

# cranes & access

August □ September 2005 Vol. 7 issue 5

**RE**  
2005  
MAASTRICHT  
SEPTEMBER  
22 - 23 - 24

UK/Ireland  
Top 20 Hirers **P17**

**cir** top  
20

**P36** truck & van  
mounted lifts

**Alternative**  
**P31** Lifting



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## on the cover:

Sussex based Southern Cranes & Access was called upon to provide cranes and access equipment to assemble the massive racing car display at Goodwood. It used its Terex Demag AC200-1 working on full main boom and two Genie S65 self propelled straight booms.



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APEX 24

We review what could be called the biggest dedicated powered access show ever. This years APEX event is the first on the new three year rotation and is the first time that the European access industry has got together since Bauma a year and a half ago. More new products are due to be unveiled at the show than ever before.

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We round up a number of unusual lifting jobs and solutions to tough challenges. Including the building of the UK's first offshore wind farm and substation which is going up in the model of the Irish Sea. We also visit a young inventor who thinks he has solved a signalling challenge on a small Staffordshire boat yard.

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Every year at Platformer Days our German sister magazine Kran & Bühne carries out a side by side specification check of a chosen type of access equipment. This year was the turn of 20ft electric narrow aisle scissor lifts. Nine manufacturers took part. We publish a brief overview of the findings.

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Finally qualified, Editor Leigh Sparrow finally takes an IPAF course and qualifies for a PAL card.



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# cranes & access

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# C&A comment



## Where did summer go?

It seems to have vanished in a trice and yet a great deal has happened since our last issue. The relentless increase in the price of oil for one thing. This has serious repercussions for crane and truck-mounted

lift hire companies. One major crane owner we spoke to says that his fuel bill is up by more than 50 per cent and, on top of this, depot electricity bills have risen by 45 percent! As if this weren't bad enough, it seems that crane hire rates have softened over the summer as utilisation rates eased.

It doesn't take a degree in economics to understand the outcome of rapidly rising costs combined with downward pressure on rental income. How is it that manufacturers have managed to pass on much of the increase in steel and component costs and are, as a result, seeing some dramatically improving results; and yet crane hire companies are suffering?

It is time for the crane hire industry to get tough on fuel, if the use of rebated fuel, does come to an end, the failure to pass it directly on to the end user will be disastrous. One of the problems dogging UK crane hirers is the distance that some companies are prepared to send cranes with no extra charge. Perhaps if the true cost of this was known on the hire desk things might change. Perhaps it is time for a fuel surcharge that is added automatically to the negotiated hire rate or contract lift as it does in the air travel industry.

The access rental industry is, on the other hand, seeing improving rates and seems to be finally coming of age. As a less mature business than crane hire, and with periods of rapid growth, sloppy practices were often disguised, so it's good to see that the market is beginning to work. High quality operators have prospered while rate cutters and the "over leveraged" have struggled and, in some cases, failed.

Unfortunately some questionable but legal practices permitted by our business administration rules have allowed some such operators to shed liabilities and continue, without consideration of any alternatives. Our coverage of this scandal in our last issue and on the Vertikal website has generated a huge response, with letters and emails which we very much appreciate but that sadly we did not have room for this time. Our October issue is only a few weeks away so we will aim to follow up on the subject then.

In the meantime the international access industry meets in two weeks at APEX in Maastricht and it looks like being the best turnout in years. We have a booth at the show and hope to see a good contingent from the UK and Ireland. Please do stop by and say hello.

Leigh W. Sparrow

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**[www.apexshow.com](http://www.apexshow.com)**



Two men died in this accident in Germany, for the want of a harness

## More unnecessary deaths

**William McKoin (44), died after being catapulted into the air from a self-propelled boom, he was not wearing a safety harness.**

McKoin and about a half-dozen other workers were removing siding and replacing a roof at Barrington High School, on the North side of Chicago. McKoin was in the process of putting a tarpaulin up around the building to protect it, he was driving the lift while around seven metres high, when one of the wheels dropped off a kerb into the street. The resulting whiplash effect of the boom catapulted McKoin to his death, a harness might have saved him.

The USA health and safety body, OSHA is conducting an investigation into the accident and violations regarding the incident by McKoin's employer, Midwest Sheet Metal.

The citations that the company could face depends on what training McKoin had received to use the machine and why a harnesses was not being worn.

### ..... And then in Germany two more die

A 30 metre truck mounted lift toppled over at a plant near Leverkusen in late August, coming to rest on a 10 metre high roof, throwing the two occupants, aged 64 and 22, out of the basket, to their deaths. Neither was wearing a Harness!

The two men were working on a mobile phone antenna, attached to the plants smokestack, when, it appears, the ground gave way beneath an outrigger. The lift is owned by Gardemann, one of Germany's largest rental companies.

## Good Home wanted for old crane

The Samuel Tabas Family Foundation, a charitable organisation, seeks a home for a 55-ton Bay City truck crane, complete with all of the accessories including a bucket and 100 foot boom. The crane, which is almost 50 years old, has been stored inside for the past 30 years and is unusual in its state of preservation. The crane was extensively used by the Acorn Iron and Supply Company of Philadelphia for structural steel erection, including steel work at the White House. (Details on [www.vertikal.net](http://www.vertikal.net))

*This old Bay city truck crane is free to a good home.*



## HSE publish revised PPE guidance

The UK'S Health & Safety Executive has published a revised version of guidance designed to help employers who supply and use personal protective equipment (PPE) at work, meet their duties under the law.

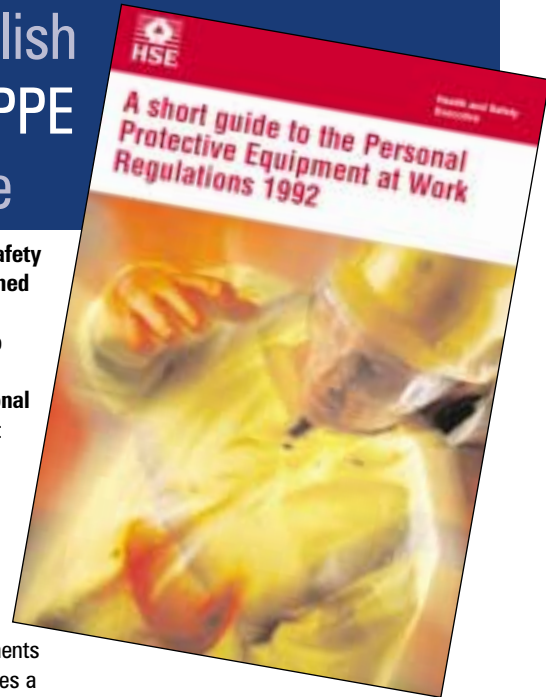
The guidance, has been updated to reflect changes to the Regulations, developments in PPE and now includes a section on Personal Fall protection equipment for working at heights.

A short version of the new PPE guide can be downloaded free of charge

from the HSE website.

[www.hse.gov.uk/pubns/indg174.pdf](http://www.hse.gov.uk/pubns/indg174.pdf)

(See [Vertikal.net](http://Vertikal.net) for full story)



## 1.2 metres wide and 26 metres high ?



The 26 metre working height NS260-600 is only 1.2m wide.

**Dutch manufacturer OmegaLift, better known for its crawler mounted scissor lifts, has launched a new Narrow aisle wheeled Scissor lift with a 26.5 metre working height.**

Such a product is rare enough, joining Holland Lift and JLG Liftlux, with scissors over 25 metres, but this model is unique in that it is mounted on a chassis with an overall width of

only 1.24 metres. Omega say that the new model, designated the NS260-600, is designed for high rack storage warehouses. In spite of its height to width ratio, it is approved for both indoor and outdoor use.

19 and 22.5 metre working height versions are also available. One of the first units was recently delivered to Vamassa in Madrid.

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Five Hewden cranes and 130 metres of spreaders raise the words at the G8 rally.

## Modulift spreader beams raise the message

When Poole based company Modulift received a last minute request to provide and rig 130 metres of spreaders to lift an eight metre high message "Make Poverty History" at the recent Edinburgh rally prior to the G8 meeting, assistance came from several Modulift customers.

With only a day to deliver spreaders and rigging to Edinburgh for the rally on July second. The suppliers worked night and day with Hewden Crane Hire, to put the complex rigging together. The modular spreaders were provided by LGH, Modulift, Lifting Logic and Brandon Loadtite, while LGH supplied the rigging. They formed four cascading spreader rigs, one on three levels and the other 42m long lattice spreader.

Hewden employed five Demag cranes, four AC50s and an AC120, they completed the staged lift of the 18 separate eight metre high letters to over six metres above the ground in spite of windy conditions.

## Manitowoc team up with Bank of Scotland

Manitowoc Crane Group, through its CraneCredit initiative, has teamed up with the Royal Bank of Scotland (RBoS) in the UK to offer, what it claims, is an industry leading finance solution for the crane industry. Manitowoc says that it understands the needs of the crane industry and when combined RBoS, can provide financial resources to better develop custom solutions for today's crane industry.

## Two new members for the Cranes & Access team

The Vertikal Press Ltd, publishers of *Kran&Bühne*, *Cranes&Access* and *Vertikal.Net* has added two new staff to its team as part of the company's expansion plans.

Mike Posener joins as customer support manager based in the UK, concentrating on sales. Prior to joining the Vertikal Press, Mike was European Sales Manager for Cranes Today & Hoist magazines.



Mike Posener

Also joining as associate editor of *Cranes & Access*, is Ian Boughton, a seasoned journalist, Ian has written regularly for the Guardian, FMX Facilities Management and OEN. His enthusiasm and lively writing skills will help cement the reputation of *Cranes & Access* as the premier trade publication for the UK lifting and access industries.



Ian Boughton



Liebherr Echingen, is set to launch its first telescopic boomed crawler crane to go into series production. Liebherr built a one off version of its 800 tonne, LTM1800, using the LR1550 lattice crawler crane base, for a Japanese company in 1990.

The new model came into being by a very similar route, a request for a one off unit, combining the LTM1100 All Terrain crane superstructure with the crawler undercarriage from the lattice boomed LR1100. This time however the company considered that the resulting product might have a much wider appeal, particularly given the increasing popularity of telescopic crawler cranes in Europe.

The first LTR1100 is already built and going through a full test programme in Echingen, Liebherr has refrained from releasing any photographs as it is yet to be painted.

We do though have the full specification of the new crane. The six section 52 metre main boom uses the same Telematik pinning system as the LTM1100. A two section Swing-Away extension provides 10.8 or 19 metres of additional reach and can be offset hydraulically by up to 40 degrees.

The counterweight on the LTR is the same as that used in the lattice LR, In addition to 15 tonnes (2x7.5t) of carbody counterweight; there are two upper counterweight configurations, the basic 26.3 tonnes with a six tonne addition for a total superstructure counterweight of 32.3 tonnes.

The LTR1100 can handle 10 tonnes on the fully extended 53 metre main boom to 12 metres radius and lift 1.8 tonnes at the maximum radius of 48 metres.

The 100 tonne maximum capacity rating is at 2.5 metres, at three metres the rating is reduced to 80 tonnes with the full counterweight but strangely, 92 tonnes with the smaller counterweight, most likely due to slew bearing limitations.

The fully rigged crane weighs 102 tonnes, 54 tonnes with the counterweight removed. If the optional jacks are specified, the two track

assemblies can be quickly removed, reducing the transport weight to 34.5 tonnes.

The LTR1100 will completely assemble itself in an hour or so, say Liebherr. The most likely strip down configuration will require three delivery trucks.

The crawler chassis extends hydraulically from a travel width of 3.5 metres to just over five metres, when fitted with standard 900mm wide grouser plates.

