

cranes & access

March 2006 Vol. 8 issue 2

mini P17
cranes

P23 **crane and
access rebuilds**

**MAST
CLIMBERS**
P31

IPAF
**summit
details** P50

NEW
rules for lifting
people with cranes P37

The LARGEST UK CIRCULATION of any lifting equipment magazine

THE POWER THAT MOVES



Innovative Power: At the joint TEREX booth, TEREX Cranes presents product premieres and developments that focus on the customer. With more than 100 high-performing products TEREX Cranes will always have the right machine for the task on hand. Any mission, any place, anytime.

The Product Premieres

New AC 55-1. The new telescoping system substantially reduces axle weight and increases lifting capacity by more than 20% as compared to its predecessor.

New Truck Crane. The Intermat surprise. Mobile lifting capacity at its best.

The Highlights

- TEREX Bendini** A 600: Productive power by Bendini. Efficient operation on highest performance level.
- TEREX Comedil** CTT 121-5 and CBR 24H: Top-of-the-line tower cranes by the pioneer of flat top cranes. No top, but lots of brains. The ideal solution for congested construction sites that require work up high.
- TEREX Demag** AC 70 City: Representative of the highly successful CityClass.
AC 160-2: Very compact 5-axle crane with 64m main boom and optional 9m to 33m boom extension.
- TEREX PPM** AC 35 L: The performer. Worth seeing. At the show as well as in action.

On the cover:

A UNIC A295CR lifting Chinook rotors and gear box housing at the Defence Aviation Repair Agency (DARA) centre of excellence for helicopter maintenance in Gosport, Hampshire.



c & a contents

30

Mast climbers



23

Refurbishment and rebuilds



17

Mini cranes



SUBSCRIPTIONS: Cranes & Access is published eight times a year and is available on payment of an annual subscription of £40.00. If you wish to subscribe, please send a crossed cheque made payable to The Vertical Press Ltd to: Subscriptions, The Vertical Press, PO Box 6998, Brackley, Northants NN13 5WY. Address changes should also be sent to this address. Please include the address label from a recent issue with all correspondence and allow 3 months for changes to be effective.

SUBSCRIBE ONLINE AT:
www.vertical.net/en/journal_subscription.php

BULK DISCOUNTS: These are available to companies wishing to take out multiple subscriptions. Please contact the subscriptions manager for more details.

Tel: +44 (0)8707 740436 Fax: +44 (0)1295 768223
E-mail: info@vertical.net

Kran & Bühne: The Vertical Press also publishes a German magazine which deals with the same issues as Cranes & Access, but is written for German users and buyers. Details available on request.

While every effort is made to ensure the accuracy of information published in Cranes & Access, the Editor and Publisher can accept no responsibility for inaccuracies or omissions. Views expressed in articles are those of the authors and do not necessarily reflect those of the Editor or Publisher. Material published in Cranes & Access is protected under international copyright law and may not be reproduced without prior permission from the publishers.

Comment 5 News 6

Lavendon acquire Panther and Kestrel
Grove launches new 25, 80 and
160 tonne All Terrains
Skyjack re-enter the boom lift market
with a straight telescopic
Sennebogen launch the Multi crane
JLG sell Gradall
First glimpse at Liebherr's new All Terrains
Slack buys out partners
Railway booms
Street lighting made easy

Mini Cranes 17



We take a look at the emerging Mini crane market, both pedestrian

cranes and small fully formed models complete with a specification comparison.

Refurbishment and repair 23

Demand for the refurbishment and repair of both cranes and access equipment is growing rapidly, we take a brief look at the work that some companies are doing and the results they achieve.

Mast Climbers 30

Our regular in depth look at mast climbing work platforms, why are mast climbers not more widely used in the UK and Ireland? We report on how the Terminal five façade challenges were solved with a mast climber.

For the record...



new rules on lifting people with cranes 37

Phil Bishop takes a look at the new European rules for lifting people with cranes, when it is allowed and what precautions must be taken.

Your letters 39

A new feature, this issue covers the red diesel debate.

Intermat, a preliminary review 41

A preliminary look at the arrangements for this year's big show and what to expect.



Interview 45

We speak with Jim Otley the new man heading up Genie Europe.

IPAF summit 50

This year's summit is scheduled for April 4th.



regulars

ALLMI focus 42

Innovations 47

Training 49



IPAF focus 52

What's on event guide/Market place 53

Web links 58

Your powered access expertise



IPAF membership



Greater market opportunity

IPAF membership can bring you major benefits, whatever your involvement with the powered access industry.

First of all, it tells your customers a lot about you. It lets them know you have the highest professional standards – and reassures them that you are on top of today's health and safety standards.

Because of our lobbying at national and international levels, you have a stronger voice in all those issues that affect your business – from health and safety legislation to the introduction of

worldwide standards and how they are implemented country by country.

- Our advice line, publications and bulletins, help keep you in touch with everything that is going on – and make sure you know how to respond to technical, practical, commercial and legal developments.
- Our operator training is second to none – and recognised worldwide. Only IPAF members can offer this market leading training – now becoming essential for the use of powered access equipment.



Our Rental+ award is again only available to IPAF rental company members. This ensures that your customers can identify you as a specialist in powered access rental – and that you have independently audited levels of service support.

IPAF is the world authority in powered access. Find out how membership can give you the same authority in the eyes of your customers.

For full details of how IPAF membership can make a difference to your business:

Tel: +44 (0)15395 62444

Fax: +44 (0)15395 64686

Email: info@ipaf.org

Or visit: www.ipaf.org

IPAF Ltd, Bridge End Business Park, Minthorpe LA7 7RH, UK.
Also in France, Germany, Italy, Netherlands, Switzerland and USA.



www.ipaf.org



Call now to attend the free IPAF Summit
2pm - 7.30pm including cocktail reception
4th April, Whittlebury Hall, Northants.
Tickets from Jean Harrison at above address



cranes & access

The Vertikal Press

PO box 6998 Brackley NN13 5WY, UK
Tel: +44(0)8707 740436 Fax: +44(0)1295 768223
email: info@vertikal.net
web: www.vertikal.net

In Germany:

Vertikal Verlag

Sundgaualle 15, D-79114,
Freiburg, Germany
Tel: 0761 8978660 Fax: 0761 8866814
email: info.vertikal@t-online.de
web: www.vertikal.net

Germany, Scandinavia, Austria and Switzerland

Karlheinz Kopp, Vertikal Verlag,
Sundgaualle 15, D-79114, Freiburg, Germany
Tel: +49 (0)761 89786615
Fax: +49 (0)761 8866814
email: khk@vertikal.net

Italy

Fabio Potestà, Mediapoint,
Corte Lambruschini,
Corso Buenos Aires 8, V Piano-Interno 7,
I-16129 Genova, Italy
Tel: 010 570 4948 Fax: 010 553 0088
email: mediapointsr.it

The Netherlands

Hans Aarse

39 Seringenstraat, 3295 RN,
S-Gravendeel, The Netherlands
Tel: +31-78 673 4007 Mobile: +31(0) 630421042
email: jfwaarse@planet.nl

UK and all other areas

Pam Penny

PO box 6998 Brackley NN13 5WY, UK
Tel: +44(0)8707 740436
email: mp@vertikal.net

France

Hamilton Pearman, GMT,
32 rue de la 8 mai 1945
F-94510 La Queue en Brie
Tel: 01 4593 0858 Fax: 01 4593 0899
email: hpearman@wanadoo.fr

Design & Artwork by:

bp design Ltd.

Tel: 01707 642141 Fax: 01707 646806
email: studio@bpdesign.info

Printed by: Gyhl Print Ltd.

ISSN: 1467-0852

© Copyright The Vertikal Press Limited 2006

The Vertikal Press also publishes:



For UK users & buyers of lifting equipment
March 2006 Vol. 8 issue 2

Editor:

Leigh Sparrow

Sub/Associate Editors:

Ian Boughton
Rüdiger Kopf
Jürgen Hildebrandt

Sales & customer support:

Pam Penny
Karlheinz Kopp

Production:

Nicole Engesser

Publisher:

Leigh Sparrow

Vertikal
Press

The Vertikal Press Ltd.
MEMBERS OF



Letters, emails, faxes and
phone calls are welcome and
should be sent to:

The Editor,
cranes & access,
PO Box 6998, Brackley
NN13 5WY, UK
Tel: +44(0)8707 740436
Fax: +44(0)1295 768223
email: editor@vertikal.net

C&A comment



Are we so unattractive?

Why is it so hard to find good people?

In the lifting world, whether you're a
manufacturer, dealer or rental company,
finding good technicians, excellent sales

people, dedicated depot managers or even competent managing directors
is a challenge that is rapidly becoming more difficult.

Why is this? Is the lifting business so unattractive that those embarking on
a career avoid it? It makes no sense. Salary levels are first class and the
amount of freedom at work and opportunities to succeed are excellent.
The products and the work they do - fascinating, with plenty of variety.
It is a very sociable industry with regular, and positive contact with
competitors, suppliers and customers. Once in the business few leave it
and yet we don't see people lining up to join.

I know that this is an old chestnut and will always be with us, but it's one of
those subjects, like rate cutting, that we all like to moan about... but it does
seem to be getting worse. At the moment manufacturers, dealers and most
hirers are all doing very well, with a bright period ahead of us. Yet I have a list
of companies looking for senior managers in sales, service and general
management areas with few candidates in mind. Some of the jobs look so
appealing I have to stop myself putting the "For Sale" sign up on the Vertikal
Press and applying. Yet in the past two or three months we have not had a
single call asking if we know of any jobs going in the industry. Those that do
leave a company without a job already lined up are inundated with offers.

Perhaps it is time that we all tried to do something about bringing new
people into the industry? Some companies have already started. Ainscough,
The Platform Company, Mastclimbers, Hewden and Nationwide are just a
few that spring to mind with new apprentice programmes for service or
installation engineers. The trouble is that the majority do very little,
preferring to poach staff once they are trained. This then puts off those
that have invested in training and development. Which is why such efforts
often do not last.

When it comes to sales or management roles even less is being done to
develop staff or bring new entrants into the sector.

Perhaps the CPA, IPAF and ALLMI etc... should attend school and college
recruitment fairs, promoting the opportunities that exist in the world of lifting
equipment. Perhaps ads should be placed in school and college publications
or maybe the industry could sponsor the odd scholarship or two.

JCB has just agreed to fund a new academy school which is an excellent
but very long term effort.

It's about time we stopped moaning and started doing something about it.
When all is said and done, this is a great business but it needs regular
infusions of new blood.

Leigh W Sparrow

Vertikal
.net

Lavendon snaps up Panther & Kestrel

The Lavendon group, owner of Nationwide access, the largest powered access company in Europe, completely surprised the access industry on St Valentine's Day with the acquisition of Panther Work Platforms Ltd. Less than two weeks later it snapped up Kestrel, the Bristol based platform hirer. Further regional acquisitions have not been ruled out.

Panther Platform Rentals was ninth in the 2005 Cranes & Access Top 20 UK/Ireland access rental companies, with 1,350 units, operating from six locations with 90 staff. Revenues for the 12 months to 31 December 2005 were £10.4 million with a profit before tax of £2.1 million. The company has gross assets of £13.1 million

and net assets of £2.0 million. Lavendon paid £7 million, for the business, £5 million of it in cash and £2 million covered by the issue of 865,800 new shares in Lavendon. An additional cash consideration of between £800,000 and £3.1 million is dependent upon Panther's financial performance over the next two years. Lavendon

is funding the deal from existing bank facilities and will take on Panthers net debt of £10.3 million. Panther will initially operate as a separate brand within the Lavendon group although the company says that it will take immediate steps to "maximise asset sharing opportunities".

Richard Miller (L) and Brian Fleckney



Building brands

Lavendon's chief executive, Kevin Appleton said, "Our existing UK brand, Nationwide, has tended to be seen as a specialist for supplying larger construction projects and services customers, operating throughout the UK.

Panther, on the other hand, has built up some tremendous customer relationships in the regions around its depots, and is less exposed to the construction sector than Nationwide".

Panther is largely owned by joint managing directors, Richard Miller and Brian Fleckney, Miller said, "We believe this is a fantastic move for the customers and staff of Panther. It means we have access to resources which are unparalleled in our industry, while offering tremendous career opportunities for our staff. Both Brian and I really believe in the strategic sense of this move and look forward to being part of a management team which will change the face of our industry".

Kestrel sale predicted

Kestrel was 25th in the 2005 C&A Top hirer's chart, with a fleet of 350 units, a single location and 27 staff. Its revenues for the 12 months to the end of December 2005 were £3 million with a net profit of £1 million. Assets were £4 million gross, £1.6 million net. Lavendon paid £4.3 million in cash, with an additional cash payment of



The Kestrel team.

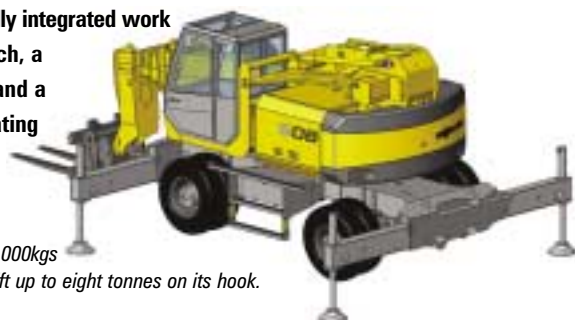
£600,000 to £2.6 million, dependent upon Kestrel's results over the next two years. It will also assume the company's net debt of £500,000.

Kestrel is managed by Mark May and Tony Ireland, who own the company along with Richard Bryan and Colin Stone. The Kestrel sale was largely expected, with several bidders having considered it. May said "We see this as a great opportunity for Kestrel's staff and customers. We have built a strong business here in Bristol over the past few years but recognised that, if we were to continue growing, we needed to find a way to offer a broader range of products and services. Becoming part of the Lavendon Group offers us the advantages of a large, national company structure but allows us to keep our business culture and customer relationships intact."

See vertical.net for full story and comment

Is it a crane? Is it a telehandler? No it's a... **Sennebogen**

Sennebogen has announced a radical new product that it is calling the Multicrane 608; the unit offers 360 degree continuous rotation with a 20 metre five section telescopic boom. Its principle use is likely to be as a 360 degree telehandler with forks, but the company says that it will include a fully integrated work platform, a winch, a loading shovel and a tilting and elevating operators cab.



The 608 will take 4,000kgs to 20 metres and lift up to eight tonnes on its hook.

Maximum lift capacity on the forks is six tonnes, to 10 metres height, four tonnes to the full height of 20 metres and 700kgs at 18 metres radius.

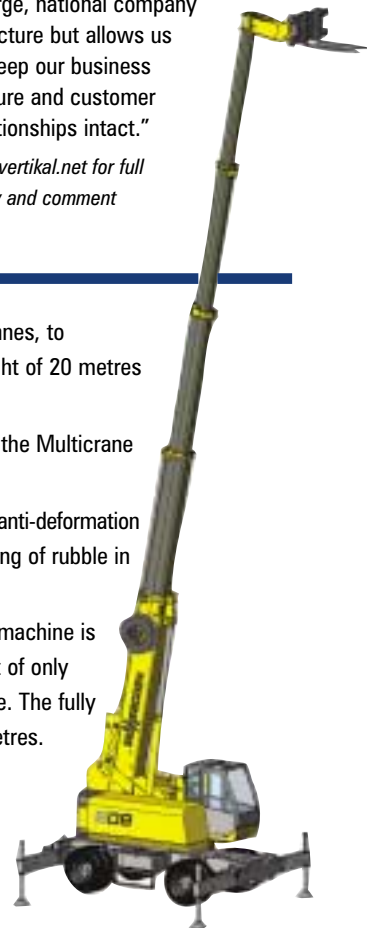
When lifting suspended loads with a winch, the Multicrane can handle up to eight tonnes.

The 608 has been designed with an oversized anti-deformation boom, in order to cope with repetitive handling of rubble in its excavator mode.

The four wheel drive, four wheel steer base machine is only 4.86 metres long, with an overall height of only three metres, although it is 2.55 metres wide. The fully extended outrigger footprint is 4.86 x 4.6 metres.

The new model has hydrostatic drive with a maximum speed of 30kph.

The Sennebogen Multicrane has a very high standard specification



Paris launch for new Grove AT's

On a cold Paris day in early February, Grove unveiled its two latest products, the 80 tonne GMK 4080-1 and 220 tonne GMK 5220 to distributors and customers.

The 220 tonne sports a 68m main boom

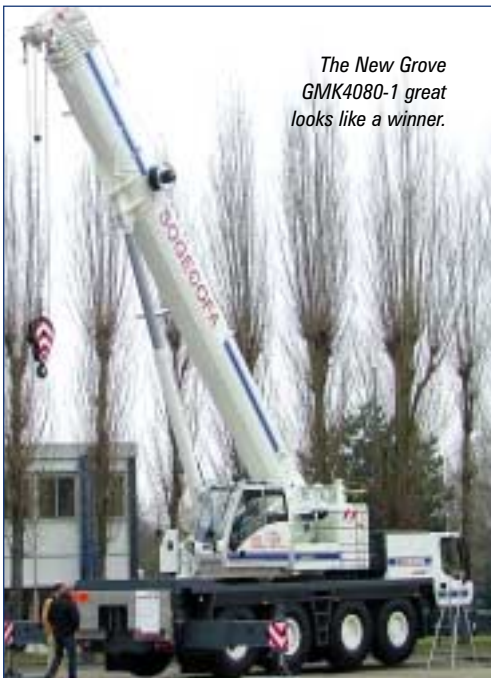
The two units were exceptionally well received, particularly the 5220 with its new seven section, 68 metre twin lock Megaform boom. The 5220's 12 to 21 metre Bi-Fold swingaway offsets hydraulically between five and 40 degrees and for greater heights can be mounted to a straight 8 or 16 metre in-line lattice extension to provide a tip height of 108 metres.

The new crane features a lightweight high strength carrier, incorporating a new hydraulic-electronic "fly-by-wire" steering system, which the company claims reduces tyre wear and improves ride quality. The 13.4 metre long chassis is powered by an 8 cylinder Mercedes diesel and includes eight wheel drive and all wheel steer. A six cylinder Mercedes powers the top. The standard counterweight of 51 tonnes can be increased to 77 tonnes for better duties. The standard unit will lift 14 tonnes to 67 metres and out to 20 metres radius.

An 80 tonner worth waiting for!

The second model at the launch was the replacement for the GMK4075-1, the new four axle 80 tonne GMK4080-1. The new model boasts a six section 51 metre main, twin-lock, boom, which lifts 6.6 tonnes at full extension and out to a radius of 20 metres. A nine to 15 metres hydraulic luffing bi-fold swingaway can be mounted to a six metre straight lattice extension for a maximum tip height of 75 metres.

The chassis length of 10.3 metres and boom overhang of 1.8 metres make it a very practical "taxi". With 9.3 tonnes of counterweight, 15 metre swingaway, 16 tonne hook block and 16:00 tyres the 4080-1 remains within 12 tonne axle loads. Alternatively in Maxi mode, 19.3 tonnes of counterweight can be carried along with the six metre lattice extension. This is likely to be the configuration for the UK. Several attendees agreed that the new model was first class, and that its only fault is that it is a couple of years late!



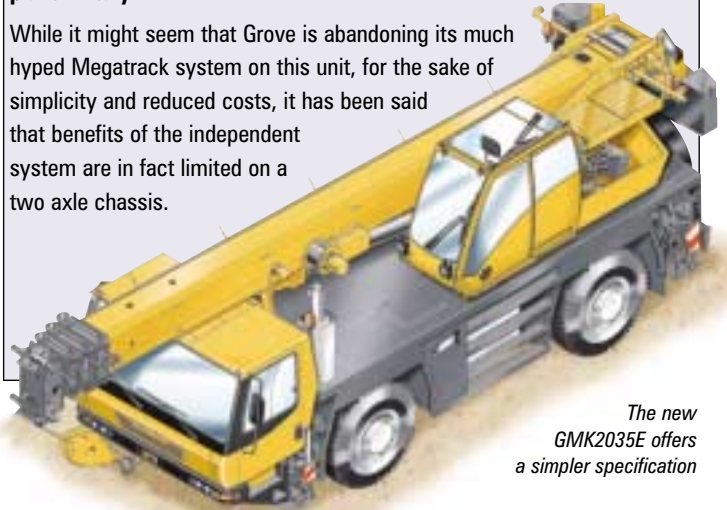
The New Grove GMK4080-1 great looks like a winner.

A Grove AT made in Italy.

A third new crane, not at the Paris launch, is a new "No-frills" two axle replacement for the GMK2035, the GMK2035E. This new 35 tonner features the same 29 metre main boom as the older unit but sheds its Megatrack suspension in favour of rigid axles with hydrogas suspension.

Out goes the hydraulic luffing swingaway in favour of a manually offset version. The new model will be built at the new Niella plant in Italy.

While it might seem that Grove is abandoning its much hyped Megatrack system on this unit, for the sake of simplicity and reduced costs, it has been said that benefits of the independent system are in fact limited on a two axle chassis.



The new GMK2035E offers a simpler specification

JLG sell Gradall division...

JLG has sold its Gradall excavator business, complete with its 40,000 square metre manufacturing facility in New Philadelphia, Ohio and related equipment, machinery, tooling, and intellectual property. The buyer is the Alamo Group Inc. which paid \$39.4 million in cash.

Alamo produces a range of mowing, highway maintenance and agricultural products including tractor and truck mounted mowing equipment, street sweepers, agricultural implements, front-end loaders and backhoes. The Company is based in Seguin, Texas. Its European operations are located in Salford Priors, England.

In addition to the purchase agreement, the companies have also agreed a supply agreement covering those components for JLG's telehandlers that are currently manufactured at the New Philadelphia facility.



The JLG-Gradall excavator, tracked version.

...And reopens Orville plant as its Parts centre.

JLG also announced that it will reopen the 31,000 square metres ex Gradall facility in Orrville, Ohio, which it closed in 2003. Telehandler engineers currently based in New Philadelphia, will relocate to Orrville, along with some component production. The company also plans to move its North American replacement parts operation there from McConnellsburg.

This latter move will free up more space in McConnellsburg for manufacturing, to help cope with the extra production capacity required to produce the Caterpillar telehandler range.

GET
more reach
 AND CAPACITY UP HERE

AND
more control
 AND COMFORT HERE

GET
rock solid
 PERFORMANCE HERE

ONLY from JLG®, the 3500 & 4000 Series offer a range of telehandlers that can perform a wide range of tasks in a variety of applications. Our range, with reach from 7 m to an impressive 16.70 m of precise and controlled lift height, offer an unbeatable combination of JLG expertise, proven development and the latest in dependable technology.

JLG telehandlers have a wide range of load capacities from 3500 kg in the 3500 Series to 4,000 kg in our 4000 Series. Add to this a comprehensive range of accessories and fitments to suit the environment you work in.

JLG's high manufacturing standards and levels of tried and tested technology mean that we have the confidence to deliver a full 2-year parts and labour warranty. When you choose a JLG telehandler you're selecting one of the toughest and most powerful telehandlers in production. Ask for the powerful 3500 & 4000 Series by name, only from JLG.

Visit www.jlg.com

JLG®

The Power to do More

New Compact 266 and 307 models available now !



The LTM 1060-5.1 features a 62 metre boom in a compact package.



Two New Liebherr All Terrains

Liebherr has released pictures of its two latest All Terrain cranes due for launch later this year.

The first is a two axle forty tonner, the LTM1040-2.1, the other, a five axle 160 tonner, the LTM 1160-5.1 both cranes will be on show at Intermat.

A 40 tonner on two axles

The LTM 1040-2.1 will fit into the range between the existing two axle LTM 1030-2.1 on which it is

The new LTM 1040-2.1 offers a longer boom and better duties.



based, and the three axle LTM 1045-3.1. The new crane features a 35-metre, four section full power boom, five metres longer than that of the 1030, (taking it within range of the Terex-PPM AC35L). Its lift capacities are on average around eight percent better than the 1030, rising to 25 percent in the structural part of the chart at higher boom angles.

