axles are now limited to booms over 100ft



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It appears for example, to be a simpler machine, without the fold back jib, (thus the longer transport length), dual lift capacity or jib rotation. The most important aspect of this introduction is that buyers who seek a straight boom of this height, will now have a choice and this is likely to eventually impact the price, not to mention the availability, of such a machine.

Skyjack make a come back

Skyjack has laid out its plans to become a full line boom producer and

its "target design parameters" are certainly bang on the money, falling right in the middle of the current offerings from the major producers. As Skyjack has said, this time round it is not intending to "outspec" or "out-conceptualise", the others, preferring to build a mainstream product with its signature attributes of simplicity, reliability and ease of service. The CE model will be available at the end of the year.

How does the new Skyjack stack up?

	Skyjack SJ45T	JLG 460SJ	Genie S45	Haulotte H16TPX	Snorkel 47J
Platform ht	13.6m	14.02m	13.7m	13.44m	14.2m
Outreach	11.5m	12.4m	11.2m	12.3m	11.9m
Capacity	227kgs	230kgs	227kgs	230kgs	227kgs
O/A width	2.34m	2.34m	2.3m	2.30m	2.44m
O/A Length	9.4m	8.84m	6.8m*	6.71m	6.5m
Grade 4x4	40%	45%	40%	50%	57%
GVW	6,400kgs	7,850kgs	6,710kgs	6,650kgs	6,125kgs

is determined this time to avoid the errors it made with its first attempt to enter this market. To this end its approach is to bring simpler, no-nonsense products to market. It has concentrated on a simple rugged design, including a heavy duty axle based drive train and easy access to all components for service and repair.

Skyjack has specifically avoided the inclusion of any fancy electronics or non essential niceties. This approach might just hit the "nail on the head" in the straight boom market. Heavy users such as steel erectors will appreciate the no frills, no-nonsense product. Looking at the key specifications for its first models, the SJ40T and SJ45T

The new Snorkel TB85J has fixed axles and over 23 metres outreach.



New Snorkel fixed

Other new telescopic models include the Snorkel TB85J, which replaces the previous model's (also the TB85J) telescopic front axle chassis with a 2.6m wide, fixed axle design. The revamped machine includes a 170 degree articulating jib, and an excellent 23.4 metres of outreach, as good as anything on the market, and



An alternative straight boom is the Kesla self propelled that employs outriggers for work at height offering a very low Gross Weight.

more than the 41 metre models we have covered.

High Capacity Genie

The Genie S60HC is also an upgraded model, rather than a completely new design, the new model, based on the company's S60, has not yet been launched in Europe and will not be at Intermat or SED. The plans are to introduce the CE version later in the year. The new model, offers 340kgs unrestricted lift capacity and 565kgs limited to 12.5 metres outreach, three metres less than full outreach.

New 25 metre Aichi

Aichi, offers a range of both wheeled and crawler mounted straight boom lifts, largely selling its 18 and 21 metre models in Europe. Its prices are up to 30 percent more than most other manufacturers, and yet it manages to sell a surprisingly number of machines and in 2005 won a



Skyjack kicked off its new boom range with a 45ft straight boom, the SJ45J.

significant share of the European straight boom market. The company has now launched a new 25 metre model for 2006, with the first units recently delivered to Doornbos in Holland and Mateco in Germany.

The 25 metre is basically a stretched 21 metre model. With slightly longer boom sections and a larger counterweight. With its high levels of reliability and five year warranty, Aichi benefits from a very high level of repeat business.

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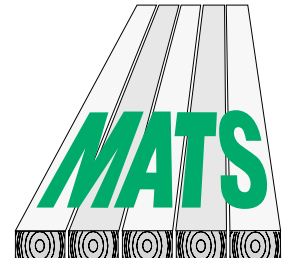
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c&a all terrain cranes

The LTM 1040-2.1 is the highest capacity two axle AT on the market.

Phil Bishop looks at what's new in All Terrain cranes and finds that boom lengths are getting longer, load charts getting stronger and chassis getting shorter.

The current strength of worldwide demand for All Terrain cranes is reflected in the wide array of new product development among the major manufacturers. After several years of retrenchment, there are new models to report on in all the major categories. The only problem is getting your hands on any of these machines. Delivery times remain long with most of the German manufacturers, as their suppliers

struggle to meet the continuing upsurge in demand that has followed several lean years. Numerous UK crane buyers tell us that their purchase choices are no longer just about load chart, boom length and price, but also now about availability. What you can get has become as important as what you want. Good used equipment is also in short supply, so a well-planned procurement strategy has become essential.

Five axles

The new product development scene is at its liveliest in the five-axle class, with four new models. This sector now covers a wide range of nominal capacities offering buyers a vast range of choice from 90 tonne fully rigged cranes to 220 tonne models which travel with only basic equipment.

220 tonne Grove tops the five axle entrants

The largest of these new five axle models is the 220 tonne Grove GMK 5220, with its seven-section main boom fully extended to 68metres; it can lift 14 tonnes or 13 tonnes to a radius of 24 metres. The addition of a 12-21 metre bi-fold luffing swingaway with two eight-metre inserts gives a maximum tip height of 105 metres and can be offset hydraulically from the cab by between five and 40 degrees.

Grove has redesigned the profile of its Megaform booms making them lighter and stronger; this was first seen on the GMK 5130-1 and continues on this year's new models. Other familiar Grove features include Twin-Lock boom pinning; Megatrak suspension and the ECOS operating system are also all still here.

One new feature, however, is a "steer-by-wire" hydraulic-electronic steering system that Grove says reduces tyre wear and improves drive quality.

A 200 tonner from Liebherr....

Liebherr has two new five-axle models: the 200-tonne LTM 1200-5.1 and the 160-tonne LTM 1160-5.1. The 200 tonner has the longest boom in its class, at 72 metres, offering a long-boom alternative to the nominally larger, LTM 1220-5.1 that features a 60 metre boom. A 12.2 metre to 22 metre bi-fold swingaway jib can be extended to 36 metres using two seven-metre lattice jib sections. Hydraulic luffing is available, but only as an option on the LTM 1200-5.1. It can be luffed under full load up to an angle of 45 degrees. The 5.3 metre base section of the swingaway jib can be equipped with a pulley set, which allows it to be used as an erection jib. It is released from the swing-away jib on the main boom with the aid of the hydraulic swingaway jib adjustment system and then erected on the telescopic boom without the need for an auxiliary crane.

Carrier features such as the ZF AS-Tronic gearbox, integrated retarder, speed control system, automatic brake system, and active, speed-sensitive rear-wheel steering have been seen before on other recent Liebherrs. A first for mobile cranes, however, is the use of air-operated disc brakes. Integrated in the crane axles, according to Liebherr, they make braking more stable and reduce wear on brake pads; all brake pads

Liebherr says its LTM 1160-5.1 is an ideal machine for tower crane erection. It can lift 11.5 tonnes with its 62 metre main boom fully extended.



are fitted with wear indicators. There are also new engines in both the carrier and the upper, to meet Stage 3 of the European Directive relating to exhaust emissions.

....And a 160 tonner

These features are also seen on Liebherr's other new five-axle model, the LTM 1160-5.1. This is the successor to the LTM 1150-5.1, which was introduced in 1996 as the LTM 1120/1 and later updated to 150 tonnes. The 62 metre boom is six metres longer than its predecessor and lifting capacities are increased by up to 30% at short radii. It can lift up to 11.5 tonnes on full boom, ideal for tower crane erection work. An additional 36 metres of reach can be added with a 22 metre folding fly and two intermediate lattice sections. The LTM 1160-5.1 is also notably compact for its class - a 12.3 metre chassis with a turning radius of just 10.6 metres.

Terex Demag upgrades the AC160

Terex-Demag also has a new 160 tonner, the AC 160-2. With an overall length of 12.35 metres, it is as compact as the Liebherr (a mere 5mm longer, in fact) but with a turning radius of 11.25 metres. The new



With its seven-section main boom fully extended to 68m, Grove's new GMK 5220 can lift 13 tonnes at a radius of 24 metres.

Demag is 25 percent stronger on average than its predecessor, the AC 160. Its 64 metre main boom can be extended to 96 metres with a four-section extension.

Features include Demag's IC-1 crane control system with touch-screen colour display, the Unimec boom telescoping and pinning system, electro-hydraulic rear-axle steering and the AS-Tronic gearbox.

Four axles

The four axle All Terrain was once limited to 60 tonne lifting capacities, how times have changed, the new models this year offer nominal lifting capacities of between 65 and 90 tonnes.

Top spec for Luna

There are three new models in this class, the largest of which is the only non-German machine to be featured here, the AT-90/58 from Spanish based manufacturer Luna. In the past, Luna had healthy exports across Europe as well as benefiting from a strong domestic market. Strong competition and the elimination of Spain's protectionist import

duties took its toll on Luna, with a significant reduction in volume. Recent years have seen it focussing on its home market as it restructured. The specifications of this new 90 tonner suggest it may be ready to compete internationally once again. On paper, it looks up for the challenge of the big German producers.

Its seven section, 58 metre main boom is the longest of any four axle mobile crane on the market. An 18 metre jib is an option. Both upper and lower power units are Mercedes, with a ZF AS-Tronic transmission and 8x8x8 drive and steer.

The chassis measures a compact 10.5 metres long and 2.75 metres wide. The AT-90/58 has integral electronic controls with data transmission via a bus system. A large touch screen within the tilting cab displays all crane functions as well as the functions of both engines, including overheating, pressures and rpm. This system also controls the automatic levelling of the suspension and outriggers. The operator is also able to watch the telescoping procedure on the screen, to monitor the movement of each boom section and the situation of the pinning system.

Here at last

Grove's new four-axle 80 tonne GMK 4080-1, replaces the 4075-1 and shares a similar driveline (Mercedes engine, ZF AS-Tronic transmission). However, the GMK4080-1 has a two-step transfer case to improve control at lower speeds. The carrier is 265mm shorter, at 12.5 metres.



The Liebherr LTM 1200-5.1 has a 72 metre main boom and so offers a long-boom alternative to the stronger LTM 1220-5.1, which has a 60 metre boom.

It is noteworthy that Grove has opted to stick to a single engine in this class. The success of Faun in this category has been based, at least in part, on having a separate engine for crane operations, which saves on fuel costs. Liebherr followed suit with its 80 tonner.