Liebherr says that the advantage of such a crane is its manoeuvrability, particularly on rough terrain and of course it can pick and carry its full capacity.

Compared to a lattice boom crawler, the telescopic boom is more versatile, has shorter rigging times and is easier to transport. It also has the benefit of being able to stow the boom in minutes, either for overnight security or for passing under overhead obstructions.

The LTR also has the option of 2.9 metre short assembly jib and second winch to allow the crane to be used for two line lifting operations for

applications such as the assembly of prefabricated building components.

Depending on how it is specified, the LR1100 is likely to be priced close to that of the LTM1100 All Terrain and LR1100 lattice crawler.



The LTR1100 is the first series production telescopic boomed crawler crane from Liebherr

The UNIC 295 sets up on the castle ramparts with a suspended platform.



## Mini Crane suspended Access

A three tonne Unic 295 mini crane is being used to restore the walls of an old castle in Monzon, Spain. Unusually the crane is handling a suspended platform. While frowned upon by some, the platform appears to comply with guardrail and toeboard rules, the operator is wearing a harness and operating the crane with a remote controller. The mini crane was one of the few devices that was able to set up within the width of the narrow ramparts.

## Gamble Jarvis sold

The Gamble family, led by Ian Gamble, has sold Gamble-Jarvis Plant Ltd to a group of investors trading as Aston.

Gamble is based in Worthing, has three depots in the South East of the UK, Worthing, Guildford and Uckfield, and offers a broad variety of equipment for rent including a wide range of telehandlers and powered access equipment. Gamble also owns Russon access, the Holland Lift scissor lift and Manitou boom lift dealer. Gamble Jarvis had revenues last year in the region of £5 million.

## AJ takes over Lloyds Access

A.J.Access Platforms has purchased Lloyds British Testing's powered access rental fleet. The 130 machines that make up the Lloyds fleet, include Genie, Up-Right and some JLG Platforms and operate from two locations at Swansea and Newcastle.

AJ access says that any equipment on rental to Lloyd's customers will be continued until the hires are terminated, in order to minimize any inconvenience.

The Lloyds machines will be made available for sale through the used equipment division of A.J.Access based in Caldicot in South East Wales.

## Panther open in Haydock

Panther Platform Rentals has ordered a million pounds worth of new Skyjack scissor lifts for its newly opened branch in Haydock. The new facility is located on over an acre (4,000 sqm) of ground, with 7,000sqft/ 650sq metres of

workshops and offices. The depot will cover the North West with a fleet of around 250 units.

centre. "This fantastic new depot is the latest stage in our expansion programme across the north" said Richard Miller, Panthers managing director. "We have been patient, waiting until we found the right location and staff.

The aim is to add an IPAF training facility along with a machine refurbishment



Richard Miller (L) of Panther with Martin Davies of Skyjack



*Jerry Welford  
sales manager of Ladybird,  
the dedicated self erecting  
tower crane hirer*

## Ladybird open Southern depot

Ladybird Crane Hire, the self erecting tower crane hirer of Rubery, near Birmingham, has opened a new 5,000 square metre depot just off the M-40, in Bicester, Oxfordshire. The new location will serve customers in the south-east of England and London.

David Symon told Cranes&Access that He was acting as a consultant to Nigg Plant to dispose of the cranes and that Roger Taylor is assisting him.

Symon said that neither he nor Roger Taylor had any ownership in or were directors of Nigg Plant Ltd.

He said that the cranes will all be sold, (following rumours that they might be matched up with a purchase of the Nigg yard to tout for offshore work). He told us that he expects the big crawlers to go fast, but recognises that the Lampson, might take some time to find the right buyer.

# Nigg Cranes sold to...

A major package of cranes belonging to KBR's Nigg yard has been sold by private tender. The lot includes large crawler cranes such as Manitowoc 41 and 4600's, American Hoist 11250's and a 1,000 tonne Lampson Translift along with Grove and PPM Rough Terrains plus Manitou telehandlers. Nicolas and Crane Fruehauf heavy trailers and

other equipment are also included. The value of the bid is reportedly in the region of £5 million.

The buyer is Nigg Plant Ltd, a special purpose company, set up at the end of June to buy and sell the equipment. The ownership of Nigg Plant has not been disclosed, but is fronted by David Symon and Roger Taylor who are well known in UK crane circles.

## .....And Cox Plant?

David Symon was most recently involved with Cox plant Ltd, which went into administration earlier this year with huge debts. Symon told us that Cox Hire Centres, the company that bought the assets of Cox pant Ltd, a week after going into administration, has now been sold off in separate lots. The crane business has now been rebranded as Duncan crane

hire. Roger Taylor has been involved with Peterhead crane Hire, Taylor crane hire and JD crane hire all of which failed with large debts.

The administrators report has now been issued. Cox Hire Centres has defaulted on its installment payments. The banks were largely paid out while unsecured creditors will receive nothing.

## the new **POWER** in **ACCESS**

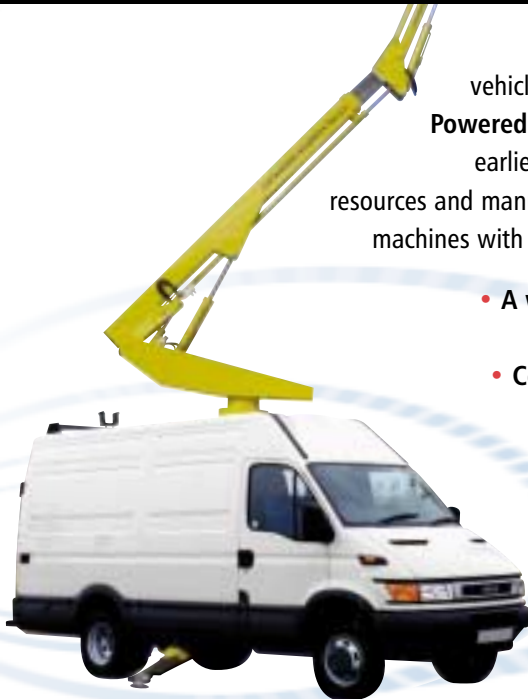


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The new order includes GS-5390 RT's, one of which is putting the finishing touches to the cladding on the new IKEA warehouse at Armthorpe, Doncaster



## Platform Co spend £5 million with Genie

The Platform Company has ordered 250 new aerial lifts from Genie, in an order worth over £5 million. The order covers a range of models including the 26 metre Z80/60 articulated boom, deliveries of which start immediately and run until the end of September of this year. The new units will add to The Platform Company's 2,000 strong fleet, with machines going straight into the eight branches around the UK, including the recently enlarged and relocated Newcastle depot.

Lee Perry, Platform Company Sales Director says, "The new machines will increase our availability throughout the UK, adding to a complete working at height package that we offer. We chose Genie because they were simply the best for the job, they deliver the reliability and specification that our customers need."

## AMP becomes two

A.M.P. Access Ltd. Has demerged its conventional, scaffold related access business into a new Company, AMP Access Solutions Ltd. Paul Onslow, is the MD of the new company, which will focus on the supply of Safety Netting along with the hire and sale of Alloy Towers,

System Scaffolding, Stagings and all associated products.

Andy Pearson, former Sales Director, has taken up the position of Managing Director of A.M.P. Access Ltd, under the Chairmanship of Mike Boyle. AMP's powered access operations operate from four locations, two sites in Taunton along with Poole and Liskeard,

## 40 Palfinger cranes for Romania

The Romanian DIY supermarket chain "Arabesque" has ordered 40 Palfinger PK18500 Performance cranes complete with crane forks.



The cranes will be used to load and unload palletized deliveries as well as other goods and small machinery.

Arabesque has ordered 40 Palfinger 18500 lorry loaders.

# Quigley opens third depot

Quigley Crane Hire UK Ltd has opened a third depot, located in Iver, Bucks, to serve West London. The new depot joins existing depots in Runcorn, and Warrington, Cheshire.

The London area depot is the latest development in Quigley's expansion drive. "We already work all over the UK as a specialist crane hire and contract lifting service" says joint managing director Shaun Quigley, "but we need to establish a network of regional depots to ensure we can provide a competitive service".

The new depot is headed up by depot manager Anton Sanderson, and kicks off with a fleet of 12 mobile cranes from Terex Demag and PPM ranging from 30 tonne city cranes to 250 tonne All Terrains. Quigley's Heavy Crane Division will also support the depot.

## Kier Fined for fall from height

Kier Regional Ltd was fined £7,000 at City of London Magistrates Court and ordered to pay court costs of £2,600. after 21 year Miguel Olivares fell 23 metres down a ventilation shaft after stepping on

a plastic sheet that covered the shaft. The company was also fined for failing to ensure the site was kept in good order and in a reasonable state of cleanliness. (Full story Vertical.Net Aug 8)

## AFI launch AFI Resale

AFI, one of the UK's fastest growing access rental companies, has launched a new sales division, AFI Resale. The new division, is headed by Graham Osmond and will sell both new and used machines and will also offer a package of after sales options including breakdown cover, six-monthly inspections and operator training.

Osmond has more than 20 years' experience in the access industry having served with Access Equipment, BET, Instant Zip-Up, Upright and Lloyds before joining AFI.

"Whilst AFI is primarily a rental provider a significant number of the customers we come into contact with wish to purchase a machine for their own long-term use. Through AFI Resale we are able to satisfy this demand – both for used machines and for new ones," said Osmond.

The company says that used machine sales will provide the biggest percentage of the division's revenues, many of these will come from AFI's fleet and will typically be around five years old in "hire-ready" condition with the appropriate LOLER certification. AFI has also developed a resale section to its website with photos and full details of its used machines.



(L-R) David Shipman, Managing Director of AFI with Graham Osmond

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# Lemon shaped access

*Full access to these oval tanks was a challenge*

The Spider division of SafeWorks, LLC of Seattle Washington has been employed as the sole provider of access equipment and services to the \$304 million reconstruction project of the Newtown Creek Water Pollution Control Plant in New York City.

The project includes gaining access to all areas of two large lemon or onion shaped digester tanks. Spider has provided 32 swing-stage/suspended platforms operated by

64-SC40 traction hoists. Each of the custom designed platforms was designed by Spider engineers to meet the challenges that the eight storey, lemon-shaped digester tanks presented. The tanks slope in two different directions, so angled modular platforms were developed to enable complete exterior access. Adjustable rollers were added to keep the platforms level as they travel up or down these slopes, and the lifting capacity was increased from 454 kg to 908 kg.

## Teupen appoint Ranger in the UK

German truck and crawler mounted boom lift producer, Teupen, is appointing Ranger equipment as its UK distributor. Ranger already represent a Ranger branded version of the Italmec crawler mounted booms in the UK. The Teupen range while overlapping at its lower levels with that of Italmec, will largely complement and add to the line up.

Ranger will now be able to offer low GVW tracked boom lifts from 10 metres right up to the massive 50 metre Teupen Leo 50.

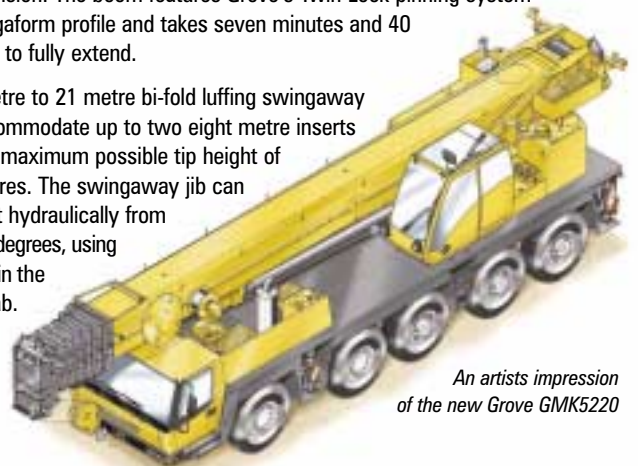
*(See C&A October for our feature on low GVW track boom lifts)*

## First glimpse at Groves new 200 tonner

Grove has released an artists impression of its new 220 tonne GMK5220, due to start rolling off the production lines at the end of this year.