A 9.5 metre swingaway jib is available for a 45 metres lift height while providing a maximum working radius of 39 metres. The swingaway can be offset by, 20, 40 or even 60 degrees.

Its six cylinder diesel complies with Stage 3 and EPA/CARB Level III emission rules, while the four wheel drive and steer chassis features anti-lock brakes and wheel slip control as standard.

Another compact five axle

The new five axle LTM 1160-5.1 will replace the LTM 1150-5.1, which was essentially an updated LTM 1120/1 and an aging 10 year old design. The new crane features a six section 62 metre main boom, six metres longer than the 1150, it uses Liebherr's Telematik rapid-action telescoping system.

A seven metre long lattice extension provides a raised pivot point for a 12.2 –to 22 metre folding swingaway, that can be lengthened with seven metre inserts, up to 36 metres. Providing tip heights of up to 93 metres and a maximum radius of 70 metres. The jib can be offset by 22.5 or 45 degrees. A hydraulic luffing version is also available. Lift capacities have improved by as much as 30 percent in some parts of the chart. With 11.5 tonnes possible on the fully extended main boom making it ideal for tower-crane erection and dismantling work.

The LTM 1160-5.1 has a maximum counter weight of 46.5 tonnes, 6.5 tonnes of which it can carry within 12 tonne axle loads.

The chassis of is only 12.3 m long, and features all wheel steer with the company's active rear-axle steering proving a best in class 10.6 metres turning radius. A new generation Liebherr turbocharged six-cylinder in line engine powers the chassis, through a 12-speed ZF AS-Tronic transmission.

The superstructure has a Liebherr four-cylinder power unit; both motors comply with the latest 97/68/EG Stage 3 and EPA/CARB Level III emission limits.

Straight Boom surprise from Skyjack

Skyjack surprised a few people in February, when its long trailed new boom product turned out to be a 45ft straight telescopic rather than articulated. The new boom, the SJ45T, takes the company back into this market after several years absence.

The SJ45T is available with or without a jib, providing 40 and 45ft platform heights. Dave Stewart, vice president of sales and marketing told C&A that the company had focused on maintaining its principles of simple, rugged and easy to service designs, aimed at the aerial rental industry. "The new booms feature the same off-road axles and drive train concept that we use on our larger scissor lifts. All components are easily accessible under easy to repair fibreglass covers and we have not built in any computers of fancy gadgetry" said Stewart".

The company has though incorporated its auto reverse steering system, that changes



The new Skyjack SJ45T

The all new Skyjack SJ45T



over the drive and steer controls when the superstructure is rotated 180 degrees. So that they always operate in a logical direction. The standard platform is 2.4 metres wide, with two entry gates, one on each side.



Skyjack has kept to a simple rugged design concept.

Skyjack also detailed an aggressive development plan that will include 60 and 65ft straight booms later this year, a 45ft articulating boom early next year and then a new product every four to six months, with the aim to have a full line completed within four to five years. The SJ45T will be available for European market in the third quarter.



David Slack (L) takes delivery of the first LTM1200-5.1 from John Mac-Gregor, sales manager at Liebherr

Slack buys out partners and spends £8.5 million

David Slack and his family have purchased the 50 percent of Nationwide crane hire Ltd, also trading as Crane Hire services, that they do not already own, from Bob Dickey and his family. At the same time the company has spent £8.5 million on new Liebherr cranes. The deal includes a 40 tonne LTM 1040-2.1, two 70 tonne LTM 1070-4.1's, two 80 tonne LTM 1080/1's, a 90 tonne LTM 1090-4.1, two LTM 1200-5.1's - 200 tonners, a 225 tonne LTM 1225-5.1, a 400 tonne LTM 1400-7.1. and another LTM 1500-9.1 - 500 tonner, the third in its fleet. This latest LTM1500 offers improved lifting capacities and features detachable front outriggers. In addition to the AT's, Nationwide has ordered its first Liebherr MK110 mobile self erecting tower crane. This is an MK100, equipped with 3.8 tonnes of additional counterweight to provide 110 tonne/metre rating.

The LTM 1225-5.1, is an LTM1200 which the company has specified with the standard five axle carrier (rather than the five plus tag axle). However in order to maximise its potential the company has ordered a supplemental four tonne counterweight section. Allowing it to carry 14 tonnes on board, rather than the usual 10 tonnes (20 tonnes on tag axle version). The benefit is that the additional four tonnes can be added to all counterweight configurations, giving 14, 24, and 34 tonnes etc.. In place of 10, 20 and 30 tonnes up to a total of 76 tonnes in place of the usual 72.

5,000th Crane transmissions

ZF introduced the AS Tronic automatic crane transmission system five years ago, and delivered the 5,000th unit to Liebherr at the end of 2005. The unit was installed in an LTM1200. ZF says that the AS Tronic is becoming increasingly popular with crane manufacturers thanks to its light weight, installation space, and fuel consumption.

PAT go direct in the UK

With the liquidation of Samuel Walkers Ltd, PAT the producer of OEM and retrofit load moment indicators and other electronic load sensing and weighing systems has announced its provisional plans UK sales and service.

The PAT GB sales and service team, headed by Mike Moore, previously with Samuel Walker, Dave Stebbings and Dick Kitson has joined up with PAT-KRÜGER systems, the Benelux sales and support business to work directly with UK customers.

Railway booms

Specialist road-rail manufacturer Rexquote has delivered the first of five Accessrailer-17s aerial lifts ordered by Readypower Engineering of Wokingham. The lifts combine the chassis of a Terex all wheel steer dumper, with the superstructure of the Niftylift HR17 articulated boom. The Accessrailer offers working heights of up to 17 metres and nine metres outreach, they will be used to reach elevated structures for construction, maintenance and repairs.

Travel of the machine and platform positioning are possible from the controls in the basket as well as on the chassis. The machine has been equipped with additional seats, allowing at least three workmen to travel with the lift.

The Accessrailer offers up to 17 metres working height.



Youngman launch WAHR training programme

Youngman, the newly independent access company, has launched a major training programme for contractors and other end users who need to work at height, as well as those selling or renting access equipment.

Supported by the UK's HSE, the "Knowledge" as it has been branded, is intended primarily for rental store and dealer counter staff, in order to provide them with a good basic knowledge of the requirements of the regulations and be in a position to recommend the most suitable access solutions to customers. It is also suitable for end users including small business owners and health and safety officers at larger companies.

The training includes a straightforward review of the rules, how to plan and organise the safe work at height, including how to complete any required paperwork. Duration

is a full day off site with a detailed exam at the end. There is a modest charge per delegate to cover immediate costs. Youngman plan to run a series of the courses all over the UK starting with the first in Nottingham on March 15th.

Youngman has produced a range of materials to go with its Knowledge training courses.



UK Grove and Grove Manlift parts

Manitowoc crane care has written to its customers informing them that it has put additional "operational resources" into its UK parts operation in order to cope with direct orders, following the liquidation of Samuel Walkers. It has also recruited eight service engineers from Walkers, and a parts person. The company will now handle product support on a direct basis.

If you have any problems with Grove parts or service, its Sunderland office is coordinating the situation. Its numbers are: for Parts: 0191 5222047 and for service 0191 5222000.

Versalift's Street Lighting Package allows van mounts to work over the rear without outriggers.

Street Lighting made easy

Versalift UK has introduced a new package of options on its van mounted aerial lifts, for street lighting contractors. The package allows the user to elevate the platform within a restricted arc over the rear of the vehicle, without deploying the vans stabiliser jacks.

If while elevated the operator wishes to work outside of this arc, which covers up to 30 degrees either side of centre (depending on the vehicle), the jacks can be set from controls in the bucket. Once properly set the turret is freed up for full rotation.

Versalift says that the Street Lighting Package has been developed in response to customer demand, for greater operational flexibility and the desire to work without jacks on such applications. The package also incorporates the company's "walk-in" Insulated platform and a high voltage detector.

Steve Kellett, Versalift's Commercial Manager, said: "The ideal for any user is an access platform without the need for stabilisers. We first offered this with the XS range, which offers one-person operation up to 10.5 metres work height and six metres outreach without the need for stabilisers".

"The new SLP option now brings the benefits of jack-free operation to other models in our range, such as the Eurotel range and bigger vans up to 7.5 tonnes GVW."

Chinese TOWERS

At the recent Rental show in Atlanta, two companies exhibited alloy scaffold towers produced in China. Beijing Kangde showed towers that it said were compatible with UpRight and were cold formed, while

Australian company Advance told C&A that it's Aluminium and Glass Fibre towers are now built in China.

Oil&Steel go it alone

Oil & Steel the Octopussy and truck mounted lift manufacturer, and the Platform Company have mutually agreed to end their distribution agreement. Simone Scalabrini, general export manager at Oil&Steel said "We are

now looking for new partners in the form of dealers, hire companies and regional sales representative to offer our products. The launch of our, Octopussy 1765 will also launch us into new period of growth".

GENIE Z-45 ARTICULATING BOOM



engineered FROM THE
ground up

Genie's product range is renowned throughout the industry for being rugged and reliable. There is a machine for just about every need and condition. Nothing is ever too high, too wide or too hard to get to.

TELESCOPIC BOOMS ARTICULATING BOOMS SCISSOR LIFTS TRAILER MOUNTED BOOMS TELEHANDLERS MATERIAL LIFTS AERIAL WORK PLATFORMS

The world leader in lifts is ready to serve you with comprehensive product support, parts, training and people who understand your business. With Terex financial services, putting the right piece of equipment on your work site is easier than ever. To learn more, contact Genie today.

TEL: +44 (0)1476 584333

FAX: +44 (0)1476 584334

EMAIL: infoeurope@genieind.com

WEB: www.genieindustries.com

Genie
A TEREX COMPANY

New mini telescopic trailer lift

Omme Lift of Denmark is launching a new compact straight telescopic trailer mounted lift, with a 12 metre working height and all the features of its larger models. The Omme Mini 12 has been designed to be towed behind a mid size car or small van, it weighs 1,200kg, is under six metres long, and retracts to under a metre wide, allowing it to gain access to the rear of single family homes and yet boasts eight metres of outreach.

The standard specification includes hydraulic outriggers, a 1.9 metre articulating jib and self propelled drive, allowing one person to move the machine easily over poor ground or on slopes... Being a straight telescopic, the lift not only

offers more outreach, even at lower working heights, but the tail swing remains within the outrigger footprint in all configurations. The Mini 12 is available with on board battery power or AC only.



The new Mini 12 is under six metres with a GVW of 1,200kgs

The straight boom design gives extra outreach, speed and no tailswing.

A new Russon emerges

A new Russon Access has emerged in the form of Russon Access Platforms Ltd. The new company, which has now been appointed as the Holland Lift and ManiAccess distributor for the UK, has moved into offices at The White House, Station Road, West Hagley, Stourbridge.

Until late last year Russon Access was a trading name of Gamble Jarvis Plant hire Ltd. However after the sale of the business by Ian Gamble, Alan Russon left the company. Meanwhile the new owners decided to pull out of aerial lift sales after Manitou and Holland Lift put their UK distribution up for review as is normal in such situations.



Russon Access and Manitou recently hosted an Access Link meeting at Manitou UK's Verwood facility.

Russon is joined in the new venture by Russell Rowley on sales, Mel Neal, as office manager and Ian Day on service. In spite of the difficulties imposed by the changes of the past six months, the two manufacturers both had record years in the UK, with the UK becoming their largest export markets.



The Nifty HR12 4x4 is a husky high ground clearance, high gradeability version of the standard model.

Niftylift HR12 gains muscles

It is 15 years or so since the birth of the original HR10 and 12 and while the original concept is still as popular as ever, Niftylift has bowed to demand and launched the HR12-4X4. The New product incorporates most of the proven componentry from the standard HR12, but has a new chassis with four hydraulic drive motors, greater ground clearance and a larger two cylinder Kubota 452 engine. The lift still retains its bi-Energy battery power pack, allowing it to work inside or in quiet locations and its 1.5 metres overall width.

The standard tyres are lugged tractor tread, the overall weight a very handy 3.3 tonnes and while the unit has greater ground clearance its stowed height is still under two metres.

Hewden going for Growth

Hewden Stuart Plc, the UK's largest rental company saw 2005 revenues rise by 3.2 percent to £297.1 million. Earnings Before Interest and Tax grew by 2.1 percent to £25.1 million.

Brian Sherlock, managing director confirmed the company's intention to "further consolidate its market leadership in the face of aggressive competition". "We have

no intention of standing still and will continue to move closer to our customer. A major restructuring of the company to make it more customer focused and improve services is now complete, giving us the edge as the only company able to offer a complete range of Plant, Tools, Access, Accommodation, Cranes, Hoists, Sites Services and Power Generation equipment from a single point of contact" said Sherlock.



Brian Sherlock

Heavy duty grab cranes

HMF has launched a new range of loader cranes for scrap and grab work. The new 1244, 1444, 1643-z cranes have been designed specifically for grab operations. The specification includes: high speeds, double jib cylinders, compact design, the ability to fold behind the cab with clamshell still attached, excavator duty bearing and bushes and heavily protected hoses.

The new HMF scrap and grab cranes are designed for the job.



REACHES MORE



Whether the job involves maximal working heights or longest-possible lateral outreaches - with BISON aerial work platforms you can reach more!

This is ensured by the patented technology, premium manufacturing quality and first-rate userfriendly products.

If you too want to reach more we will quite easily cater for you through our strong sales and service organisation in Europe.

Any enquiries to:

BISON PALFINGER GmbH

Außere Bautzner Strasse 47 · D-02708 Löbau · Germany

Tel.: +49 (0)3585 - 47 96 0 · Fax: + 49 (0)3585 - 47 96 22

www.bisonpalfinger.com · info@bisonpalfinger.com

BISON PALFINGER



K LIFT CRANE HIRE AND LIFTING SERVICES

- 40, 50 and 60 Metre Self Erecting Tower Cranes
- Full Contract Lift Services
- Mobile Telescopic All Terrain 20T to 200T Cranes
- Site Visits with Qualified Appointed Persons Accredited up to BS7121 Standards
- Nationwide Service with Depots Throughout the UK



Specialist Lifting Solutions for All Your Requirements

For more information please contact one of our strategically placed depots available nationwide on the freephone number below

FREEPHONE
0800 389 5646



working at height?



Street lighting pack



Up to 23m



Insulated models



Telescopic Boom models



Jackless models



360° continuous



we've got it!

van mounted access platforms

www.versalift.co.uk

1 Altendiez Way, Latimer Park,
Burton Latimer, Northants. NN15 5YT.
Tel: 01536 721010 Fax: 01536 721111
email: sales@versalift.co.uk

VERSALIFT

Three New trailer lifts from Bil-Jax

Bil-Jax has launched three brand new articulating boom trailer lifts at the recent rental show, the 3522A, 4527A and 5533A with 11.3, 13.7 and 16.8 metre platform heights respectively. The company also has a straight telescopic 3632T which it launched last year, which can

be equipped with a lifting attachment or light duty crane work such as the placing of roof trusses. All models now feature a common control box with digital information readout, dual outrigger set lights and hydraulic outriggers with auto levelling giving a fast 30 second set up and level time. The company says that it is already well along with its CE approvals, and plans to launch its products in Europe later this year. Chuck Hutchinson, vice president of sales and marketing told C&A that the company plans to add further trailer lifts, including some larger straight telescopic models.



Bil-Jax has an aggressive product development plan.

Technical Information Notes for Tower cranes

The CPA has published a series of 16 Technical Information Notes in order to provide "best Practice" advice for tower crane owners and users.

The notes are now available on the CPA web site www.cpa.uk.net and are available for both members and non-members to download free of charge.

The Notes cover the following subjects:

- 001 Access to Tower Cranes After Commissioning
- 002 Raising and Lowering of Small Material
- 003 Tower Crane Access Procedures
- 004 Installing Wire Ropes on Winch Drums and Storage Reels
- 005 Housekeeping on Tower Cranes
- 006 Tower Crane Access Ladders
- 007 Duty Boards
- 008 Tower Crane Edge Protection
- 009 Security of Access to the Crane Base
- 010 Tower Crane Anti-Collision Systems
- 011 Attachment of Floodlights, Illuminated Signs and Christmas Decorations
- 012 Tower Crane Access Signage
- 013 Rescue of Personnel From Height on Tower Cranes
- 014 Pre-Erection Component Checks
- 015 Risk Assessment – General Access to Tower Cranes (including for maintenance)
- 016 Fall Protection Equipment For Tower Crane Operators

Fixed axle Snorkel

Snorkel has launched what it calls the TB85J fixed axle (non extending-axes) boom with 85ft (26 metres) platform height, 2.6 metre overall fixed width. With a 170 degree jib and 23.4 metre outreach it looks a handy machine and replaces the previous TB85J which had an extending rear axle to provide greater stability.

The New Snorkel TB85J has a narrower operating width, articulating jib and four wheel steer.



- **Dino Lift Oy** has appointed its current chief financial officer **Erkki Hokkinen** as its new managing director.

- **Dave Faultless**, the access product manager at **Manitou UK**, will leave the company on March 24th. He is moving to Perth Australia where he will join **Genie Australia** as its regional sales manager for Western Australia.



Dave Faultless

- **Tower prices rise.** A simple survey of major alloy tower manufacturers by C&A in February confirmed that most producers have raised prices by around five percent.

- **Airo sign Indian JV** Italian aerial lift producer Airo Tigieffe and Indian construction equipment producer ACE, have agreed a manufacturing joint venture. The new company will be held 60 percent by ACE and 40 percent by Airo Tigieffe and will produce models from the Airo self propelled aerial lift range.

- City & Guilds inspectors imposed a ban in February, preventing the UK's **National Construction College's** five campuses from taking on new trainees. The ban also stops the NCC signing off trainees who have already completed courses. Restrictions have been eased in March.

- **Paul Rosevere** sales director and joint owner of **Kranlyft** has finally decided to retire from the crane business. While he has tried to retire before, this time he says it is definite. He told C&A that he will finish at the end of April to tie in with the company's move to new premises. He will be replaced by **Terry Marnock**, currently the technical director.

- **Hiab**, has appointed **Harri Ahola**, currently the MD of, Hiab Cranes S.L. in Spain as senior vice president of the Loader Crane product line with a position on the Hiab management board. **Markus Hämäläinen** has been appointed as vice president, business development, Mergers & Acquisitions.

- **Independent Parts and Service (IPS)** the Telford, UK based parts and service provider, opened IPS France on March first. The French operation will be led by managing director, **Frédéric Allier**, previously technical manager at Zoom, France, a member of the Lavendon group.



Frédéric Allier of IPS France.

- **AFI** has appointed the following as account managers: **Dean Pinfold** for the Home Counties, **Andy Green** the M-4 Corridor, **Alistair Richards** for the East Midlands and **Graham Hawkins** in Hampshire.

- **The Tanfield Group PLC**, parent of **Aerial Lift**, is to raise up to £12 million through an institutional placing of new shares. The proceeds will be utilised by the company to take advantage of "certain acquisition opportunities" that are currently under consideration.

- **Ramirent**, the Finnish based rental company with operations in Finland, Sweden, Norway, Denmark, the Baltic states, Poland and Hungary, has reported revenues for 2005 of €389 million, an increase of 23 percent. Earnings increased by 38.7 percent to €107 million.

- **Altrex** has set up **Altrex Svenska AB** under **Jan Bratowski**, previously general manager of **JLG Sverige**. He will formally join the new operation in April.

- **Dean Brooks** has joined Genie UK, with responsibility for the sales of Aluminium products.



Dean Brooks

- **Wayne Bingham**, Finning executive vice president and chief financial officer, has resigned his position, for personal reasons.

- **Manitowoc** has appointed **Raman Joshi** as global product manager for Manitowoc crawler cranes, reporting directly to Larry Bryce, vice president of worldwide marketing.

- **Access Industrie**, the access and telehandler rental company based in South West France, with depots in Spain and Portugal, has been the subject of a buy-in, by venture capital company **Butler Capital Partners** of Paris. Butler has invested €20 million in the form of capital, giving it joint control of the business.

- **The Manitowoc Company, Inc** has authorised a two-for-one split of the company's outstanding common stock. All holders of Manitowoc shares at the close of business on March 31, 2006, will receive one additional share for every share they own as of that date.

- **JLG Industries, Inc.** has announced a two for one stock split, doubling the number of ordinary shares in circulation. This is its 12th split. It also declared an increased quarterly dividend of one cent per share. The new shares will be distributed on March 27, 2006 to shareholders of record on March 13, 2006.

- **3B6**, the Italian based overload device and electronics company, has appointed **Peter Hird & Sons Ltd** as its distributor for the UK. Hird has established **3B6-UK** an independent company wholly owned by Peter Hird, to support 3B6 products in the UK with service engineers, Parts and Product Training.

- **WalkerWeld Engineering Ltd**, has been established in Glasgow offering the following services previously provided by Samuel Walkers in Glasgow. Welding and fabrication services, Light engineering works, Test weight rental and Lorry loader rental. The new business is headed by John Kelly, previously with Sam Walkers, while Alan Walker is helping in an advisory capacity.

- **Bobcat up 18%** Bobcat/Club Car revenues for 2005 were up 18 percent to \$2.68 billion, with all of the growth coming from Bobcat. Operating income for the Ingersoll-Rand division rose by 25 percent to \$415 million.

- **Terex** has completed the **restatement of its financial results** for 2000, 2001, 2002 and 2003 and filed its audited results, for 2004. 2004 revenues were \$5.0 billion with net income of \$324 million, Stockholders' equity as of December 31, 2004 was \$1,135 million consistent with earlier forecasts.

- **Al Jaber Heavy Lift & Transport LLC** of Abu Dhabi, has placed the first order for a **Demag CC8800 Twin**, the 3,200 tonne twin boom crawler crane that was announced at the end



Kamal Ghais, (L) M.D of the Al Jaber Group and Alexander Knecht, general manager Terex-Demag.

of last year. The crane will be delivered in 2007 and will be utilised in the construction of large scale projects, especially erection of vessels, reactors and P.A.Us.

- **JLG** has released its **first half results**; revenues were \$972 million for the six months to the end of January 2006, an increase of 47 percent on 2004/5. Net income for the period was \$53 million compared to a loss of \$1.2 million last year. Gross margins climbed from 12.2 percent to 19.6%.

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

UNIC

CRANES EUROPE



The new **UNIC** range of mini-crawler cranes. Discover incredible power and reach in the most confined of working environments. With an overall width from 600mm, **UNIC** mini cranes are small enough to get in there, and big enough to get the job done.

A094CR 0.995t x 1.5m (boom length 5.49m) **A095CR** 0.995t x 3.5m (boom length 8.65m) **A295CR** 2.9t x 1.4m (boom length 8.65m) **A376CL** 2.9t x 2.4m (boom length 14.45m) **A506CL** 3.0t x 3.4m (boom length 15.64m)

For more information about UNIC, please phone 01844 202 071, visit the UNIC Cranes website www.unic-cranes.co.uk or alternatively, email the UNIC Cranes sales office: sales@unic-cranes.co.uk

www.unic-cranes.co.uk

See us at Intermat,
Stand E6 C 080

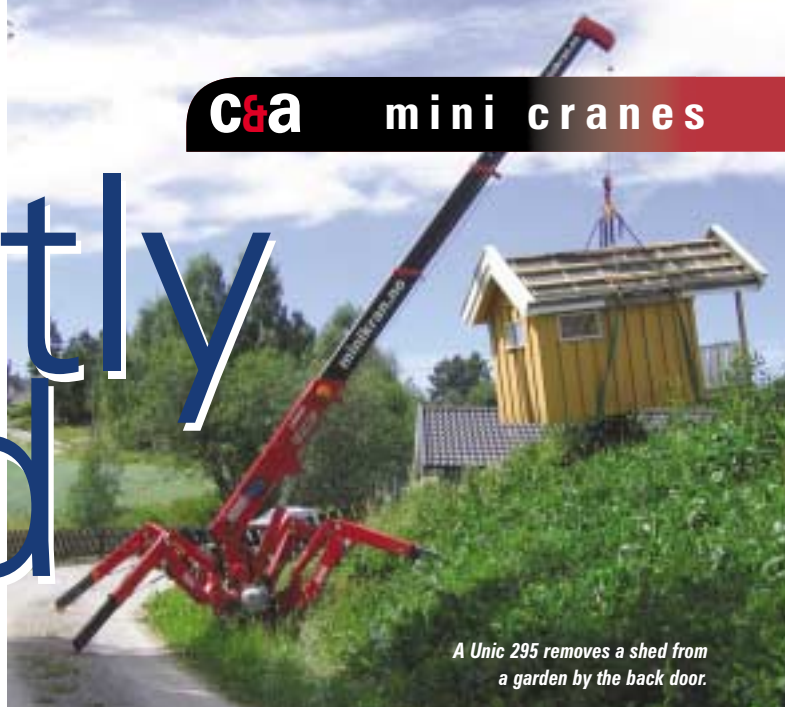
small & yet Perfectly formed

c&a mini cranes

Not so long ago if you had asked a dozen crane people about mini cranes, you would have attracted a blank or puzzled look from at least 11 of them. "What are you talking about? Model cranes? Or something more exotic?" Ask that same question today and at least everyone will know roughly what you are talking about.