The greatest difference on the new 80 tonne Grove is its six section main boom. Where the 4075 offered 43.2 metres, the new machine extends to 51 metres. The boom overhang is also reduced from more than two metres to 1.8 metres. The GMK 4080-1 will lift 6.6 tonnes at a



Grove's GMK 4080-1 has a 51 metre main boom, nearly 8 metres more than the predecessor 4075-1 model, yet the carrier is more compact than before

radius of 20 metres on the fully extended main boom. With hydraulic luffing jib and six metre extension, maximum tip height is 75 metres. The verdict from Grove dealers at its official launch was glowing, with the only negativity reserved for how long they had waited for such a good crane.

A third Global AT for Faun

The third new machine in the four-axle class is the Tadano Faun ATF 65G-4, launched in Germany last year. It replaced Faun's best-selling All Terrain, the ATF 60-4, and at 65 tonne capacity is stronger thanks to a new lighter, stronger boom system. In common with other new ATs of the past couple of years, there are also improvements in



Terex's new AC 55-1 comes from the PPM factory in France and has a new boom system to make it lighter and stronger.

two larger entrants, at 44 metres, the Faun offers excellent lift capacities for a given Gross Vehicle Weight, making it a good taxi crane. A nine metre to 16 metre boom extension takes the maximum hook height of 61 metres. New optional features include the Lift Adjuster load sway reduction system, 8x8 drive/steer and an additional 2.5 tonnes of counterweight.

Two and three axles

New this year at the smaller end of the market is the three-axle AC 55-1 from Terex PPM, the two-axle Liebherr LTM 1040-2.1. and the two axle Grove GMK2035E. New full power telescoping system The French-built AC 55-1 has a new full power telescoping system,

manoeuvrability and off-road capability thanks to a new steering system. With the Faun all-wheel steering system, the fourth axle is electronically steered at speeds up to 25km/h, minimising turning radius.

The ATF 65G-4 is the third model to date in Faun's Global series, joining the ATF 110G-5 and the ATF 160G-5. The design of all G series machines takes into account the specific requirements and regulations of different national markets. As with the other G series models, the ATF 65G-4 uses a pinned boom extension system, while pinned booms take longer to extend and cannot telescope under load, the benefit of longer, lighter booms has proved to be what the market wants. While the main boom though is shorter than the other

featuring a single double-action multi stage cylinder, with first stage fixed to the base section of the boom, and intermediate rod fixed to the second boom section, and barrel attached to the third boom section. This allows power telescoping of the load and takes half the time to fully extend compared to a similar sized pinned boom. The reduced weight of the new telescope system provides improved lifting capacities, especially with long boom lengths at medium radii. For example with the boom extended to 40 metres, and working at 10 metre radius a 20 percent increase in capacity has been achieved...

The weight reduction also mean that it can now travel at 12 tonnes per axle equipped with 16:00 tyres, 5.15 tonnes of counterweight,

15 metre boom extension and hook blocks. A new option on this machine is a hydraulic powered luffing jib of either eight or 15 metres. This is also now being offered on the AC 35, AC 35L and AC 55L.

Liebherr take two axles to 40 tonnes

Liebherr has done well in the two-axle class recently, selling more than 1,500 of its 35-tonne LTM 1030-2.1 over the past 10 years. The LTM 1040-2.1 gives customers a slightly larger, stronger two-axle alternative. The new model has a 35 metre main boom (compared to 30 metres on the 35 tonner) with capacities averaging eight percent higher. At short radii, capacities are up to 25 percent greater. "This makes the new LTM 1040-2.1 the most powerful two-axle crane on the market," claim Liebherr.

This model also uses a single-stage, double-acting hydraulic cylinder to extend the boom, with a dual rope and pulley mechanism, providing fast telescoping even under load. An optional 9.5 metre offsettable folding fly jib means lifting heights of up to 45 metres and working radii of up to 39 metres are possible.



Tadano Faun's new ATF 65G-4 features the Faun all wheel steering system for improved rough terrain capability



The new AT-90/58 from Luna of Spain has the longest boom of any four-axle mobile crane, with 58 metres.

New Grove goes back to basics

The latest new product announcement is the new two axle, 35 tonne, Grove GMK2035E, while Groves GMK models are traditionally built in the company's Wilhelmshaven plant, the new model will be assembled in the new Niella plant in Italy. Grove has adopted a back to basics approach with this model, stripping off the Megatrak independent suspension in favour of a traditional axles and hydrogas suspension. Saving cost and complexity. Another saving is provided by dropping the hydraulic luffing swingaway in favour of a manual one, while the 29 metre main boom is carried over from its predecessor. Rental rates at this end of the market make it difficult to turn a profit, price and simplicity is all important.

Where did all the Truck cranes go?

The All Terrain crane, an unreliable novelty 25 years ago, now dominates the mobile crane market. Truck cranes, although acknowledged by many hirers as the most profitable, are a thing of the past...or are they?

In the early 1980's few would have predicted that the All-Terrain concept would completely replace the then ubiquitous truck crane within 20 years. The two axle AT models then on offer, from the likes of Gottwald, Liebherr and P&H (Grove had already given up on the market) were horribly unreliable.

obliged to convert Grove RT59 and 60S swing cab Rough Terrain cranes into All Terrains.

The company had some success with the venture. Then in 1977 Liebherr introduced a purpose built model the LTM1025, which probably did more to develop the concept than any other crane.



The Liebherr LTM1060 was developed for a big Russian pipeline job and took the All Terrain into multiple axles and the rest is history.

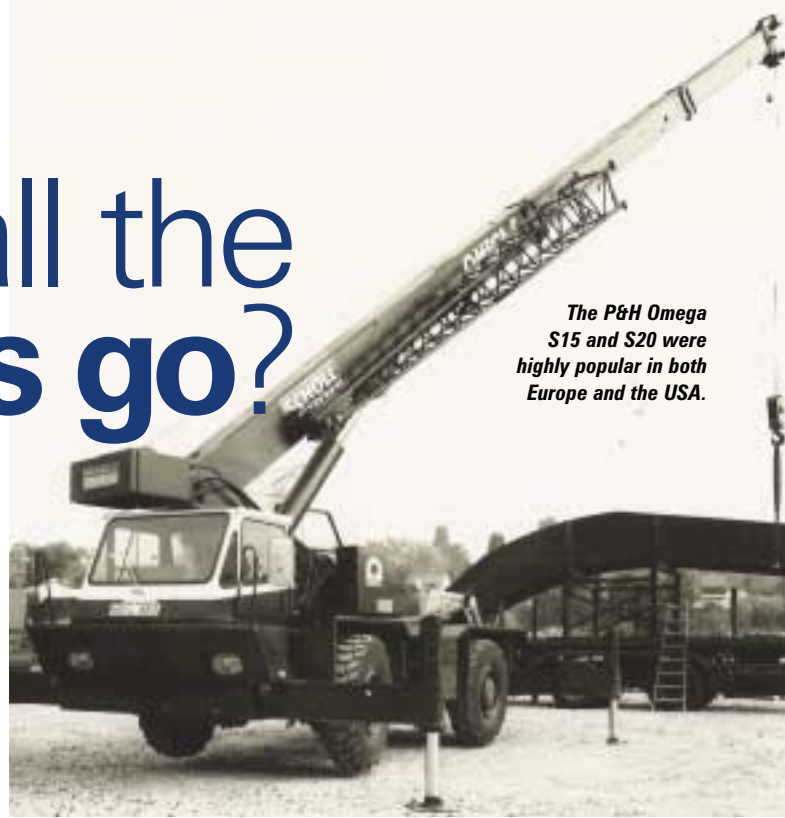
The concept really began in Switzerland in the late 60's, yes there were some odd-ball models around before that, such as the 10 tonne "Pushmepullyou" crane that Smiths of Rodley built for the UK ministry of defence in 1963, but it was the Saturn cab-down crane made by Hydrokran AG in Switzerland that offered the first really commercial high speed road going Rough Terrain cranes. Swiss crane hirers appreciated the concept and Grove dealer Stirnimann was

The Liebherr LTM1025 later to become the 1030, took the All-Terrain to the mass market



The first LTM1025 were, as we have already said, notoriously unreliable, in the late 70's Grove shipped one to its Shady Grove plant in the USA to find out what it was doing wrong with its AT180. It found the Liebherr to be every bit as difficult to keep running and declared the AT concept to be a gimmick, a "Jack of all trades". It considered that there was no future for such an unreliable products and promptly washed its hands of All Terrains for many years. It took two acquisitions for them to catch up again and only now is the company acknowledged as having an All Terrain line that truly measures up.

P&H also played a major role, in the late 70's its German subsidiary built the WS-250. It was a later model however, an All Terrain version of its 18 tonne Omega rough Terrain called the Omega S-20, which took the market forward, this relatively simple crane was very reliable for its time. Liebherr had also managed to iron out its problems by then and the two dominated the market for a while.



The P&H Omega S15 and S20 were highly popular in both Europe and the USA.

In the early days All-Terrains were chosen for their ability to combine all wheel drive and steer with the ability to pick and carry and relocate the crane from the top cab. Offering supposedly the road speed of the truck with the on site prowess of the RT. However its substantial price premium consigned it to a niche product in most countries. Once a few units were in rental fleets however, End users quickly appreciated the off road ability and compact dimensions, allowing the crane to get closer in to the lift. It did not take too long for premium rental rates to fall away thus stimulating demand.

For the crane hirer the advent of the All Terrain has, at least in the UK, been anything but a blessing. Not only are they more expensive to buy than truck cranes, but they are more complicated to repair and more costly to run, especially as they get older. With UK hirers running up substantial annual mileages, the cost of the expensive tyres, lower fuel efficiency and higher cost transmission and axle components really bites.

Rental rates in no way reflect these extra costs, they have come out of the hire companies pockets. Still it seems that there is no going back, and yet?? There have been some attempts over the years, largely stillborn, to roll back the carpet a little. In the late 80's Grove tried a hybrid product called the TT760 (Truck Terrain, or Terrain Truck), with truck

components, large diameter single wheels, and multiple axle drive. It died a quick death. With the departure of Kato and Tadano truck cranes from the European market, the sector looks positively dodoesque. Or is there a glimmer of change? Terex has announced that it will launch a new truck crane at Intermat and Tadano Faun is extending its HK range of commercial truck mounted cranes, up to the 40 tonnes.

Is this the start of a comeback for the truck crane? Doubtful, but then in 1980 few thought that All Terrains would catch on. Don't forget that until recently the All Terrain has largely been a European phenomena, Terex, Grove, Link-Belt and Tadano all continue to produce a range of truck mounted cranes for the American markets.

Oh and by the way, that Smiths military crane of 1963 vintage, it inspired the Gottwald All Terrain cranes, which inspired the Grove AT180 and the idea of having both driving and crane cabs on the superstructure. While the back to back format of those cranes is dead, the modern City crane, which some would argue is the latest incarnation of the All Terrain, encompasses the ideas of those early models.