The GMK5220 will be mounted on a five axle carrier with a 68 metre seven section main boom, capable of lifting 13 tonnes to a radius of 24 metres at full extension. The boom features Grove's Twin-Lock pinning system and Megaform profile and takes seven minutes and 40 seconds to fully extend.

A 12 metre to 21 metre bi-fold luffing swingaway can accommodate up to two eight metre inserts giving a maximum possible tip height of 105 metres. The swingaway jib can be offset hydraulically from 0 to 40 degrees, using controls in the crane cab.



*An artists impression of the new Grove GMK5220*

# Wolffkran sold

The MAN Group has sold Man Wolffkran GmbH its heavy duty tower crane business, based in Heilbronn Germany, to a private German-Swiss investment group headed by Dr. Peter Schiefer and Dr. Hans-Peter Koller. The deal is retroactive to January/1/ 2005. In 2004, Wolffkran generated sales of €35 million with approximately 200 employees.

The group acquiring Wolffkran says that it is aiming to offer long-term prospects to the crane specialist, which will in future operate

under the Wolffkran name. it also says that all production sites will be retained and that no job cuts are planned.

Schiefer plans to take a leading role in day to day management of operations: An engineering graduate of the Technical University of Munich, he previously held a management role at Goldman Sachs in London and was for many years involved in the management of various business units at Siemens AG.

(See [vertikal.net](http://vertikal.net) for more details)

## Financial round up

Half year, interim, results from the world's crane, access and telehandler manufacturers are all showing substantial increases in both revenues and profits. Full details and analysis of the results are posted on [Vertikal.Net](http://Vertikal.Net) as they are released. Here are a few of the headlines.

- Ashtead profits more than triple for year to April 2005.
- Bobcat sales rise 24 % for six months.
- Gehl up 43% on strong telehandler sales.
- Haulotte sales rise by 58% in first half.
- Hewden first half revenues up four percent
- Finning UK post 18% increase
- Lavendon revenues down 4% profitability up
- Liebherr full year sales up by over 12%
- Manitowoc achieve record first half sales, up 23%.
- Terex cranes up 32%
- Terex Aerials/Genie sales rise 51% in first half
- Terex subpoenaed over United Rental deals
- United Rentals revenues rise by 15%

(See [vertikal.net](http://vertikal.net) for full reports behind these headlines)

## Vanson adds new mid range tower

Vanson has added a new mid range flat top tower crane to its Raivan range, the MR108+3. Built by Raymond, the crane offers a standard hook height of 46.5 metres with lift capacities ranging from 8,000 kgs at 15.8 metres radius to 2,200 kgs at the tip of its 50 metre jib.

The unit has a 4.5 metres square standard base but also features an expendable base element allowing it to be located in any lift shaft that will accommodate its 1.5m x 1.5m mast dimensions.

The MR108 incorporates the new Eye-Vis cab shown by Vanson at this years SED, and features the "Soft start" control system with smooth motor control proportionality for precise operation and a reduction of shocks to components and structure. The pistol type joystick controls feature a sensitive dead man feature, aiding comfort for operators on longer shifts.

The New Raivan MR108+3 flat top crane includes the new Eye-Vis cab



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The JCB 520 telehandler shovels granulated slag into the unloading auger.

## Telehandler on cement ship

One of the new JCB 520-50 compact telescopic handlers has been purchased by Caledonian Slag Cement, of King George V Dock, Glasgow. Its primary role is moving Ground Granulated Blast furnace Slag within the hulls of the ships which deliver the material from the plant of a sister company in Port Talbot. The slag is unloaded from the ship using a dock mounted unloading auger to one of two 5,000 tonne silos for storage.

The task of the JCB 520-50 Loadall is to shovel the powdered slag into the augers intake point. The company previously used skid steer loaders but like the 520-50's ability to operate in deeper powder and therefore reach higher up the stockpile, increasing productivity.

Supervisor Gary Brown said "Due to stringent shipping schedules, we have to unload the ships in as close to 24 hours as possible. Since the introduction of the new JCB we managed to unload a fully laden a ship with 4300 tonnes in 21 hours, working throughout the night."

Ground Granulated Blast furnace Slag, when used as a component in concrete, can improve the long term durability of structures subjected to aggressive environments.

## New 200 tonner extends five axle capability

Liebherr has released further details of its new 200 tonne, LTM200-5.1.

The most noticeable feature is of course its class breaking seven section, 72 metre long main boom. When combined with its various swingaway options the LTM1200 offers a maximum tip height of 115 metres. This made up of a seven metre straight extension to the boom, onto which the 22 metre bi-fold Swingaway is mounted. A further two seven metre sections can extend the swingaway to 36 metres providing an additional 43 metres on top of the 72 metre main boom.

The maximum counterweight of 72 tonnes, is made up of a 12 tonne narrow base slab, plus four wider 10 tonne slabs. Two further 10 tonne weights are suspended from each side of the counterweight to achieve the 72 tonne maximum. With no specifications available at the time of writing, we are not sure how much, counterweight the crane will be able to carry on board under STGO rules. It should be able to manage at least the

12 tonne base which is designed to travel on board.

The LTM1200 also features two new engines which meet the latest emission and noise regulations. Apart from the regulatory benefits, the new engines are more efficient, the carrier is a six cylinder common rail diesel rather than the typical eight cylinder unit employed by this size of crane, while the superstructure uses a new 197 bhp four cylinder turbo diesel.

In the UK the new STGO rules have focused attention onto tyres and brakes, the new crane, is say Liebherr, the first to use air operated disc brakes.

This should not only provide better braking characteristics but also longer service intervals and faster replacement times. This may also be the first crane with an in cab brake pad wear indicator?

The carrier also features all wheel, speed sensitive, steering with a choice of six modes, including Crab steering which does not require the centre axle to be raised.



The new Liebherr LTM1200-5.1 features the longest main boom on five axles at 72m.

• **IPS opens new German hub**

Independent Parts and service, in partnership with Holger Johan of Powerlift, has moved to a new, larger location in Erkrath near Düsseldorf.

• **Active buy Genie,**

Active Rentals of Scotland has spent \$1.1 million with Genie, adding 36 new units, including GS2632 and GS3368RT scissors and Z34/22IC Diesel 4x4 articulated booms plus a 24 metre Z80/60 articulating boom. The order takes the fleet to up to 140.

• **Changes at Bronto Germany**

Bronto Skylift has announced that Thomas Bogacz has departed and that Ralf Niederberger has been appointed as sales manager.

• **Tindale moves to TH White**

Richard Tindale, marketing manager at Gardner Denver, is moving to TH.White, the new distributor for Bison-Palfinger, where he will be the Bison product manager.

• **Jim Longstaff returns.**

Jim Longstaff is returning to the access industry after a brief sojourn in the vehicle weighing industry. He will assume the position National Sales Manager for SkyKing.

• **Motherwell sells hire division**

Glasgow based AB 2000 Ltd has purchased the plant hire division of MB Engineering Services Ltd (part of Motherwell Bridge) for £1.1million.

• **Dino lift buys out investors**

Dino Lift of Finland, has purchased the 25 percent holding owned by Aboa Venture, the fund that financed Lars-Petter Godenhielm's purchase of the business in 1997. The buy back gives managing director Godenhielm 100 percent ownership of the business.

• **LGH buy Burgess Lifting**

Lifting Gear Hire, has purchased the Lifting and Testing division of Burgess Engineering Limited, part of the Burgess Group.

• **Hiab buy Finn dealer**

Hiab, the lorry loader and tail lift producer, has acquired its Finnish crane distributor, Transmachine Oy.

• **Tower crane sleepwalker**

A 15 year old sleepwalker was rescued with a truck mounted platform after being found asleep 40 metres up, on the counterweight of a top slewing tower crane in Dulwich, south east London.

• **Attempt to break Ice lolly record goes wrong**

A stunt to publicise a new frozen juice popsicle, and break the record for the worlds largest Ice Lolly, failed when the streets of New York were flooded with juice after a crane started to lift the 17.5 tonne lolly.

• **Last Grove founder dies**

Wayne Nicarry, the last remaining founder of Grove cranes, died in a nursing home aged 85.

• **Facelift increase Self Propelled**

Facelift has stepped up its move into self propelled lifts, with the purchase of 30 more

Skyjack scissor lifts and 10 more Haulotte articulated booms.

• **New Sales rep for Hiab**

Claire Joyce has joined Hiab as sales rep and demonstrator for the midlands and the northern regions.



*Claire Joyce joins Hiab*

• **Crane collapse kills 10**

A large gantry crane being used in the construction of the Thai-Lao Friendship Bridge on the Mekong River in Laos, collapsed at the end of July killing 10 workers including the Japanese chief engineer.

• **VP buys Pivotal**

VP owner of UK forklifts, the telehandler specialist, has acquired Pivotal Services Group Ltd, and ESS safety services, from Babcock International Group Plc.

• **Driver escapes as crane topples**

Firefighters were called to Pelton Fell, County Durham on August 1, when a Terex Demag crane owned by GBK crane hire, working with 50 metres of main boom and a three tonne load, toppled over and fell into the undergrowth of a steep ravine after the ground gave way.

• **Man dies at T5 when platform fails**

A man working for Laing O'Rourke was killed and another injured, when an SGB cantilever shoring platform failed at Heathrow's Terminal Five. The accident disrupted work for two days.

• **2004/5 Plant Hire investment report published**

Catherine Stratton has published the 2004/05 version of the Plant Hire Investment Report.

• **New Bobcat dealer for South Wales**

Bobcat has appointed Border Industrial services Ltd, trading as Border Bobcat, as its authorised dealer for South, West and Mid Wales.

• **Crane Maker files for Bankruptcy**

Paolo de Nicola, the Italian producer of large specialised gantry type cranes, used in bridge construction, has filed for protection under Italy's bankruptcy laws. A hearing for creditors has been scheduled for September 21 in Padova.

• **Liebherr expect to top €5 billion**

Liebherr expect that group revenues in 2005 will top five billion euros, a new record.

• **Bob Buehler**

Bob Buehler, a veteran of Snorkel International and a well known character in the aerial lift industry, passed away on Tuesday morning August 16th. He had been suffering from cancer. His colleagues at Snorkel wrote a tribute to him which you can see on [vertical.net](http://vertical.net) (Aug/18th).

• **John Hocking**

John Hocking, technical director of PAC, died suddenly on Thursday September 1 of a heart attack, he was 70. John started in the lift business in the 70's with Tirfor as a Mark dealer and later on founded Pegasus All Terrain lifts.

• **HSE Publish Inspectors pack**

The HSE has published the pack it uses to train HSE and Local Authority Inspectors in enforcing the Work at Height Regulations 2005, on its website at <http://www.hse.gov.uk/falls>

• **Australians issue telehandler warning**

WorkCover, the Australian health and safety body, has issued a Safety alert regarding the lifting of suspended loads with telehandlers, following an accident, involving a tip over, while lifting a suspended load on a slope.

• **HSS expand in Ireland**

HSS has acquired Laois Hire Services of Portlaoise, in the republic of Ireland. Laois hire was established in 1989 and operates from three locations with revenues in the region of €6 million and 42 employees.

• **Terex receive SEC Subpoena**

Terex has received a subpoena from the Securities and Exchange Commission (SEC) requiring the production of documents concerning certain transactions involving Terex and its subsidiaries and United Rentals in 2000 and 2001.