We say "Roughly", because the precise definition of a Mini crane is proving a challenge to those who need to be specific. The CPA is currently working with mini crane manufacturers, hirers and dealers to define what is and what is not, a mini crane, in order to establish an operator training programme for them. To many crane people a mini crane is a small tracked crane with spider type outriggers, perhaps they should be called Spider cranes? Some consider the term should only apply to pedestrian controlled crawler cranes. While others apply it to any crawler crane with less than eight, 10 or even 12 tonnes lift capacity.

No matter how you define mini cranes, the concept, as with most compact equipment, originated in Japan, where mini cranes are widely used for all manner of work. The most popular application for "Spider" cranes is handling large glass panels. The ability of these little cranes to work inside, even on upper levels of new or existing buildings, makes them ideal for such tasks. Rubber tracks spread the cranes low overall weight over a wide area, so they are gentle on sensitive flooring such as marble tiles. Some can even climb stairs. Once in place and using appropriate outrigger mats, significant point loadings can be eliminated.



A Unic 295 removes a shed from a garden by the back door.

The spider design of the outriggers offers incredible flexibility, allowing them to set up in places that look impossible to reach, let alone set up a crane. This includes slopes, stairs, corridors and even over voids, generally if you can squeeze a man into a location, then these miniest of mini cranes will also fit.

"We've had cranes used to place altar stones within a church, lift antique garden ornaments, placing gas and septic tanks in back gardens and for more prosaic jobs such as lifting blocks, imagination is the only limit for the use of these mini cranes", says Paul Rosevere of Kranlyft.

Who rents them?

In the UK and Ireland only a few crane hirers have added mini cranes to their fleets. A number of "real crane men" regard these things as toys and a distraction from the real job of renting out "proper cranes", "quiche and real men" springs to mind. The few companies that do run them, have found that once end users are aware of and what they can do and a local market developed, mini cranes are far more profitable than mobiles. All of the manufacturers we spoke to said that traditional crane hirers do not generally have the customer base or marketing skills to succeed with mini cranes. It requires a hire company that is used to introducing new concepts to its customers, for this reason access rental companies have often been more successful. In the long term Lift and Shift and general rental companies are likely to move into this market. They have a wide customer base and with their catalogues, shop fronts and other marketing tools, are well placed to introduce the concept to the wider market. Mini cranes are also well suited to the delivery vehicles that most general hirers run. On top of this they are used to bare lease rentals.

The Spider cranes

The most dynamic market in recent years has been that of the smallest rubber tracked cranes with outriggers, since it began importing Maeda mini cranes, Kranlyft has steadily created a market. The biggest users of these cranes are glass contractors, one such contractor, GGR Glass, bought units for its own use and rented them out between jobs. Appreciating the wider potential of these tiny cranes, and feeling there was room in the market for another supplier. GGR approached UNIC cranes, a division of Furukawa, Japan.



A Unic 500C proves ideal for placing curved beams in a tight indoor location in Norway.



An Imai 260C holds a glass panel steady.

Reluctant to invest in the European market and CE approvals they were not initially interested. GGR purchased some units, had them tested and CE certified and agreed a master distributor agreement for the European region. This included establishing UNIC Cranes Europe, as a division of GGR glass.

The company threw itself into a dynamic marketing campaign which built on the progress Kranlyft had already made, its efforts have helped double the European market for these cranes in less than three years.

The success of these two leaders has encouraged a number of Italian companies to enter the market including Imai,



Heila is launching a new one tonne crane, the HRC 999, in the summer. The company is still testing and refining the product, which will offer a full power boom with nine metres hook height and a maximum working radius of seven metres. It weighs 1,800kgs, with a 700mm overall width and compares to the Maeda 285, Unic 095 or Imai 260C.

Spider cranes generally fall into three categories: One tonne Gross Vehicle Weight units, such as the Maeda MC104 and the Unic A094C. The 1,750 to 1,850kg GVW models, which includes the Maeda MC285, Unic A295, Imai SLM650 and the new Heila. This is the most popular size for this type of crane.

And finally the giants of the sector, the 3.5 to 4.5 tonne GVW cranes, they have chunky booms and very substantial

which produces both standard and custom built models, Benelli Gru which puts standard loader cranes on tracked chassis with very long outriggers, Kegiom which does much the same and the latest company to enter the market, Heila, a sister business to Italmec.



The most regular work for the spider cranes like this Maeda 104, is placing glass in confined areas.



The spider outriggers offer excellent versatility such as setting up on steps.

drop down outriggers. The top of the range in terms of lifting ability is the Unic A506CL with three tonnes capacity at three metres, a full tonne at eight metres and a hook height of almost 16 metres.

Mini or Midi?

At the top end of the mini crane market are compact versions of larger telescopic crawler cranes, complete with operators cabs, capacities of between three and 12 tonnes and the ability to pick and carry loads. Some use outriggers to provide decent top end lifting capacities with a narrower travel width and lighter weight. Manufacturers, include, Maeda, Hitachi, Starlifter and Valla.

The pioneer in the UK, if not Europe as a whole, has been AGD which entered the business some 30 years ago as the IHI distributor and is now based in Stratford on Avon. It has operated a mini crane fleet of around 50 units for

some time, and is still the largest in the UK. Sadly its supplier, IHI has stopped making its three and five tonne mini cranes as part its product line rationalisation. Robert Law of AGD said that the challenge from the beginning has been selling them. AGD made a significant commitment to IHI when it developed its five tonner, and ordered a large quantity for stock, hoping to sell a good number. The vast



Mini cranes are ideal for roof applications, here a custom built rail mounted Imai is used to place windows below.

majority of users though prefer to rent rather than buy, and as few rental companies have been willing to dip their toes into this market, AGD simply expanded its own fleet.

1,000kg Gross Weight cranes

Make	Model	Weight	Hook Ht	O/A width	Max capacity	outrigger Type	outrigger spread	3m	Lift capacities at radius		
									5m	6m	8m
Imai	SPD160C	900kg	5.4m	780mm	900kg-2m	drop down	2,040mm	500kg	N-D	N-D	N-D
Unic	A094CR	1,000kg	5.6m	595mm	995kg-1.5m	Spider	3,210mm	530kg	210kg	n/a	n/a
Maeda	MC-104C	1,050kg	5.5m	600mm	995kg-1.1m	Spider	3,330mm	500kg	200kg	n/a	n/a

1,700-1,900kgs Gross Weight cranes

Make	Model	Weight	Hook Ht	O/A width	Max capacity	outrigger Type	outrigger spread	3m	Lift capacities at radius		
									5m	6m	8m
Imai	SPD260C	1700kg	7.0m	800mm	1,200kg-2.2m	dropdown	3,650mm	800kg	480kg	380kg	na
Maeda	MC-285	1,720kg	8.7m	750mm	2,800kg-1.4m	Spider	4,530mm	1,220kg	530kg	380kg	150kg
Unic	A095CR	1,850kg	8.8m	600mm	995kg-3.5m	Spider	3,935mm	995kg	520kg	360kg	150kg
Unic	A295CR	1,850kg	8.8m	600mm	2,900kg-1.4m	Spider	3,935mm	1,300kg	520kg	360kg	150kg
Imai	SLM650C	1,950kg	7.0m	1.53m	2,050kg-1.59m	Drop down	4,000mm	1150kg	600kg	500kg	n/a
Heila	HRC999	1,980kg	9.0m	780mm	999kgs	drop down	2,700mm	N/d	n/d	n/d	n/d
Imai	SPD500C	2,800kg	11.0m	1.1m	1,600kg	Spider	3,800mm	1,700kg	N-D	N-D	N-D

3,500 to 5,000kgs Gross Weight cranes

Make	Model	Weight	Hook Ht	O/A width	Max capacity	outrigger Type	outrigger spread	3m	Lift capacities at radius		
									5m	6m	8m
Unic	A376CL	3,530kg	14.4m	1.3m	2,900kg-2.4m	drop down	4,440mm	2,250kg	1,220kg	800kg	500kg
Kegiom	8700E	N/d	11.47m	1.6m	2,880kg-2.5m	drop down	5,300mm	2,500kg	1,330kg	1,100kg	800kg
Maeda	MC-305	3,700kg	12.66m	1.28m	2,930kg-2.5m	drop down	4,504mm	2,350kg	1,300kg	855kg	540kg
Unic	A506CL	4,660kg	15.8m	1.4m	3,000kg-3.3m	drop down	5,940mm	3,000kg	1,850kg	1,550kg	1,000kg
Imai	SLM1000C	4,700kg	13.4m	1.4m	2,000kg-4.5m	drop down	4,000mm	2,000kg	1,850kg	1,400kg	1,000kg

N/D= not disclosed n/a = not applicable



Certainly not the prettiest mini on the beach, the Linamac was though, an excellent performer.

Make	Model	Weight	Hook Ht	O/A width	Max capacity	outrigger Type	outrigger spread	Lift capacities at radius			
								3m	5m	6m	8m
Valla	20TRX/E	2.0t - 1.3m	1,900kg	4.0m	950mm	None	n/a	450kg	n/a	n/a	n/a
Starlifter	3X-CT	3.0t - 1.07m	3,480kg	6.05m	1.89m	None	n/a	1,079kg	570kg	n/a	n/a
Valla	35DSC	3.5t - 1.75m	4,000kg	7.0m	1.4-1.8m	None	n/a	1,250kg	500kg	350kg	na
Valla	40DTRX	4.0t - 1.5m	5,000kg	8.0m	1.6-2.0m	None	n/a	1,900kg	680kg	560kg	n/a
Maeda	LC755-3	4.9t - 2.1m	9,600kg	16.35m	2.32m	None	n/a	2,980kg	1,400kg	1,030kg	680kg
Valla	55TRX	5.5t - 1.5m	5,650kg	8.0m	1.7m	None	n/a	1,600kg	800kg	n/a	n/a
Starlifter	8X-CT	8.0t - 2.0m	9,100kg	12.5m	2.35m	drop down	3,480kg	5,000kg	2,500kg	1,750kg	1,000kg
Hitachi	160LCT	8.0t - 2.5m	15,400kg	13.7m	2.49m	None	n/a	7,000kg	3,650kg	2,820kg	1,820kg
Valla	120D	12t - 2.5m	12,000kg	13m	2.2m	drop down	3.4m	8,000kg	4,900kg	3,500kg	2,000kg

Cranes and access at work installing pipework



Heavy going for manufacturers

This part of the market has proved tough for manufacturers, few have remained in it for long. IHI, Kato, Linamac and Sanderson, with its Starlifter range, have all pulled out. The Starlifter, while offering reasonable capacities and compact dimensions, was quite basic compared to the offerings from Japan. Sanderson sold the designs and inventory to UK crane hirer, Sparrows in Bristol, and concentrated on its lighting tower business. Since the sale a few units have been assembled, from residual inventory and some new ones produced by a German sub-contractor for specific orders. Linmac built the LCC29 in Perth, Australia, along with its tractor cranes, it is no longer in business. Owners have told us that the LCC 29 was the best in its class, it certainly wasn't the most attractive mini crane on the market. But with a tip height of almost 17 metres, and pick & carry or on-outrigger load charts, it was clearly a useful tool.

So who is continuing to produce this type of crane? It seems that Maeda, Hitachi and Valla are the only companies with regular serial production. Maeda make one unit, the 785, a very slick crane, with compact dimensions, a lift capacity of 4.9 tonnes and maximum under hook height of 16.35 metres from a five section main boom. Valla build five models, including the 3.5 tonne 35DSC, the 40D a four tonne 360 degree slew unit, the 55TRX 5.5 tonne

A perfect application for the lighter duty mini cranes. Several manufacturers install Hiab cranes on self propelled crawler chassis.



fixed boom and the top of the sector 120 D, a 12 tonner equipped with outriggers. Starlifter build two models the CX-3T three tonner with two section

six metre boom and the CX8T, an eight tonner with outriggers, 12.6 metre four section boom and five metre jib.

The smallest Valla, the 20TRX and the largest the 120D



Hitachi currently builds one model, the Zaxis 160LCT an eight tonner with four section boom, offering up to 14 metres under hook height and excellent capacities. It offers all of the trappings of its larger cousins, including an air-conditioned cab. According to Rod Abbot of NRC, the UK distributor, it easily justifies a 10 tonne rating. It is though, heavier than those that use outriggers, but then it has the advantages of a compact working footprint and full pick and carry duties - a real crane for a real man. We understand that Hitachi is working on a new five tonne model to replace its EX60G, expect to see this at SED 2007.

Head office: Tel: +44 (0) 28 3062 1230
WWW.SANMARCO-IRELAND.COM
Sales: Kevin Pryce - 07939 224 092

d DIECI

SAN MARCO
INTERNATIONAL
SELF ERECTING CRANES
14m TO 45m

All San Marco cranes are equipped with the most up to date technology to give the maximum on **RELIABILITY, SAFETY AND OPERATING PROCEDURES**

SALES AND HIRE

EASILY erected and dismantled when YOU want where YOU want



WOLFFKRAN

On the ball around the world

SADDLE JIB CRANES | LUFFING JIB CRANES | SERVICE | MADE IN GERMANY

Crane-sational WOLFFKRAN technology is in use throughout the world – like here, for example, for building the new Wembley Stadium in London. With our professional partners, HTC Plant, you will find us directly on-site in Great Britain. Whatever you want to build – stadium or city high-rise – as far as construction site efficiency is concerned WOLFFKRAN will take you into the lead.

To find out more about WOLFFKRAN: Tel. +49 7131 9815-0 or www.wolffkran.com
Your contact in GB: HTC Plant Tel. +44 1709 559 668

WOLFFKRAN. The leader of the pack.



The SS Great Britain

The SS Great Britain, was launched from Bristol's Great Western docks in 1843, she was the largest ship in the world, over 100 feet longer than her rivals, and the first screw propelled, iron ship. She was designed for the Trans-Atlantic luxury passenger trade, and could carry 252 passengers and 130 crew. The ship was conceived as a paddle steamer, but switched during construction to a 16ft propeller.

From 1845-6 she operated as a luxury passenger ship between Bristol and New York but attracted fewer passengers than anticipated. Her career was cut short when she ran aground on the sands of Dundrum Bay in Ireland in 1846. The hull was not badly damaged, but her engines were ruined, and the expense of refloating and repairs too much for her owners.

1852 - 1876 Emigrant Clipper

New owners, Gibbs-Bright, used the ship to exploit the increase in emigration to Australia spurred by the gold rush. It rebuilt the ship as a fast, luxurious emigrant carrier. A 300 foot-long deck house was added and a new 500 h.p. Penn engine installed. It could now accommodate 750 passengers in three classes. The ship sat lower in the water and featured a much larger superstructure, twin funnels and four masts, later reduced to three. Over the next 24 years she made 32 voyages to Australia, making stops in Cape Town and St Helena and taking around 60 days, extremely fast for the time. In addition to over 15,000 emigrants, she took the first English cricket team to tour Australia in 1861.

Troop Ship

Between 1855 and 1856 the SS Great Britain was chartered to carry over 44,000 troops to the Crimean War. She also carried the 17th Lancers and 8th Hussars to the Indian Mutiny.

1882 - 1886 Windjammer

By the late 1870's the ship was showing her age and maintaining a full passenger vessel registration was difficult. The sleek hull made for an easy conversion into a three-masted sailing ship. Her engines were removed and the hull clad with pitch pine.

1886 - 1970 Coal Hulk

40 years after her launch, she was used to transport Welsh coal to San Francisco around Cape Horn. On her third trip, she ran into trouble around

The Maeda 285, from AKS, has proved ideal for general lifting work on the SS Great Britain restoration.

Mini cranes big ship

In 1970, Isambard Kingdom Brunel's great ship, the SS Great Britain, returned to Bristol, from Sparrow cove in the Falkland Islands. In the 36 years since, restoration work has been an on-going process. The ship's hull, already showing signs of weakness in the 1880's, was threatened with total collapse from rust.

The challenge was to keep the hull away from any moisture, while maintaining the illusion of the ship in water. The solution, developed with help from scientists at Cardiff University, was to seal the ship's hull into a glass roof on her dry dock at waterline level using horizontal 21.5mm thick glass plates. Dehumidifiers remove virtually all of the moisture from the air in the gallery under the glass, making it as dry as Death Valley. Above the glass a 50mm layer of water provides the illusion of a floating ship whilst keeping the glass clean.

Maeda 285 and 305 mini cranes were used to construct the steel and glass ceiling around the ship, the 305 was needed at the rear where its 12.8m boom allowed it to work at up to 12 metre radius, with sufficient capacity to handle the individual components. The 285 was ideal for placing the steel and glass around the bow of the ship, where its low boom pivot height, allowed the contractor to work under overhanging parts of the ship.

The mini cranes, which have also been used for numerous lifting duties around the dock, were supplied by crane hirer AKS. Conventional cranes were already on site, but were unable to get close enough to the ship, due to weight restrictions on Bristol docks, a heritage site in its own right. All of the Maeda cranes are well under four tonnes gross weight, meeting the weight restrictions while the rubber tracks minimise ground bearing pressures.

The cranes compact dimensions made it easier to create isolated work areas, ensuring visitor safety, can move easily around the site and take up very little space when not actually working.

Remote controls proved invaluable

The cranes remote control option has proved a major advantage on the project, allowing the operator to stay close to the load, working directly with the banks man, ideal during the placement of the glass panels which formed the ceiling of the dry dock.

The Maeda 305 was used at the rear of the ship for lifts at up to 12m radius.



The 4.9 tonne Maeda 735C



Spectacularly matched to the job

The IHI CCH30T 2.9 tonne capacity mini crane from AGD, proved invaluable to the Belgrade Theatre for setting up lighting towers for the outdoor production of 'Roots - The Spectacular' inside the ruins of the old Coventry Cathedral. The rubber tracks, 4 tonnes weight and 1.7 metre width allowed the crane to enter through the arched doorway and work on the stone floor. The 10 metre telescopic boom was ideal for erecting the vertical columns to carry the large number of spotlights used in the production.

the Cape, and took shelter in the Falkland Islands. The repair costs were too high and she was sold as a coal and wool storage hulk in Port Stanley.

During the First World War, her coal fueled battle ships, including HMS Inflexible and Invincible for the battle of the Falkland Islands on 7 December 1914, in which the German cruisers Gneisenau, Scharnhorst, Nurnberg and Leipzig were sunk. By 1937 the hull was no longer watertight, and was towed a short distance to Sparrow Cove, where she was scuttled and abandoned to the elements. Attempts to rescue her in the late 30's failed.

TH SS Great Britain

- Length Overall: 98.15 metres (321.80 feet)
- Gross Tonnage: 3,443
- Net Tonnage: 1,016



The new Heila HRC 999 will be launched this summer



The Valla 20TRX has increased efficiency by 700%



so any efficiency increases in streetlight removal are hugely important," says John Harland, Street Lighting Operations Manager for Hull City Council. "Each team has gone from removing around three posts a day to anything up to 21, and by doing away with sawing and manual handling, it is considerably safer too."

Morrison Construction used an IHI CCH50T mini crane and air piling hammer from AGD to install light section sheet piles along the canal in Wolverhampton. Access to the site was so restricted that the crane had to be positioned in a narrow space alongside the towpath and the boom extended over the boundary hedge.



Mini crane lights up the alleyways for less

Hull City Council has made substantial savings in its streetlight improvement programme in residential areas of the town thanks to a Valla 20 TRX mini crane, the two tonne crane has increased efficiency in the lifting and removal of unsafe concrete lamp posts from pedestrian footpaths and alleyways by 700 percent.

Once extracted from the ground, each post, weighing up to 275kg, is carried by the crane to a removal vehicle for disposal. In the past an access tower was erected around the post, to allow employees to cut them into manageable sections, which were then dragged by hand to the truck.

The ability of the 20TRX to pick and carry posts, makes light work of removal in a single operation. The crane proved to be ideally suited to this task, thanks to its rough terrain tracks and compact - 950mm wide chassis. In addition to being able to negotiate kerbs and narrow footpaths, the unit's remote controls helps operators to accurately manoeuvre the self propelled crane from a safe distance.

"I'm absolutely delighted with the Valla - we're responsible for over 37,000 lighting columns in and around Hull,

MINICRANE



LIFTING AND HANDLING EQUIPMENT



+39 0438 430171
+39 0438 430115
info@imai.it
www.minicrane.it
www.imai.it

IMAI

Via Camparione, 7 - 31014 COLLE UMBERTO - ITALY



Make it like new

c&a refurbishment

Last year we reported on the rapidly growing trend in North America for factory rebuilds of aerial lifts, a year on and it is becoming big business over here. We also report on a major crane rebuild programme by Liebherr at its new facility in the UK.

No matter if it is a Crane, Aerial lift, Telehandler or Lorry loader; increasingly the original manufacturer or its agent is offering a full refurbishment or rebuild service for old or damaged units. A quality rebuild can, for example, make a seven or eight year old boom lift look like new

and refurbishment work, with five bays, geared up along production line principles. While we were there a package of 45ft articulated booms were being completely refurbished over five days, ready for repainting. The process includes replacement of all pivot bearings, bushes



Control boxes look as good as new.

Given that delivery times for new booms are now seriously extended, this might be an excellent alternative to new. Companies can either have an existing unit rebuilt or buy a shabby, second hand unit and send it in for rebuilding. Genie prefers to stick with rebuilding its own lifts, as its staff know the machines inside out and it has most, if not all of the parts required in stock. It will take on rebuilds of other brands if a customer requires it, but says that it knows that it is at its best when working on its own products. In addition to rebuilding or refurbishing customer lifts, Genie uses the rebuild facility to dress up or refurbish the used machines that it trades in, prior to reselling them.

reliable as the favoured unit. In such cases, rebuilding is ideal.

At a smaller level Genie is also extending the number of components that it repairs and rebuilds on a service exchange basis, often cutting the replacement cost in half.

The aim is to build up the refurbishment operation to 20 staff, at present it has a team of 10, with active recruitment adding to that each month.

Genie intends to extend the rebuild concept to other European markets in which it operates; interestingly in the USA it uses a franchise type arrangement with appointed regional rebuilders.

Last year we reported on the JLG

rebuild facility in Tonneins France, that operation is still expanding but has not yet seen the level of demand that American operations operated by JLG, Skyjack and Snorkel are experiencing. As we have already said the longer lead times for new



While very few lifts are this bad, a weeks refurbishment and a week in the paint shop and it will be as good as new.

machines and the increasing difficulty to find good used lifts, might prove to be the catalyst to bring more volume to this sector.

While currently focusing on boom lifts and big scissors, the company also intends to rebuild telehandlers. The rebuild service is also, in theory, available for smaller scissors, but given the amount of labour involved and the relatively low cost of new small scissor lifts, the economics do not really stack up.

In addition to rebuilds for customers looking to give faded machines new lease of life, some work is done on equipment that is simply popular, well loved if you like. A new model is often not available, and even if it was, might not be as good and as



The finished product looks like new.



The new Genie UK rebuild centre. With five bays and plenty of space

and extend its peak performance by at least five years. A second hand crawler crane from Japan can not only be rebuilt and certified to CE specifications, but also start off with a completely new lease of life.