This 10 tonne MOD crane might have been the first AT?





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customer choices

c&a all terrain cranes

The buying policies of the UK's Major hirers are well established. Ainscough's preferred supplier is Liebherr, while Hewden's machine of choice is Terex Demag. But what have others been buying recently? Phil Bishop polled some of the UK regional hirers.

Arnie Baggott, ABA, Wolverhampton

We've got a GMK 4080-1 and a GMK 5130 on order. We get excellent service from Grove and, despite the current problems, I think that will continue. The product is excellent and so is the price. We've been running a GMK 5100 for five years. It's absolutely superb and actually made us as a company - that and our six Grove 50 tonners. They're the backbone of our fleet. Faun and Grove give us the same deal they give to the big boys, which I consider fair. Liebherr and Demag give deals to them that they won't give to me.



Ainscough tend to buy Liebherr ATs

months, of which nine or 10 are Liebherrs, ranging from 55 tonners up to a 300 tonne LTM 1300-6.1. We are waiting for some 1030s as well. We have also bought a couple of Terex Demag city cranes, the AC 40-1 and three 65 tonne Fauns and two 80 tonne Fauns.

The problem is delivery. To get a replacement 70 tonne or 200 tonne Liebherr today you'd be looking at May or June next year. Faun can deliver quicker, and there are two engines on the 65 tonne Faun. We would have liked some Grove cranes but unfortunately they can't deliver to us in time. We are having to order cranes now for end of year delivery.



Hydraulic luffing swingaways are available on many of the new All Terrains.

Geoffrey Marsh, Marsh Plant, Havant

We've ordered eight cranes for 2006: an AC 35L and AC 50-1 from Demag; an ATF 45-3 and ATF 60-3 from Faun; An LTM 1100-5.1 and three LTM 1040-2.1s from Liebherr. All our ATs are renewed religiously at six years. In the two-axle class we are looking for a machine that has more than the standard 30m boom. The Liebherr has 35m and the Demag has 37m. We've got four GMK 3055s and we are trying



On sites such as this the AT's suspension, tyres and gradeability is of great benefit

out the 60-tonne Faun to see if it's complimentary. Although it's got a shorter boom, it's got better lifting duties. We're trading up our 80 tonne Liebherrs to 100 tonnes and are standardising our 80 tonnes on Faun. The Liebherr 100 tonner has an extra boom section so it is more compact, with a legal boom overhang, as well as having the longest boom at 54m.

Bob Francis, Bob Francis Crane Hire, Rhyl

We've just taken the UK's first GMK 4080-1. It's a replacement for a 4075 that we've had for nearly five years. We try and change our new ATs every five years. We've been Grove users for many years and they've served us well. Out of 22 cranes, we have 12 Groves. We got two new GMK 2035s in December, also as replacements. I don't think the climate is right for increasing fleets at the moment. We've reached saturation point in this country.

John Lewis, Venture Lifting, Newbury

We've recently bought a Faun 80 and 60 tonner and have a 45 on order. I looked at the alternatives and I liked the Faun machine. It's strong, has very good duties and is good value for money. We've also found the service to be excellent.

Cameron Coutts, James Jack Lifting Services, Aberdeen

We are expanding as well as renewing our fleet. We don't keep cranes more than five years. We have had 15 new cranes delivered in the past six

Tim Proud, Dewsbury & Proud, Coseley (West Midlands)

We bought a Grove GMK 5130-1 last year [the UK's first] to replace a 120 tonne Demag AC 395. In our area, and for our type of work, main boom length duties are a key factor. A fly jib is often difficult to get on as well as increasing rigging time, so the client gets a more cost efficient crane with the Grove.

We have also ordered two 2-axle all terrains to replace some older equipment. We have chosen the 35 tonne Terex short boom machine [AC 35]. The rates on the lower end of the market have increased slightly due to a lack of modern 2-axes in the area.



The city crane might be the next step in the evolution of the mobile crane.

Paris here we come: Ready or Not!



This years Intermat opens its doors on April 24th in Paris, there has been much debate among manufacturers regarding the status of this year's exhibition. Is it truly an international show warranting its place alongside Germany's Bauma and North America's Conexpo? Or has it become a national show for France and Francophone markets?

In spite of all the talk, this is going to be a big and very international show, with over 1,500 exhibitors of whom 75 percent are from outside of France. Almost 400,000 square metres of space is being used at the Paris Nord exhibition centre and over 200,000 visitors are expected from 160 different countries. The last Intermat

in 2003 attracted 180,000 visitors of whom 75,000 were international. This makes Intermat almost twice the size of Conexpo, and far more international. However many manufacturers believe that the three year cycle for major construction equipment exhibitions should be split between Bauma for Europe, Conexpo for the

Americas and a show, such as Bauma China for Asia.

As a result this years Intermat could prove pivotal to its future status.

The last Intermat was dogged by transport strikes, covering the airport, rail and metro, to the point where the first day was the quietest first day of any show in memory, with few visitors managing to make it out to the show grounds.

As a result of the disruption, the organisers brought this year's exhibition forward, taking it out of the "French strike season" However some four weeks prior to the show and Paris is dogged by civil unrest and threats of strikes thanks to new labour laws. Hopefully it will have worked itself out well before Intermat opens later this month, leaving a peaceful period in its wake for the show.

So what does the show offer visitors interested in lifting equipment? The following pages highlight the Crane, access and telehandler exhibitors, along with the new products to look out for.

So who will be exhibiting and what's New?

One of the key reasons for going to a big show is that manufacturers tend to store up new products and other interesting developments to make a big splash at the year's big event. This years Intermat is no exception, at least in the crane and telehandler world. When it comes to Access, Last Septembers APEX show tended to drag new product launches forward, so fewer access companies are exhibiting and not all of them have new or exciting products to talk about, but it is still well worth a visit as we will hopefully demonstrate.

Practical details

When: Monday 24th to Saturday 29th April

Hours: 9:00 to 18:00 each day

Where: Paris Nord, Parc des Expositions Villepinte, north east of Paris near Roissy-Charles de Gaulle Airport.

How to get there:

By Air: try and book a flight into Charles de Gaulle (CdG) airport and not Orly.

From CdG airport: Ignore the organiser's claims that it is a five minute taxi ride, perhaps by Ferrari at midnight, but not at any other time. Free shuttle buses will run every half hour, while it won't be any faster than a taxi, at least it won't cost you. Or take the train, the RER line from the airport to Paris is two stops and really does only take a few minutes, just check that the train you hop on stops at the Parc des expositions.

From Orly airport: Expect a long ride: Either take the Air France bus to Roissy-CdG airport and then follow the instructions above. Or take the Orly-Val train to Anthony station then get on the RER line B direction CdG/Roissy and go almost all the way, getting off at Parc des expositions.

By Train:

There is a TGV station at CdG airport, and some of the Eurostar trains from the UK stop off there. Alternatively take the RER from Gare du Nord.

By Car:

From the North: Villepinte is just off the A1 road from Brussels, Calais and Lille, after passing the airport watch out for the Parc des Expositions – Paris Nord signs and take the A104. Parking is €10 a day.

From Paris: Once on the Peripherique, follow the signs for Roissy-Charles de Gaulle Airport, and just prior to the airport look out for the Parc des Expositions signs.

Where to stay: The best bet, if you cannot get a room near the show, is to look for hotels near City centre stations on the RER line, such as Gare du Nord or Chatelet/Les Halles.

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Cranes

Intermat will be a big show for the crane fraternity, in spite of reservations which has resulted in Tadano-Faun deciding against attending. Most major producers will be exhibiting with more new products than we have seen for many years.

Bendini (See Terex)

Bencini

Böcker

Comedil (Terex)

Comedil will show two tower crane models, the CTT 121-5 representing its flat top range and the CBR 24-H self erecting model.

Demag (Terex-Demag see Terex)

Effer

Effer will have some of its new cranes on the CTE-Effer stand.

Grove

Look for several new All Terrains from Grove including the new 220 tonne, GMK5220, the 80 tonne GMK4080 and the new two axle GMK2035E (see All Terrains page 25). Since the last big European show, Bauma, Grove has been extremely busy and now boasts a modern range of long boomed cranes. (See Manitowoc)

Hiab

Among the range of Hiab products on display should be the new XS 377 which completes the company's 20-40 tonne line up. Hiab claim it is the most powerful crane with the longest outreach for fitting to 3-axle trucks. With optional jib, the XS 377 can take loads of 450kg out to 26 metres radius.

Hitachi-Summitomo

Two new crawlers will be on display, the latest incarnation of the SCX800HD, the 80 tonne SCX800HD -2, designed for duty cycle work and the new 280 tonne SCX2800 which replaces the SCX 2500.



Liebherr will show off its new 50EC-B6

Kobelco

Kobelco claim market leadership of the European crawler crane market, a position it intends to consolidate. The key products on show will be a new 60 tonne multi purpose crane, the CKE600. The fully assembled crane has been designed to ship on a single truck with all but one 6.2 tonne counterweight segment. In this configuration it can operate as a good 45 to 50 tonner. The show unit is sold to Scotland's Weldex. Other models on display include the 250 tonne CKE2500-2, which succeeds the CKE2500 of which more than 220 have been delivered over the past five years, the 135 tonne CKE1350 sold to EH Johnson in the UK and a BM800HD foundation crane. All cranes feature new Hino stage three engines and more powerful hoists.

Liebherr

New All Terrains feature on the Liebherr stand, including the new LTM1160-5.1

c&a

Intermat

The new CKE2500-2 offers improvements all round



with its 62 metre boom and the new two axle LTM1040-2.1. (See All Terrains page 25) Also being launched at the show will be Liebherr's new EC-B flat top tower cranes, the new series comprises 13 models from the 50EC-B5 with up to 5,000kgs lift capacity and 40 metres radius to the 130 EC-B6 with up to 6,000 kgs and 60 metres radius. All models include a newly developed compact head and offer fast erection times and a modular construction with high degrees of compatibility within the series.

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Finally A new duty cycle crawler crane the 50 tonne HS 835 HD which will replace the HS 833 HD. The new crane will be rigged with 17 metre boom and 2.75 cubic yard dragline bucket. Liebherr says that the 835 will outperform the 833 by between 25 and 30% on average.

Locatelli

Locatelli will show a new Rough Terrain crane and its compact 20 tonne city crane.