• **IPS appoints marketing manager**

Esther Lawson has joined Independant Parts & Services in the role of marketing manager to support the company's ongoing expansion plans.



• **UK Platforms open in Crawley**

UK platforms has opened a new depot and training centre in Crawley near Gatwick - 200 lifts will be based at the site by year end.

See [www.vertical.net](http://www.vertical.net) news archive for full versions of all these stories

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## top 20 hire companies

After Weeks of calls, emails, faxes and pleading we finally have to draw the line on our research and publish the results of our annual survey on the top Crane, Powered access and telehandler rental companies in the UK and Ireland.

This is our seventh year of collating this information, we are continuing to add to and cross check the information in order to continually improve its accuracy and usefulness. As in past years we have obliged to draw the line on our research before having received input from every company, so while the vast majority of data has been supplied by the company itself and then cross checked, some inevitably has been estimated.

### Cranes

This year's top 20 listings actually include 25 companies as we have included the near misses as a first step towards expanding the survey to 25. Our findings this year indicate a stability in crane hire fleet numbers, certainly investment in new cranes has been high, yet much of the spending appears to have been made on fleet upgrades and replacements, rather than expansion. The UK's leading crane hirer Ainscough is a good example of this trend, it has almost doubled its investment in new cranes and yet the number of units in its fleet has reduced marginally to just under 500.

This year we have listed Mobiles and crawlers separately, although showing the crawlers owned by the leading mobile crane owners.

The top ten Mobile and crawler crane hirers has not changed since last year. The greatest activity is in the lower half of the chart, where a number of small to mid sized crane hirers appear to be doing well and expanding while others are finding it difficult. The full effects of this are likely to show up significantly in next year's survey.

#### TOP 20 MOBILE CRANE HIRERS

Company	Mobiles	Crawlers	Total
Ainscough	485	1	486
Hewden	292	0	292
Quinto	85	0	85
GBK	84	0	84
Marsh Plant	77	0	77
Bronzeshield	66	0	66
King Lifting	60	0	60
Baldwins	56	4	60
Emsley	52	0	52
William O'Brien	50	5	55
James Jack	48	0	48
Mamoet UK	40	0	40
Brynn Thomas	39	0	39
Nationwide	36	0	36
Kavanagh crane	36	0	36
McNallys	35	1	36
Terranova	45	0	45
Sparrow	33	15	48
Crane Hire Dublin	32	0	32
Quigley	31	0	31
Select	25	35	60
NMT	25	0	25
Kier Plant	20	20	40
Dewsbury&Proud	20	0	20
Beck&Politzer	23	0	23
Bob Francis	22	0	22

#### LARGEST CRANES

company	model	capacity
Sarens UK	Demag PC9600	2,000
Ainscough	Liebherr 11000DS	1,000
Baldwins	Liebherr 11000DS	1,000
McNallys	Demag TC2800-1	1,000
Quigley Cane Hire	Demag AC700	800
Weldex	Liebherr LR1750	800
James Jack Lifting	Grove GMK7550	550
Nationwide	Liebherr LTM 1500	500
Crane Hire Dublin	Demag AC1600	500
Kavanagh Crane Hire	Demag AC500-1	500
Bryn Thomas	Grove GMK7450	450
William O'Brian	LTM400	400
NMT	Demag AC350	400
Terranova	Demag AC350-1	350
Hewden	Terex Demag AC 300	300
Bronzeshield	Liebherr LTM1300/1	300
Mamoet UK	Liebherr LTM1300/1	300

#### TOWER CRANES

Company	Units	Manufacturer	Model
Select Plant	337	Comedil	CTL630
HTC	202	Wolff	500B
Airtek	110	Arcomet	A45B
Kier Plant	90	Potain	MD345B
City Lifting	86	Comansa	10LC140
Ladybird	65	Potain	Igo 50
Irish Cranes & Lifting	30	Liebherr	280EC H16



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# Cranes continued

## TOTAL FLEET BOOM LENGTH

Company	Total Boom Length	Company	Total Boom Length
Ainscough	18,000	Brynn Thomas	1,950
Hewden	12,936	BPH	1,849
Weldex	8,400	James Jack	1,799
Select	3,700	Nationwide	1,600
Marsh Plant	3,600	Kavanagh crane	1,600
NRC	3,500	McNallys	1,560
Baldwins	3,157	Terranova	1,400
King Lifting	2,950	Quigley	1,250
Bronzeshield	2,900	Sarens UK	1,140
William O'Brien	2,550	NMT	1,125
Quinto	2,500	Sparrow	990
Emsley	2,500	Beck&Politzer	920
Mamoet UK	2,200	Bob Francis	880
Crane Hire Dublin	2,008	Dewsbury&Proud	700
Kier Plant	2,000		

## CRAWLER CRANES

Company	Total	Crawlers	Minis
Weldex	143	143	0
AGD	110	60	50
NRC	68	52	16
BPH	45	45	0
Select	35	35	0
Keir Plant	20	30	0

## COMPANY DETAILS & INVESTMENT

Company	Investment £	Depots	Employees
Ainscough	16,750,000	25	908
Hewden	7,000,000	22	434
Weldex	6,000,000	4	158
Crane Hire Dublin	3,800,000	1	45
Brynn Thomas	3,000,000	3	76
NMT	3,000,000	3	40
Quinto	2,300,000	6	163
AGD	2,000,000	1	52
City Lifting	2,000,000	2	60
NRC	1,600,000	2	55
Sparrow	1,500,000	4	50
Dewsbury&Proud	1,000,000	2	29
Select	-	4	-
Marsh Plant	1,700,000	7	155
Terranova	1,000,000	2	80
Baldwins	-	6	94
King Lifting	-	7	138
Bronzeshield	-	3	-
William O'Brien	-	3	-
Emsley	-	2	78
Mammooet UK	-	2	60
James Jack	-	6	90
Nationwide	3,000,000	1	60
Kavanagh crane	-	4	70
Quigley	-	3	-
Sarens UK	-	1	65

## Telehandlers

This is only the second time that we have included the Telehandler survey. It is still in its infancy compared to the cranes and access surveys. Obtaining good information has proved challenging, some of this does relate to the fact that telehandler rental is, with a few notable exceptions, not a specialised rental business and is integrated within general plant hire fleets.

It is our aim to expand on this between now and 2006. In the meantime a trend that we have noticed this year is the number of access rental companies that are now including telehandlers in their ranges. This trend is far more noticeable in Ireland where two of our top ten entries this year run large fleets of both Telehandlers and access. GPT is a general plant/telehandler hirer that is now big in powered access, while Easi Uplifts/Height for hire is an example of an access rental company that now has a significant telehandler fleet.



## TOP 10 ACCESS FLEETS

Top 10 Telehandler fleets	Units	Largest	Depots	Employees
Hewden Plant Hire	1,700	Cat 580B	360	3,600
UK Forks	1,200	Dieci Pegasus	6	100
GE Capital	750	JCB 540 170	26	300
A-Plant	649	JCB 540 170	203	2000+
GPT	500	Manitou MRT2150	10	150
Hessle	450	Manitou MRT2540	3	65
Fork Rent	300	Manitou MRT2150	1	20
Easi Uplifts	205	Manitou MRT2150	5	125
Hawk Plant	200	Terex G3518	4	400
Charles Wilson	203	Manitou MRT2150	11	205

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 c&a top 20

## Access

Unlike the crane market, activity in the powered access hire market has been far more dynamic this past year, with a number of companies from last year having run into financial difficulties resulting in substantial fleet reductions or even elimination. On the other hand a number of well run small to mid sized companies have grown substantially, boosting the number of fleets with over a thousand units to 12, up from ten last year. The UK also now supports four companies with fleets of over 2,000 units with AFI joining Nationwide, Hewden and the Platform Company.

Our Top 20 fleets in unit terms has now increased to 27 and we have also added a few additional categories, including van mounts and specials. While also showing more details of the largest units in each fleet.

### TOP 25 ACCESS FLEETS

Company	Total Units	Booms	Scissors	Special	Truck mount	Van Mount	Trailer lifts
Nationwide	5924	2676	3060	3	174	0	11
Hewden	2,590	1230	1280	0	0	0	80
Platform Co	2229	838	1341	0	40	0	10
AFI	2000	720	1272	0	0	0	8
Easi Uplifts	1654	1,006	543	35	25	15	30
A-Plant	1581	651	819	81	0	0	30
Loxam	1500	600	650	0	100	150	0
Wizard *	1336	384	952	0	0	0	0
Panther	1260	400	800	20	10	20	10
HSS	1180	190	590	220	0	0	180
GPT	1110	450	650	0	0	0	10
Universal	1045	450	550	20	25	0	0
Access Rentals	1021	328	689	4	0	0	0
UK Platforms	870	485	385	0	0	0	0
Hi-Reach	816	270	520	0	0	0	26
Kimberly	684	220	464	10	0	0	0
Charles Wilson	625	250	375	10	0	0	10
Skylift Hire	607	297	300	5	0	0	5
Higher Platforms	560	200	350	10	0	0	0
ALL Access	550	250	300	0	0	0	0
SGB	450	200	250	0	0	0	0
AMP	439	139	265	17	4	6	8
EPL	408	97	56	2	103	150	0
UpLift	381	101	278	0	0	0	2
Kestrell	356	91	247	0	0	9	9
Facelift	346	35	110	10	76	25	90
GT Access	332	120	206	1	0	0	5

\*Previously Independent Access Supplies

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TOTAL PLATFORM HEIGHT	
Company	Platform height
Nationwide	81,027m
Platform Co	19,800m
Loxam	19,600m
Panther	14,000m
UK Platforms	13,150m
AFI	12,750m
Hi Reach	11,000m
Easi UpLifts	11,350m
A-Plant	12,750m
Wizard	9,500m
Universal	8,500m
Access rentals	8,500m
HSS	6,700m
ALL Access	6,600m
Skylift Hire	5,900m
EPL	5,600m
Charles Wilson	4,600m
AMP	4,550m
Higher Platforms	4,400m
SGB	4,400m
UpLift	3,651m

LARGEST MACHINES				
Company	Boom	Scissor	Trailer	Truck
Hi-Reach	41m Genie 135/70	32m Liftlux 320	N/A	N/A
Easi UpLifts	41m Genie Z135/70	20.5 Liftlux SL205	42M Falcon FS420	50M Bronto 55MDT
Platform co	41m JLG 1350	30m Terex 100ft	15m UpRight TL49	21m Oil&Steel Snake 2190
Nationwide	38m Genie S125	26m Liftlux SL260	N/A	72m Bronto 72HLA
AFI	26m JLG 860SJ	24.5m Liftlux 245	N/A	N/A
Panther	30m Teupen	13m Liftlux 153/12	15m Nifty NL170	44m Oil&Steel Eagle
Skylift Hire	41m Genie Z135/70	21m JLG/Liftlux	30m Omme	N/A
Access Rentals	39m Grove AMZ131	19.5M Holland Lift B-195	N/A	N/A
EPL	26m Genie S85	12m JLG 40RTS	N/A	43m Wumag WT450
Wizard	38m Genie S125	20m Liftlux SL205	N/A	N/A
UK Platforms	41m JLG 1350	18m Haulotte 185SDX	NA	NA
Facelift	16m Haulotte HA16	10m Skyjack 4632	29m Omme 29	62m Bronto 62MDT
Kimberly	30m Haulotte HA32PX	31.5m Holland Lift G-300	11.5m UpRight TL38	N/A
A-Plant	26m JLG 80HX	15m JLG 500RTS	15m Nifty NL170	N/A
UpLift	23m Haulotte H25PX	15.3m Liftlux 153.12	N/A	N/A
Loxam	36m JLG 120HX	20.5m Liftlux SL205	N/A	72m Bronto 72HLA
AMP	26m Genie S85	15m JLG 50RTS	22m Aerial K22	21m CTE 232E
Charles Wilson	38m Genie S125	-	N/A	N/A
Kestrel	14m Genie Z45/35	12m UpRight LX41	15m Nifty NL170	N/A
Universal	46m JLG 150HAX	32m Liftlux FL320	N/A	62m Bronto 562MDT