A used crane traded in for new by a major hire company, can after a week or two be transformed into as new condition, a bargain for an end user or regional hirer or it can be exported to markets where price and value are more critical than the latest specification.

The recycling trend also extends to components, with rebuilds now becoming popular for costly items such as Slew bearings, hydraulic cylinders, Motor control units and more complex joysticks, not to mention bent booms. Sometimes the rebuild option is selected for speed rather than price.

Genie new for old.

Our look at the refurbishment market started with a visit to Genie UK's new refurbishment centre in Grantham.

The company has dedicated one of the buildings on its five acre site to rebuild

and where necessary pins, while all high wear or hard to reach hydraulic cylinders are resealed. New or service exchange controllers are fitted to refurbished boxes; cages are replaced with new or refurbished ones. A thorough engine inspection and service is carried out with repairs as necessary, while hydraulic pumps and valves are checked resealed or replaced. The whole machine is rubbed down and any damage repaired. At the end of the five days the unit goes off for a new high quality two-pack paint job, on return new decals are fitted and a final inspection completed.

The end result? A machine that looks as good as new to all but a detailed under the covers inspection. The cost? Depending on its original condition and what is found during the rebuild process, between £7,000 and £9,000. For a seven or eight year old machine, which might well be written off (or at least down to 20 percent of original purchase price) a user or rental company will have a first class machine for less than half the price of a new one.

LOADWISE

Fully Automatic Rated Capacity
or Load Moment Indicators

FOR ALL CRANES

SIMPLE TO INSTALL

- No special equipment required
- User friendly software
- World-wide support

FEATURING

- Range limiting "Virtual Wall"
- Slew position by absolute encoder
- Out of level indication
- Operator adjustable limits
- Customised options
- Data logging

**500
SUPER
SERIES**



LOADWISE INTERNATIONAL LIMITED

31 Ivanhoe Road, Hogwood Lane Industrial Estate,
Finchampstead, Berks. RG40 4QQ.
Tel: +44 (0)1189 328855 Fax: +44 (0)1189 328920
sales@loadwise.co.uk
www.loadwise.co.uk



IPS For all your refurbishment needs



Large Workspace
with overhead crane.

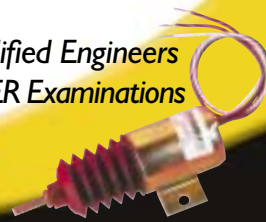


Full machine overhauls
and major repairs.

Resprays



Qualified Engineers
LOLER Examinations



With Extensive independent
refurbishment facilities, IPS is also Europe's
largest independent supplier of **parts** and
service to the access industry.

www.ips-ltd.biz for all your independent parts and service

European Head Office Tel: +44 (0) 1952 671 400

UK Generators Limited

UKG Platform PowerPack

The Platform PowerPack is a 3.5 kVA
hydraulically driven, single phase
onboard ac power supply
designed for
installation onto
most access
platforms.



- Simple Connection two hoses pressure in and tank return
 - Integral Flow Control Valve
 - Integral On / Off Solenoid Valve.
 - MCB / RCD protected IP44 Socket Outlet
 - 220 / 110v, 110v CTE 50 or 60hz units available
 - Other Units available on Request
- Units available for despatch
within 7 - 10 days from receipt of order

Tel: 01536 747500
www.ukgenerators.co.uk

Once complete the used crane is subjected to a full and detailed final test and inspection.



New continent, new specification, New crane

Crane Business located in Moerdijk Holland, has over the past few years refined and developed its rebuild operation, which includes modifying Japanese market specification cranes to a full CE specification and certification.



Hook blocks are stripped and rebuilt prior to test

The detail that the company go into, to comply fully with European standards, often working with the manufacturer, results in a crane with a European compliance at least as good as the manufacturer's efforts. Another advantage is that the company can supply models that the manufacturer has decided not to market in Europe, for reasons such as low volume potential etc...



Electrical system is renewed hydraulics revised

All of the re-engineering work and modifications including the addition of a high cab, was done in-house and on completion approved by a Notified Body prior to delivery. The crane was then given a new high quality "two-pack" paint job in the Potters red house colour.



A new European Load indicator is fitted

A good example of what the company does is represented by the recent sale and delivery of a Kobelco MB600 to Dutch stevedoring service company Potter BV. The used crane looks like new, even under the covers.



Ropes are replaced with new

The BM600 features a high cab and 30.5 metre boom, specifically equipped for port operations.



A BM600 refurbished for Potter bv stevedores

Truck mounted rescue

Wumag the German based manufacturer of truck mounted lifts is offering its customers a level of refurbishment for older lifts that takes a used platform up to virtually new condition. Wumag says that given that safety is not an option on aerial lifts, it doesn't define any aspect of its complete refurbishment service as cosmetic, and in doing so takes a wholly different approach to that practised by many other workshops. Its "complete refurbishment", programme restores a used lift to like-new condition, providing years of further safe use for the platform.

Wumag offers full scale factory rebuilds



Each platform going through the process receives:-

- Completely new covers and mudguards
- Fully revised and updated hydraulics and electrical connections
- New switchboxes made of high-grade steel and new control panels
- A fully refurbished driver's cab or in the worst cases a new chassis
- A full overhaul of the boom assembly
- New tyres
- An in depth engine service and check by the manufacturer
- A special brake inspection with renewal of any suspect components
- Remedial paint is carried out, in the worst case this comprises a sandblasting and full repaint.
- When the unit is completed the lift is subjected to a detailed final quality inspection.

Give me back my first lift

The Wumag rebuild team was recently given an unusual project, a customer wanted to have his first ever aerial lift completely rebuilt. The 16 year old Wumag WM 200 was in a poor state of repair and out of action. However the platform had a special place in the owners heart, it was machine that had put him into business.

Wumag quoted a total price of around €95,000 to make the lift like new. This included a brand new chassis. All structural steel components were sandblasted and repainted.



An old Wumag WM200, a fleet owners first lift, was restored to new condition



The electrical and hydraulic circuits were almost completely replaced with new as were most of the covers, sheet metal work, platform, gates and railings. Finally this machine was fitted with a new aluminium basket and new control panels. It was then inspected and tested as a new machine with new documentation.

While the reason for the rebuild was driven partially by sentimentality, economic factors also proved decisive. This kind of articulated platform is no longer manufactured and the unit had a well established clientele which specifically wanted the machine back in the fleet.

**Raise your standards
lower your costs**



Trojan is the world's leading name in deep cycle batteries for lift equipment. Built for superior reliability and durability, these batteries deliver maximum performance with minimal downtime. So invest in the best deep cycle batteries money can buy and watch your costs go down while your profits go up.

Squadron Battery Co Ltd are sole appointed Master Distributors for Trojan in the UK & Ireland. With a nationwide network of approved stockists, call us today to find your nearest Trojan supplier: 0844 8000 021.

Trojan
BATTERY COMPANY



TEL: 0844 8000 021

squadron
battery company

email: enquiries@squadronbattery.com website: www.squadronbattery.com

OIL & STEEL

Access Platforms

Due to our success and continued expansion developments, we are currently looking for positive and successful capable individuals across the United Kingdom to join our sales organization to cover the position of

Regional Sales Managers

The successful candidates will be active in achieving regional and national sales targets by developing new client relationships whilst nurturing our existing customer base.

Candidates will have a proven track record in Equipment Sales and will be able to travel on a frequent basis.

A first-class remuneration package is available to the candidates who are able to support effectively the development of our uk-based structure.

You will need to be a self starter, forward thinker with excellent organization and communication skills.

If you feel positive to apply to this position, please send in confidence a copy of your CV with current salary details to

Ms. Laura Garagnani
laurag@oilsteel.net

Oil&Steel Uk Ltd. 100 New Kings Road, London, England SW6 4LX

www.oilsteel.com
www.oilsteel.net/galleries

MX19

micro scissor
the original and
NOW BETTER THAN EVER



The MX19 from UpRight International is an ultra-compact self-propelled scissor lift with micro dimensions and an ultra-small turning radius for greater manoeuvrability.

Offering up to 8m of working height these pioneering scissor lifts come with a roll-out deck extension and non-marking tyres. With NEW one-hand proportional controls for smoother operation, power to platform, low voltage indicator, horn and better than ever performance the MX19 just got better!



UpRight
INTERNATIONAL

UK: Tel: + 44 (0) 1952 685200 Fax: + 44 (0) 1952 685255
Ireland: Tel: + 353 1 620 9300 Fax: + 353 1 620 9301

visit our **NEW** website

www.uprighteuro.com

Insulated rebuilds

When working on high tension overhead power lines it is essential that the aerial lift is in tip top condition. There is no room for error, allowing a machine to age and risk compromising its insulation effectiveness is simply not an option. Versalift UK, the market leading producer of insulated platforms, offers a full UU in-factory rebuild facility. Users of these machines are typically obliged to have all critical areas of the lift rebuilt every five years.

The five year UU refurbishment usually takes around six to eight weeks to complete and involves the fitting of new insulated hoses, chains, pins and bushes etc.. The lifts boom sections are stripped back down to the bare fiberglass, inspected with ultra violet lamps for signs of cracking, before re applying three coats of gelcoat and then repainted.

The entire machine is finally retested dielectrically to ensure its insulation integrity and finally re-certificated to go back into service.



A Versalift VOE36 insulated lift mounted on a Mercedes Unimog chassis belonging to United Utilities is currently being refurbished.



Do it yourself in style



The Platform Company's 1,600sqm rebuild centre

When The Platform Company, the UK's third largest rental company (C&A Top 20), looked at the ongoing refurbishment of its 2,300 unit fleet, it decided to set up its own centre, with the idea that it could also take in refurbishment work from others at a later stage. The company has equipped a 1,600 Square metre, workshop in central England for the task.

The new centre is home to a team of dedicated engineers who, in addition to performing a strict six monthly PAC test on every Platform Company machine, completely refurbish an average of 10 lifts a week.



In addition to refurbishing, units are painted in Platform Company colours.

The "refurb" team includes mechanical experts and body work specialists who operate two new state of the art spray booths. The Investment also extends to additional delivery vehicles bringing

machines into the centre and delivering them back to the depots. So far the company has not extended the refurbishment centres remit to include work for other companies as it has been kept fully employed by the Platform Company's own fleet.

Lee Perry, sales director at the Platform Company said "The new investment. Reinforces the Platform Company's commitment to customer service excellence through our eight regional branches, it means more machines are on hand to provide safe access when and where they're needed - whether it's an electric scissor in Newcastle or an 80 ft boom in Southampton."



The Platform Company rebuild centre has two new paint booths

Liebherr gears up

With its new service centre in Biggleswade, Liebherr GB is gearing up to take on crane refurbishments on a scale rarely, if ever, seen before in the UK. Phil Bishop reports

If you need your mobile crane rebuilding or refurbishing there are only a handful of UK numbers you can call for a quote, if you want the job done well. It is a highly specialist business. A couple of the major rental companies like Ainscough and Weldex could probably help you. Samuel Walker would, of course, have been another name on the list, although having gone into administration in January, the future of its operations is now in doubt. You might also want to try one of the manufacturer-owned operations. Of these, Liebherr GB

assessing its UK/Irish after market coverage - but for the moment it is Liebherr that is setting the pace.

On a new business park in Biggleswade, a stone's throw from the A1 in Bedfordshire, Liebherr GB has a 3.7ha site with 2,500 square metres of office space in a three-storey building and a workshop measuring 90metres long by 66 metres wide and 18metres high. Among the equipment in the workshop are five double-girder Abus overhead travelling cranes, four of which are 25 tonne capacity



The largest projects undertaken to date have been slew ring replacements, made possible thanks to the overhead cranes and high ceiling.

Dotted strategically around the floor are points for attaching exhaust extraction tubes so that fumes are all taken out below ground rather than having services at height, tangling with the overhead cranes.

There are three mobile computer stations that can be plugged in at any of 17 points around the workshop. On these computers the fitters can call up detail design drawings, complete with all the parts reference numbers, of every Liebherr machine ever built. There is also a rope spooling

machine that makes a tricky job much simpler.

Outside a rolling road is strong enough to take 20 tonnes per axle, which positions Liebherr to carry out MoT inspections if or when such roadworthiness tests ever come in for mobile cranes. David Slack, managing director of Crane Services and a loyal Liebherr customer, says there is nowhere else in the country with the capability to carry out major repairs on large cranes. Staffordshire Public Works used to take on a lot of crane repairs in the past, he says, but no one has anything like what Liebherr has at Biggleswade. Norman Kelsey, national service manager at Hewden Crane Hire, is also impressed. "Liebherr's operation at Biggleswade is an excellent facility. They can do anything you want with regard to repairing cranes." Ten years ago there were just 130 Liebherr mobile cranes in the UK and Ireland, says David Milne, managing director of Liebherr GB. Today it is roughly 900 and Milne confidently expects it to pass the 1,000 mark by the end of this year - "I'm quite convinced of that," he asserts.



This mess came in from a customer in Ireland...

has without doubt the most modern, efficient and impressive workshops at its new Biggleswade headquarters, which opened in July 2004. Terex-Demag is known to be planning new facilities to keep pace, or perhaps even overtake, its prime competitor. At the same time the Manitowoc crane group is in the midst of

(one also has a 5 tonne auxiliary hoist) and one is 20 tonne capacity. There are two service pits sunk into the floor, one 21 metres long and one 18 metres. They were pre-made in Germany, ready fitted with lighting, oil removal systems, 110V electricity supply and compressed air for pneumatic tools.



...And went back looking like this



Flexible tubes carry exhaust fumes away via underground ducts.

The new Biggleswade facility is part of Liebherr's corporate global strategy to improve product support for the growing number of Liebherr crane owners. It also allows Liebherr to play a leading role in the used crane market, by taking in old used cranes in part exchange and either selling them straight on, or offering them to the market serviced, repaired, refurbished or even fully re-built with factory warranties. Liebherr GB itself is "probably the UK's biggest used crane dealer," Milne says, having sold close to 100 used ones in 2005 - most of which were not Liebherr models. The Liebherr group probably comes close to claiming the title of worlds largest retailer of used cranes. The strategy is not unique to Liebherr, but it has pursued it the most aggressively. As well as in the UK, it is building new service centres at various sites around the world. Facilities similar to Biggleswade have already opened in Dubai and Houston, Texas last year for example. Biggleswade, like Hatfield before it, is not just a crane centre. It covers Liebherr's entire range of construction machinery - a £100 million business in the UK, says Milne. But it was primarily the demands of the crane industry that meant a new facility was needed. The old premises in Hatfield, where it had been since 1966, were good enough for most of the things the company wanted to do, says Milne, but they were too small to service, repair and refurbish mobile cranes. Much of the work was outsourced. At Biggleswade everything can

(or soon will) be done in-house. Currently, an average of about seven mobile cranes a week pass through the Biggleswade workshop, reckons workshop general manager Shaun Manning. Of these, two might be new machines coming in for pre-delivery modifications, such as mounting tackle boxes on the rear, since the tackle boxes are fabricated here. Most, however, are used machines. Occasionally a Liebherr customer will have had an accident - tipped over and buckled the boom, for example - and they need some swift repair work. More often the cranes are old ones that have been taken in part exchange and are being sold on maybe to the Middle East or to Dutch trading houses. "The really old stuff we just sell into the trade. We don't do any work on them - just sell them," Milne explains. "The better ones, we tidy up, overhaul and repaint. The plan for later this year is to start doing complete overhaul work." The amount of work done on the crane depends on the deal done with the buyer. Typically they just want it in proper working order, which means a full service - oil, filters, antifreeze, check tyres etc - and resealing cylinders where needed. Occasionally, rather more work is needed, such as when a crane is turned over and the boom is smashed up. An 80 tonner belonging to luxury yacht builder Sunseekers tipped over last year when the operator forgot to deploy the outriggers, narrowly missing several million-pound yachts but successfully buckling the boom. A 500 tonne crane needed a new engine last year because the owner

had been running it with only one of the nine axles actually driving, Manning says. He sees plenty of crane abuse. A six-axle 300 tonner came in from Scotland with no working brakes on three of the axles. "The biggest job we are taking on at the moment is replacing slew rings," says Manning. "We have done about 10 now. Because of the overhead cranes here we can just take the upper off. On the [250 tonne capacity] LTM 1250 upwards, we need to use two overhead cranes. To do that type of work in the field, the customer has to tie up two of his mobile cranes."

Just before Christmas a major customer needed a rapid turnaround on a 250 tonner. "Normally for a big crane like that you're looking at three or four days," Manning says. The workshop pulled out all the stops, it being 23 December, and five men had the job done in 24 hours. So far, most of the work has been repair work rather than full refurbishments and rebuilds. Manning explains the distinction between repair and refurbishment. "From a Liebherr point of view, repair is fixing what the customer asks you to do. Refurbishment is making it in perfect, good-as-new condition." "We will progressively get into more extensive refurbishments," Milne says.

There are two obstacles standing between where the workshop is now and where it plans to be, they admit. Firstly, the infrastructure needs to be completed. Liebherr GB still has to outsource painting, although there is a dedicated paint shop in place waiting to be fitted out. It is in the budget for completion this year. And, until now, booms have had to go back to Ehingen for repair since the boom alignment tool is not yet set up. Manning says it will be in the next few weeks, which probably means whenever it is next needed.

The second problem is less easy to solve swiftly. As anyone in the industry knows, skilled experienced fitters do not grow on trees. There are six fitters and a foreman in the workshop at the moment, working on earthmovers and concrete trucks as well as cranes. To build that number up to 10 there are four trainees on four-year apprenticeships across all machine types. "We need to train people," Milne says. "We've been sending the guys to the factory [in Ehingen] for training and we've got three Germans in the shop right now. You don't get that kind of expertise overnight. It takes time to build experience levels up."



Liebherr's crane workshop at its new Biggleswade headquarters has an 18 meter and a 21 metre service pit

Nothing offers the platform space of a Mastclimber

Climbing the walls

Powered Access is gradually replacing traditional forms of mechanical or fixed access. Self-propelled booms and scissors have been at the forefront of this phenomenon, arguably replacing scaffold towers along with some ladders and steel scaffold. However the biggest single form of traditional access equipment has to be façade scaffold. No matter how big a fan you are of self propelled or truck mounted lifts, in many applications they are simply not a substitute for a façade scaffold. However the mast climbing work platform IS, at least for most applications.

The mast climber, however, is not habitually the first access solution that springs into a contractors mind when he is planning a job. Although this does vary enormously from country to country. Unlike self propelled lifts the market penetration of mast climbers is not closely linked to GNP/Head or sophistication. The most developed and mature mast climber markets are Holland and Sweden, no surprise then that the leading producer is a Swedish Dutch group.

Mastclimbers can be free standing or anchored in.



The UK and Ireland lagging behind

Sweden and Holland are also the most developed markets for self propelled lifts and alloy towers, so clearly what they have in common is a desire to replace as many ladders and façade scaffolds as possible and an appreciation for efficient powered access. Other surprisingly developed markets include Spain and parts of Canada. So where does the UK and Ireland fit into all this, in terms of product acceptance and market penetration?

Well down the list, behind Holland, Belgium, Sweden, Norway and Denmark possibly on a par with France but at least ahead of Germany.

Why is this?

Our investigations threw up two theories:

1) The conservative nature of most UK builders, a reoccurring theme when it comes to the adoption of new ways of working. Surely though

Disenchantment soon set in as it became clear that their salesmen were not calling on the right customers at the right time in a projects life. – No good turning up on site and offering to cut the rate with mast climbers.

- On top of that the salesmen did not have the expertise to be able to advise a contractor and recommend the right build.

- Hirers also lacked the skilled and



Small trailer type models are now coming on the market for lighter duty applications such as painting.

it cannot all be down to blinkered British builders can it? The second reason is

2) Availability, the limited number of rental suppliers and the low profile that many mast climber hirers adopt is probably also a factor.

What went wrong?

15 years or so ago mast climbers were the next big idea when it came to powered access products, a good number of self propelled hire companies, flush with profits from a very strong access market, jumped in feet first and added fleets of mast climbers to their product range.

highly efficient installation teams needed to design, install and when necessary modify, mast climbers. In some ways mast climbers are better suited to façade scaffold hire companies. However contract scaffolders tend to bill by the hour for installation and modification, the idea of investing heavily in new equipment which results in fewer hours billed, hardly excited the entrepreneurial juices with them!

With the largest part of the potential mast climber applications closed to them, hirers chased the simple end of the market in the only way most of them knew-how in those days -



Canadian producers in particular, offer amazing cantilevers on their platforms

They cut the rental rate! As night follows day the outcome is no surprise, most companies lost heavily on their investment which also co-incided with the construction downturn of the early 90's. They quit the business as fast as they were able. Sadly the process had an effect on the few companies that were more dedicated to mast climbers. Investment ceased and one by one they abandoned the market. The UK and Ireland, more than anywhere else in Europe prefers to rent its equipment. So if a product is not widely available to rent it simply does not catch on. The self erecting tower crane is another good example of this phenomenon.

One man saw the potential

In the darkest days of the Mast climber in the UK, one person was canny enough to spot the longer term potential and while everybody else was bailing out of mast climber rental he was buying in. Andrew Reid, barring an upset, the next president of IPAF, was that man. Having retired from the self propelled business to buy a hotel in Scotland (which he quickly discovered was not to his taste) he bought into the mast climber market, establishing Mastclimbers Ltd in Glasgow.

He applied a totally different approach, mirroring the better contract scaffolders and building up one of the most highly qualified management teams in the rental business; he was on hand to take over the mast climber businesses of other companies as they pulled out of the market.

At one time Mastclimbers was virtually the only show in town,

with a market share approaching 80 percent. The company also appeared to prefer a low profile, probably not wishing to attract the other hirers back into what has become a profitable and growing market again. In recent times companies such as Alimak-Hek UK and Universal have built up significant fleets and contractors are increasingly replacing their façade scaffold with mast climbers.

The use of mast climbers is growing again

The key benefits that are driving this steady move are:

- 1. Aesthetics:** A mast climber installation does not mask the building while it is being worked on; in fact on larger buildings a mast climber can be almost invisible.
- 2. Security:** No ladders are required and the platforms can be "parked" in the fully lowered or an elevated position preventing intruders from using it to gain entry to upper floors.
- 3. Safety:** Eliminating ladders means no climbing, tradesmen enter the fully guard railed platform at ground level and power up to the work location. No chance of any safety components being left off.
- 4. Efficiency:** The work is carried out at the optimum height, no need to stretch or bend over to reach work areas so quality of work improves too.
- 5. Erection risks:** Many accidents with façade scaffold occur during its erection, mast climber elements are added from the safety of the platform.
- 6. Material handling:** With the ability to load material at ground level, smaller telehandlers can be used and tower crane time saved.



A wide variety of mast types are available

HEK
Mastclimbing workplatforms
Transport platforms
Material hoists



www.alimakhek.com

SKYJACK
ELEVATING WORK PLATFORMS

Reaching New Heights



Innovative, Reliable
& Cost Effective



Skyjack Europe
European Headquarters
Glovers Meadow
Maesbury Road Industrial Estate
Oswestry, Shropshire, England, SY10 8NH
Tel: +44 (0)1691 676235 Fax: +44 (0)1691 676239
www.skyjackinc.com

SKYHIGH



Visit us at
SED



- Self-Propelled
- Vehicle Mounts
- Trailer Mounts
- Specials: ATEX machines and Rail Mounts

Sky-High nv
Ter Stratenweg 41
2520 Oelegem (Antwerp)
Belgium
Tel: +32(0)3 470 1800
Fax: +32(0)3 470 1818
Email: info@skyhigh.be



www.skyhigh.be

Self propelled rail mounted mast climber solves T5 façade challenges

The main façades of Heathrow airports new Terminal Five building, T5 as it is known, are now virtually complete, although the terminal itself is not due to open until March 30th 2008. The four façades are made up of 3,565, three by two metre special glass panels a significant contract in itself; however the structure presented some major additional headaches for the Swiss based contractor, Schmidlin. The company is no stranger to glass façade challenges, the last big project it completed in London was the Swiss Re building, better known as the "Gherkin". It has created an unbeatable reputation for manufacturing and installing bespoke façades.