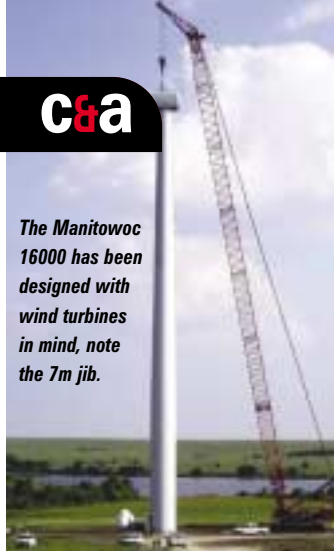
Manitowoc

Manitowoc will use Intermat for the European launch of its 400 tonne, model 16000 crawler crane. The 16000 combines heavy lifting with long reach and boasts a maximum heavy-lift main boom of 96 metres, designed with wind turbine erection in mind. It features a special seven metre boom point, which can handle up to 90 tonnes.

Manitowoc Crane Care will have a number of displays covering its product support programmes which cover Manitowoc, Grove and Potain products as well as the Grove Manlift and National Crane parts and technical support.

Crane Credit staff will also be on hand, the finance arm now covers most European countries.

The Manitowoc 16000 has been designed with wind turbines in mind, note the 7m jib.



PPM (See Terex)

Raimondi

Raimondi, now Raimo-S.T.I.M.E group, will launch the MRT 243 and show the MRT 213 and MRT 84 tower cranes.

Sennebogen

Sennebogen, has much to talk about, it will though be highlighting its new Multi-Crane, half compact crane, half telehandler in addition it will have examples from its crawler and truck mounted cranes.

Shuttlelift

Terex

Terex is highlighting its new PPM AC 55-1 this new edition of the AC 55, which has been going strong since 2003, a new full power telescoping system, has reduced the weight allowing over five tonnes of counterweight, jib, big tyres and hook blocks within the 12 tonne axle weights. As well as the AC35L, which features the longest main boom on a two axle AT (See All Terrains page 25). The Terex-Demag Models will include the AC160-2, and the company's highly successful City crane range, represented by the 70 tonne AC70 City. The Terex Bendini RT range will include the RC 45. Word is that the company will surprise us with a 55 tonne truck mounted crane, so be prepared for the surprise.

Unic

Unic cranes Europe will be showing its highly successful range of mini cranes. The company will also be launching its new distribution agreement with CTE France.

Zoomlion

The new Igo 11, is ideal for the smaller builder.



Potain

Potain will show two new models of self erecting tower cranes, the Igo 11 and Igo 22. The new 22 offers a full 1,000kgs of lift capacity on its 28 metre jib, at maximum radius. The top of the range Igo 50, will also be on display. Also look out for Potain's new Dialog Wind Igo and Top Zone operating technologies. The company's top slewing range will be represented by the MD 238A from the Topkit range and the MDT 98 from the City range.

The AC35L boasts the longest boom on a two axle AT.



Access

Beijing Kangde

Beijing Kangde, Chinese alloy scaffold tower producer, is hoping to find European distributors.

Bison-Palfinger

more than 18 months on from Palfinger's acquisition of Bison, and the company is changing up a gear in its quest to become the world wide market leader in truck mounted aerial lifts.

On the stand will be the PA20T which offers a working height of 20 metres on a 3.5 tonne chassis with, the company claims, up to 15 metres of working outreach at a very competitive price.

Bison's unique TK range will be represented by the 47metre, TKA 47 KS, which offers up to 35 metres of outreach and up to 500 kgs lift capacity on a truck with an overall length of just 8.8 metres.

Bizzocchi (CTE)

This will be the first show since Bizzocchi became part of the CTE group, the company will feature a new 23 metre truck mounted lift.

Böcker (Robert)

The Hoist and trailer crane manufacturer.

Bronto.

The Finnish based producer of large truck mounted and fire fighting lifts and ladders was hoping to have its largest lift to date on the stand, but given the tight deadline, it has decided to save the first glimpse at its 101 metre machine for its customer, Maes's open day. The machine that will take its place, the S62MDT is no baby, at 62 metres, but the main focus will be on the new S 46 XDT, which represents the company's new XDT product range with its higher lift capacities, front mounted cages and high specification. If you get the chance, do take a look at the control station in this new model.

Camac

Will show products from its rack and pinion Mastclimber and hoist range, including its compact models for refurbishment tasks.

CTE

CTE will share a stand with its newly acquired partners, Bizzocchi and Effer, with all manner of restructuring going on the final list of exhibits will be highlighted in Vertikal Intermat, we do know though that a CTE Z-32 will be on display, along with a 23 metre truck mount form Bizzocchi. This will be a good chance to meet the senior managers and learn more of the changes that they are implementing.

Bison Palfinger's TKA47 KS will represent the unique TK series.



Fraco

Look out for the new Fraco 1500 fast set up towable mast climber.

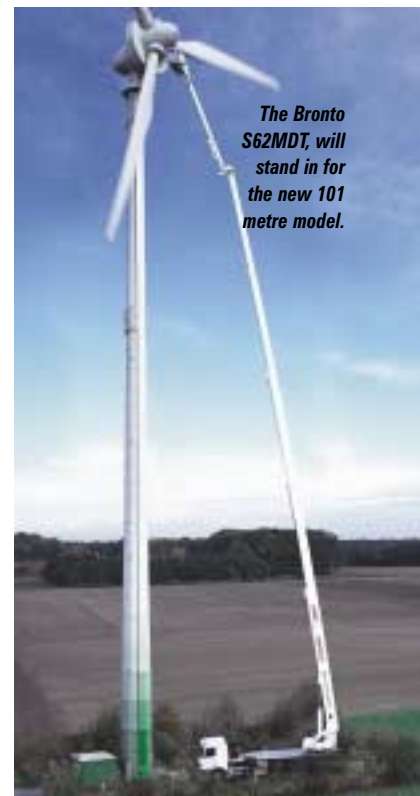
Genie

Genie will be on the massive Terex stand, and will have a vast representation of its full line on display, including the recently introduced Z51/25JRT articulated boom and 41 metre Z135/70 boom. Models from its micro Electric, compact RT and heavy duty RT ranges will all be on display, along with the Runabout and push around AWP ranges.

Haulotte

The big news on the Haulotte stand is the first chance to view its new 41 metre platform height H43TPX straight boom which joins the 41 metre JLG 1350SJP as the highest self propelled straight boom on the market. Its recently launched HA41PX, 39 metre

The Bronto S62MDT, will stand in for the new 101 metre model.



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LIEBHERR

The Group



The unusual low profile MX200 was launched at SAIE in October, now is the chance for others to see it.

platform height articulated boom will also be on display, the two big booms share many features with each other, including 4x4 drive, four wheel steer, oscillating axles and 140 degree jibs. Its revamped SXL scissor range with dual, unrestricted capacity deck extensions will be on display along with further models in its new HTB truck mount line, including the 20 metre working height model, the HTB200.

If you show your entrance badge, you will also receive a surprise gift, and for those who cannot stick the pace, the company is organising a quiet ZEN lounge, with calming music and special cocktails, if it is half as good as the publicity, you will probably find us there rather than on our booth!

The new Haulotte H43TPX is as high as straight telescopes go.



Hinowa

Hinowa specialise in light weight compact crawler mounted aerial lifts, spider lifts without the spider type outriggers. The company will use Intermat to extend its range up to 17.6 metres platform height, the company has two stands one in hall 5 and one in hall 6.

Iteco will launch its new 51ft Bi-Energy boom



IPAF

The International Powered Access Federation has a 1,000 sqm demonstration area at the show, where dramatic demonstrations will take place including Oliver Favre the world high diving record holder. "The live shows will be a crowd stopper, but will make people really think about working at height safely" says Tim Whiteman managing director of IPAF.

Iteco

Be prepared for a surprise, Iteco will show it's first new boom in years, the IT50DE, its first serious entry into the 13-15 metre market. Its new 51ft dual riser articulated boom joins the recent trend from Manitou, JLG and Genie to offer 51ft (15.4m) platform heights in place of the traditional 45ft. The new model looks like a good hybrid, fitting between the pure electric models and the serious RT's. If the engineering is anything like we have seen on recent scissor lift launches, it will be worth some scrutiny. Another all new product on the stand, the IT815, is what is essentially known as an Off-slab machine, a slightly wider electric scissor lift with good ground clearance, like they used to make them, ideal for jobs that involve both indoor and outdoor work.



JLG

JLG will show some 20 different models, from the 3 metre SSV10 stock picker right up to its 41 metre 1350SJP straight boom, and 32 metre JLG-Liftlux 320-30 monster scissor lift. The company will also have what it says is "A state-of the art interactive display of how its worldwide customer support programme integrates with the dealer network to provide after-sales care". Also given the recent interest in refurbished and rebuilt machines, JLG will show an older unit that has gone through its rebuild programme, you will be impressed!

The Scanlift Mastclimbers have heavier duty masts, ideal for high capacity and cantilever work



Leguan (Avant Techno)

Leguan will show its new heavy duty 12 metre crawler mounted lift first seen at APEX along with its famous skid steer narrow aisle self propelled lifts.

Lionlift

The producer of compact Crawler mounted lifts and small truck mounts.

Maber

Mast climbers and hoists.

Manitou

Manitou will show the final versions of its new electric articulated booms, the prototype units were displayed at APEX, but we understand that the 15 m unit on display was intended to garner information and was purposely different from the final versions that will be shown at Intermat. With such a lead up to the final product, anticipation will be high. New models will include 33ft (10m) and 42ft (13m) models with "C" compact or "L" wide versions and a new 51ft (15m) platform height electric model the A170AETJ-L.

Multitel-Pagliero (see Pagliero)

Oil&Steel

Oil&Steel, the producer of the Octopussy range of spider lifts and truck mounts.

Pagliero

Pagliero will show its recently launched MX200 among other models, the low profile 3.5 tonne truck mount offers 20 metres of working height, nine metres of up and over outreach and zero tailswing.

Paus trailer mounts and hoists

Safi Mastclimbers

Sequani

Scaninter

Finnish based Scaninter will show its Heavy duty Mastclimbers, which not only offer higher capacities, but also allow a wide range of cantilevers and special configurations.

Socage

The aerial lift sister to Fassi cranes will have models form its truck and track mounted range on display.

Steinweg

The hoist company will be exhibiting with its new owner Böcker

Teupen

The fast growing producer of track mounted Spider lifts, truck mounts and trailer lifts will display a mix of models from its growing product range.

UpRight

The company will be showing its alloy tower systems along with small electric scissors, small booms, trailer lifts and the unique Speed Level.

Wumag

Wumag will show its new 22 metre working height ATB220, first seen on day two of Platformer days last August.

Manitou is finally launching its new electric models, they might not look like this prototype?





There's **news** in the load handling **business**



HIAB XSDrive

Safety and flexibility close at hand

Our newly developed HIAB XSDrive remote control unit is focused on giving maximum ergonomic advantages as well as function. It features two-way communication with the crane using radio or cable. The robust design makes the XSDrive very durable and also easy to operate wearing working gloves.