COMPANY DETAILS & INVESTMENT			
Company	Investment £	Depots	Employees
Easi UpLift	not disclosed	5	125
Access Rentals	9,000,000	7	45
Platform Co	6,000,000	8	155
Nationwide	5,000,000	48	570
Panther	4,000,000	6	72
Hi-Reach	3,750,000	6	44
Skylift Hire	£3,400,000	3	25
Facelift	3,000,000	5	115
UK Platforms	3,000,000	6	50
UpLift	3,000,000	2	32
Charles Wilson	3,000,000	11	205
A-Plant	2,750,000	12	80
HSS	2,500,000	550	ND
AMP	2,000,000	4	50
EPL	1,500,000	8	122
Kestrel	1,000,000	1	26
Wizard	600,000	9	72
AFI	not disclosed	12	145
Loxam	not disclosed	17	140
GT Access	0	3	22
Kimberly	-	3	34



Ireland's largest truck mount 50m Bronto 55MDT owned by Easi-UpLifts

# APEX,

## Access event of the year



**APEX is the largest dedicated access equipment show in Europe, now on a three year cycle with Bauma and Intermat, it promises to be a first class event this year. The Access market is picking up rapidly, the European economy, while growing slowly, is gathering pace, and new work at height regulations throughout Europe are encouraging more trades to take a look at powered access.**

**Over a hundred specialist access companies will be exhibiting at APEX and for visitors, it is a perfect chance to meet all of the major and many minor manufacturers and suppliers in a compact area, covering a single hall and outside area.**

The RentX general rental industry show is held at the same time in an adjoining hall and shares a common entrance ticket. Both shows offer

a full days seminar with a number of distinguished speakers.

Maastricht at this time of year is also a pleasant place to visit with its old town and historic buildings. It offers plenty of good restaurants, bars and good hotels. Maastricht's central location also make it ideal for visiting other parts of central Europe. A short drive will take

you into either Belgium, Holland, France or Germany.

If you are at all involved or interested in working at height, then this years show is one not too miss, visitors will be attending from all over Europe with a good number also coming in from the USA and other regions.

Here is our brief guide to the main exhibitors and exhibits at this years show.

## Apex Essential information

### Where?:

**MECC exhibition centre Maastricht**  
Forum 100 6229 GV Maastricht  
The Netherlands  
Tel.: +31(0)43 383 8383  
Fax : +31(0)43 383 8300

### Dates & Opening Hours:

Thursday Sept. 22 - 10.30 - 18.30  
Friday Sept. 23 - 10.30 - 18.30  
Saturday Sept 24 - 09.30 - 17.00

### Entrance:

Entry is free, you can easily pre-register on line, see the events guide on [www.vertikal.net](http://www.vertikal.net), where you will find direct links to the APEX web site. Alternatively you can register at the entrance.

### Getting there:

**By road** - Maastricht can be reached from the A2 Highway (Amsterdam/Liege) or E39 (Cologne/Aachen). The MECC car parks are signposted.

**By train** - Maastricht Randwijck Station is located 250 metres from the MECC. There are regular trains to Maastricht Central station, which is linked to the international network. It is possible to travel to

Maastricht from London Waterloo - a typical journey takes around six to eight hours, with changes at Paris and Liege.

**By air** - Maastricht/Aachen airport is located 10 kilometres from the MECC and only 15 minutes away by car, taxi or bus. Unfortunately the only direct flights are from Amsterdam, Bucharest and Berlin. However flights from London are available through Amsterdam at anything from £51 to £257.

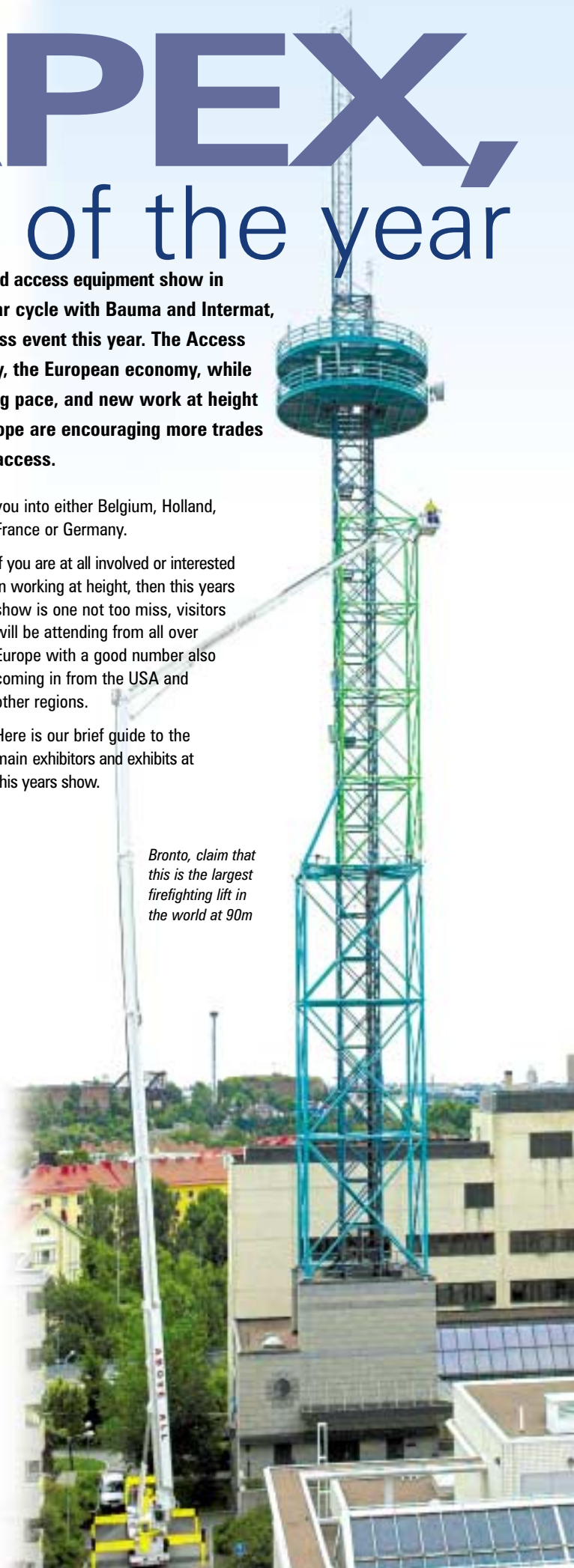
**Brussels** is also close and the organisers are laying on a free shuttle bus to and from Brussels Zaventum and Maastricht. On Thursday and Friday buses depart every hour at half past the hour, travel time is around 90 minutes.

Düsseldorf airport is also only around an hours car drive.

**Hotels:** see the APEX web site



*Bronto, claim that this is the largest firefighting lift in the world at 90m*





**Apex conference -**

Thursday 22 September

**Morning:**

**Safe Working at Height**

08.30 am - 09.10 am

Keynote Address

**Working at Height Regulations in the Netherlands and Europe**

**Jan Blok** (Dutch Occupational Safety Inspectorate)  
09.15 am - 09.55 am

**Choosing the Right Platform: An Introduction to Access Equipment**

**David Baxter** (Director of Marketing, JLG Industries)  
10.00 am - 10.45 am

**How to Work Safely at Height - Two Company Case Studies**

**Michel van Mil** (Director, Omnitalent/Milcon)  
11.00 am - 11.35 am

**Can Untrained Workers Operate Aerial Platforms?**

**Tim Whiteman** (Managing Director, IPAF)  
11.40 am - 12.15 pm

**The Australian Approach to Training and Platform Safety**

**Bernie Kiekebosch** (Hire & Rental Assoc of Australia/Haulotte Australia)

**Afternoon:**

**Aerial Platform Rental**

01.00pm - 01.35 pm

**The future of the European Access Rental Market**

01.40 pm - 02.15 pm

**Renting Dangerously?**

The US Experience of Renting Aerial Platforms  
**Gary Brown** (St Paul Travelers Insurance, US)  
02.20 pm - 02.50 pm

**Renting Mast Climbers**

Profitably and Safely  
**Peter Verhelst** (Hek Nederland, The Netherlands)

**Rentex conference -**

Friday 23 September

**Morning:**

**Rental Trends**

08.30 am - 09.15 am

**Keynote Address**

**Gerard Deprez**, Managing Director, Loxam  
09.25 am - 10.15 am

**Europe and the World:**

Global Rental Trends  
**Dan Kaplan** (Rental Consultant)  
10.30 am - 11.15 am

**Management Lessons from a US Rental Giant**

**Freek Nijdam** (Chairman, RSC, US)  
11.30 am - 12.15 pm

**RFID Technology: A Rental Revolution?**

**Jim Green** (Managing Director, Spartan Solutions, UK)

**Afternoon:**

**Rental Technology**

01.15 pm - 01.45 pm

*Case Study 1: A-Plant - Connecting with Customers*

**Asif Latief** (Marketing Director, A-Plant, UK)  
01.50 pm - 02.30 pm

*Case Study 2: Yield Management in Equipment Rental*

**Tom Struttman and Steve Small** (Yield Dynamics Inc, US)

**Alp Lift BV**

Alp lift BV is the Dutch distributor for Böcker- Alp lift and Airo. On the stand will be the latest ALP lift, the PHC-HI range which does not require outriggers. It uses extra counterweight instead, making it suitable for industrial applications. With up to 11 metres work height it lends itself to routine access jobs in shopping malls. Also on the stand will be an AIRO SF 600 MICRA six metre platform height "elevator scissor lift".



Alp lift PHC-HI range offers up to 11m work height

**Altrex**

The brand with the re-assuring slogan 'relax, it's an Altrex!' will introduce its new "Modular Triangle Bridge" This system is available in lengths of two, three and four metres. It is being promoted as a quick and easy system for use by painters and the like. The lightweight platform can be assembled at floor level and raised to the work height with a hand winch.

**The Exhibitors**

**3B6**

Overload and electronic systems

**Access Systems Climber**

Spanish mast climber producer has big plans with its highly modular new product.

**Aerial - see SEV**


**Aichi**

Aichi says that it will unveil a new range of lifts at APEX but gives no advance information, other than that it includes new wheeled scissors and articulating boom machines. A 25 metre straight boom is also on test.

**AJ Access**


This British company is one of the leading suppliers of used platforms in Europe, it recently purchased 130 units from Loyds British to help ensure an ongoing inventory of equipment.

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A TEREX COMPANY

**Aron**

**AS Climber**

**Barin**

Look out for the truck mounted AP60/30

**Battery Supplies**

The Dyno battery supplier from Belgium offers great prices and ships all over Europe.

**Bison (See Palfinger)**

**Bizzochi**

Truck mounted sister to Effer lorry loaders

**BPE**

**Brevini**

**Bronto Skylift Oy**

Bronto will display what it claims is the world's highest fire fighting machine, the S90 HLA, a 90 metre truck-mounted platform.

Sharing the stand will be two models from the XDT Range of which nearly 50 units have been sold in the past 18 months. The two units on show are the 46 and 52 metre versions. Both models feature the Bronto Skylift B+ control system which is geometry based and according to the company, unlike any other control system on the market, Provides identical outreach, regardless of external influences such as wind speed, ambient temperature or platform loading.