At Terminal five, the longer East and West façades presented particularly challenging access and installation problems. The two 400 metre (quarter of a mile) long façades slope outwards from the base by 6.5 degrees, are 27 metres high and in places are located over massive voids down into the underground railway and station. Each of the 3,565 individual glass panels weigh almost half a tonne and has its own unique location, thanks to the random location of the mounting bracket supports.

As if all this was not enough the special curved roof overhangs the façade by eight metres and no tie-ins to the building of any kind were allowed. This eliminated the use of scaffold, as did the contract time and the edict not to block the large entrance points to the building. Suspended access or use of cranes to place the glass was ruled out by the roof overhang and lack of anything to suspend from. Big scissor lifts were considered, but given the capacity requirements, ground conditions - particularly on the eastern side with its



The pallets sat in motorised stillages.

large voids, not to mention the possible side loadings from pushing a half tonne glass pane into position, ruled them out.

The solution for lifting the glass panels into place was solved with a specially modified Hiab crane arm, fitted with a vacuum lifter. The crane was mounted to a base that, allowed it to move nine metres side to side and back and forth

from the rear of the platform for picking up the panels to the front to reach the façade. The manipulator on its own weighed 1.7 tonnes.

Having considered the various access options, or rather, lack of them, Schmidlin contacted Alimak-Hek in order to investigate a mast climbing solution. Hek proposed custom built, free standing, twin mast, A-Frame mast climbers, using HEK MS Pro-Max work platforms and components. The solution arose from a meeting between the project management team set up by the two companies, using two Hek mast climber scale models they leant one against another and had a Eureka moment! The 'A' frame configuration could free stand to the height without any need of anchoring and could easily be self propelled.

Given the contract time, Schmidlin ordered four units, two heavy main glazing units, one for each façade, and two lighter versions for mounting shading and ancillary components.

The glazing units featured a 16 metre long platform with nine metres between the two masts which sloped by 6.5 degrees to match the façade. Special supporting brackets compensated for the angle, levelling the deck. The masts are mounted to a special steel frame chassis, incorporating Demag electric motors to drive each of the four rail track wheels.

In addition to the main deck, a material storage platform was built into the chassis between the two frames, using HEK MegaDeck platform sections.

These have sufficient space to hold at least two pallets of five glass panels on motorised stillages. The mast climbers were also subjected to a third party CE certification and incorporated numerous safety features, including a highly accurate overload system.

Tested in advance

This contract was unusual in that before Schmidlin and Alimak-Hek's unusual machine was allowed anywhere near a final structure, it was tested on a life size section of the façade erected in Thirsk Yorkshire. In this way the concept and the working procedures were able to be fully tested well before they were required on site. In the trial the mast climber ran on a standard rail track with timber sleepers and Rock ballast. This proved to be impractical due to the sheer volume of rock required, so a special I-beam track was developed. It consisted of three 72 metre sections, once the façade



The solution to the access and lifting problem was solved with a twin mast A-Frame.

was completed over one of the lengths it was moved from the back to the front.

Just in time with storage on board.

The T5 contract calls for just in time delivery of all materials, so Schmidlin rented a 10,000 square metre warehouse nearby, to store the glass and other material as they arrived from the Swiss plant.

The procedure for a days work, involved the arrival from the warehouse of two, 2.3 tonne pallets of glass each with five panels. All carefully marked and stacked in order of installation. A Manitou 1744 telehandler, rented from Universal offloaded the pallets and placed them into the stillages on the storage platforms. When the main deck is in the fully lowered position, the pallets are travelled towards the deck, within range of the manipulator, which grasps a single glass panel. The retaining bands holding it to the pallet are cut with a long handled tool, releasing the glass to the manipulator. In this way there was no need for anyone to go onto the storage platforms avoiding a potential hazard.



Glass pallets were loaded by telehandler onto storage platform.

Manipulation

The manipulator crane is then moved to the central point of the platform, between the two masts, in order to ensure equalised loadings. Safety switches prevent elevation unless the load is centralised. The platform was then elevated at 11 metres a second, to the required position and the panel carefully lifted to a point above its location and then slid down into its retaining brackets.

The installation process requires access to both sides of the glass in order to ensure that the glass fits into the gaskets and mounting brackets correctly. Four fitters worked on the mast climber, while the two fitters on the inside, used one of the four specially purchased 38 metre, Palazzani TSJ 38 spider lifts, supplied by Powered Access Sales and Service (PASS).

Shading from Lighter duty models

In total there were four of the special inclined HEK mast climbers working on the building, two of the main glazing units already described, one for each of the two long facades, and two 19 metre long versions used to install the hundreds of brise soleil (sun shade) systems. The brise-soleils, are assembled in situ and comprise three metre long 50mm diameter stainless steel rods, which are supported on a suspension system connected under the roof soffit. After installing a set of rods, the mast climber's platform descends and loads up with the six metre long by 1.8metre wide aluminium blades, each weighing 250 kgs. These are then attached to the rods. These "lighter duty" mast climbing rigs incorporate a secondary platform to facilitate the installation of



The brise Soleil, (foreground) were installed by lighter mast climbers with 19m long decks.

the long blades, and an extended width to the rear of the masts to allow sufficient storage space for the various components.

Andy Turnbull, Schmidlin (UK) Ltd's on site contract manager, said, "Work on both the west and east facades progressed well, exceeding the 10 glazing elements per day target. The Hek machines have worked very well and been exceptionally reliable. We have an Alimak-Hek engineer based on site to ensure correct operation and to maintain the machines. We have installed wind monitors on each Hek machine so that the operators can bring them down should the wind speed exceed the imposed limit of 12.7 m/s – even though the machines can withstand higher."

The North and South facades are each 176 metres long but are vertical with no significant roof overhang, thus far simpler than those on the east and west. So heavy duty suspended platforms working in tandem with JLG 1350 SJP booms and internal scaffolding, were used.

The Hiab manipulator crane with vacuum head places the 2x3m glass panels, note the Palazzani platform.



Welbro Building corporation is currently completing what will be one of central Florida's largest full-service convention hotels and resorts at Rosen Shingle Creek Orlando.



The Rosen Shingle creek is using 65 mast climbers on the exterior works.

The hotel is designed in 1900's Spanish Revival style architecture, with high-carved arches accented by natural earth tones, and ranges in height from 25 to 50 metres. Welbro had a tight deadline on the external works and needed to have full coverage of the multi sided building, it called in Sunbelt rentals, part of the Ashtead group. In order to satisfy the brief, it supplied 65 Scancrawler mast climbers to provide complete access to the hotel exterior for specialty contractors during the various phases of construction, including window installation, painting, insulation, and exterior finishing. The mast climbers were positioned side by side in order to completely wrap the hotel exterior during construction. Fourteen of the platforms were installed on mini-chassis and positioned inside the building and extended through the rooftop. Sunbelt Rentals provided a turnkey installation service, including design, erection, and power generation from three 350 KW diesel powered generators.

The 230 acre Rosen Shingle Creek, is scheduled to open in September 2006, and will offer 1,500 guest rooms and suites, along with 24,000 square metres of convention and meeting space. "It was a great selling point for us, being able to provide everything needed for the job," said Phil Bohenkamp, Sunbelt sales manager of Mast Climber Services. Sunbelt also provided traditional scaffolding and other equipment.



The 65 Scancrawlers provided wall to wall coverage with infill sections on most corners.

Leon Clement, site manager for Welbro, said : "Sunbelt Rentals has been excellent to work with on this project. They have provided exceptional response times, whenever we needed service."

Bring your own Mastclimber

Canadian manufacturer, Fraco is best known for heavy duty and special mast climbers. It is now promoting its lightweight mast climbers, including the new FRSM 1500 model that will be on display at Internat. Weighing between 1,900 and 2,334kgs it can be towed behind larger cars, vans and 4x4's. Once on site it can be set up by one person in around 30 minutes to its maximum free standing height of 11 metres, without the need for any lifting equipment.



With a platform capacity of 680kgs it is ideal for a variety of applications, including painting, rendering, re-pointing and window installation etc...

The Fraco 1500 tows behind a van and can set up in 30 minutes to 11 metres.

Photos courtesy of Mark Pfeif, Sunbelt Rentals



A platform between its equals...



MEC Europe

Maxwellstraat 50, P.O. Box 3121
3301 DC Dordrecht, The Netherlands
Tel. +31 78 65 217 65 Fax. +31 78 65 217 60
www.mec europe.net

MEC Europe is Part of



INTERMAT 2006 gives you **3 good reasons** to choose **Haulotte** aerial work platforms



Reliable

Robust

Cost effective

A lot of surprises will wait for you. Make a quick note in your diary of this must-see stand.

For Intermat 2006, come and discover Haulotte's New Products:

NEW 2006

> Big Booms:

- HA 41 PX** - Rough Terrain Articulating boom
• 41 m working height
- H 43 TPX** - Rough terrain telescopic boom
• 43 m working height

> Truck-mounted Platforms:

Haulotte Truck Booms

- HTB 160** • 16 m working height
- HTB 180** • 18 m working height
- HTB 200** • 20 m working height

> MULTIJOB-MIX 900 :

A backhoe-loader with continuous rotation (360°)

WWW.HAULOTTE.COM



Hanging offence or useful tool

A new European standard for man-baskets suspended from cranes has been published. Phil Bishop explores the implications.

The issue of lifting persons in baskets suspended from cranes has been a hot topic for several years. There is a strong body of thought that argues that cranes are designed for lifting goods and not people and therefore is contrary to the EU Use of Work Equipment Directive 95/63/CE 1995.

When crane hire company NMT offered rides in a basket suspended from a crane to visitors to the 2002 SED show, the International Powered Access Federation swiftly called in the Health & Safety Executive. After some discussion the authorities put a stop to the rides (which, it should be added, were merely to raise funds for charity). The basis for stopping NMT was that it was deemed to be using the crane and basket as a fairground ride rather than as industrial equipment.

The same rules apply to loader cranes



It is, in fact, perfectly legal in the UK to ride in a man-basket suspended from a crane, although some crane owners feel that clearer guidance is required from the HSE.

The HSE says that its attitude to riding in baskets suspended from



This large gondola is fitted to an Australian canopy crane, sadly driver Dick Cooper (far Right) fell to his death earlier this year.

cranes is very similar to its attitude to the use of work platforms attached to forklifts. In each case, LOLER says that it may be done only in "exceptional circumstances".

In effect, this means where a risk assessment has demonstrated that there is not a more appropriate, safer alternative readily available. This is also in line with the Work at Height Regulations' hierarchy of risk.

There is also a requirement that the basket is designed for the purpose, firm guidance on the design and use of man-baskets suspended from cranes comes with the publication of EN 14502-1 Cranes - Equipment for lifting persons - Part 1: Suspended Baskets. This European Standard was approved by CEN on 25 May 2005 and will be published by BSI within the next few weeks.

The new standard has not been mandated under the Machinery Directive, which means that it takes the form of guidance rather than a legally binding document. However, anyone facing a law suit will be in a



An unusual use for a mini crane in Spain.

weak position if they have not adhered to published best practice, which the standard represents.

Nor does the standard take precedence over national laws governing the use of man-baskets on cranes (France, for example, takes a much stronger line than the UK against the practice).

Among the demands of EN 14502-1 for the design of baskets are the following key points:

Suspended baskets shall be incombustible and protected against corrosion.

The basket shall have a minimum free standing height of two metres.

When the suspended basket is designed to be used in situations where falling objects may be a hazard, the basket shall have a roof, able to withstand the impact of a steel ball weighing 7kg, falling from a height of two metres.

When calculating the rated capacity, the weight of each person shall be taken as at least 80kg plus at least 40kg of equipment for each person. A safety factor of at least two must



Installations such as this platform fitted to a Locatelli city crane, is governed by EN280 and not the new suspended platform standard

be used in design calculations.

The basket must be attached to the crane hook with either steel wire rope slings according to EN 13414-1 or chains according to EN 818-4 with a safety factor of at least: eight for chains, and 10 for wire ropes, including the end termination.

The slings shall be fitted to the basket in such a way that they can only be removed with tools.

The vertical distance between the floor of the basket and the crane hook shall be no more than three metres.

The floor of the basket shall be secured to the frame by welding or some other equally effective means. The floor must be slip resistant and have drainage.

Free space on the floor shall be at least 600mm x 600mm for one person, and at least 400mm x 400mm more for each additional person.

Suspended baskets must be designed so that if a load 1.5 times the rated capacity is applied at the worst position on the floor, any resulting inclination shall not exceed 20°.

Any gate shall not open outwards and shall have an automatic catch to prevent it from being opened inadvertently.

Baskets shall have anchorage points in accordance with EN 795 for personal protective equipment and people in the basket shall wear a harness with lanyard.

The standard also sets out detailed requirements for hand rails and contents of the instruction manual.

The manual must state that the suspended basket shall only be used in combination with cranes which are designed for the lifting of persons. The only clue as to which cranes are considered "designed for the lifting of persons" comes with the proviso that cranes must have powered lowering and not free-fall winches.

The manual must also state that:

The crane and the suspended basket shall only be operated by people trained in the safe use of the combination, including the operating procedures for egress in case of power supply failure or control failure.

The lifting and supporting should be made under controlled conditions and under the direction of one appointed person.



Suspended baskets are used in conjunction with tower cranes for forest canopy research.

A crane driver should always be present at the normal crane control station when the basket is occupied.

Visible and audible communication should exist between the persons in the basket and the crane driver at all times during the lifting operation.

The required equipment necessary to perform an emergency rescue shall be available throughout the lifting operation.

During operation the employer should not require the crane driver and signaller to do other work at the same time, or direct a second crane and/or Basket.

Lifting slings for suspended baskets should not be used for any other purpose.

Suspended baskets should not be used in wind in excess of 7m/s (25km/h), electric storms, ice, snow, fog, sleet, or other adverse weather conditions that could affect the safety of personnel.

Machines which can be operated simultaneously in the same place with risks of collision should be stopped.

Unintended movement of the basket should, where possible, be prevented e.g. by means of guide ropes or anchoring.



The suspended baskets, hook, catch, and fixed load lifting attachment should be inspected prior to each use.

The hook must have a safety catch.

The basket shall be positioned on a firm surface when entering or exiting.

Although many in the powered access industry would doubtless like to see a ban on the use of cranes for lifting people, Peter Oram, the UK's representative on the crane committee that produced the standard, says such a step would be madness. "I'm a realist," he says. "You'd grind industry to a halt. You'd have no Channel Tunnel for a start and you'd have no imports because you wouldn't be allowed to have anyone on spreader beams on containers.

Oram does say, however, that industrial machines like cranes should not be used to lift people for entertainment purposes. This suggests that all those who use cranes to offer bungee jumping may soon find themselves targeted by the HSE.



Bought a cheap product again?

With swimming pools, and especially with steel wire ropes, the fun won't last for long.
For information about Casar Special Wire Ropes, please call Tel. +49 6841 8091 385. www.casar.de

The Red Diesel Debate

February 20th, 2006.

In the January/February issue of *Cranes & Access*, our comment covered the fact that the UK treasury is aiming to withdraw the use of rebated red diesel in vehicle mounted aerial lifts, but retaining it for cranes. We posted a letter from Scott McCall of Nationwide, on *Vertikal.Net* which then spurred a response from IPAF and others. We reproduce those letters here to kick off what we hope will become a regular readers letters page.



17 February 2006

Dear Sir,

At present, truck-mounted access platforms and mobile cranes are permitted to use red diesel which does not carry such a heavy tax burden as the white diesel used in road-going lorries, buses and cars.

Because they are designed to be primarily used on site, cranes and access platforms are classified along with other construction plant and agricultural vehicles and hence qualify for the cheaper fuel, which is dyed red to discourage its illegal use.

Nationwide Access went to court in 2000 to reverse a decision by HM Customs & Excise to prevent us using red diesel. We won that case, but now the Government has announced plans to ban the use of red diesel in truck-mounted access platforms. The Treasury proposes to remove a number of vehicle types from the red diesel category in the 2006 budget, although the operators may be given up to 12 months in which to comply.

Our truck-mounted access platforms only use the public highway when travelling to and from the worksite and as such are not primarily intended for road use. An analysis of our operators working hours during 2005 showed that 90% of their time was spent working on site therefore there is no logical justification for banning the use of red diesel.

White diesel carries an additional Hydrocarbon Duty, which means it costs roughly 65 pence per litre more than red diesel. Our current operated hire rates are calculated with the vehicles running on red diesel and with such a significant increase in costs it is not possible for the hire company to absorb them. It is therefore inevitable that these costs will be passed on to the end-user, which will mean an estimated increase of 20% per hire.

Powered access use has increased rapidly during the past few years, many industries now depend on it and their end products and services are priced with its use included. But this growth hasn't just been in construction, for example the mobile telecommunications industry spends around £10 million per year on powered access equipment for infrastructure expansion and maintenance. A 20% increase on this is significant – and that is before you look at their use of other plant that could be affected.

With the ever increasing use of 3G mobile phone technology, the coming years will be a busy time for telecommunications infrastructure work, and the mobile providers will simply pass any increase in installation costs straight to their customers - that's you and me.

However, my greatest fear is not the cost being passed on, but that these cost-hikes could undermine the government's own safety agenda: If it gets too expensive, people will be tempted to find other ways of working at height, which would undermine everything that The Work at Height Regulations (2005) have done to encourage people to use the most suitable method of access for every job.

Even though steps, ladders and scaffold towers are sometimes cheaper than powered access, many access users from a variety of business sectors are now putting safety before cost. My greatest fear is that the ban on the use of red diesel won't help to encourage that trend, but it might help to reverse it.

Scott McCall

Marketing Manager
Nationwide Access

Dear Editor,

Scott McCall's letter about red diesel and vehicle mounted platforms is absolutely correct. If VMPPs are prevented from using red diesel then other forms of temporary access will benefit and the HSE's hard work on preventing falls from height will be seriously undermined.

IPAF has held meetings with Treasury officials and is lobbying both Her Majesty's Revenue & Customs and the Health & Safety Executive to ensure that this penny pinching measure is not implemented. A very small number of vehicles will be affected by the proposed change and evidence presented to HMRC suggests that less than £1 million of additional revenue will be raised. The unintended side effects of the move could, however, be grave with cranebaskets, fork lift trucks, temporary stages and other unsuitable equipment becoming much more cost effective than purpose designed, safe, powered access.

Vehicle mounted platforms use the highways to reach the job site and should be allowed to use red diesel.

Yours faithfully

Tim Whiteman

Managing Director
International Powered Access Federation

February 24th, 2006.

Dear Leigh,

I read with interest Tim Whiteman's letter regarding "Red" diesel and the benefit to the Revenue of a piddling £1,000,000.00 pa.

Has anyone calculated the cost of investigating accidents at height, which could/will increase, if unsafe methods of access are used in an attempt to reduce costs...!

A single death on the road costs "£1,000,000.00 to clear up and investigate being Highways Agency figures. What is the cost of a death on a construction site(?), perhaps the HM Health & Safety Executive should be asked the question.

Food for thought.

Regards

Bill Green
PLC Sales

The UK budget will be announced by the chancellor on March 22nd, the final decision on this issue will be announced then.


- Earthmoving
- Plant hire
- Lifting & Handling
- Haulage
- Roads
- Mining and Quarrying / Materials
- Motors
- Compressors
- Construction
- Surveying / Engineering
- Concrete/Formwork and Scaffolding
- Demolition
- Recovery and Recycling
- Drilling & Boring



- ▶ 1,500 exhibitors
- ▶ More than 45 countries
- ▶ 350,000 sq. m exhibition space



The 2006 international meeting place for the construction and civil engineering industries

Your free entrance badge at www.intermat.fr
 Invitation reference no.: DIV INT06300 



International Exhibition of Equipment, Machinery and Techniques for the Construction and Building Materials Industry

2006

www.intermat.fr

From 24 to 29 April
Paris Nord Exhibition Centre - France

INTERMAT
 1 rue du Parc - 92593 Levallois-Perret Cedex - France
 Fax : +33 (0)1 49 68 54 75
 E-mail : intermat@intermat.fr - Web : www.intermat.fr

 **INTERMAT**, a trade show organized by the Expositum Network
www.expositum.fr

www.intermat.fr

Why go to

c&a

intermat

INTERMAT

International Exhibition of Equipment, Machinery and Techniques for the Construction and Building Materials Industry **2006**

www.intermat.fr

Next month Intermat will open its doors in Paris to over 200,000 buyers of construction equipment from all over the world, no matter if you are a manufacturer, distributor, rental company or end user, taking a couple of days out of your busy schedule may pay dividends and possibly even be fun. So Why should you go?

Manufacturers

If you are thinking of exhibiting and have not yet booked a stand, it may well be too late. The organisers say that it is sold out, however from experience it is still worth asking, especially if you do not need a large stand. Intermat is a great show for finding distributors for certain markets as well as meeting buyers, particularly from Southern Europe, the Middle East, South America and North Africa. If you are not exhibiting, it is still well worth visiting, in order to see what your competitors are up to and meet some of your customers in the aisles, although given its size this a bit hit and miss. If your potential customers are among the exhibitors, the larger companies bring along their engineers and buyers, in order to seek out new components and suppliers, so it can be an excellent opportunity.

Distributors

As we have already said Intermat is a great show for potential principles and dealers to meet, you will find some exhibitors at Intermat that you are unlikely to see elsewhere.

Rental companies and other buyers

A number of manufacturers are planning to use Intermat to launch new products and concepts, some of which they have already announced and others which they have not. You will also see products you won't find at other shows. A show is also a good opportunity to meet new people and "feel" the mood and tempo of the market. If you have money to spend, many manufacturers love to justify the expense of exhibiting, so closing a deal on their stand may well win you a little more discount or some

better terms. You have the chance to meet not only your usual contacts but also the company's senior managers. So a great opportunity to settle an outstanding issue or problem.

End users/contractors

This is as much a show for you as anyone, the idea is that at a big show like this the worlds manufacturers display new ideas, new equipment and attachments that can make your trade more efficient, safer or simpler. With 1,500 companies from all over the world showing off their latest and greatest wares, you are sure to pick up a few good ideas and learn something. With the steady stream of new regulations and directives, this is also a good chance to learn how manufacturers are dealing with such rules.

Pick up a copy of Vertikal Intermat, guide to lifting exhibits and Paris

Seminars

Intermat is not the best for conferences or seminars, but a number of events and demonstrations are planned, including some special areas such as Mecabat, where talks and reports will be presented on the mechanisation of small and medium job sites. CETIM, where the focus is on innovations and expertise, including the future use of computers on construction sites. The IPAF demonstration area where working safely at height is demonstrated. The scaffold area, where the French scaffold association, SFECE, will present and demonstrate the latest scaffold training ideas.

If you are to get the most out of a visit you do need to work at it and plan ahead.

Basic facts

When: April 24th to 29th

Where: The Paris Nord, Parc des Expositions in Villepinte, near the Charles de Gaulle airport.

Hours: 9:00 till 18:00

How to get there: Free shuttles run every 30 minutes from the airport. The RER line B, regional train between the CdG airport and Paris, stops at the "Parc des Expositions" station.

Where to stay? Paris has plenty of hotels, so no problem finding one, the challenge is finding one that is close by. Airport hotels are likely to be fully booked already, so look

for hotels along the RER line B through Paris, it only takes 20 minutes and in the evening you will appreciate being close to all the restaurants and, for some, the nightlife!

How to find your way around: Pick up a copy of Vertikal Intermat of course! In English, French and German, this fantastic free guide sorts the "wheat from the chaff" and only covers, lifting related products. It also includes a guide to Paris, with the best map of the Paris Metro and RER, a selection of restaurants and things to do. You'll find copies on most crane and access stands, on the Vertikal stand or from one of the Vertikal hostesses.



This is a big show, most Cranes, Access and telehandler exhibitors are outside in E5 and E6 areas.