The XSDrive is a part of the HiDuo control system which is boosting both capacity and flexibility. It's the XSDrive remote control that gives you full freedom to always position yourself at the best

possible spot when operating the crane. This leads to safer, faster and more comfortable work. It is also more efficient, as you can act as your own loading assistant.

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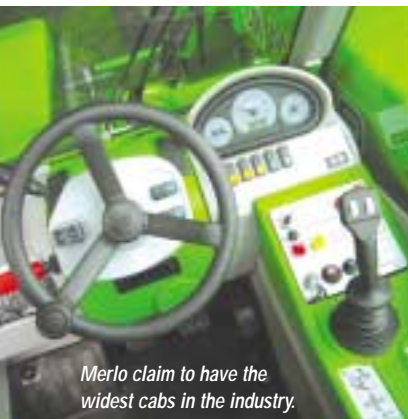
Manitou

No question about it, Manitou will steal the show as far as telehandlers are concerned, with its new 30 metre 360 degree, MRT3050. The new model features a new five section patented pentagonal boom and offers up to 5,000kgs of lifting capacity. The full range of Manitou platform and lifting attachments are available providing working heights of up to 40 metres.

Other new models include the mid range MT14 series which replaces the popular MT13, A new higher capacity Twisco mini handler with up to 2,000kgs, while the Buggiscopic receives a revamp in terms of drive train and controls.

Merlo

Merlo will show its new mid range Panoramic models with lift heights of 12 to 14 metres. Check the new wider cabs which have been substantially improved with multi outlet air conditioning and it says the most generous dimensions in the industry. The booms are also lighter and more compact with faster extension and lift speeds. Providing more space and better visibility for the driver. All units offer boom side shifting.



Merlo claim to have the widest cabs in the industry.

Bobcat

Bobcat will display models from its fixed frame range of telescopic handlers.

Case

Case will show its 17 metre TX170

Caterpillar

CAT will have much to talk about with most customers wishing to hear first hand more about the tie up with JLG. CAT will have two telehandlers on display one on its outside stand and one inside.

dDieci

Gehl

Manitou will steal the show with the launch of the 30 metre MRT3050



Genie

Genie has much to talk about and is almost certain to use Intermat to outline its plans for the Terex European telehandler line, in terms of future branding and distribution. The company will launch the three new models, first glimpsed as Prototypes at SAIE, Bologna in October. There is a fixed frame model, the GTH-4013 with 13 metres lift height and 4,000kg lift capacity and standard hydrostatic drive with a towing capability of over eight tonnes. The other two models are 360 degree models or in Terex speak Gyro's. They are the 17.4 metre GTH-4518R and 19.6 metre GTH-4020R. The former has up to 4,500kgs of lift capacity while the 4020R has 4,000 kgs.



The new GTH3014 telehandler will be on show in Genie livery.

Haulotte/Faresin

Haulotte will showcase its Faresin telehandler range

JCB

Joint market leader, JCB will show a selection from its popular Loadall range.

JLG

JLG is set to take a significant share of the European telehandler market.

At Intermat it will show its nine metre 3509 with a truss boom attachment, alongside a 13 metre 4013 fitted with the JLG SmartBasket which can be fully operated from the platform. JLG claim that this platform is the only one that is totally compliant with the EN280 standard for aerial work platforms. Topping out the display will be the 16.7 metre 4017, with independently controlled outriggers, a four-section boom and 4,000kg lift capacity.

All JLG European telehandlers feature low boom pivot heights, side-mounted engines, high-visibility cabs with multi-function single joystick controls. An easy view load indicator completes the comprehensive instrumentation.

Kramer

Kramer promises two new models it has developed with Claas

JLG will show its 3514 with a roof truss jib.



New Holland

New Holland will show two models the 13 metre LM1333 on its main stand and the 17 metre top of the range LM1745 in the demo area.

Sennebogen

Sennebogen will show its new Multi crane (see Cranes)

Terex (See Genie)

Trailers

Nicolas

Nooteboom

Nooteboom will show several standard and specialised low loaders and transport trailers.

Components & electronics

The show will be packed with a large number of component and ancillary equipment producers too numerous to mention here. But here are a few of those most relevant to the lifting world. See Vertikal Intermat at the show, for a full listing.

3B6

Producer of load weighing and indication systems for cranes and aerial lifts.

AGS

AGS is a young company specialising in electronics for lifting equipment, including tower crane anti collision devices. It has a new wireless warning light kit for tower cranes.

Ascorel

Ascorel will show a wide range of products from rated load indicators to remote controllers from Hetronic.

Autec

Bonfiglioli

Bridgestone

Cummins

Dana

Datek

Dinamic oil

Deutz

Hatz

HBC Radiomatic

Hetronic

Intercontrol

Imet

Michelin

Orlaco

Perkins

Pfeiffer

Poclain

Radio remote control

Smie

France is the home of tower crane anti collision devices and Smie is the leader in this field. It will be highlighting its latest 3D systems. It also has a data recording device that logs the movements of all the tower cranes on a crowded site.

ZF



www.Vertikal.Net

Europe's specialist publisher for the lifting industry will be distributing Vertikal Intermat, the definitive guide to cranes, access and telehandlers as well as the city of Paris. Together with Kran&Bühne, Cranes&Access and the popular web news service. Vertikal will be reporting daily from the show.

best placed Control

Remote controls have been around for years but it has been the relatively recent addition of reliable radio remote controls that has started to revolutionise the operation of cranes and other equipment.

Remote controls have been used on cranes for many years, however until relatively recently, they were hard wired via a thick trailing lead from the crane. While allowing an operator to control the crane from the ground or at a distance they restricted movement and the cables were prone to damage.

Wireless, radio remote control is now transforming the operation of smaller cranes, and other equipment. As the cost continues to fall, at the same time as features and reliability improves, the day when they are fitted as standard to cranes and even some lifts, is fast approaching.

Radio remote controls allow the crane to be operated from the very best vantage point, with the operator staying close to the load. In many situations they allow him to be his own slinger-signalman. This is particularly true with loader cranes, where the diver/operator offloads his truck single handedly.

While such use of remote controls can, it is argued, create a dangerous situation, it generally improves safety, accuracy and most certainly efficiency. It allows, for example, a tower crane operator to, not only select a location that provides the very best visibility, but he can also move with the lift as it progresses. It can eliminate a banks man, as the operator stays in direct close range contact with the Riggers/Slingers.



The new HBC Radiomatic FSE includes a receiver that can be easily plugged into a cranes control system.

Essentially it can eliminate one of the most dangerous and time wasting aspects of lifting, that of communication at a distance between operator and riggers or lift supervisor.

The latest radio remotes offer all the features of the machines principal control point, including exceptionally smooth proportional controls and detailed information readouts. So if they are so fantastic, why are they not yet fitted as standard to all such equipment? The reason is of course the oldest in the book, the cost.

In spite of this the take up of remote control options in some countries is now running at over 90 percent on equipment such as loader cranes. In regions such as Scandinavia, where labour costs are high and safety is paramount, most loader and self erecting tower cranes are delivered with them. A number of manufacturers are also beginning to include a simple remote control system as standard. At the SAIE show in Bologna last October, Amco Veba, the loader crane producer, announced that it was including the one hand pistol type controller that it has developed with Hetronic, as standard across its product line.

The new controller uses a one handed pistol grip design, with toggle switches for each function; a trigger acts as both the dead-man switch and the proportional speed control. One nice feature is the inclusion of the outriggers on the remote. Giving the operator the ability to arrange his outrigger mats without having to go back and forth to the truck controls and is bound to encourage a better job.

Hetronic developed this handy remote controller with Amco-Veba and Ferrari for one hand operation.



Hiab's new XS drive compact controller

The movers and the shakers

The key producers of radio remote controllers are located in Germany, Sweden, Italy and Spain, with companies such as Hetronic, HBC Radiomatic, Teleradio, Autec, Iksu and Scanreco.

Some crane manufacturers work closely with these producers to develop customised controllers that interface with their new cranes, in order to include the maximum range of features and benefits. The incorporation of remote control manufacturers in the product development process, not only helps improve functionality, but will inevitably help bring the costs down, speeding the day when they become standard equipment.



RLI producer Loadwise, teamed up with Hetronic to offer a compact indicator for remote control boxes

The largest loader crane manufacturers are now placing more emphasis on their radio remote control systems in their sales brochures and clearly dedicating more product development resources to it. Hiab is currently in the process of replacing its HiDrive 4000 remote control system, with its recently launched XSDrive remote control unit, on all of its XS HiDuo series cranes. The new system offers up to 24 fully proportional functions in the single compact control box.

Palfinger recently launched its new Paltronic 50 remote control system in partnership with both Scanreco and Hetronic offering its customers a choice of two mutually compatible

radio remote control products. Most producers aim to offer the buyer a choice of remote control systems from the top three producers, in order to meet the demands of some large fleet owners, some of whom have preferred remote control suppliers.

Large, small push button of Proportional?

The types of remote radio remote controls now on offer for lifting equipment tend to fall into the following types:

1. The push button - stick type controllers which are suited to overhead and top slewing tower cranes.
2. The one hand pistol grip devices that are ideal for smaller loader and mini cranes.
3. The compact chest type control box with shoulder strap, that feature single axis paddle levers, these are currently the most widely used form of remote on cranes.
4. The larger full function control boxes that include several full sized multi axis joysticks and a larger display screen, these are well suited to mobile and crawler cranes.

HBC Radiomatic, has introduced the FSE524, which it says offers a fully specified system at a keen price.



Information needed

The greatest influence affecting remote controllers of all types is the increasing requirement from users to provide information feedback and readouts to the operator. Until now a red/amber/green indicator on the crane with warning alarm has been acceptable in most markets.



: A perfect example of an operator carrying out a precision lift, placing a well head cap single-handedly thanks to a modern remote controller

The UK's British Standards for tower and mobile cranes insists that the operator has a display of the working radius with maximum capacity permitted along with the maximum radius allowed for the load actually on the hook. With the best will in the world, a traffic light system on the crane does not meet this requirement, which will soon apply throughout Europe.

The most sophisticated remote controllers already feature a good sized screen which provides the same level of information as the crane cab displays, including full Rated Load



Here is another perfect application for remote controls, the operator (foreground) has moved to a point where he has a good view of the lift. (Shame the same safety considerations were not applied to the access!).

Indication along with supplementary information such as wind speeds etc...

The challenge now is to add this level of information to the smaller systems. To this end, Load indicator producer,

Loadwise International Ltd, recently teamed up with Hetronic to offer a compact indicator that can be fitted to Hetronic's shoulder strap remote control boxes.



