

cranes & access

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March/April 2017 Vol.19 issue 2

Tower cranes

**Conexpo
review**

**Smaller
boom lifts**

Batteries

...True hybrid JLG boom...46 metre Magni telehandler...New Tadano tele crawler cranes...

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On the cover:

Three visitors at the very popular Conexpo show in Las Vegas closely inspecting a six-axle Tadano ATF 400G-6.



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London's largest crane, New big Genie booms, UK crane and platform exemption, Grove 65 tonne RT, 80ft Hybrid from JLG, Haulotte

unveils 80ft articulated boom and 20ft mast lift, Hewden auction sell-out, Loxam completes Lavendon, New 30 tonne Grove telescopic crawler, 64 spiders for Nationwide, SPS expands wide platform range, Snorkel material lift, Demag name goes smaller, New 58 tonner from JMG, New Shuttlelift carrydeck crane, Palfinger completes Solid range and financials round-up.

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Apex show preview 45

Apex is returning to Amsterdam and the dates have changed as it moves to early May. Find out all you needed to know in our show preview.

Vertical Days preview 51

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We bring you a few highlights from the Rental show - organised by the American Rental Association - in Orlando, Florida and the Executive Hire Show from the Ricoh Arena in Coventry, UK.

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In the next C&A

The next issue of Cranes & Access scheduled for mid-May will include a review of the IPAF Summit and the full Vertical Days Guide as well as featuring Remote controls, Spider lifts and tracked access and Telescopic crawler cranes. If you have any contributions or suggestions or are interested in advertising in this issue, please contact our editorial or sales teams.

Vertical Days is moving to Silverstone with more room to grow.

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It's raining cats and dogs....

The origins of the peculiar English expression 'There are more ways than one to skin a cat' are hazy but dates back to at least 1840. However most of us know it as a way of saying there are various solutions to the same problem.

The expression could be said to sum up the lifting industry - and the access sector in particular - where there is an increasingly extensive and diverse range of equipment to carry out the same work, along with individual ingenuity to find alternative and sometimes

unconventional solutions for working at height.

The first half of this year is littered with trade shows and events - many previewed and reviewed in this issue - each providing an opportunity to see the latest, weird and wonderful equipment that aims to offer a better or alternative solution to a problem.

In the boom lift feature on page 17 we deal with that very issue - looking at four different platforms that aim to do similar work. Two products are new versions of classic machine types, one is a larger version of a well-established concept, and the fourth is an 'off-the-wall' solution with as many merits as the more traditional equipment - at least on paper.

We have said many times before in regard to new ideas and concepts - that success or failure is not down to performance, quality or design, and often not even good marketing or distribution. The product obviously has to do what it is designed for, at a price that makes sense and be well marketed, but its ultimate success or failure is really down to customer demand, timing and ready availability.

The unusual Forever ODM 'Scissor Boom' attempts to blend the benefits of a scissor lift with a boom, while ATN's 12 metre Piaf 12E mast boom hopes to take larger mast booms into the mainstream market. The conservative construction industry coupled with human nature of sticking to what works and is readily available - even if it is not the best solution - means new concepts often remain very niche or wither on the vine.

But the saying 'every dog has its day' should drive engineers and inventors to keep looking for that 'better mousetrap'. Everything - they say - has been done before and it turns out that UpRight developed long cantilever platforms in the 1980s, the largest targeted at aircraft maintenance. There are many reasons why an original concept does not go 'viral', from changes in the economy, to rental companies preferring general purpose products that are easy to rent, or it simply does not look right?

Who knows - but we should all be thankful that there are still engineers and companies willing to give it a go and 'push the envelope'. Without them the industry would be a much less interesting place.

Mark Darwin

Comment and feedback is most welcome via post, email, fax or phone stating if we may publish them or not: editor@vertikal.net

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