Safety Systems



The frequency of operators consciously overriding crane safety systems is increasingly concerning ALLMI. Crane safety systems relate to various aspects of the crane, whether it's to prevent unsafe use during operation or to ensure that the crane is safely stowed for travel. The following points highlight the most common abuses and how dangerous the consequences of these actions can be:

allow the operator to move the vehicle with outrigger jacks only partially retracted in order to move more quickly from one part of a site to another. As with the examples given above, this corner-cutting attitude endangers the lives of innocent



Slew range is limited, often by micro switches on the turntable.

1. When a load on the crane exceeds the rated capacity, a crane's Rated Capacity Limiter (RCL) prevents the functions that would increase the overload and cause instability or structural damage. However, with the override activated on

used, as there is a danger of the operator being hit by the boom, unless there is a safety system in place to prevent this. In both of these examples the operator may be tempted to override the motion limiter, allowing the crane to be used over its full range of movement. It is not uncommon for this kind of reckless behaviour to have expensive consequences for the company in terms of damage to equipment and even more serious consequences for the operator should he come into contact with the boom.

3. A Height Warning Device is an in-cab system which warns the driver that the

Obviously these irresponsible actions can result in "Bridge Bashing" and can lead to costs that could put a company out of business (railway bridge repairs are often in excess of £1 million). It also endangers the lives of the driver and the pedestrians in the vicinity of the accident.

4. Another system which is commonly overridden is the device which prevents the handbrake of the lorry being released unless the stabiliser legs are fully up and fully in. The system is fitted to ensure that legs are correctly stowed for travel. This system is sometimes overridden to



Ignoring the stowed height/travel buzzer can kill as well as putting a company out of business.

people and can prove very costly to the operator's employer.

The overriding of safety systems is an ongoing problem for the industry that is difficult to stop completely. There will always be people who will take risks and



Motion limits are built in to cranes with stand up control stations, overriding them can prove fatal.

the RCL dump valve, the crane can be made to extend the load outside the permitted radius because the RCL system cannot drain to tank. Such overloading can stress the crane beyond its design limits, which will shorten its life and increase the risk of structural failure.

2. Motion limiters are used to restrict certain crane functions, such as the slewing range or boom height. For example, if the crane hasn't been tested for use over the cab then the motion limiter will prevent the operator from slewing the crane into that particular position. Motion limiters may also be necessary where stand-up controls are

travelling height stated on the notice in the cab has been exceeded. These devices are sometimes overridden so that the crane can be placed on top of a load, thereby allowing the vehicle to carry more goods. This is more likely to happen with cranes using a brick grab or a clamshell bucket. If the stowed height warning device itself isn't overridden it has been known for operators to stick chewing gum on the in-cab warning buzzers or to remove the bulb from the in-cab warning light so that they can travel with the crane in a raised position without being irritated by the devices that have been put there to warn them.

Contractor fined €100,000 for Lorry loader death

May 12, 2005

The South Midland Construction Company Ltd has been fined €100,000 for breach of health and safety regulations which led to the death of an employee in Blanchardstown in November 2001.

Dublin Circuit Criminal Court heard that Michael Murphy, employed by the company as a truck driver, died from severe brain trauma, after he was hit in the head by the clam shell bucket of the lorry loader crane on his truck.

Investigations into Murphy's death revealed that sensors on the lorry loader that would have stopped the bucket from coming into the vicinity of Murphy had been removed from the machine.

Mr O'Dea said that location of a compactor which he was preparing to unload using the lorry crane also contributed to the accident as it had been too near the control station from which Mr Murphy was operating the crane.

sacrifice safety in order to make the job quicker or easier.

However, the situation can be improved by educating operators as to why these safety systems are in place and what the possible consequences are of overriding them. Operators should also be informed of the fact that they are breaking the law by tampering with safety systems (contravenes the Health & Safety at Work Act 1974). Providing this information is a crucial part of ALLMI operator training.

A two pronged approach

In today's increasingly litigious world, servicing companies should ensure that overridden safety systems are detected and the appropriate action taken. In order to achieve this, service companies should ensure the following points are checked every time a member of its staff works on a crane.

1. The engineer should be familiar with the crane's systems. If they are not, the company should consider whether they should be undertaking work on the crane.
2. Carry out a visual check that all overrides are engaged and check that seals are in place and are functional.
3. Carry out a functional check on the emergency stop system. Document any fault in this system and replace seals

after any necessary repairs have been made if the system is functioning incorrectly

4. Ensure that the paperwork is signed by an employee from the owner's company and inform them of what has been found.

5. Consider attaching a notice to the crane controls advising that under no circumstances should the crane be operated until a repair is effective.

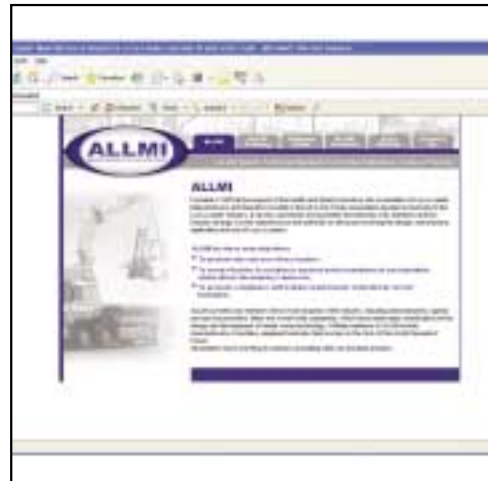
6. If the company/owner shows a tendency to consistently offend and adopts a cavalier attitude to the law and safety, you should consider reporting them to the Health and Safety Executive (HSE). You should also consider whether they are worth working for, as eventually it may be your company in the dock.

7. Make customers aware of companies that are not carrying out inspections properly.



New ALLMI Website

ALLMI has recently launched its new look website. The site contains all the relevant information relating to ALLMI's Instructor and Operator training programmes, as well as details regarding the structure and functions of ALLMI and the publications it produces.



It also includes full details of all accredited training providers and a list of ALLMI members and the services they offer. In addition, a new 'Articles & News' page will include all the editions of ALLMI Focus from Cranes & Access magazine, available for downloading free of charge. Please visit the new ALLMI site today at – www.allmi.com



ALLMI accredited Lorry Loader Operator Training Providers

Nationwide

T H WHITE

Contact: David Ottaway 01380 722381

Email: cranes@thwhite.co.uk

www.thwhite.co.uk

Nursteed Road Devizes

Wilts SN10 3EA



East



HMF (UK) Ltd.

Empson Road, Peterborough. PE1 5UP

Tel: 01733 558145 Fax: 01733 565869

Nationwide



Wharfedale Road, Euro Way Ind. Est. Bradford. BD4 6SL

Tel: 07860 414782

Web: www.atlascranes.co.uk

Nationwide



Hiab Ltd

Cargotec Industrial Park, Ellesmere, Shropshire, SY12 9JW

Tel: 01691 626427 Fax: 01691 626472

e-mail: training.uk@hiab.com • Web: www.hiab.co.uk

Are your Lorry Loader Operators properly trained? Call a certified ALLMI training provider and Insist on the ALLMI card.

The training accreditation service of Lorry Loader Manufacturers and Importers

ALLMI Second Floor Suite, 9 Avon Reach, Monkton Hill, Chippenham, Wiltshire. SN15 1EE

TEL: 01249 659150 email: enquiries@allmi.com web: www.allmi.com

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-meter 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, Versalfit'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.

SED 2006 - 16, 17 & 18 MAY
Rockingham Performance Park, Mitchell Road, Corby, Northants. NN17 5AF

We will run courtesy coaches from Kettering Mainline Railway Station to and from the site. Look out for the yellow double decker buses. See www.sed.co.uk and click on 'Useful Information' for the bus timetable.

IN THE INTERESTS OF SAFETY, NO ADMITTANCE TO CHILDREN UNDER 12 YEARS. THOSE OVER 12 YEARS AND UNDER 16 YEARS SHOULD BE ACCOMPANIED BY AN ADULT. ENTRY TO THE SHOW IS BY REGISTRATION AND FREE OF CHARGE. CAR PARKING £5.00 PER CAR.

Register at www.sed.co.uk or call 0870 429 4374



new man at Genie

c&a

face to face

In December Jim Otley took over the top job at Genie Europe, following the departure of Jacques Catinot. Cranes & Access visited Genie Europe Headquarters in Grantham early in February to meet the new man.

Jim Otley has just celebrated his seventh full year with Genie, during which time he has been a major influence on the business. First of all in the UK where he was responsible for "operations" and latterly throughout the European, Africa and Middle-East region with responsibility for all Non sales and marketing activities as European operations manager.

In spite of the important role that he has unquestionably played in Genie's success, Otley has kept an exceptionally low profile, so much so, that when his appointment was announced even many Genie customers said "Who"?

First impressions on meeting Jim Otley are positive; he comes across as open, friendly, relaxed and on top of his job. Prior to joining Genie he spent 25 years with Tarmac, the construction group, including a spell in the USA. The job at Genie came up by chance a few weeks after he had left Tarmac and returned to the UK.

Otley joined Genie in 1999, at a time when sales of aerial lifts were

growing very rapidly in the UK, placing new demands and challenges on suppliers such as Genie, in the area of logistics and product support. His first job put him in charge of UK operations, responsible for managing these challenges. Having successfully set up a structure that enabled Genie to maintain its growth path and secure a dominant position in the UK market, he took over as operations manager for all of Europe reporting to Jacques Catinot. This was again a critical time at Genie as it aimed to replicate its UK set up in Germany, Spain, France and Scandinavia.

When Catinot decided to move on at the end of last year, Otley allowed his name to be considered for the top job, adding sales and marketing to his other responsibilities. When asked about this Otley points out that he started off in finance and accounting, and had branched out from there with a good deal of commercial responsibility along the way. So while the top position in what is a \$300 million-plus business was, he admits, a little daunting at first, he has taken on the new role

with enthusiasm, something that shines through when you talk to him.

Genie Europe currently employs over 140 staff, 80 of whom are located in the UK. The business is currently halfway through a 25 percent expansion in staffing levels across Europe, as it adds more sales and support services. The Grantham operation includes the European parts centre, aerial lift logistics and inventory holding. Around 70 percent of Genie shipments to Europe pass through Grantham, so most mornings see a line of trucks waiting at the sites entrance, delivering containers of lifts and parts from the USA.

The site, new about five years ago and covering five acres, with 9,300 square metres (100,000 sqft) under cover, is already bursting at the seams. Otley says that Genie is now looking for additional space, with the idea to move the warehousing for self propelled lifts to a separate location. This would leave the current buildings to cope with parts, service, refurbishment/rebuild, training and aluminium product inventory.

While only in the role a few weeks, Otley is full of plans and ideas to expand the business and has already taken on two roving parts sales managers, whose job will be to assist large fleet owners and dealers, while helping expand sales of replacement parts. He has also transferred the sales

*Jim Otley, managing director
Genie Europe*



and management of the Aluminium products, including the AWP push around lifts, super lifts - Genies original product, and possibly trailer lifts, to the parts operation.

"Logistically and commercially it is a better fit" he says, and a new salesman is being recruited to handle Aluminium products. This will leave the current sales force to focus on the self propelled range.

"The Aluminium products tend to be sold to end users and smaller tool hire companies". Says Otley, "for the parts guys a material lift is a big, high ticket item, whereas for the self propelled team it can hardly compare with a 135ft boom lift".

Another challenge Otley is just getting started on is the absorption of the entire Terex telehandler European distribution business into Genie Europe. He says that while the company has no firm or final plans on distribution and branding yet, given the complexities of the Terex telehandler distribution structure, it is likely that all Terex telehandlers will in future be branded as Genie in Europe as they now are in the USA.

Genie is currently investing heavily in its support services; Otley explains that there are several reasons for this. On the one hand it is necessary in order to win and maintain customer satisfaction, while on the other hand it will help when the business cycle dips, as it inevitably will. When that happens, sales of parts, service, used equipment rebuilds and refurbishments etc... are all likely to continue or even grow, as new machine sales soften.



*Genie is outgrowing
its five acre site.*

The parts operation is an area that Otley is keen to expand. As part of this strategy, the business headed by Phil Taylor, carries around 25,000 separate line items, giving an off the shelf availability of over 92 percent, the majority of which is shipped for overnight delivery. The seven percent or so not in stock is usually filled within three days via a direct shipment from the USA. Genie keeps a wide selection of "Policy-stock" on hand, items that cannot be justified statistically but which would take six weeks or more to supply, such as Scissor lift decks and big boom telescope cylinders etc...

We asked Otley for his views of supplying parts for competitive lift brands, "We know that some other companies are beginning to do this" He said " We have not done it yet, we don't like to do anything that we cannot do really well and selling other peoples parts is a risk on that front"

"There is plenty out there for us to do, without getting in to that, so I do not see us starting off down that road" he continued. "We do our own stuff so much better"

Another area that is subject to a significant investment at the moment is the refurbishment and rebuild centre. Genie is employing 20 staff to man the operation and has dedicated and set up one of its workshops for refurbishment contracts. When we visited, the company was well into a contract for Nationwide, restoring 45ft booms to near new condition. (See refurbishment feature page 23).

Once again Otley prefers to focus on Genie equipment, although the company will accept refurbishment work for other brands from its customers. "We will not though go out aggressively seeking to restore other makes" He says. This relates back to his concern with concentrating on what the company can do well. It can complete a 45ft boom restoration in five working days, "with other brands you are at the mercy of their parts delivery performance" He says.

Two other ancillary services that Genie has added recently are a tyre foam filling service, which obviously comes in handy in the



refurbishment area, but Genie is keen to expand this by offering the service to a wider customer base such as the local agricultural trade. This approach also applies to another new venture, a mobile hose replacement service.

Clearly the main benefit here for Genie customers is a dedicated mobile service, knowledgeable on Genie products, rather than the general equipment hose replacement services.

One of the first things that Otley did on taking over was to organise the region, into four three larger territories, appointing four three regional sales managers. For example, John Fuller of the UK, one of the four, is now also responsible for the UK, Benelux and the Middle East. Stein Adolfsen is in charge of sales in Scandinavia, Germany and Eastern Europe whilst

Jose Miguel Pena looks after sales in Southern Europe (France, Italy, Spain and Portugal).

As usual we asked:

'what is your favourite..?'

C&A: *Film?*

JO: Papillion starring Steve McQueen

C&A: *CD/Music?*

JO: Queen – Probably "These are the days of our lives" from their last album before Freddie died.

C&A: *Book?*

JO: Anything by Wilbur Smith

C&A: *Gadget?*

JO: Satellite Navigation. I have just purchased this option for my car and is proving invaluable, particularly when travelling across Europe.

C&A: *Hobby?*

JO: My two grandchildren – Nick and Kaya



HOLLAND LIFT

Lifting heights to amaze ...



- Scissor lifts from 6.5m to 34m in working heights
- Lift capacities up to 1000 kg
- Diesel or electric power
- 4x2, 4x4 or crawler chassis

Holland Lift International B.V.
Tel: +31 (0) 229 285555
Fax: +31 (0) 229 285550
E-mail: info@hollandlift.com





www.hollandlift.com

Joystick boot dust and Dirt

Penny + Giles has developed a protective boot for its JC120 single axis fingertip joystick. Designed for aggressive and hostile environments, the boot gives a high degree of protection against the ingress of dust and dirt.

The boot is made from Neoprene, chosen for its resistance to deterioration from oils, greases and many other petroleum-based products. It has excellent weathering properties and is self-extinguishing, making it ideal for the conditions often found in the production and storage of materials such as aggregates, chemicals and agricultural foodstuffs.

Sealed to IP67 with the boot fitted, the JC120 is a small, compact joystick measuring only 26.5mm wide (28.5mm with the boot fitted) typically used in remote control 'chest packs' as used for loader and other cranes. It features a pivoting lever design that provides one axis of forward and reverse movement and a spring-return to centre.

c&a innovations

The Penny + Giles JC20 joystick with neoprene boot.



The Integrated poppet valve.

New poppets

Integrated Hydraulics has introduced a range of new 2-port, 2-way directional control poppet valves for 160 litres/min systems. Spool type valves rely on the close fit of the spool and sleeve to limit leakage across the spools lands when closed.

The poppet valve, however, uses a piston pressed against its seat by fluid pressure to prevent flow, with suitable surface finishes on the mating parts, flow past the valve will be minimal, in this case less than 5 drops per minute at 210 bar pressure differential.

The poppet valve also offers excellent flow conditions when the valve is open, thereby reducing pressure losses. Additionally, when the valve is open the flow washes over the poppet and seat removing any contamination that may be present, even the smallest particles of

which can cause havoc in a hydraulic system. These new valves are suitable for flows to 160 litres/min and pressures to 210 bar in both Normally Open and Normally Closed versions and they will fit cavities common to several other manufacturers. The solenoid in these valves operates a small pilot piston in the main poppet, which controls the pressure of fluid behind the main poppet and the balance of pressure moves the piston to the desired position. This arrangement reduces the power required by the solenoid, permitting high flow, high pressure applications.

Crash barrier vacuum lifter without hydraulics

Al-Vac has developed a two head vacuum lifter for its Combat lifting machine, the first of the new heads is designed for all S type barrier profiles while the other suits square box section types.

The vacuum head grips a length of barrier, allowing it to be lifted from its pallet rotated, and then aligned with the mounting posts for precise installation. The Combat is battery operated and completely self contained; it can be suspended from a loader crane without a need for any hydraulic or other connection. The vacuum head will safely handle up to 500kgs, more than enough for even the longer sections. The system includes a battery saving feature to maximise battery life and an accumulator which retains a partial vacuum after a section has been placed, both to save energy as well as to be ready to immediately pick up the next section.

The Al-Vac Combat has two specialised motor way barrier vacuum heads, which when utilised with a loader crane and remote control can provide large boosts to productivity



Anti Collision overheads

Smie, the crane anti collision specialist, has developed a new anti collision system, for overhead or gantry type cranes. The AC140 manages the interference between overhead or gantry cranes on one or more parallel and/or vertically separated tracks. The device not only helps improve safety, but thanks to its deceleration sensing can also boost productivity.

The AC140 provides Real-time communication of all parameters between all cranes that have the possibility to interfere with each other. The cranes can be on the same track or on several levels of parallel tracks. In the case of the system sensing a possible interference the AC 140 will either slow down one or both cranes or stop one or both. The AC140 is designed to cope with dusty or greasy environments and even where visibility is limited.

Each crane is fitted with a single AC system, it indicates the actual location of the crane on its rails, therefore allowing limits to be set for the cranes travel without the need for mechanical stops. The system can be set to maintain minimum distances between two cranes on the same track or even with a third crane in between and linked to prevent track overload. It can also control the spacing of two cranes on parallel tracks at several levels. The AC 140 also measures the travelling speed and direction of the crane, so that it can calculate the stopping distance. Smie says that the reliability and accuracy of these systems is such, that stopping distance between cranes can be substantially reduced, increasing productivity.



Smie has applied its tower crane experience to the industrial sector.

Are your staff **properly trained**?

Don't risk it call a certified local company today

National



Wakefield

Tel: 01924 383833 • Fax: 01924 383832

Email: info@upliftplatforms.co.uk

www.upliftplatforms.co.uk

North East



Hull

Tel: 01482 227333 • Fax: 01482 587710

Email: enquiries@peter-hird.co.uk

www.peter-hird.co.uk

National



Tel: 08707 787 1511

Email: info@afi-platforms.co.uk

www.afi-platforms.co.uk

National



Tel: 0845 601 1032 • Fax: 0116 286 9038

Email: training@nationwideaccess.co.uk

www.nationwideaccess.co.uk

England & Wales



Tel: 01793 766744

Email: training@hi-reach.co.uk

www.hi-reach.co.uk

National



Tel: 0141 309 5555 Fax: 0141 309 5436

Email: enquiries@turner-access.co.uk

www.turner-access.co.uk

National



Tel: +44 (0) 1291 421155 • Fax: +44 (0) 1291 423236

Mike Fenn Mobile: +44 (0) 7980 764021

Email: training@accessplatforms.com

www.accessplatforms.com

National



Tel: +44 (0) 1480 891251 • Fax: +44 (0) 1480 891162

Email: sales@accessplatforms.co.uk

www.accessplatforms.co.uk

Scotland



Tel: 0845 27 ACTIVE(228483) • Fax: 01698 281 735

Email: andrewmccusker@activesafetytraining.co.uk

www.activerentals.co.uk

National



Freephone: 0800 0 28 18 00

Unit 22/23, Progress Business Park, Whittle Parkway,
Slough, Berkshire. SL1 6DQ.

www.platformcompany.co.uk

National



Tel: 0115 945 9111 • Fax: 0115 945 8111

Email: training@central-access.co.uk

www.central-access.co.uk

National



Access Safety Training

Tel: 0845 600 8573

Email: acesstrainingcentre@aplant.com

www.aplant.com

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

Ah there he is...
look at that lanyard!

Has this man been **trained?**

He is wearing a harness, but in a way that boggles the mind!

We have been at the forefront in encouraging the wearing of a full body harness with short lanyard in boom lifts (but not scissor lifts). However it is clear that with some operators nothing can be taken for granted!

In January a man was spotted working on the façade of the SBB station in

Basel with a 60ft articulated boom lift. It certainly looked like text book stuff in the beginning; the operator even appeared to be wearing a harness.

However once up close to the work area it became clear that the operator had not spotted the machine close enough to the work. Instead of moving it, he climbed out of the platform

extended his 2.5 metre long lanyard with an extra length of webbing and a nice big knot and attached it to the guardrail. He then proceeded to crawl along a ledge on his hands and knees!

**Once again we say
has this man been trained?**

**Another day another challenge
Cordon off the area? What's that?**

A few days later, and a different crew are working on the station canopy, this time at least the operators remained in the platform, however they were working directly over the main exit from the station. Pedestrians were passing under the lifts boom oblivious to the work going on just over their heads.

The innovative harness attachment point is still in place, but neither man seems to be harnessed up today.



Mind your head!

Where is the operator?



Roof walk costs firm £4,000

Venturi Steeplejack Company Limited, of Basford near Nottingham, was fined £4,000 after pleading guilty to contravening work at height regulations. In April 2005, Leicestershire HSE Inspector Roger Amery was making a routine visit to a firm in Loughborough, when he saw two men working on the roof of Fisher Scientific Ltd, Bishop Meadow Road.

Amery said: "While at a nearby premises, I spotted the two men walking across a fragile roof and quickly made my way over to them. Although happily in this case no one was injured, every year people working at height lose their lives or suffer serious injury. Contractors and their clients need to exercise sufficient control to prevent this sort of thing happening".

"Firms need to ensure they have devised a proper method for doing the job and then stick to it; it is no good starting without the right equipment. Employees have to play their part and should not be putting themselves at risk, some employers need to raise their game to stay on the right side of the law."

Two key tips include:

- follow the risk assessments you have carried out and make sure all work at height is planned, organised and carried out by competent persons;
- choose the right work equipment and select measures to prevent falls such as guardrails and working platforms, before those that only mitigate the distance and consequences of a fall (such as nets or airbags) or which may only provide personal protection from a fall.

National



Tel: 0845 06 11 999 Fax: 01582 842590

Email: simon@panther.uk.com

www.platform-rentals.co.uk

Your Region

Place your training ad

HERE

Call: +44(0)8707 740436 • Fax: +44(0)1295 768223
or Email: info@vertikal.net

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

Summit 2006

Work Safely at Height
Conference. AGM
and Annual Dinner
Whittlebury Hall,
Northamptonshire, UK
Tuesday, 4th April 2006

"Work safely at height" is the theme of this year's IPAF Access Summit. Entrance to the Summit is free and open to all interested parties, not just IPAF members. It will be held on April 4th at Whittlebury Hall, near Milton Keynes. The event will round off with a complimentary cocktail reception and dinner (at £49.95 per person, discounts for large groups available).



"We warmly welcome non-members as well as IPAF members to attend the Access Summit," said Tim Whiteman, Managing Director of IPAF. "Do bring along your colleagues and customers, and everyone who is involved in work at height. You will gain an in-depth view of the powered access industry, meet business contacts and spend an enjoyable time in a first-class location. You will also learn a lot from the panel of expert speakers that we have lined up."

The Summit

The Summit features speakers who will address issues related to safety, training, market trends and technical standards.