Palfinger introduced its Paltronic 50 at the end of last year.

Total Control +

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- JC2000 Multi-Axis Compact Contactless Joystick for up to 15 million operations
- All suitable for remote, transportable applications where compact size and functionality are vital
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Remote control chest pack for industrial and building lifting machinery.

The universally popular JC range of Penny+Giles joysticks provide industrial system designers the opportunity to develop remote, transportable control solutions for cranes, materials handling and agricultural applications without compromising safety and performance.

The new JC120 is ideal for use in severe environments, and where ergonomics and system integrity are paramount. Compact and low profile, this innovative, fingertip control instrument provides smooth, precise operation in one axis, with only 80% of the width of previous models and comes in a choice of two lever heights.

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Frequency hopping

Another concern with radio remote controls has been interference and reliability, most modern systems feature FHSS (Frequency Hopping Spread Spectrum), allowing the system to automatically select a free band within the frequency spectrum and then hop between up to 50 different frequencies a second, thus avoiding the risk of interference.

In addition a vast number of unique digital codes with constant digital monitoring, allows remote controlled machines to work alongside each other without the risk of cross machine interference.

Some sensitive work areas, such as the grounds of hospitals, do not permit the use of radio remote controls. In such situations the operator can of course simply use the cranes main controls, or a number of manufacturers offer the option to plug in a cable and convert the radio remote to a cable remote. Modern Can-Bus systems allow as few as three wires to be used, allowing a small diameter, flexible cable to be used.

Customise on site

The latest controllers are also designed to make it easy for the machines owner or operator to customise the controls at will

For example crane motions can be switched between levers, so that they match a configuration that an operator is familiar with, or to standardise different machines across a fleet. Ramp up and ramp down values as well as maximum speeds for a given function, can be modified to give fast reaction times for repetitive duties or slower acceleration and deceleration values to smooth out jolts from less skilled operators. Another attractive feature on the new Palfinger controller is the ability to temporarily add two handed operation to any selected function, thus preventing inadvertent operation of critical functions.

With all this additional sophistication creeping in, it is easy to forget that driving the cost down, so that more cranes are equipped with remote controls, is likely to have a far greater impact on safety, than adding more



features. Fortunately the rapid adoption of CAN-Bus technology is making it easier and less expensive to provide many of these features, together with excellent reliability.

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In-Service Structural Inspection

This weld just forward of the lift ram pivot point, should have been noticed before it got this far. This crane needed a new boom, if the guidance note been followed, and the problem detected earlier, it could have been easily repaired.

All loader cranes are designed in accordance with DIN15018, or more latterly, EN12999 and EN13001. Cranes to these standards are classified into groups according to their calculated service life. The Nov/Dec 05 edition of ALLMI focus demonstrated the methods for calculating service life, but this information can also be found in ALLMI guidance note "Guidance for Life Expectancy of a Lorry Loader". This is available to download free of charge using the following link: <http://www.allmi.com/guidancenotes.html>

As a loader crane approaches its calculated service life, it is likely that the structure will show signs of deterioration. As well as the daily visual inspection of the crane, as detailed in both the manufacturer's operating instructions and BS7121 part 4, it is recommended that close attention is paid to the more highly stressed areas of the crane. These are areas around pivot points and changes of section. For example:

1. Connection between stabilisers and stabiliser beams
2. Connection between crane base and stabiliser assembly
3. Connection between crane base and pendulum beam
4. Top of base around upper column bearing
5. Rear of base around slew rack guidance

6. Connection between lift ram and column
7. Connection between lift ram and 1st boom/linkage
8. Connection between 1st boom and column
9. Connection between 1st boom and 2nd boom ram
10. Connection between 1st boom and 2nd boom
11. Connection between 2nd boom ram and linkage/2nd boom
12. Closing welds on underside of booms
13. Hook / grab suspension points

The majority of these areas are adjacent to greasing points so a close inspection can be made whilst the structure is being lubricated.

If any indications of cracking or excessive wear in pins, bearings or

the structural components are evident, then a Thorough Examination by a competent person must be carried out before the crane is put to further use (See ALLMI guidance note 'Thorough Examination and Testing of Loader Cranes' for guidance on this issue). The competent person will decide what corrective action needs to be taken and has a legal duty to inform the enforcing authority if such corrective action is not taken.

It is the recommendation of ALLMI that you ensure that your maintenance staff/contractors and the competent person carrying out Thorough Examinations on your behalf are made aware of the issues in this article.

Reference information:

BS EN 12999:

Cranes – Loader Cranes

LOLER: Lifting Operations and Lifting Equipment Regulations

PUWER: Provision and Use of Work Equipment Regulations

ALLMI: Code of Practice for Installation Application and Operation

BS 7121: Safe use of cranes, Parts 2 and 4.

New Instructor Section of ALLMI Web Site

Further to the recent launch of its new website, ALLMI has now introduced a secure, password protected section of its site exclusively for ALLMI accredited instructors.

The 'Instructor Area' will contain the new ALLMI PowerPoint course presentation (available to download free of charge), a digital copy of the ALLMI logo for training providers to use as part of their corporate image, and also all ALLMI training course test papers. There are further developments planned for the Instructor Area and the website in general so watch this space.

ALLMI at the Commercial Vehicle Show 2006

The Commercial Vehicle show at the NEC (25th-27th April) in Birmingham, will see ALLMI exhibiting for the second consecutive year. Based in Hall 5 (Stand 5265), alongside companies such as Palfinger, Hiab and Atlas, ALLMI will be promoting its HSE Commended training scheme, its technical literature and also the newly formed division of the Association, the Operators Forum. The stand will be manned by general manager, Tom Wakefield and ALLMI Training Standards Committee members, David Ottaway of T H White (Palfinger) and Peter Brammah of John L Turner Hydraulic Engineers.



ALLMI Operators Forum

On the 9th February ALLMI held its first significant meeting of the Operators' Forum, a new division of the Association devoted exclusively to owners of lorry loaders.

The Operators Forum is growing rapidly and its members range from some of the biggest fleet owners in the UK to small, local businesses, running just one or two vehicles.

The meeting on the 9th allowed a subscription rate to be agreed (£350 per annum), an Executive Committee to be elected and the aims and objectives to be established. These are:

- To promote continuous improvement in the standard of lorry loader use.
- To provide members with the opportunity to discuss ideas and opinions relating to issues affecting the industry.
- To provide members with the opportunity to voice opinions on forthcoming changes in legislation affecting the industry.
- To hold a minimum of two to three meetings per year.

- To provide members with greater access to information regarding cranes.
- To facilitate contact of a non-commercial nature between Forum members and manufacturers / service providers.
- To provide interpretation of legislation for members.
- To gain access to the Health & Safety Executive.
- To help to develop the ALLMI training scheme through contact with the ALLMI Training Standards Committee.

The Operators Forum will work directly with the ALLMI Technical and Training Committees which consult upon all legislative, technical and training issues affecting the industry, and which contain representatives from all of the UK's major loader crane manufacturers and importers as well as the Health and Safety Executive. For information on becoming a member of the Operators Forum, please contact ALLMI.

key inspection points



Column around base and ram pivot



Linkages and pins between booms



Hook/Grab suspension points.

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Readers Letters

Finnish Access

The following were the best two responses we had to the photograph posted on Vertikal.Net on March 7th. The photograph can be seen in the News section of this issue.

Dear Sir,

At the end of last month, an accident happened in Italy, involving a Pagliero 34 metre truck mount. The details of the accident and the cause of it, have not been determined as of today. The incident is under investigation by the proper authorities.

Sadly, it appears, as we have established now, that the export manager of a particular manufacturer from Italy, found pleasure in sending a newspaper article, about this accident to Pagliero's customers, misinforming them about the details. It is grotesque and of poor taste to even try to take advantage of an accident, as we assume was the intent of this person.

The industry (MEWPs in general) is not served any benefit, when accidents are used as part of a sales pitch, whether the accident is sensational or not. Any incident reflects on the success of MEWPs in working at height; to try to take advantage of someone's bad luck, places an unfair burden on the efforts, by the whole industry, to make working on heights as safe as possible. Unless suggesting, that someone purposely tries to inflict bodily harm to him or herself, neither manufacturers, nor operators and users are seeking to cause accidents.

For the purpose of common sense, the company Pagliero, hopes these are actions not supported by anybody in the industry and strongly urge anybody involved in the industry, to pause, before abusing someone else's sorrow, for their own advantage.

Yours sincerely

Jerry W. Kist

*Export Sales Director
Multitel Pagliero*

Sir,

I have studied the photograph with interest and respond to your question below. The photograph is reminiscent of the fishing trip in 'One Flew Over The Cuckoo's Nest'. It would appear from the cut of their cloth that they originate from south of the river, probably the Haywards Heath area. Could they be from Facelift? The gentleman centre stage looks very much like Gordon Leicester. As far as 'what they are up to is concerned' it's anybody's guess. I do not think they know by the look on their faces. The one thing for sure is that they are nursing hangovers as who else in their right mind would be standing on a frozen lake in Finland in sub zero temperatures for a photo shot in front of rally cars. I think they are under the misapprehension that lap dancers come from Lapland and believe that that is why they are there!

Mark Butler

Mammoth Platforms Ltd.

The Runner up, with most people identified was Tammy Smith.

Dear Sir,

I believe that the chaps featured in this picture are searching the skies for a rare sighting of the famous flying Finland Penguins. This is a favoured pastime of the English lads at Facelift and Blueline Access. (From left to right) Peter Loseby, David Bowman, Mark Pugh, Gordon Leicester M.D., Paul Fairhall, Derfal Owen (Taff) and Andy Northwood failed to spot the sky-bound penguins on this occasion and so decided to settle for a spot of Ice Rally Driving instead. Not quite as exciting, I'm sure you'll agree. Better luck next time lads!

Kind Regards,

Tammy Smith.

Your views and comments are much appreciated, please send your letters to:-

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Buying platforms on line

If you are buying a computer, a car or even these days, a truck, you or a salesman serving you is likely to use a product configurator. Some crane or access manufacturers already use a form of configurator to build up the specification of each machine going onto the production line as well as with building up the price and costings. Spanish company Matilsa has taken the use of such a tool a step forward by introducing a web based configurator for retail sales.