**CMC**

**Comabi**

**Comet**

**CTE**

CTE will show two new 'spider' type crawler mounted lifts, a completely new category for the Italian truck-mount producer. The two models are a 13.5 metre CS135 and the 15.5 metre 175, as well as a Z-20E and Z-26E" series truck mount and a new mini-crane, the SPD260C.

*CTE has a number of new trucks including this Z32*



**Dakota Shine**

Future products group will show its paint pigment and gloss restorer, as a low cost alternative to repainting machines that have lost their shine. The treatment penetrates the pigmentation and as such will blend spot touch up paint with the original.

**Denka Lift**

Denka Lift and Falck Schmidt will attend APEX as Worldlift industries, following the merger of the two companies earlier this year. Denka will show the new DLX15 now available with battery power using an inverter to power the AC motor.

**Dino Lift Oy**

Dino will launch a new 260XTD 26m trailer lift with self propelled from the basket. It will also show its Dino T135T trailer lift and 240RXT self-propelled machines.

**DK Rental**

The Belgian-Spanish rental company has now formed a used equipment business.

**Easi-UpLift**

The Irish based rental company has an extensive used equipment sales business and is offering a wide selection of two to four year old used booms and scissor lifts. Easi-uplifts is also the distributor of Aichi in the UK and Ireland.

**Egie**

Specialist insulated truck mount producer

**Emrol**

Emrol distribute Trojan batteries, battery chargers and test equipment, and will introduce two new chargers at the show. The first, the Extreme charger, is manufactured by Battery Charger Industry, to IP66 standards. The compact unit is designed for heavy duty installations and is highly resistant to rain, pressure washing, humidity, and heavy vibration. The range extends from 24V-30A up to 48V-25A with lead-acid or a sealed battery charging cycles.

The second is the Powerswitch range of high frequency compact chargers allowing users to charge both wet or sealed batteries more efficiently in terms of power consumption.

**Estda Fahrzeugwerke**

The German truck mounted platform producer, will show models from its



*Have Mastclimber will travel the fast set up FRSM-1500 from Fraco*

truck and trailer lift ranges, including the 22metre TA2220.

**Eurosupply**

Is the Nifty and Hitachi lift dealer for the Netherlands, the latest Nifty trailers and self propelled will be on display.

**Exact software**

**Exide**

This company suggests visitors take a special look at its "unique" sealed Gel Sonnenschein maintenance-free Gel batteries. Exide says that they are so "leak proof" that they can be mounted and used upside down, and will even work under water; they do not spill or fume acid, and are not classified as dangerous goods for transport purposes, even by air.



*Exide's leak proof, maintenance free gel battery*

**Falck Schmidt**

Falck Schmidt, now part of Worldlift industries will show an example from its New Falcon atrium lift range.

**Faraone**

Faraone will show models from its self propelled aluminium mast lift range, including the eight metre work height PKS880 and a new PKS 600.

**Finpro**

**Fixator**

Suspended platforms from France.

**Fraco**

Fraco will be introducing its new FRSM-1500 mast-climbing work platform. 'combining lightness and flexibility in a new "ergonomic" mast climbing platform which is quick to install and easy to use'. The company claims that "revolutionary technology" built into the FRSM-1500 provides

smooth quiet platform operation, combined with 680 kg lift capacity at a speed of 4.1 metres a minute.

More importantly, the platform can be assembled by hand in less than 30 minutes to its freestanding height of 11 metres and folds into an all-included compact kit significantly reducing transportation and storage costs.

**Fronius International**

**Gemmo Group**

Components including rubber tracked chassis

**Genie Europe**

The new Genie Z-51/30 articulated boom debuted at Platformers Days in August, but for most APEX will be its major launch. Based on the leading Z45/25 the new unit offers more height and outreach thanks to its longer telescopic boom. Unusually the Z-51/30 will only be sold in Europe and has according to Genie been developed at the request of European customers.

The Z-135/70, launched in February at the ARA, will also be on display following appearances at SED and Platformer days. If you have not seen this unit, then it is one not to miss, with dozens of new ideas, including an X-Chassis/axle configuration which provides a square base on site and a narrow width for transport. The working envelope combines a massive riser, with telescopic top boom and telescopic articulating jib.

Representing the diesel scissor family, will be the 12 metre work height GS-3390RT with 7.3 metre "super deck" double deck extension platform. The GR-20 compact mast lift launched at the ARA is also worth a look.

*The new Genie Z51/30 uses the same base as the Z45/25*



## GSR

GSR will show its PX truck mount range with up & over reach and zero tail swing offering working heights from 20metres. The company says that its latest controls have been made to be quick and easy to understand. GSR also claim that the PX is one of the fastest of its type, reaching 20 metres in less than 90 seconds.

**Haulotte – see Pinguely**

## Helac

## Holland Lift

The Dutch manufacturer of the worlds largest scissor lifts, with a wide range from four to 34 metres. With 4x4, 4x2 and crawler chassis. On the stand will be the 135EL24

and 165EL25 electric models. Holland lifts Diesel range will be represented by the 165DL25 and the 250DL27, the latter being a 27 metre working height unit with 1,000kgs lift capacity. Holland Lift may have a surprise on its stand.



*Holland Lift are strong at the top end of the market and are looking for distributors.*

## IPS

Independent Parts & Service, the UK based parts and service company, with new outlets in Germany and Australia.

## IPAF

The International Powered Access Federation is using its appearance at APEX to highlight its call to the industry to ensure that powered access equipment is always used correctly and safely.

The IPAF training programme for MEWP operators was recently certified as meeting ISO 18878 by the highly-regarded German agency TÜV in February 2005, the first training programme to meet the new standard.

A new IPAF DVD that makes powered access training more interactive will be launched at APEX. IPAF points out that around 80 percent of the registered exhibitors are already IPAF members.

IPAF Managing Director Tim Whiteman will speak at the APEX Conference on the morning of 22 September, with a talk entitled "Can untrained workers operate aerial platforms?"

## Italmec

Italian producer of track mounted low weight booms.

## Isoli

Isoli has concentrated its resources on optimising its outrigger configuration system and on reducing travel height on its truck mounted lifts. The results of these efforts will be on display.

## Iteco

The Italian manufacturer will have at least two new models from its updated scissor lift range, including the all-new 15230, a 15 metre, 700 kg capacity diesel or diesel-electric machine and its new electric drive micro and mini scissor models.

There are also plans for a new 15 m articulated boom later this year, and details are expected to be available at the show.

## JLG

Will have one of its two new trailer-mounted platforms on the stand, either the 12.5 or 17metre working height models and one of the two new narrow Liftlux electric scissors, either the 15 metre, 153-12 or the 18 metre 180-12 platform height models, both of which are only 1.2 metres wide. Other exhibits will include JLG-Liftlux diesel scissors, Toucan mast booms, Straight and articulated booms and at least one telehandler.

## Kesla Oy

Kesla will launch its new 19 m XS190 self-propelled platform.

## Kors

Among products will be the Frisia Lift crawler scissors made by HTN and the new Omme 1930R crawler mounted boom lift.

## Leguan

Skid steer boom lifts

## Lehmann

Lehmann produces a range of mast booms, under the EMU model name, the largest of which features a telescopic boom, for greater outreach.

## Lion lift

Will show units from its truck and crawler mounted lift range.

## Manitou

Manitou will show a selection of its steadily expanding aerial lift line, including the 120 and 150 AETJ electric booms, it may well have a surprise or two in terms of new models in its electric articulated boom lift line.

## Matilsa

Matilsa will show at least one of its trailer lifts, along with a new development of the company's Parma 16D and Parma 13 self propelled boom

lifts. Matilsa are one of the few boom lift producers to offer a levelling jack option on its booms.

## Mec

The new Mec will show models from its slab electric scissor lift range including 15/1932ES elevator scissor models and models from its mid-wide electric scissor range. From the 2033ES up to the 3247ES.

## Merlo PIC

Merlo the leading Italian producer of Telehandlers will show a fully integrated Space 11 telescopic access

platform attachment for use with its telehandlers. The Space 11 offers an additional 11 metres of working height to the telehandler boom, as well as a substantial working envelope.

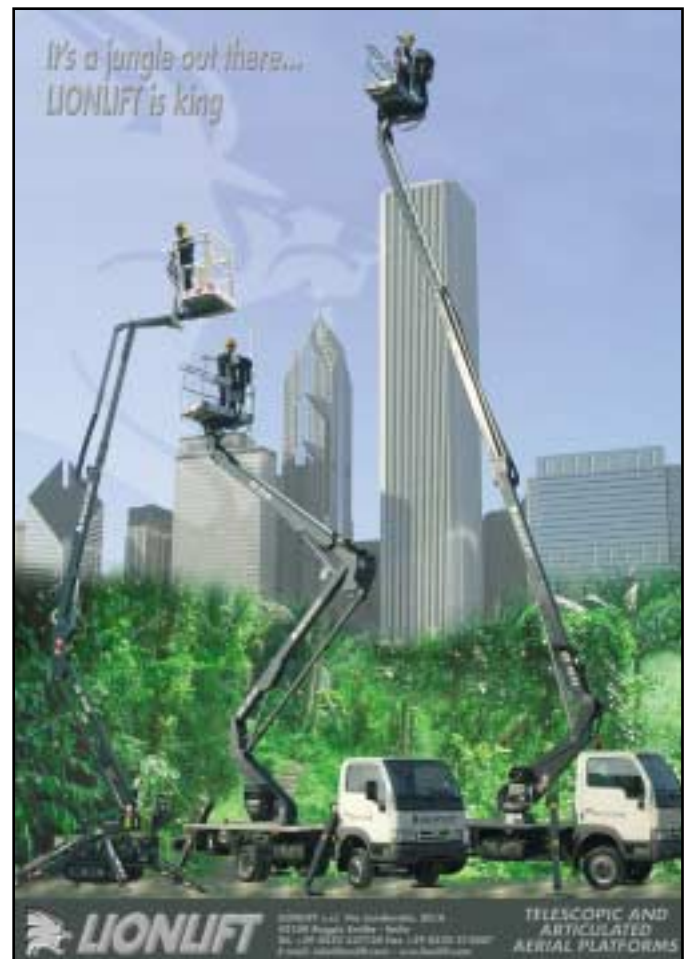
## Moba

Moba offer some of the most innovative solutions to platform overload devices on aerial lifts.

## Modern Engineering

## Modern Access & Scaffolding

*The new Battery powered version of the Denka DLX15 uses an inverter*





The first Bison Palfinger TKA61 KS is very compact.

**Nacanco**

In addition to being one of Spain's largest rental companies, Nacanco, has a well established used equipment refurbishment business.

**Niftylift**

Exhibiting with Netherlands dealer Eurosupply, Niftylift will show its new 15 m Nifty 150 T trailer lift along with some of its growing self propelled line.

**Nihon Bisoh**

Nihon Bisoh of Japan will show its new Bisomac 210 traction hoist for suspended platforms.

**NorAcon**

**Oil & Steel**

Look out for Oil&Steels truck mounted and Octopussy range of crawler mounted boom lifts.

**Omega Lift**

The Dutch producer will be showing its new 26.5 metre, 1.24 metre wide, NS260-600 narrow aisle wheeled scissor lift, in addition to its crawler scissor lifts.

**Omme-Lift**

Omme of Denmark says it has a problem-solver to show. 'Access platform users often have a lack of outreach when working up and over buildings or other obstacles', says the company.

Its new crawler mounted lift has a working height of 19 metres with over 10 metres of outreach at a pivot height of over six metres. The transport length is under six metres, with an overall width of only 1.1 metres. The two stage articulating riser provides zero tailswing throughout the working envelope.

The spider type outriggers enable the lift to set up on dramatically uneven locations, including steep slopes, steps or landings as well as in narrow and awkward places. The working range is automatically adjusted, depending on the outrigger set up.