The speakers and their subjects

Are you working safely at height?
Gil Male, IPAF Technical Officer and



Gil Male

former HSE principal specialist inspector, analyses accident statistics collated by the HSE. Male played a key role in formulating and providing practical input and comment on health and safety regulations related to the use of mobile equipment and continues to be closely involved in developing the British standards for the safe use of MEWPs and for delivery of training for work at height.

At the Summit, he will also discuss the ongoing revision of EN280, which is expected to allow an over-ride of load and moment sensing systems to rescue trapped operators. **Will platforms be safer for it?**

IPAF issued a record 53,646 PAL Cards (Powered Access Licences) last year. Is the market for operator training reaching saturation? Kevin Appleton, CEO of Lavendon, the parent of Nationwide in the UK and Zoom in continental Europe, and the largest IPAF training provider, argues that the market is just starting to take off.



Kevin Appleton

What about the market for platforms? How many are there and how many will be sold this year?

Murray Pollok, Editor of *Access International* and *International Rental News*, has been writing about the access industry for over 10 years, and will present a snapshot of the current UK access market.



Richard Lockwood

Improving safety is not just an issue for large corporations. Small and medium sized enterprises can profit too. Richard Lockwood, Head of the Construction Division at the HSE, looks at how the HSE is encouraging small businesses to work safely at height.

Safety also means being able to select the right equipment for the job, ranging



David Walker

from MEWPs to scaffolds and ladders. David Walker, Chairman, and Don Aers, Vice President, of the British Ladder Manufacturers Association, examine where and when ladders can be best used to work at height.

Mast climbing work platforms (MCWPs) are profiting from growing interest. Kevin O'Shea of Mastclimbers LLC discusses what it is like to pioneer use of the PAL Card and MCWPs in the USA.

Can aerial platform companies be a good risk? Joe Henderson, CEO of Henderson's Insurance Brokers, believes that they can.

Special guest speaker at the Summit is Oliver Favre. Oliver holds the world record for high diving, having jumped 54

metres into a Swiss lake. He reveals the intense preparations needed for a high diver to work safely and draws some general lessons to be learned. Favre will be demonstrating his skills during Intermat in Paris this April, as part of the live demonstrations hosted by IPAF.

The Summit will be followed by a cocktail reception and the IPAF Annual Dinner.

After-dinner entertainment will be provided by Quentin Willson, who is best known for his hit series *Britain's Worst Driver* on Channel Five.



Quentin Willson

He also remains one of the best known motoring authorities in the UK, recently winning the prestigious Motoring Writer of the Year award. Quentin pens a weekly column for *The Sunday Mirror*, and has appeared on scores of radio and TV shows.

IPAF Council

Several IPAF Council members are up for re-election at the AGM, while Andrew Reid of SGB-Mastclimbers is running for president, replacing Pierre Saubot, who completes his two-year term.

Bill Lasky of JLG Industries will stand for deputy president, while John Ball of Height for Hire, Ireland is standing for vice president.



Summit 2006



Work Safely
at Height

14.00 Introduction from Tim Whiteman, IPAF managing director, and Andrew Reid, incoming IPAF President

14.10 Gil Male, IPAF technical officer and former head of Engineering Plant Group - HSE

What are common accidents on MEWPs and what can we learn from them?

14.30 Kevin Appleton, CEO of Lavendon

PAL Cards – are we just scratching the surface? Is the UK market for operator training approaching saturation? Nationwide is the UK's biggest provider, but Appleton thinks the market is still in its development stage.

15.00 Murray Pollok, Editor of Access International and International Rental News

How many platforms are there in the UK hire fleet? How many will be bought this year? What is the average age of the fleet?

15.15 Richard Lockwood, HSE, Head of Construction Division

Protecting decorators and SMEs from dangerous falls from height – how the HSE is encouraging small businesses to work safely at height.

15.45 Tea and coffee

16.00 Gil Male, IPAF technical officer

Will the current revision of European Standard EN280 make platforms safer? How do design requirements change as a result?

16.20 David Walker, chairman of the British Ladder Manufacturers Association (BLMA), and managing director of Ladder & Fencing Industries (Newent) Ltd, and Don Aers, vice president of BLMA and technical manager of Youngman Group Ltd

Walker and Aers enter the lion's den with a presentation about where and when ladders can be the best way to work at height.

16.40 Kevin O'Shea, Mastclimbers LLC

What is it like to pioneer the use of the PAL Card and mast climbing work platforms in the USA?

17.00 Joe Henderson, CEO of Henderson's Insurance Brokers

Henderson talks about how aerial platform companies can be a good risk.

17.20 Oliver Favre, holder of the world record for high diving

Favre became a world record holder with a 54m leap into an icy Swiss lake. He reveals the meticulous planning that is needed for a high diver to work safely and looks at what lessons can be learned.

18.30 Cocktail reception

19.30 IPAF Annual Dinner

After-dinner speaker:

Quentin Willson, from the hit TV series Britain's Worst Driver

One of the best known motoring authorities in the UK, Willson draws on his wide experience to deliver some hilarious entertainment.

HOW TO BOOK

The Access Summit is free and open to all interested parties. To register, call 015395 62444 or e-mail info@ipaf.org

Tickets for the Annual Dinner must be booked in advance and cost £49.95 + VAT per person. Book a table for 10 and get an extra ticket free. Total price for 11 tickets is £499.50 + VAT. Book a table for 25 and get a 15% discount. Please call 015395 62444 or e-mail info@ipaf.org

To book accommodation at Whittlebury Hall, call 01327 857857, e-mail sales@whittleburyhall.co.uk or visit www.whittleburyhall.co.uk. Mention the special IPAF Summit room rate and booking reference number 10352.

THE VENUE

Whittlebury Hall, Whittlebury, Towcester, Northamptonshire, NN12 8QH
Tel: +44 (0)1327 857857 Fax: +44 (0)1327 857867

E-mail: sales@whittleburyhall.co.uk Web: www.whittleburyhall.co.uk

Set in the Northamptonshire countryside next to the world famous Silverstone formula one track, Whittlebury Hall is one of Britain's leading training and leisure facilities. It offers excellent accommodation and golf facilities, with a gym and health spa. IPAF is organising a free shuttle from London Luton Airport to the venue. Contact info@ipaf.org for details.

For further directions, visit www.whittleburyhall.co.uk



IPAF GOLF CHALLENGE

IPAF is holding its Golf Challenge on Monday, April 3rd the day before the Summit. The four-ball tournament is free and open to golfers of all standards. Do book early as places are limited.

To register, call 015395 62444 or e-mail info@ipaf.org

Time:

Meet at 13.45 on Monday, April 3rd

Location:

Whittlebury Park Golf & Country Club



EVENTS AT A GLANCE

Monday, April 3rd 2006 IPAF Golf Challenge

Tuesday, April 4th 2006 IPAF Council Meeting and AGM, Access Summit, Cocktail Reception, Annual Dinner

Wednesday, April 5th 2006

UK & Ireland MCWP Committee Meeting, IPAF Rental+ Meeting

WHY YOU SHOULD ATTEND

1. Get valuable insights from expert speakers on issues related to work at height.
2. Learn how to select the right machine for the job.
3. Network with customers, competitors and suppliers.
4. Find out what powered access can do for your business.
5. Catch up on the latest news and trends in the industry.
6. Enjoy top-class entertainment at the IPAF Annual Dinner, the ideal place to entertain staff and customers.
7. Take up the IPAF Golf Challenge the day before the Summit.

International standard for mast climbers

On IPAF's proposal, the British Standards Institute (BSI) Committee MHE/12 has agreed to submit the relevant paperwork to the International Organisation for Standardisation (ISO) requesting the drafting of an international standard for training on Mast Climbing Work Platforms.

The draft international standard is expected to draw upon as a basis for discussion, the existing British standard BS 7981:2002 Code of practice for the installation, maintenance, thorough examination and safe use of MCWPs.

Red diesel IPAF lobbies for MEWP exemption

IPAF is pushing for Vehicle-Mounted Platforms to be classified as Excepted Vehicles in the same way as cranes, following the Revenue and Customs' plan to withdraw the right to use discounted red diesel. IPAF has consulted its members to collect data on the extent of fuel use on and off the road, with the aim of proving its argument that the fuel usage patterns of platforms are similar to those of cranes.

"There is no compelling reason why platforms should be treated differently from cranes in this respect," said Tim Whiteman, IPAF Managing Director. "There is a risk that platforms will be put at a competitive disadvantage compared with other means of access. This contradicts the Health and Safety Executive's efforts to promote the safe use of proper equipment to work at height."

A clean bill of health to use MEWPs

As the assembly and use of mobile elevating work platforms can be physically demanding, users should be physically fit and in good health and should, generally, not have problems with eyesight, hearing, literacy and language comprehension.

IPAF has issued a health and fitness statement stressing that as the safe use of MEWPs requires that users consult safety notices and read and thoroughly understand the manufacturer's instruction manual, literacy and language comprehension are important requirements for any user. Users should generally also not have problems with heart disease, high blood pressure, epilepsy, fear of heights/vertigo, giddiness/difficulty with balance, impaired limb function, alcohol or drug dependence or psychiatric illness.

Those having any problems with literacy or language, or having any doubts about their fitness to use MEWPs, must bring these to the attention of their employer. This need not preclude them from using the equipment, provided that their employer conducts an assessment and is able to put into place adequate measures to take account of any difficulties they might have.

Visit www.ipaf.org to view the IPAF policy.



IPAF Bridge End Business Park,
Milnthorpe, LA7 7RH, UK
Tel: 015395 62444
Fax: 015395 64686
www.ipaf.org
info@ipaf.org
Offices in France, Germany,
Italy, the Netherlands,
Switzerland and the USA.



Visit: www.wl-industries.com


WORLDLIFT INDUSTRIES AS

The perfect combination

DENKA LIFT AND FALCK SCHMIDT

WORLDLIFT INDUSTRIES AS
is the result of the merger of Denka Lift A/S and E. Falck Schmidt A/S. Both companies have always been known for their high quality products. Together they are the perfect combination.

FALCON SPIDER/NARROW
Compact track or wheeled lifts developed for indoor and outdoor use. Down to 0.79m wide you can access everywhere. Working height from 19 to 55m.

DENKA TRAILERS
Working height from 12 to 30m. The new DLX15 is the only trailer mounted lift with jib-arm, thus combining the best of articulating and telescoping principles.

FALCK SCHMIDT SERIES
Truck mounted, total weight 3500kg with working heights up to 21m, as well as highly sophisticated utility platforms mounted on truck or van.

Quality

Innovation

Reliability

Odense + 45 66 13 11 00 Holbæk + 45 59 45 55 00

Whats on?

Health & Safety conference

March 13-14 2006 London UK
Tel: +44 (0) 20 7017 5455
e-mail Fiona.Dow@tfinorma.com

IPAF 2006 Summit

April 4, 2006 Whitebury, UK
Phone: +44(0)1539562444
Fax: +44(0)1539564686
E-mail: info@ipaf.org



North Sea Offshore Cranes & Lifting Conference

Conference on Offshore crane design and safety April 26-28, 2006 Aberdeen, UK
Phone: +47 67 52 60 10
Fax: +47 67 52 60 11
E-mail: elisabeth@tfsk.no



Interbuild

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

Intermat 2006

International construction equipment show 24 - 29 April, 2006
Paris-Nord Exhibition Centre Paris, France
Tel: [33] 1 4968 5248
Fax: [33] 1 4968 5475
e-mail info@intermat.fr



The Commercial Vehicle show

The UK show for trucks and accessories
April 25-27, 2006
NEC Birmingham, UK
Phone: +44 (0)1634 261262
Fax: +44 (0)1634 360514
E-mail: cvshow@cvshow.com

SED 2006

UK Site Equipment Demonstration
May 16th to 18th Fen Farm, Wavendon, Milton Keynes, UK.
Tel: (44) (0) 208 652 4810
Fax: (44) (0) 208 652 4804
www.sed.co.uk



Crane Safety Conference

Two day seminar on crane safety
June 22-23, 2006
London, UK
Phone: +44 (0)20 7566 5797
Fax: +44 (0)20 7566 5782
E-mail: npomfret@wilmington.co.uk

Platformers days

German access equipment meeting
August 25-26, 2006
Hohenroda, Germany
Phone: +49 (0)5031972923
Fax: +49 (0)5031972838
E-mail: info@platformer-days.de



SAIE 2006

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



Bauma China

Bauma in Shanghai
November 14-17, 2006
Shanghai, China
Phone: +49(0)89 51070
Fax: +49 (0)89 5107506

Bauma 2007

Munich, 23-29 April 2007
Tel: +49 (0) 89 51070
Fax: +49 (0) 89 5107506

Conexpo-Con/Agg 2008

The leading US construction show.
March 11-15, 2008
Las Vegas, Nevada, USA
Tel: +1 414-298-4133
Fax: +1 414-272-2672
e-mail: international@conexpoconagg.com

Construction and Mining Expo

Construction & Mining Expo Perth
April 6-8, 2006 Perth, Australia
Phone: +61 (0)3 9567 4264
Fax: +61 (0)3 9567 4261
E-mail: efield@etf.com.au

Visit www.Vertikal.net/en/events for a full listing of events with direct links to the organisers.

ADVERTISEMENT

M. Stemick GmbH
Kran- u. Baumaschinenhandel
CRANES FOR SALE

ALL TERRAIN-CRANES

20 t Krupp KMK 2020,	Bj. 1994	4x4x4	20,50m
25 t Demag AC 75,	Bj. 1997	4x4x4	25,00m + 13,00m
30 t PPM ATT 335,	Bj. 1998	4x4x4	30,40m + 15,00m
30 t PPM/Teres ATT 350,	Bj. 2000	4x4x4	30,40m + 15,00m
30 t Tadano AR 300,	Bj. 1993	4x4x4	25,00m + 7,00m
35 t Fuan ATF 30-2L,	Bj. 2003	4x4x4	28,50m + 8,00m
35 t Liebherr LTM 1030/2,	Bj. 2004	4x4x4	30,00m
35 t PPM/Teres ATT 400/2,	Bj. 2000	4x4x4	30,40m + 15,00m
35 t Krupp KMK 3035,	Bj. 1988	6x4x6	26,00m + 13,00m
40 t Demag AC 40-1,	Bj. 1999	6x4x6	31,20m + 7,10m + 1,50m
40 t Liebherr LTM 1040	Bj. 1991	6x4x6	30,00m + 14,50m
40 t Liebherr LTM 1040/1	Bj. 2000	6x4x6	30,00m + 14,50m
40 t Fuan RTP 40-3,	Bj. 2001	6x4x6	30,00m + 15,45m
50 t Grove GMK 3050,	Bj. 1998	6x4x6	38,10m + 15,00m
80 t Demag AC 80-2,	Bj. 2004	8x6x8	50,00m + 17,00m
100 t Liebherr LTM 1100/2	Bj. 2002	10x8x8	52,00m + 33,00m

TELESCOPIC - TRUCK CRANES

35 t Liebherr LTP 1030,	Bj. 1993	8x4x4	26,00m
25 t Tadano TL 250 E,	Bj. 1998	6x4x2	31,00m + 8,00m
25 t PPM C 280,	Bj. 1990	6x4x2	30,00m + 9,00m

ROUGH TERRAIN CRANE

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

LATTIC-ROOM-TRUCK CRANE

100 t Gottwald AK 150-53,	Bj. 1980	10x8x8	43,00m
---------------------------	----------	--------	--------

Import • Export

Tel: +49-2364 - 108203
Fax: +49-2364 - 10846
Mobil: +49-172-2932923
e-Mail: info@stemick-kran.de
Internet: <http://www.stemick-kran.de>

M. Stemick GmbH
Kran- u. Baumaschinenhandel
Import • Export
D-45731 Hatzen / Germany

Marketplace

cranes & access

FOR UK USERS & BUYERS OF LIFTING EQUIPMENT

reaches over six times as many UK/Irish buyers of lifts and lifting equipment than any other lifting magazine

ADVERTISING:

The Vertikal Press Ltd.
PO Box 6998, Brackley,
NN13 5WY UK.
Tel: +44 (0)8707 740436
Fax: +44 (0)1295 768223
E-mail: info@vertikal.net

Vertikal
.net

USED EQUIPMENT • SPARE PARTS • RECRUITMENT • RECONDITIONING • HIRE • WANTED

Crane Safety & Management 2006



Thursday 22 – Friday 23 June 2006
Jury's, Great Russell Street, London

WILMINGTON
Conferences

CRANES
The independent magazine of the crane industry

HOIST

Discover the latest innovations

The 5th annual Crane Safety & Management conference is returning to London on 22nd - 23rd June 2006, at Jury's, Great Russell Street. The two-day conference provides an opportunity for delegates to come together to hear experts, share ideas, network, and take home answers to critical questions.

- Maximise your profits with an effective safety plan
- Improve productivity through the implementation of a safe work culture
- Reduce the risk of litigation by staying on the right side of the regulators
- Boost your competitive advantage by implementing successful international best practice
- Gain financially from effective asset management

3 for 2:

Book two delegates and a third attends FREE!
CPA and CEA members benefit from a reduced fee

Speakers confirmed include: Hans-Dieter Willim, general manager design department, **Liebherr**, Germany; Ian Simpson, Specialist Inspector – **Mechanical, Health and Safety Executive**, UK; Tsutomu Hashimoto, member of **Japan National Committee for ISO/TC111**; Secretary of the **Japan Society of Industrial Machinery Manufacturers**, and R&D General Manager, **KITO Corporation**; Don Nelson, chairman of the **Technical High Angle Rope Rescue Programme** steering committee and manager of **Industry and Labour Services – Construction for WorkSafeBC**, British Columbia.



Learn from industry leaders

The morning plenary sessions will cover all the major issues facing the lifting industry - but that is not all. The packed programme will also include:

- Panel sessions on innovations and future developments in tower, mobile, and factory cranes
- Workshops will focus on issues that are key to your business success

For a full conference programme and the most up-to-date speakers list visit
www.wilmingtonconferences.com/cranes2006

Event partner



Associate sponsor



Sponsors



Supporting organisations



Book Now Online: www.wilmingtonconferences.com/cranes2006

Telephone: +44 (0)208 269 7823 Fax: +44 (0)208 269 7880

AINSCOUGH
CRANE HIRE LTD

Used Cranes for Sale Direct from the UK's largest Crane Hirer
Visit our Website: www.ainscough.co.uk



Liebherr LR1280
Year 2002.
Capacity 280 tonnes.
Crawler Crane



Liebherr LTM1090/2
Year 1997.
Capacity 90 tonnes.
All Terrain



PPM, 680ATT
Year 1992.
Capacity 60 tonnes.
All terrain



Jones 565
Year 1975.
Capacity 30 tonnes.
Mobile Lattice



Demag AC75
Year 1997.
Capacity 25 tonnes.
City Crane



Grove, AP415
Year 1996.
Capacity 15 tonne.
Industrial crane



Kato CR100
Year 1998.
Capacity 10 tonnes.
City Crane



Spierings SK598
Year 2003.
Capacity 8 tonnes.
Mobile Tower

GOOD USED CRANES REQUIRED TO PURCHASE

CONTACT: JAMES AINSCOUGH OFFICE: +44 (0) 1257 478501 Fax: +44 (0) 1257 473286
Mobile: +44 (0) 7768 008674 Email: j.ainscough@ainscough.co.uk
OR JOHN ROME mobile: +44 (0) 7767 236204 email: j.rome@ainscough.co.uk

P J Allan Sales & Services

VEHICLE MOUNTED ACCESS



Altec
11m - 38m Insulated
Material Handling
Chassis Options
Custom Lockers
Dielectric Tested
Emergency Decent
Safety Interlocked
Full Service Backup
Mounted UK Works

Call Today

13.4m Height
Telescopic
2 Man Cage
Dual Controls
Safety Interlock
4 Stabilisers
CE Mark




niftylift

sales@pjallanaccess.co.uk


Tel: 01858 469 400 Fax: 01858 410 646

Special access equipment for Rent

Bac aims higher



Scissor platforms
Working height: 4 - 23 metres
Platforms: sizes 0.74 x 1.30 m
up to 2.80 x 6.64 m



Telescopic and articulated telescopic platforms
Working height: 1 - 43 metres
Platform: sizes from 0.70 x 0.75 m to 1.00 x 1.50 m

NEW! Special ultra narrow machines up to 28 metres!

BAC

Bac Hoogwerkers, The Netherlands

Phone Dick Bac
+31 (0)79 593 11 86
+31 (0)6 54 62 73 72
dick@bachoogwerkers.nl
www.bachoogwerkers.nl

For any special or problem job, call Bac Hoogwerkers.



The world's smallest scissor lift

POPUP TM

- No need for ladders
- Ideal for indoor & low level use
- Safe and simple
- 8 seconds to reach full height
- 1.63m platform height gives 3.63m average working height
- 240kg working load
- No formal training needed
- Battery powered with separate charger

www.popupplatform.co.uk

To arrange an on-site demo call 01244 833 111 or e-mail sales@popupplatform.co.uk



SPIERINGS
a new generation mobile cranes

 SPIERINGS CRANES

For information
0031 -412- 62 69 64
www.spieringscranes.com
or call your crane hire company

TOWER CRANES
NEW & USED SALES

We are highly specialised in Tower Cranes.
So please contact us: e-mail: mtlux@aol.com
www.mti-lux.com



 **MACHINE TRADING INTERNATIONAL**
MTI-LUX S.A
2 a, Rue Prince Henri, L-6735 Grevenmacher
Tel: +352-26745480 Fax: +352-26745483



Are your Machines

looking Old and Tired ?

The Paint Dull and Faded ?

There is a fast solution that can save you **£££'s**

When a machines paint work becomes faded and dull, it can take hundreds of pounds off of its resale value and if it is in your fleet it can dent your image and reputation. Current options do not work or are very costly:-

- Cutting polish simply does not last and damages the paint surface
- A respray can cost thousands plus loss of earnings.

There is now an alternative!

Dakota shine treatment takes less than **24 hours** and will restore both the colour and the original deep gloss finish and will last as long as the original paint. The four steps are quick, simple and require minimum skills.

**DEALERS AND
APPLICATION CONTRACTORS
WANTED!**

1. Pressure wash
2. Clean with Dakota Prep
3. Apply any touch up required
4. Spray with clear Dakota Shine

Leave to harden overnight and your machine is ready to go back to work with a new lease of life! Dakota shine also revives the rubber, vinyl and plastic parts so no need to Mask.



BEFORE



CLEAN



SPRAY



AFTER



Tel: 01935 863377

Cell: 078999 23088

Email: shine@fpgl.net Web: www.dakotashine.com

Future Products Group, Ltd. 169 West Coker Rd. Yeovil, Somerset England BA20 2HE

Access & Lifting Equipment directory - Go direct to these sites!