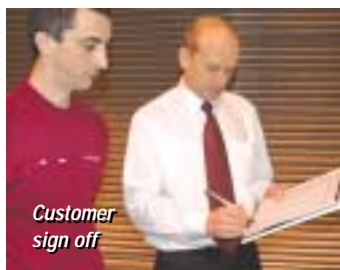
Buy on line with the Matilsa configurator

Its configurator, which can be accessed via www.matilsa.es/configurador allows a buyer to build up the specification of a new trailer or boom lift on line to suit their particular requirements and preferences, see the total price impact of their choices and then either purchase it or open negotiations to do so. Matilsa has taken over nine months to develop its new configurator programme, which in true European style can be viewed in nine different languages. The company is promoting it as "Matilsa in one click", and initially anticipate that its distributors and resellers will use it as a tool while selling to end users, but it also sees it as the future way to sell smaller platforms direct, just as Dell sells its PC's.

Online form filling



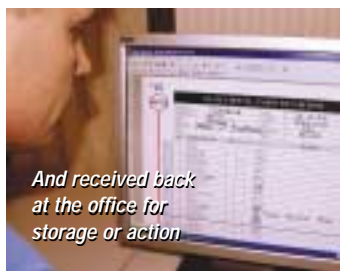
Site visit



Customer sign off



Information is sent



And received back at the office for storage or action

Street CraneXpress Ltd has, through advanced digital technology, been able to significantly increase the efficiency of its customer service team.

Street Crane engineers have all been equipped with new digital Pens which enable site notes, drawings, calculations and test sheets to be processed immediately.

Fitted with a digital camera, the pens' advanced image processing with built in Bluetooth, allow site notes to be transformed into digital media and immediately sent back to head office via the Bluetooth connection to the engineers mobile.

The pen contains an ink cartridge so that you can see what has been written or drawn, but it is also records the information in its memory when used on special "Anoto" paper. This paper consists of millions of tiny dots, making it possible to identify the exact location of the pen on the paper. The digital camera in the pen records the information as a series of co-ordinates so that an exact representation of the form or notes is produced when the data is received back at the office.

This instant processing allows the immediate investigation into a solution for any potential faults found on the engineer's visit, and so prompt resolution of the situation, helping maintain optimum crane efficiency.

Fast & easy Power track fitting

Energy chain manufacturer Igus, has developed a faster easier method of fitting and tightening cables and hoses of up to a diameter of 20 mm into its energy chains (power tracks), which are used within a wide range of access and lifting equipment.

It has dubbed the new retainers, "Chainfix Nuggets" CFN.20. Compared with standard retention systems, such as cable combs or clamps, the nuggets are fitted very quickly and easily as well as saving space. They can also provide low cost strain relief.



The Igus Chainfix Nuggets are fitted as fast and neatly without tools.

No tools, screws or other fittings are necessary, the "Chainfix Nuggets" can be mounted (or removed) simply by twisting them into the "C" profile rails

of the power track cross support bars. The "Nuggets" then secure the cables so that they can not move.

enquiries ↓

To contact any of these companies simply visit the "Industry Links" section of www.vertical.net, where you will find direct links to the companies' web sites for up to five weeks after publication.

To have your company's new product or service displayed in the "Innovations" section of C&A, please send in all information along with images to either; Innovations, Cranes & Access, PO Box 6998, Brackley NN13 5WY, or alternatively by e-mail to: info@vertical.net with "Innovations" typed in the subject box.

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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 for full listing

When will they ever learn?

Another two die for want of a Harness

Another two men have died that could have been saved by the wearing of harnesses. The two were ejected from a Teupen Leo 50 crawler mounted boom lift, owned by Maes, the Belgian rental company, on March 24th. One of the men was a Maes operator while the other was a tree surgeon. It seems that some form of failure caused the lower boom and upper telescope sections of the top boom to retract rapidly, when the platform rammed against the stops, the levelling cylinder or its mounting gave way causing the platform to tip through 90 degrees catapulting the men to their deaths. A harness with short lanyard would almost certainly have saved both lives. The accident has not only traumatised the men's families but also their colleagues at Maes, and the management and employees at Teupen. An investigation is continuing.

Two men were flung out of this platform to their death.

Ladder fall costs Contractor £22,000

Henderson General Services Ltd, a Putney based construction company was fined £18,000 and ordered to pay costs of £4,296, at the Old Bailey in March.

The company was prosecuted by the Health and Safety Executive, following an investigation into the death of Mr James Grimes (63) who died after falling from a ladder while he attempted to access a scaffold.

Grimes, of Southfields near Wimbledon, was contracted to paint the exterior of a building in Queens Gate Terrace, London, SW15, when he fell 4.25 metres. He had been attempting to climb over a balcony railing from the ladder.

HSE investigating inspector Simon Hester, said: "This death could easily have been avoided if the company had ensured safe ladder access to the scaffold. A simple and cheap action, such as installing a gantry for example, would have prevented the death of Mr Grimes and the grief suffered by his family and friends. Any contractor or site foreman reading

about this case should be sure to check that proper ladder access is in place for the scaffold on their site."

Henderson General Services Ltd pleaded guilty to breaching section 3(1) of the Health and Safety at Work Act 1974.



*How not to use a ladder!
A large number of serious injuries and even fatalities occur below 3m.*

Man killed by self erecting tower crane

A 35 year old man was helping two colleagues dismantle a self erecting tower crane in Coatesville, north of Auckland, New Zealand in February. The three were trying to fold the crane, when it seems, the upper A-frame jammed.

The men climbed the tower and started pulling on the A-frame in order to free it. It suddenly released and the three men jumped, two managing to get clear, while the third was hit in the head by the falling jib, killing him outright.

The investigation is continuing. The dead man had worked for the crane hire company for around 12 months.

House Builders warned

The HSE has warned house builders to ensure that adequate precautions are taken to prevent falls from height. The warning came after Mitchell and Son Homes Ltd was fined £4,000 with costs of £1,278 at Hereford Magistrates Court following an accident, which resulted in a subcontractor falling approximately four metres from a roof on 5 April 2005.

The incident occurred during the conversion of old farm buildings, Walford Court Barns at Walford near Ross on Wye.

Subcontractor Thomas Macklin was working on the roofing when he slipped from his ladder and fell on to tarmac.

The ladder was balanced on scaffolding which was not adequately fitted with toe boards.

Ladders should not in any case be placed against or supported by scaffold platforms.

Macklin suffered multiple fractures and permanent damage to his left wrist.

When a self erecting tower crane jams during the folding sequence, the temptation to climb onto the structure in order to free it up is strong. When such a situation arises a specialist should always be called in.

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See www.ipaf.org for full listing

truck mounted Platforms

win battle for red diesel

Vehicle-mounted platforms (VMPs) in the UK will not be banned from using Red Diesel following representations to the Treasury by IPAF. Information released in the budget reveals that plans to exclude VMPs from the list of vehicles with "Excepted" status have been dropped.

"We are delighted that the Treasury has responded to the high level of concern voiced by our members following the initial proposal," said Tim Whiteman, IPAF managing director. Documents prepared by IPAF had emphasised the fact that VMPs make incidental use of the highways and had highlighted the potential safety hazard of making this form of work at height more expensive than other alternatives.

Under the changes released by The Treasury in March, there will be amendments to the Excepted Vehicle Schedule relating to Hydrocarbon Oils which will come into effect on 1 April 2007. These will see mobile cranes, truck mounted access platforms and mobile pump concrete pumps with a revenue weight exceeding 3.5 tonnes continue to be allowed to use Red Diesel.

The final detail of the measures is subject to the drafting of a Treasury Order and a Partial Regulatory Impact Assessment for which IPAF has committed to provide additional information. Until that time, the current regulations are unchanged and a summary can be found in the news section of www.ipaf.org

"We welcome the constructive discussions that we and our colleagues at the CPA (Construction Plant-Hire Association) were able to hold with representatives of HMRC (Her Majesty's Revenue and Customs) who have clearly indicated their willingness to listen to the industry by amending the initial proposals," said Whiteman.

More info: ipaf.org



HSE-IPAF training vouchers extended

IPAF vouchers that give course participants a £10 discount at participating IPAF-approved training centres are now valid until 31 December 2006.

The Health and Safety Executive (HSE) is distributing the vouchers, under a safety promotion programme targeted at small and medium-sized construction firms.

The promotion was first started in September last year and is being extended because of its success in reaching out to SMEs and specific trades such as decorators, electricians, plumbers and building maintenance workers. In courses that combine both theory and practice, trainees are given instruction on how to select the right equipment and how to work at height safely.

Participating IPAF-approved training centres are listed at www.ipaf.org/hse.htm

First aid to the rescue

Proper first aid training can make all the difference, as an incident at an IPAF approved training centre recently showed. The instructor, Barry Brady of Elevation Ltd., was about to complete the theory session in a VMP 26 course. One of the trainees seated in a chair gestured to him, but leaned back, resting his head on the wall. Brady initially thought that he was fooling around, but realised that his eyes had rolled back in his head and his arms were rigid. He was also making a gurgling noise, as his airway was being obstructed by his tongue.

Things happened quickly and Brady took charge as per the Appointed Persons' First Aid (APFA*) course. He and the other trainees brought the person to the floor, supporting his head, and laid him out. His chest was not moving and his heart was not beating. Brady put the person in the recovery position to clear his airway and he slowly started to open his eyes and to breathe over a period of one to two minutes. Hot and perspiring, he seemed to have another relapse and was moved to ground level again.

Meanwhile, an ambulance arrived and the paramedics immediately applied oxygen. The person was taken to hospital and released after a number of tests.

The paramedics assured Brady that his prompt action could have prevented a more serious outcome.

*The APFA course aims to provide participants with sufficient knowledge to deal with an accident until a qualified first aider or the emergency services arrive. Contact IPAF for the list of training centres offering the first aid course.



Facelift hits 10,000

Hickstead-based Facelift Access Hire has trained its 10,000th person under the IPAF platform operator course. Colin Wood, managing director of the CPA, passed the theory and practical tests with flying colours and is now the proud holder of a PAL Card (Powered Access Licence).

Safety and service standards to be IPAF's focus at SED

IPAF will be highlighting the need for platform operator training at the SED construction event from 16 to 18 May 2006 at the Rockingham Performance Park in Northants. IPAF will be in the Cranes & Access Village, Avenue E, Stand Number 800. IPAF members and PAL Card holders are warmly invited to stop by.

High service standards in the access industry will also be promoted through the IPAF Rental+ quality mark. Rental companies that

carry the IPAF Rental+ sign have passed an independent audit to meet defined standards in customer service, safety, staff training, contract terms and machine inspection. Audits are carried out every year to ensure that these companies continue to distinguish themselves as reliable suppliers of access equipment.

PDS date

Instructors! Book the 14 September 2006 in your diaries for this year's Professional

Development Seminar (PDS), to be held at the Hilton Manchester Airport. IPAF International Training Manager, Rupert Douglas-Jones, and IPAF Scheme Auditor, Giles Councill, will be on hand to discuss the latest developments in training. A full programme will be released nearer the date.