Omme will also display a 25 metre trailer mounted straight telescopic boom.

**OP Pagliero**

OP Pagliero, will show models from its extensive range of truck mounted lifts.

**Oxley Group**

The Oxley group offer a wide range of aerial lifts, including a number of industrial self propelled models.

**Oy Scaninter**

The mast climber and hoist producer from Finland.

**Palazzani**

The Italian spider lift producer.

**Bison Palfinger**

Bison Palfinger will launch its largest machine to date, the 61 metre working height TKA 61 KS. Outreach is 39 metres and thanks to Bison's innovative counter-slewing system the overall length of the lift is only 11 metres.

Also on show will be the 28 metre, TKA 28 KS, which it claims is one of the most compact truck mounted lifts in its class. The patented counter-slewing system makes it possible to slew within the width of the vehicle, ideal for limited spaces. With a wheel base of just 3 metres, it is said by the company to be as agile and manoeuvrable as a passenger car!

**Perk Elektrotechnik**

**Pinguely Haulotte**

Haulotte has promised a great deal for APEX, it says that it will only have new products on its Apex stand! Among them will be the HA 41 PX a new articulated diesel boom, with 41 metres working height, and the 26 metre equivalent, the HA 260 PX. Most interestingly will be perhaps, one or two examples of the truck mounted boom lift range that it has trailed since March, including 16 and 20 metre models, mounted on a 3.5 tonne truck.

On the scissor lift front, it will show its new 7.3 metre dual extension deck for its large diesel scissor range.

*Haulottes largest, the all new HA41 boom*



**Plumettaz**

**Porello G. Battista**

**Ruben Power**

Producer of electrical equipment, such as battery chargers and line contactors.

**Ruthmann**

Ruthmann is keeping quiet about the details of its new Steiger T370. The new truck mount apparently offers up to 37metres working height, exceptional outreach and what the company calls 'enormous flexibility' referring of course to the machine's working envelope rather than the feel in the cage.

The upper boom or jib articulates through an amazing 180 degrees.



This is the most detail that Ruthmann will show, love the colour scheme.

180 degrees platform rotation is also standard. Ruthmann say that the whole package will fit onto a truck with a surprisingly short wheelbase.

**S.A.M. Hydraulik**

**Safi**

Mast climbers, from Italy.

**Scaninter Oy**

Mast climbers and hoists.

**SEV Aerial-Access**

Aerial Access is making its APEX debut, and plans to unveil a new trailer-mounted unit. It remains firm that absolutely no advance details will be given out.

One new product is the K17T trailer lift, first shown at SED earlier this year, with a 17metre working height, 9.1metre outreach and 140 degree jib that offers 90 degree basket rotation and 680 degrees of slew. Next to it will be the E12, an entry level trailer lift with 12.2metre working height and a reach of five metres.

Aerial also recently launched a new dumper mounted lift, the Pioneer, offering 17metres working



Is it a crane or is it a platform? A rare sight in Europe from Socage.

height and 7.9metre outreach. With 4x4 drive, 40 percent gradeability and high travel speeds it is ideal for covering large sites.

**SGB**

Showing towers and other access in the adjoining RentX show.

**Sky Climber Europe**

The US/Belgian suspended platform company, will be exhibiting for the first time since it was subject to a management buy out.

**Sky-High**

The Belgian based producer of trailer and vehicle mounted lifts will show a new 13 metre self-propelled boom lift and and 12 metre van-mounted machine.

**Skyjack Europe**

Skyjack will show a selection of lifts from its existing scissor lift range. The company says that it is currently concentrating on the development of both enhanced and new access products that will reach the market in early 2006.

**Skyman International**

SEV - Aerial will be making an impact with new products and new owners





Haulotte has a new 7.3m Superdeck for its big scissors

#### Snorkel International

It is just over 18 months since Snorkel stepped up its European sales efforts, following its re-birth in the USA. Snorkel, along with its Dutch distributor Omnicconstruct, will show two new slab electric scissor lifts, the S2646 and the S3246, long with the new TB47J telescopic boom.

#### Socage

"Our platforms are not absolute innovations," say Socage, a division of the Innovative Fassi lorry loader crane producer. There will be new truck mounts on 12-tonne and 18-tonne carriers from its Cheyenne and Sioux ranges, as well as new 20m and 22 m Navaho low weight crawler-mounted platforms. Also look for the Apache, which it is promoting as both a crane and a platform.

#### Sodineg

#### Sumner Manufacturing

Sumner will show its range of material lifts and other lifting devices. The company is hoping to find dealers for several European markets.

#### Svelt

Italian access producer Svelt will show its alloy tower systems, in addition to its many alternative solutions for working at height.

#### Teupen

The German company will have a selection of its truck mounted and

specialist platforms, including a 50 m Leo 50 GT crawler mounted boom, bought by Belgian company Maes. This is, the company tells us, the second such machine to be sold into the Belgian market.

#### Time Export

Time Export will be showing models from its Versalift range of van mounted lifts, including its popular insulated models for utility applications.

#### Trojan Battery Company

#### TVH

The rapidly growing Belgian based suppliers of spare parts for aerial lifts and fork trucks will be exhibiting for the first time since it entered the aerial lift parts market.

#### Upright

UpRight will show a number of its scissor and boom lift models, including the ever popular AB38. In addition UpRight will have its alloy tower range on display.

#### V.P.S. Brevini

#### Worldlift Industries

Falck Schmidt and Denka on show for the first time since they came together into the new Worldlift industries.

#### Wumag Elevant: Pic

Wumag's big news is its new 3.5 tonne 20 metre truck mount which offers a groundbreaking 14 metres of outreach.



All new on the Haulotte stand, including the HA260PX



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*The resolution is a purpose built vessel for offshore windfarms with 300 tonne and 50 tonne cranes on board, shown here up on jacks*

# Offshore wind farm lifting

The UK's first offshore electrical substation has been installed at the Barrow offshore windfarm in the Irish Sea. The substation will transform the power generated by the 30 windmills (wind turbines) from 33Kv up to 133Kv, ready for transferring to the national grid via a 27km subsea cable. The farm when complete will generate enough power for 65,000 homes.

The 480 tonne substation was fitted out at ABPs Port of Barrow's Ramsden Dock, by a 20 strong team from Agrilek and then lifted

and transported to the wind farm by the 1,500 tonne floating sheerleg crane, Matador 3, owned by Bonn & Mees of Rotterdam.

The windfarm construction is now over halfway complete with 17 of the 30 turbines already installed. The 70 metre high towers and components are being transported and erected by a special jack up vessel called Resolution. The ship-come- platform includes a 300 tonne crane as well as a 50 tonner for smaller lifts. The nacelles and blades for the Barrow farm are assembled on land and then transported as "Bunny ears"



*The resolution loads tower tubes in floating mode.*

by Resolution to the farm site along with the towers. Resolution can carry up to 10 nacelles and blade assemblies on board and is capable of placing them on towers up to 100 metres high. The vessel is owned by Marine Projects International.

## Electric Cranes replace forklifts

**Three electrically powered Valla mobile cranes have been delivered to Cooper Avon tyres in Melksham to handle heavy equipment such as tyre moulds.**

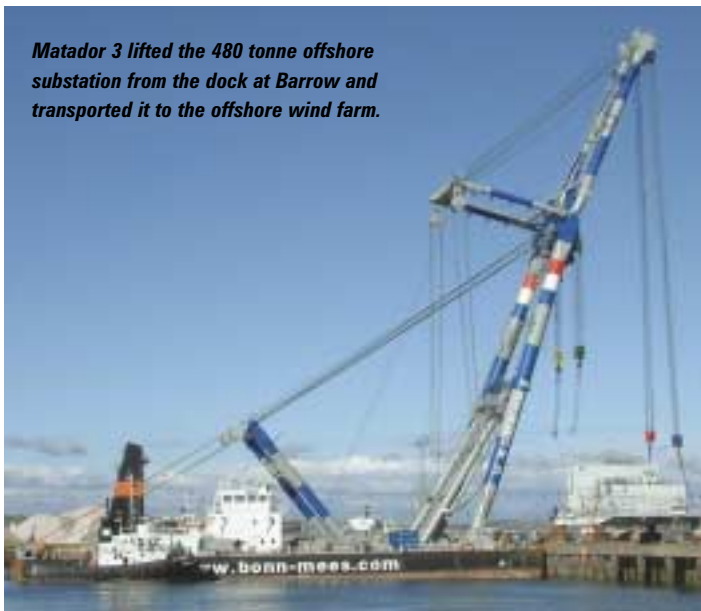
The delivery includes a 3.5 tonne Valla 35e and two 7.5 tonne Valla 75e.

The cranes are being used to lift, carry and place tyre moulds weighing up to 2,000 kgs in the production areas. The task is a repetitive one previously handled by forklifts with boom attachments. However the masts on the forklifts caused problems with overhead restrictions in some areas of the Melksham plant.

The 75e cranes are able to pass under overhead obstructions as low as 2.3 metres and lift the moulds as high as eight metres, or more critically to a radius of up to five metres, offering a huge improvement in versatility.

Chris Orchard the project safety engineer at Cooper Avon tyres said "The Valla mobile cranes are a great addition to our Melksham operation, besides their mould duties, they also give us the added flexibility to access more of the factory and safely lift and move everything we need without the inconvenience and expense of hiring in specialised lift equipment on a one off basis".

Cooper Avon supplies high specification tyres to car manufacturers such as Rolls Royce, Bentley and Morgan.



*Matador 3 lifted the 480 tonne offshore substation from the dock at Barrow and transported it to the offshore wind farm.*



*The Valla 75e has an overall height of only 2.3 metres and can pick up and carry up to 7.5 tonnes.*

## Automatic crane for coating plant

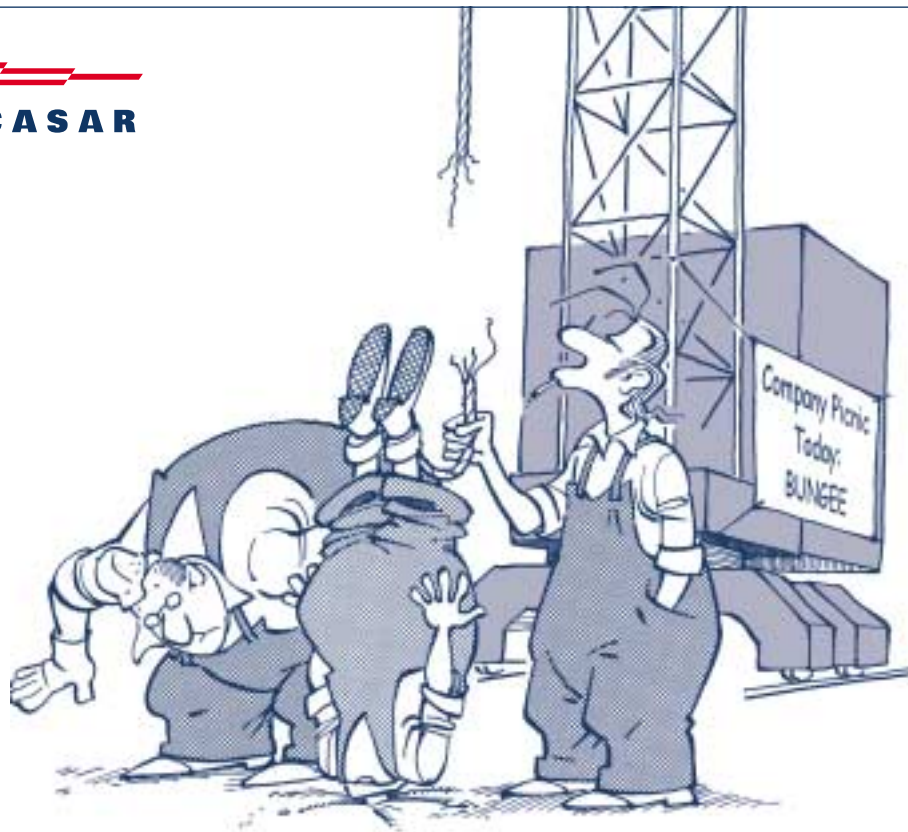
**Gerdsag Krantechnik** has developed a special automatic crane for a Swiss metal production company for use in its coating plant.