ACCESS EQUIPMENT MANUFACTURERS

Aichi	www.aichi.de
AIRO by Tigieffe S.r.l	www.airo.it
Alimak	www.alimak.co.uk
A Ruthmann	www.ruthmann.de
Barin	www.barin.it
Basket	www.basket-platforms.com
Bison - Palfinger	www.bisonpalfinger.com
CTE	www.ctelift.com
Denka Lift	www.denka.dk
Dino Lift	www.dinolift.com
Esda	www.esda-fahrzeugwerke.de
Genie	www.genieindustries.com
GSR Spa	www.gsrspa.it
Haulotte	www.haulotte.com
Holland Lift	www.hollandlift.com
Iteco	www.itecolift.it
JLG	www.ilgeurope.com
Leguan Lifts	www.leguanlifts.com
Matilsa	www.matilsa.es
MEC	www.mec-awp.com
Omega Lift	www.omegaaccess.com
Ommelift	www.ommelift.dk
Ranger tracked access	www.tracked-access.co.uk
Safi	www.safi.it
Skyhigh	www.skyhigh.be
Snorkel	www.snorkelusa.com
Teupen	www.teupen.info
Turner Access	www.turner-access.co.uk
Upright International	www.uprighteuro.com

MAST CLIMBERS AND HOISTS

Alimak-HEK	www.alimakhek.com
Universal Sky Platforms	www.uspuk.com

PLATFORM HIRE

Easi up Lifts	www.easiuplifts.com
Hi-reach	www.hi-reach.co.uk
Nationwide Access	www.nationwideaccess.co.uk
Rapid Platforms	www.rapidplatforms.co.uk
Panther Platform Rentals	www.pantherplatforms.co.uk

NEW & USED PLATFORMS

Access business	www.accessbusiness.nl
Access Platform Sales	www.accessplatforms.co.uk
Access Sales International	www.accesssalesint.co.uk
AFI Resale	www.afi-platforms.co.uk
A.J. Access Platforms	www.accessplatforms.com
Baulift	www.baulift.de
Easi-uplifts	www.easiuplifts.com
Flesch	www.Flesch-Arbeitsbuehnen.de
Genie	www.genieindustries.com
JLG	www.ilgeurope.com
Kunze GmbH	www.KUNZEdmbh.de
Nationwide Access	www.nationwideaccess.co.uk
Peter-Hird Ltd	www.peter-hird.co.uk
PASS	www.poweredaccess.com
Promax Access	www.promaxaccess.com
Rapid Platforms	www.rapidplatforms.co.uk
Ritchie Bros auctions	www.rbaction.com
Safe2Reach	www.safe2reach.co.uk
Take Over Platforms	www.takeoverplatforms.com
Thanner	www.USED-Worklift.com
Turner Access	www.turner-access.co.uk
TVH - Group Thermote & Vanhalst	www.tvh.be

ALLOY SCAFFOLD TOWERS/ECHAFAUDAGE

Instant	www.upright.com
Safe2Reach	www.safe2reach.co.uk
Svelt	www.svelt.it
Turner Access	www.turner-access.co.uk
Safe2Reach	www.safe2reach.co.uk
Skyreach Access	www.skyreachaccess.com

SPECIAL AND NICHE PLATFORM RENTAL

BAC Verhuur	www.bachooqwerkers.nl
Powered Access Sales & Services	www.poweredaccess.com
Rapid Platforms	www.rapidplatforms.co.uk
Universal Sky Platforms	www.uspuk.com

TRAINING CENTRES AND TRAINERS

Access Platform Sales	www.accessplatforms.co.uk
Active Safety	www.activerentals.co.uk
AFI	www.afi-platforms.co.uk
Ainscough	www.ainscoughtraining.co.uk
AJ Access	www.accessplatforms.com
Avon Crane	www.avoncrane.co.uk
Central Access	www.central-access.co.uk
Genie	www.genieindustries.com
HCS	www.hydrauliccraneservices.co.uk
Hi-Reach	www.hi-reach.co.uk
Hiab	www.hiab.com
Hird	www.peter-hird.co.uk
JLG Training	www.ilgeurope.com
L&B Transport	www.lbtransport.co.uk
Lifting Equipment Training	www.letltd.co.uk
Nationwide	www.nationwideaccess.co.uk
Norfolk Training Services	www.norfolktraining.co.uk
Rapid Platforms	www.rapidplatforms.co.uk
Safe2Reach	www.safe2reach.co.uk
Southern Crane & Access	www.southerncranes.co.uk
TH White	www.thwhite.co.uk

TRAINING CENTRES AND TRAINERS (continued)

Terex Atlas (UK) Ltd.	www.atlascranes.co.uk
The Platform Company	www.platformcompany.co.uk
Turner Access	www.turner-access.co.uk
Uplift Platforms	www.Upliftplatforms.co.uk

TRAINING ASSOCIATIONS AND NETWORKS

Allmi	www.allmitraining.co.uk
AWPT	www.awpt.org
IPAF	www.ipaf.org

CRANE MANUFACTURERS

Grove	www.groveworldwide.com
Tadano Faun	www.tadanofaun.de
Terex-Demag	www.terex-cranes.com
Unic Cranes	www.unic-cranes.co.uk
Valla	www.valla-cranes.co.uk
Vanson	www.vansoncranes.com

CRANE HIRE

Ainscough	www.ainscough.co.uk
Hewden	www.hewden.co.uk
Ladybird tower crane hire	www.ladybirdcranehire.co.uk

NEW & USED CRANES

AGD Equipment Ltd	www.agd-equipment.co.uk
Kobelco	www.kobelco.nl
M. Stemick	www.stemick-krane.de
P.V. Adrighem BV	www.adrighem.com
Terex Demag	www.terex-cranes.com
Used Cranes CCK	www.used-cranes.de
Valla UK Ltd	www.valla-cranes.co.uk
Verschoor	www.verschoor-cranes.com

SELF ERECTING TOWER CRANES

Ladybird tower crane hire	www.ladybirdcranehire.co.uk
Vanson	www.vansoncranes.com

LORRY/TRUCK LOADER CRANES

Effer	www.effer.it
Palfinger	www.palfinger.com

TELESCOPIC HANDLERS

Genie	www.genieindustries.com
JLG	www.ilgeurope.com
Merlo	www.merlo.co.uk

OUTRIGGER PADS

Eco power pads	www.outriggerpads.co.uk
----------------	--

USA DISTRIBUTION AND LOGISTICS

Pacific Equipment Logistic	www.pacificlogistic.com
----------------------------	--

NEW AND USED TELEHANDLERS

VHS Vissers Heftruck Service	www.vhsbladel.nl
------------------------------	--

PARTS AND SERVICE SUPPLIERS

IPS	www.ips-ltd.biz
JLG	www.ilgeurope.com
Samual Walker	www.samwalker.com
TVH - Group Thermote & Vanhalst	www.tvh.be

STRUCTURAL REPAIRS

Avezaat Cranes	www.avezaat.com
----------------	--

WIRE ROPE

Bridon Ropes	www.bridon.com/cranerope
Casar	www.casar.de

BATTERY MANUFACTURERS/SUPPLIERS

Optima Batteries	www.optimabatteries.com
Trojan Battery	www.trojanbattery.com

CONTROL SYSTEMS

Intercontrol	www.intercontrol.de
--------------	--

EQUIPMENT AUCTION HOUSES

Ritchie Brothers	www.rbaction.com
------------------	--

INDUSTRY ASSOCIATIONS

ALLMI	www.allmitraining.co.uk
IPAF	www.ipaf.org
OSHA	www.osha.gov

RENTAL MANAGEMENT SOFTWARE

Inspire	www.inspire.com
---------	--

Vertikal
.net

OVER 32,000 Visitors a Month
OVER 1 million Hits a Month

Subscribe to **cranes & access**

The only way to
guarantee
that you
receive
every
issue.



Vertikal
.net

Subscribe online at www.vertikal.net

Subscription Application Form

Please complete this form and either fax back on
+44 (0) 1295 768223 or +49 (0) 7618 866814 or
post to The Vertikal Press, PO Box 6998,
Brackley, NN13 5WY, UK. Tel: +44 (0)8707 740436

Name _____

Company _____

Job Title _____

Telephone _____

Address _____

Country _____

Telefax _____

Email _____

Please start my one year subscription to **Cranes & Access** at the rate of:

- £40.00/€60 (UK and Irish addresses only)
- €75.00 (Rest of Europe)
- \$110.00 / £60.00 (Other regions)
- I enclose a cheque made payable to The Vertikal Press
- Please invoice me
- I enclose an international money order

A. J. ACCESS PLATFORMS LTD.

Suppliers of used Access Platforms



SELF PROPELLED SCISSOR
2002 GENIE GS1930
7.6m Working Height (25ft)
Compact Design, Slide-out Deck



SELF PROPELLED TELESCOPIC
1998 TOUCAN 800.
8m. working height (26.4ft.).
Less than 1 metre wide, choice of machines.



SELF PROPELLED TELESCOPIC
2002 JLG 600AJ
18m. working height (60ft.)
4WD, Articulated Boom.



VEHICLE AND VAN
1997 VERSALIFT ET36NF
12.9m. working height (42ft.).
Non HGV van mounted platform, re-painted.



SELF PROPELLED SCISSOR
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



SELF PROPELLED SCISSOR
2000 UPRIGHT LX41 4X4
14.3m. working height (47ft.).
Kubota diesel, dual deck extensions.



Tel +44 (0) 1291 421155 Fax +44 (0) 1291 423930
PILL WAY, SEVERN BRIDGE IND. ESTATE, CALDICOT, GWENT NP26 5PU UK
E-Mail: sales@accessplatforms.com



www.accessplatforms.com

Welcome to Germany!

Vertikal
Check

25th and 26th of August in Hohenroda

Lifting and Moving – the Platformers' Days are once again, the most important information forum in Germany in this respect also in 2006. Domestic and foreign exhibitors will be presenting all about mobile lifting technology and mobile high-altitude access technology at the Hessen Hotelpark Hohenroda on the 25th and 26th of August 2006. Further information can be obtained from:

Internet www.platformers-days.com

E-Mail 2006@platformers-days.com

Telefax +49(0)50 31.97 28 38

Platformers'
DAYS



Powerfull

in 3.5T up to 22m



MULTITEL PAGLIERO

**FULL LINE MANUFACTURER OF
TRUCK MOUNTED WORK PLATFORMS**

Multitel Pagliero Strada Statale,
114 I-12030 MANTA (CN) Italy.
Tel: +39 (0)175 255 211
Fax: +39 (0)175 255 255
info@pagliero.com

Jerry W. Kist rue ten Eyken,
107 B-4850 Montzen, Belgium.
Tel: +32 477 555 667
Fax: +32 87 784 148
jerry.kist@skynet.be

K LIFT

Crane Hire and Lifting Services Operations Manager

K-Lift is a nationwide service provider with depots throughout the UK and we are aiming to be the number one specialist in mobile self erecting cranes and contract lifting.

As an expanding company K-Lift are looking to recruit an Operations Manager with a proven track record and knowledge of mobile self erecting tower cranes operating from our newly opened Enfield depot.

The successful candidate will report to the Operations Directors and will be responsible for the day to day running of a large fleet of mobile self erecting and telescopic cranes.

The candidate must be proficient in Microsoft office and AutoCad systems and possess strong man management qualities.

An excellent remuneration package will be offered to the successful candidate.

Please email your CV along with your current salary details and notice period required to:

jane.williams@k-lift.co.uk
0800 389 5646

APS

Access Platform Sales

NEW AND USED ACCESS SPECIALISTS



Library picture

GENIE RUNABOUT GR15 (2005)

Self propelled personnel lift.
21' working height. Battery. New old stock.
Serviced & tested.



Library picture

SNORKEL SLH4084 (1998)

Self propelled scissor lift. 4wd.
46' working height. Diesel.
Repainted, serviced & tested.



SNORKEL S1930 (2005)

Self propelled scissor lift.
25' working height. Battery.
Ex-demonstrator. c.w 12 months warranty



UPRIGHT SL26 (1999)

Self propelled scissor lift.
32' working height. Diesel. 4wd
Recently repainted, serviced & tested.



Library picture

NIFTYLIFT HEIGHT RIDER 12 NBE (1997)

Self propelled boom.
40' working height. Narrow, diesel/battery.
Repainted, serviced & tested.



SNORKEL AB50J (2001)

Self propelled boom.
56' working height. Diesel.
Repainted, serviced & tested.



VOLKSWAGEN LT35 WITH K LIFT (2000)

KV 10.5m. 36' working height.
Serviced and tested.



Library picture

GENIE IWP25 (2005)

Personnel lift c/w powered wheel assist.
31' working height. Battery.
new - old stock.



SKYJACK 8241 (1998)

Self propelled scissor lift.
47' working height. Battery.
Repainted, serviced & tested.



GENIE DPL35 (1997 & 1998)

Choice of 3. Dual personnel lift.
41' working height. Battery.
Serviced & tested.



UPRIGHT X26N (1992)

Self propelled scissor lift.
32' working height. Battery.
Repainted, serviced & tested.



SKYJACK SJKB33C (1996)

Self propelled boom.
39' working height. Battery.
Repainted, serviced & tested.

Leewood Business Park, Upton, Huntingdon, PE28 5YQ
Tel: +44 (0) 1480 891251 Fax: +44 (0) 1480 891162
e-mail: sales@accessplatforms.co.uk

www.accessplatforms.co.uk



In the UK contact

Exclusive UK distributors
Nationwide deliveries
Scrap collection service

Manbat, Unit 1 Grange Business Park, Lancaster Road, Shrewsbury, SY1 3LG
Telephone: 01743 460790 Fax: 01743 460791 Email: stevesheppard@manbat.co.uk



B&C RECONDITIONING (Gears) Ltd

SLEW RINGS

For cranes, access platforms, excavators, piling rigs, dredging and marine plant, scrap handling equipment
RECONDITIONING • NEW & SERVICE EXCHANGE
Slew pinions, spur & bevel gears, reconditioned or new supplied
• Free inspections • Quality assured to ISO 9001

Amesbury Business Park, London Road, Amesbury, Wilts SP4 7LS. UK
Tel: 01980 623210 • Fax: 01980 625176
E-mail: sales@bcreconditioning.co.uk • Web: www.bcreconditioning.co.uk



Vertikal.net

For the latest news
read Vertikal.net
www.vertikal.net
32,000 visitors/month!

www.vansoncranes.com



Tower Cranes of Today...

Telephone: 01476 861011
Fax: 01476 861014
E-mail: sales@vansoncranes.com
Website: www.vansoncranes.com

M. Stemick GmbH
Kran- u. Baumaschinenhandel

Import – Export
Wanted!

We are always looking for
all types of used cranes
Telescopic AT-Cranes / Telescopic Truck Cranes /
Lattice Boom Cranes / Rough-Terrain Cranes

45721 Haltern am See – Germany

Tel.: +49-(0)2364-108203 e-mail: info@stemick-krana.de
Fax: +49-(0)2364-15546 Internet: www.stemick-krana.de
Mobile: +49 (0)172-23332923

USED CRANES FROM MANUFACTURER:

www.manitowoccrane.com



AFI RESALE

AFI
AERIAL PLATFORMS



JLG 2646
Year 1998



SKYJACK SJKB40
Year 1998



JLG 3246
Year 1998



SKYJACK SJKB33N
Year 1998



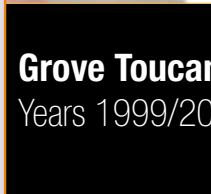
JLG 26MRT
Years 1998/2000



Grove Toucan 1010
Year 1998



JLG 2658
Year 2000



Grove Toucan 800
Years 1999/2000



NATIONAL SALES LINE
+44 (0) 1924 234819
NATIONAL SALES FAXLINE
+44 (0) 1924 374563

www.afi-platforms.co.uk

AFI AERIAL PLATFORMS LIMITED
2nd Floor West Wing, Diamond House,
Diamond Business Park,
Thornes Moor Road, Wakefield WF2 8PT
sales@afi-platforms.co.uk

For more information please visit our website

LOOKING FOR OUTRIGGER PADS? TAKE A LOOK AT ECO POWER PADS!

Recycled high quality Polyethylene materials

No splintering

No water absorption

High resistance to impact

Safe and durable, returns to original shape

Unbreakable & lightweight

Options include:

Custom sizes, Engraving,
Recessed centres, Chain handles

Mobile Cranes, Mobile Tower Cranes,
Loader Cranes, Aerial Work Platforms,
Concrete Pumps
LOAD BEARING 5 to 300 tonnes



Contact Bill Green at PLC Sales

tel: +44 (0)1449 674154 mobile: +44 (0)7885 020582

fax: +44 (0)1449 674173 e-mail: sales@outriggerpads.co.uk

www.outriggerpads.co.uk




McNALLY's Crane Hire
Dawson Street,
Monaghan
Ireland
Tel. +353 47 81000





McNALLY CRANE HIRE

Offer lifting solutions with our skilled team of personnel across Ireland and England.
Specializing in Wind turbine erection.

We have a modern fleet of cranes from 25t to 1000t capacity.

www.windhoist.co.uk
Email: info@windhoist.co.uk

Services

- Turbine mechanical erection packages
- Heavy craneage
- Maintenance
- Engineering
- Windfarm Decommissioning



CRANE BUSINESS

We sell & support used and new crawler cranes. All under CE approval and within your highest expectations on quality and service.



LOGICRANE
Combines the unique values of mobile cranes and crawler cranes.

LOGICRANE is your logistic crane solution.



CRANE BUSINESS BV
T +31 168 381 575 E info@cranebusiness.com
F +31 168 381 576 I www.cranebusiness.com

Hooked on Cranes

www.accessbusiness.nl



GROVE Manlift A 60 J 4x4
Year 2001 – 1.300 hours
choice of two – perfect condition
Immediately available



GROVE Manlift A 125 J 4x4x4
Year 2001 – 2.400 hours
Excellent condition
Immediately available



GROVE Manlift T 86 J 4x4x4
Year 2001 – 2.100 hours
Almost new machine.
Call us for pricing.



TEREX TB 66 4x4
Year 1999 - 3.700 hours
Choice of two
Very good condition



Grove Manlift AMZ 68 XT 4x4x4
Year 1995 – 4.500 hours
Choice of two
Good working condition



GENIE Z45/22 BiFuel
Year 1995 – 3.400 hours
Good working condition
Diesel and electric drive



GROVE Manlift scissors SM 3884 and SM 4688 series
Year 1995 onwards
Electric, diesel en diesel 4x4
Interesting package prices



GROVE Manlift AMZ 131 XT Year 1999 and 2000 – 4.000 hours. Choice of two – perfect condition
Immediately available



LIFTLUX SL125-12
Year 2001 – only 450 hours
14m narrow aisle electric scissorlifts. Choice of two – perfect condition



GROVE Manlift MZ 76
Year 1991 – Choice of four. In working condition
low price
Immediately available

Contact -

info@accessbusiness.nl Tel: (+31) 6 33 726 056
platforms@planet.nl - Tel: (+31) 6 53 205 371
Fax: (+31) 84 710 0518 - Fax: (+31) 72 520 5353

Reliability defined



Compact dimensions allow every Teupen model to pass through standard doorways, whilst the tracked chassis creates low ground bearing pressure to eliminate damage to floors.

Sales • Hire • Service

TEUPEN[®]
ENGINEERING EXCELLENCE

TEUPEN (toy-pen),

– new machine of innovative design; of unique construction; of outstanding quality and reliability; of superior performance; in a class of its own; the benchmark to which all others aspire; of enviable reputation.

– adjective german; teutonic; superior; outstanding.

DERIVATIVES: non; not to be mistaken; one of a kind; the pinnacle.

ORIGIN: West Germany; generally associated with engineering excellence.

RANGER

www.tracked-access.co.uk

www.teupen.uk.com

Tel: 0870 225 5554

Manufactured by Teupen and distributed in the UK by- RANGER EQUIPMENT 52 Shaw Street, Whittington Moor, Chesterfield, Derbyshire S41 9AY.

Tel: 0070 225 5554

Fax: 0207 900 2229

Email: sales@tracked-access.co.uk

USED MACHINES

evaluate quickly and securely

www.lectura.de



negotiate successfully –
decide securely and well



LECTURA
specialised publisher

Don't miss out on the opportunity to reach an extra 10,000 lifting people in their own language, French, German and English, at this years big show.

Vertikal Intermat is The specialist guide to cranes, Aerial lifts, lorry loaders and telescopic handlers at the big show.

Book your space today, before it is too late.

Visit www.Vertikal.net – For the latest News!





ENERGY

State Supervision of Mines



The 11th North Sea

OFFSHORE CRANES & LIFTING

CONFERENCE

26th- 28th April 2006

*Macdonald Ardoe House Hotel,
Aberdeen, UK*

Registration by 5th April

The previous conference was visited by a total of
150 delegates!

ORGANISER AND ADMINISTRATION

THE NORWEGIAN SOCIETY OF
LIFTING TECHNOLOGY (NSLT)

In close co-operation with
OFFSHORE MECHANICAL HANDLING
EQUIPMENT COMMITTEE (OMHEC)

KRANTEKNISK FORENING
NORWEGIAN SOCIETY OF LIFTING TECHNOLOGY



For more information and to register go to www.ktf.no or call +47 67 526010

WWW.EASIUPLIFTS.COM



**All Machines sold direct from our fleet
All Machines sold serviced and certified
Door to Door Delivery Available**



Scanlift SL240

all terrain hoist, crab steer, 79ft work height. Kubota diesel. Hyd. Jacks. Choice
2000 - £ 27,000 - € 38,750
2001 - £ 29,000 - € 41,750



Denka DL22

Narrow access hoist. 72ft work height. Hyd. Jacks. Choice
2001 - £ 29,500 - € 42,500
2002 - £ 34,000 - € 39,000



Denka DL28

Trailer mounted hoist. 90ft work height. Hatz diesel. Hyd. Jacks. Choice
1999 - £ 25,000 - € 36,000
2000 - £ 33,750 - € 49,000



Manitou MT1637

4wd perkins diesel teleporter. 13m work height. 3.5 tonnes max lift. Hyd. Jacks. Choice
2002 - £ 27,250 - € 40,000
2003 - POA



Genie Z30/20n

2wd articulated boom. Battery powered. 36ft work (11m) 2005 - POA

Genie Z34/22n

2wd articulated boom. Battery powered. 40ft work (12m) 2004 - POA 2005 - POA

Genie Z45/25 BI

2wd articulated boom. Battery and Kubota diesel. 51ft work height (15.5m). 2002 - £ 22,000 (€ 31,500) 2003 - £ 24,500 (€ 36,000) 2004 - POA 2005 - POA

Genie Z45/25 RT

4wd articulated boom. Deutz diesel. 51ft work height (15.5m). Choice 2003 - £ 24,500 (€ 36,000) 2004 - POA 2005 - POA

Genie Z60/34

4wd articulated boom. Deutz diesel. 66ft work height (20.1m). Choice 2003 - POA 2004 - POA 2005 - POA

Genie Z80/60

4wd articulated boom. 86ft work height. Deutz diesel engine 86ft work height (26m) 2003 - POA 2004 - POA 2005 - POA

Genie TZ34/20

Trailer mounted hoist. Battery powered. 40ft work height (12m). Rotating Jib. Choice 2004 - POA 2005 - POA

NiftyLift 170

Trailer mounted hoist. 56ft work height (17m). Hyd. Jacks. Kubota diesel and battery. Choice 2003 - POA 2004 - POA

Scanlift SL185

4wd all terrain hoist. Crab steer. 60ft work height (18.5m) Hyd. Jacks. Kubota diesel. Choice 1999 - £ 15,000 (€ 21,750) 2000 - £ 19,500 (€ 28,000)

Spider FS370

Specialised Hoist. 122ft work height (37m) Battery & diesel. Hyd. Outriggers. Fully spec'd. 2003 - POA

Maniotu BT420

4wd perkins diesel teleporter. 4m work height. 2 tonnes max lift. Choice 2000 - £ 11,000 (€ 16,000) 2002 - £ 13,500 (€ 20,000)

Maniotu MT1233

4wd perkins diesel teleporter. 12m work height. 3.3 tonnes max lift. Hyd. Jacks. Choice 2002 - £ 20,500 (€ 30,000) 2003 - POA



**Contact: Ronan MacLennan
Dublin: 00-353(0)1 835 2835 Limerick: 00-353(0) 61 330 233
Belfast: 028 908 33753 Glasgow: 01698 308899**

KOBELCO

TOP PERFORMANCE ALL THE WAY

KOBELCO provides you with the best tools for any construction, marine, foundation and demolition job!

KOBELCO... cranes, designed to your spec:

- Excellent lifting duties
- Easy to transport, fast rigging
- Self-Assembly-System
- Powerful, wide-winchers with oil-cooled, multi-disc brakes
- Superior hydraulics
- Powerful, fuel efficient engine
- Compact, well thought-out design
- Great operating comfort
- Excellent reliability



KOBELCO CRANES EUROPE LTD.

KOBELCO CRANES EUROPE Ltd. For U.K. and Ireland:
Tel: 00-44-(0)-1473-716-302 • Fax: 00-44-(0)-1473-716-301
andrew_brown@kobelconet.com

FOR MAINLAND EUROPE: Almere, Netherlands
Tel: 00-31-(0)-36-549-5510 • Fax: 00-31-(0)-36-549-5520
jos_verhulst@kobelconet.com

WWW.KOBELCO-CRANES.COM