Did you know?

Details on IPAF meetings and events can be found at www.ipaf.org/events.htm



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Jumping from the Summit

This years AGM and IPAF summit saw the strongest attendance so far, particularly from an international perspective. In the early days of the IPAF AGM and Lunch the turnout tended to be a very British, even English affair. This year though clearly reflected the fact that the federation is becoming a truly international organisation.

The AGM saw the transfer of the presidency from Pierre Saubot, following the completion of his two year term, to Andrew Reid. Saubot said "Two years is a short time, but also the perfect time period, allowing a new person with new energy to keep things moving"

"I had anticipated building a new wing and battlements on the IPAF castle, but have merely managed to place a corner foundation stone for a cottage in the grounds" he continued.

Pierre Saubot hands over the IPAF Presidency to Andrew Reid.



Andrew Reid taking over on his 60th birthday thanked Saubot for his efforts in making IPAF a more international federation. He pointed out that his first efforts in the powered access business were over 30 years ago while at Coles cranes. He stressed the fact that the primary reason of IPAF is to support member's interests, but he also said that during his two year tenure he wants to see IPAF members adhere strictly to safety standards. "There has been some

evidence that some members have cut corners, it is scandalous to hand over a piece of shoddy unsafe equipment. IPAF is going to get tough on non compliance" he warned.

The conference hall was full to capacity, with over 250 attendees for the Forum, with a range of first class speakers.

Kevin Appleton, CEO of the Lavendon group was clearly a major draw given his company's recent run of acquisitions. He spoke on the potential for training in the UK as well as elsewhere in Europe, using six years trend statistics from the group. He pointed out that training had grown at a far more rapid pace than the market for powered access. His belief is that the market for operator training will grow two to three fold over the next 10 years, with much of the growth coming from smaller non construction companies.

Kevin Appleton believes that operator training in the UK has the capacity to triple over the next 10 years.



He also pointed out that Lavendon, the largest IPAF trainer, obtains roughly two percent of its revenue from training, while the figure from recent acquisition Kestrel, is over seven percent.



New President Andrew Reid issues a stern warning and says IPAF will get tough on non compliance.

Richard Lockwood the HSE head of construction division gave a strong presentation on the HSE's aims to reduce the number of injuries from falls among painters and decorators. He pointed out that over 30 percent of painters and decorators admitted to having fallen from height at least once in their working life. With the cost of skilled workers having risen at the same time as the real cost of powered access has fallen, he felt that the strongest influence to convert painters to powered access was that of improved profitability through greater efficiency.

Gil Male of IPAF made the point that statistics show that EN280 has

made machines safer, with the cause of accidents moving from design issues to use. He also highlighted the main areas under review for the revision of EN280 include restraint harness anchor points, control protection to avoid trapping incidents at height, sliding guardrails as well as good practice recommendations for pivot pin retention and lift and level cylinder design.

Kevin O'Shea, the "caped crusader" was another example of the international mix this year, a Scot by birth but now resident in the USA and part of that country's growing mast climbing industry. He has been a major contributor to the success of the IPAF training programme in North America.



Ladder Man David Walker, chairman of the BLMA, demonstrates ladder related safety issues.

Joe Henderson, CEO of Hendersons Insurance brokers told the attendees that they were not getting the benefits from the focus on safety that the industry clearly practices. Hendersons is working with IPAF on a number of programmes to change this.

The Forum ended with a presentation from the world's high diving record holder Oliver Favre, who will be presenting an entertaining display on the IPAF demo area at Internat.



This years Forum attracted a capacity crowd

A worthwhile day from any angle

New heights are being achieved in lifting gear, powered access and scaffolding.

Here's a few of those raising their game in the SED 2006 Cranes & Access Village. All eyes will be on the Hitachi Sumitomo SCX 800 2HD from NRC Cranes, never seen before in the UK. Lorry loaders up to 180 ton-metre from Ernest Doe. Tower cranes from Vanson and Dunham. Battery powered booms from Manitou. And the doorway-slim Oktopus MC-285C mini. Look out for Safestand mast climbing systems, Versalift's

extended outreach system and SAFI work platforms from INSA Scaffolding.

Components, tackle, remote controls and support gear are in the all-new Pavilion. Plus there's £100 and a trophy to be won every day in the Hiab/Vertikal Challenge.

Whichever way you view it, here at SED 2006 things are looking up.

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cheap diesel in the UK?

The UK budget has come and gone and both the crane and access industries can be proud that their representative bodies have proved their worth and won what looked at times to be a hopeless cause. The UK treasury showed that it is truly prepared to listen to arguments and when justified change its view. The new rules maintain the exemption for cranes and specifically include vehicle mounted aerial lifts over 3.5 tonnes Gross Weight, along with concrete pumps. Any vehicle mounted lift under 3.5 tonnes will no longer be permitted to use red diesel, regardless of its construction or application.

The changes to the rules will come into force in April 2007, following the publication of a Treasury Order and a Partial Regulatory Impact Assessment report, which is likely to include further input from industry associations. In the meantime the debate and subsequent verdict, has highlighted the fact that there has been some confusion when it comes to van mounted lifts that is not related to the planned rule changes. The following is an overview of the current situation for vehicle mounted lifts and the rules which will apply from April 2007:

The new arrangements will certainly clear up an anomaly that has led to some confusion regarding van mounted lifts. The Revenue and Customs are clear that van mounted aerial lifts are primarily a transport vehicle with a lift added as an accessory and as such cannot be classified as a crane and must therefore use tax paid white diesel. There is currently a special dispensation for those van mounts that are dedicated solely to street lighting duties, allowing them to

use red diesel. This dispensation will expire in April 2007.

Chassis mounted lifts under 3.5 tonnes are currently considered to fall into the truck mounted category and thus classified as a crane and therefore entitled to use red diesel. From April 2007 however, they will clearly fall into the vehicle mounted lifts under 3.5 tonnes category and will only be able to use white diesel.

The UK revenue and customs inspectors have been calling on manufacturers and owners of van mounted lifts in recent weeks. A number of owners have been found using red diesel in the belief that as vehicle mounted lifts they are legally entitled to do so. The rules though state that even if they are dedicated strictly to aerial lift work, unless they are used solely on street lighting, they are not exempted and are not entitled to use red diesel.

The confusion arises from the wording of the verdict given down by the high court in the February 2000 case brought by Nationwide and PTP. The verdict gave most vehicle mounted lifts the right to

use cheap rebated diesel. "Truck mounted boom type platforms with lifting eyes" was the exact wording. Then in August 2000 a clarification probably contributed to any misunderstandings there might have been. It permitted van mounted platforms used "solely for the purpose of installing and repairing street-lighting" to be categorised as road construction vehicles and thus entitled to use red diesel. As if this was not enough, the situation has been compounded by some van mounted manufacturers and rental companies informing their customers that they were entitled to use red diesel in their van mounted platforms.

Those companies that have been caught doing so face fines of £250, 100% reclamation of back tax and possible confiscation of the vehicle. Whether the Revenue will take such a harsh stance, given the honest confusion that seems to exist, time will tell.

Sources for further information:

 IPAF web site
www.ipaf.org/news19.htm
CPA web site
www.cpa.uk.net

Category of vehicle	Situation Today	From April 2007
Truck mounted aerial lifts up to 3.5 tonnes:	Classified as a crane use red diesel	Must use white diesel
Truck mounted aerial lifts over 3.5 tonnes:	Classified as a crane use red diesel	Classified as a crane use red diesel
Van mounted aerial lifts - General use:	Road vehicle, must use white diesel	Must use white diesel
Van mounted aerial lifts dedicated to street lighting	Special dispensation, use red Diesel	Must use white diesel
Van mounted aerial lifts over 3.5 tonnes *	Must use white diesel	Classified as a crane use red diesel

*May qualify for alternative licence depending on application

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Who may
use Red
Diesel



Van mounts under 3.5t

Van mounts solely for street lighting
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Truck mount under 3.5t

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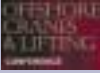
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Building products show
April 23-27, 2006 NEC Birmingham, UK
Phone: +44 (0)2075056694
E-mail: info@interbuild.com

Transpotec Logitec

International fair of road transport and logistics
April 26-30, 2006 Milan, Italy
Phone: +39 02 3264809
Fax: +39 02 3264327
E-mail: a.micossi@transpotec.com

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International construction equipment show 24 - 29 April, 2006
Paris-Nord Exhibition Centre Paris, France
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Fax: [33] 1 4968 5475
e-mail info@intermat.fr



The Commercial Vehicle show

The UK show for trucks and accessories
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NEC Birmingham, UK
Phone: +44 (0)1634 261262
Fax: +44 (0)1634 360514
E-mail: cvshow@cvshow.com

Brno

Czech building and equipment show
April 25-29, 2006
Brno, Czech Republic
Phone: +420 541152888
Fax: +420 541152889
E-mail: ibf@bw.cz



SED 2006

May 16-18, 2006
Rockingham Speedway, Corby, UK
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Fax: [44] 020 8652 4804

Crane Safety Conference

Two day seminar on crane safety
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London, UK
Phone: +44 (0)20 7566 5797
Fax: +44 (0)20 7566 5782
E-mail: npomfret@wilmington.co.uk

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Fax: +39 051 6374013
E-mail: saie@bolognafiere.it



Bauma China

Bauma in Shanghai
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The Rental Show

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 Esda www.esda-fahrzeugwerke.de
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1997 SKYJACK 8841
14m. working height (47ft.).
2WD, Twin Extending Decks.



SELF PROPELLED TELESCOPIC
1995 GENIE Z 45/25 Bi-fuel.
15.5m. metre working height (51ft.).
Kubota diesel and battery bi-fuel.



SELF PROPELLED TELESCOPIC
1996 GROVE TOUCAN 1100
11m. working height (36ft.).
Less than a metre wide, 3.3m out-reach



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25' working height. Battery.
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UPRIGHT MX19 (2002)
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NIFTYLIFT HEIGHT RIDER 12 NBE (1997) Self propelled boom.
40' working height. Narrow, diesel/battery.
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SNORKEL AB50J (2001)
Self propelled boom.
56' working height. Diesel.
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VOLKSWAGEN LT35 WITH K LIFT (2000)
KV 10.5m. 36' working height.
Serviced and tested.



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UPRIGHT AB38 (2002)
Self propelled boom.
44' working height. Battery.
Serviced & tested.



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47' working height. Battery.
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Self propelled scissor lift.
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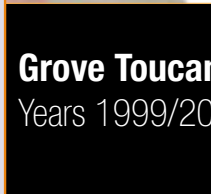
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