The application involves lifting a wide variety of metal parts, up to 1,000 kgs in weight, through seven preparation baths at relatively high speeds and with great precision, tolerances are as close as +/- 2mm. The challenge of controlling load swing, within the tight space allowed, led the designers to go instead with a twin, three section vertical mast concept.

The masts are raised and lowered by a centrally mounted electric Nova hoist with two rope outlets from SWF Krantechnik. Each rope passes over a single diverter sheave and is anchored to the bottom of each mast. A load pendant is fitted to the bottom of the masts from which the items are carried on steel connectors.



*SWF and Gerdsag teamed up to produce this unusual automatic crane for a Swiss manufacturer.*



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# New Street crane has seven metres outreach

Street Crane Company has delivered a radically new single girder stockyard crane, commissioned by Ireland's Heiton Steels. The crane's main lifting beam projects seven metres beyond the track edge on one side and five on the other, permitting unimpeded loading and unloading of trucks on either side. With a clear span between the rails of over 21 metres, the design also enables the whole of the area between the tracks to be used for storage.

The crane is designed to handle eight tonnes to a height of nine metres; the single girder crane is of a special cantilever construction. The main beam is offset from the support frames, which combined with the cantilevered hoist design, keeps loads clear of the support legs when they pass onto the cantilever.

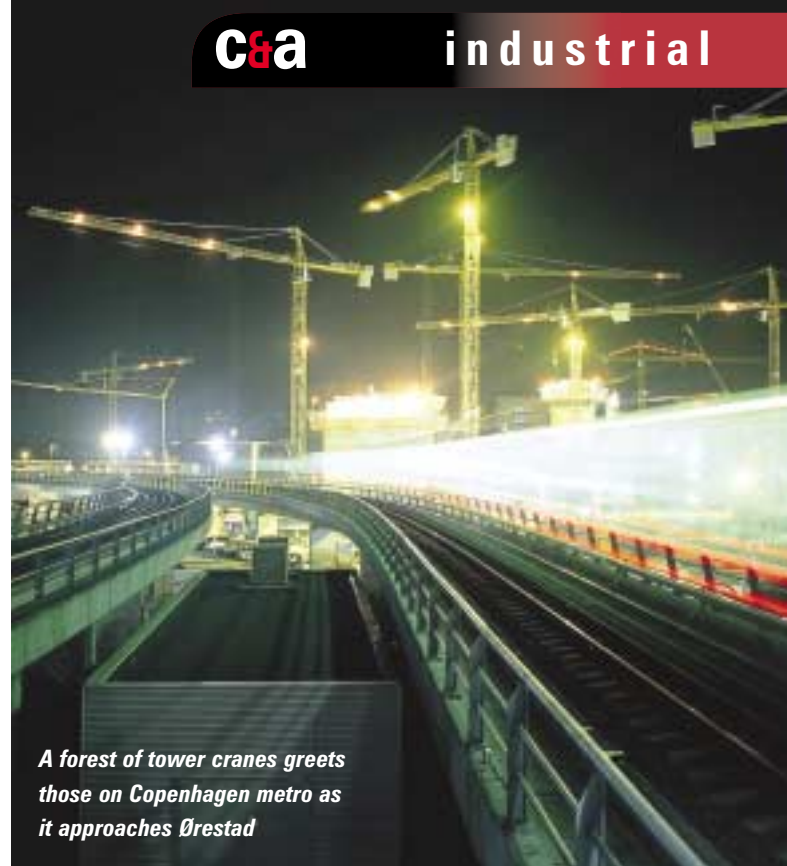
Street's sales director, Keith Rainford said, "This is an update to a style of crane that was always very popular with steel stockholders, concrete fabrication yards and in other high-turnover storage and manufacturing situations. It has not been available for a number of years and by bringing it up to date we are confident that we will attract interest from many industries."

The crane will be used to handle universal steel beams and shares the stockyard with an overhead travelling crane. As the paths for these cranes cross, Street has engineered multi-level safety systems into the project. A sophisticated anti-collision system recognises when either crane enters the critical area and prevents the other crane entering this zone.

To assist productivity, the new crane has a travel speed of 80 metres per minute, and 30 metres per minute for cross travel. All movements are moderated by a frequency inverter for smooth acceleration and deceleration and to assist load stability. Radio controls allow the operator to select a safe position with good visibility from which to control operations.

Heiton's managing director, John McGeever said, "We have had good performance from Street equipment over a number of years. Nevertheless, the contract was open to competition from several suppliers. In the final analysis, Street won the order because they understood our needs and came up with an innovative design that meets them most accurately."

Street's new crane offers up to seven metres of cantilever.



A forest of tower cranes greets those on Copenhagen metro as it approaches Ørestad

## Tower forest protected by Top-Tracing

12 Potain tower cranes are providing most of the lifting on a radical new concert hall in the Ørestad area of Copenhagen. The cranes, which include Potain models MD 175B, MD 285B, MD 305B, MD 365B, GTMR 386 and HD 40A, have been supplied by the Potain dealer and rental company AJOS, to main contractor MT Hogggaard, which is also its parent.

The concert hall will form part of a distinctive new multi-media centre, to be known as the D R Byen Building, being built for the Danish Radio Broadcasting Corp. Its exterior design has been modelled on a middle eastern kasbah and it will eventually

comprise four sections, each designed by a different architect.

The cranes are handling steel and concrete, with loads of up to 16 tonnes being lifted to heights of up to 61 metres. With so many cranes operating in the middle of a variety of other renovation and building projects, close to the city's metro lines with jibs of up to 65 metres, strict control of each crane operating area is vital. Potain's Top-Tracing anti-collision software is proving particularly useful; the technology is being used to both prevent collisions and to keep the cranes from straying in the airspace of adjoining sites or over the metro lines.

# Blind Lifting



The young inventor with his crane.

## A tricky crane problem in a boatyard has been solved with a new invention by the owner's teenage son.

**A teenager has devised a method of allowing crane operators to place loads to within 50mm of the target without traditional signals.**

The idea comes from a Staffordshire boatyard, where 17-year-old Joe Fuller has grown up beside the Trent and Mersey canal. While studying for his A-level in technology he solved a major lifting problem for his father's business.

The Roger Fuller boatyard builds canal boats from scratch, complete with distinctive traditional paintwork. There is strong demand for these high-specification custom-built boats, which typically cost over £100,000. The yard has orders for several years to come.

The problem the boatyard faced was handling the boats in a confined space. There is room for half a dozen boats in a dock which sits at right angles to the main canal, the main workshop is, in turn, at right angles to that dock. Between this shed and the main canal is a small area of ground on which sits a 30-tonne NCK crane, bought from Liverpool docks.

The crane lifts half-finished 21-metre boats from the shed, slewing them ninety degrees to the right to reach the water, where the superstructure is completed. Even with only hull and basic bodywork completed, the boats weigh around ten tonnes.

Sometimes, a completed 18-tonne boat has to be lifted from the water and swung ninety degrees or more to the left, back into the workshop.



The in cab receiver

There is only room for the crane to move six metres forward or back, so the operator has to work at very tight angles, and relies on his mates for positional guidance.

"The problem was communication," explains Fuller. "Moving a boat needs a crane driver and two slingers, one at each end of the boat, and ideally another pair of eyes on hand, just in case. Vocal communication between these people is impossible because of noise, and hand signals are impractical because the crane operator can hardly see around the end of the workshop.



The transmitter is carried on a shoulder strap and includes a variety of signals and speeds.

"The big question was how to pass instructions through to the driver and also, as 18 tonnes takes a bit of stopping, will the boat hit the building before he gets them?"

"We've never actually dropped a boat, but you can see a few dents in the shed, and we once destroyed the drainpipes."

Fuller studied conventional radio communication for his A-levels and dismissed it for boatyard use. "We went to look at other lifting operators, and saw they had problems of interference on hand-held radios, we saw drivers resorting to mobile phones. We also saw some very iffy-looking hand signals. Some of the signal methods I saw were frightening!"

He then reasoned that as the crane operator receives the majority of information, one-way communication leading to a visual signal in the cab might be the answer.

"I thought about coloured lights in the cab, but I realised that it was safer that the operator should only see one message at a time. The way to do that was with an LCD screen.

"These screens aren't hard to come by the hard bit was making it work!"

He decided on a system that would

send brief text messages to the screen using AM radio technology, and wrote his own software to make it work.

The frequency of 433MHz is licence-free, with very low risk of interference.

The screen is on a flexible mount in the operator's cab, the transmitter is carried by a slinger like a remote controller.

On that transmitter are six two-way switches, each referring to a crane function – so if the 'hoist' switch is pushed forward, the screen in the cab shows the message 'hoist direction – up'. The transmitter also includes a speed instruction in the form of a series of LED's.

The transmitter uses two six-volt batteries, giving over twelve hours of use, and transmission up to 70 metres. In the event of an error or loss of power, a default, STOP message appears.

Fuller's first theoretical experiments looked promising, but it was when the boatbuilders put his prototype to the test that they achieved a result which surprised everybody.

"We hung a lifting frame over the canal, and twenty metres away, ninety degrees to the left, past the workshop and by our paint shed, we marked four crosses on the ground which corresponded with the corners of the frame.

"Then we covered the operator's cab with a sheet!"

Using only the transmitter, with a whistle in reserve as an emergency-stop signal, Fuller began transmitting his series of instructions.

"The typical instructions were 'hoist-up-slow', to get the frame an adequate height off the canal. Then I transmitted 'slew left', which the operator continued to do until I told him 'stop'. In this, you have to allow for how quickly an operator reacts to an instruction, and how much a boat continues to swing when the crane stops.

"Then it was 'derrick-up-slow' to raise the frame over the workshop, and 'slew' to pass over the building followed by 'hoist-down-slow', until the frame was within a few inches of

the ground, we paused and final adjustments were done with a combination of all the hoist/derrick/slew instructions.

"The operator was now seeing a lot of commands one after the other, but we waited until he had done one move before we sent the next.

"When we transmitted 'hoist down', and took the sheet off the cab, the operator was amazed. He had put the frame down 50mm from where we had painted the crosses."

The next step with Fuller's system will probably be done in co-operation with Loughborough University. He is considering more detailed messages, and LED screens for the slingers so that everyone on the team can see what is being transmitted, perhaps with additional emergency facilities to allow any one of the team to 'stop' the lift.

So far, the system has cost relatively little, other than a year's time and a vast amount of programming work, for which he now holds the rights.

It is possible, he thinks, that a commercial version might cost as little as £500.

The boatyard uses an NCK crawler crane to handle the movement of boats.



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# Van innovations

The UK/Ireland small truck and van mounted lift market is one of the hottest sectors in the vehicle mounted market, and as associate editor, Ian Boughton discovered, there is no shortage of new ideas from manufacturers in the sector as they fight for customers attention.

**The UK and Ireland van-mounted lift market is estimated at just over 800 fitted-vehicle sales a year. Of that Versalift has a market share approaching 50 percent, with second-placed player, Gardner Denver selling around 200 units, and third place SkyKing a hundred or so. Meanwhile the 3.5 tonne van chassis mount is also growing fast, taking the combined van and small truck mount market to over a thousand units.**

"The UK is certainly the biggest market for closed van-mounted platforms, and the market here is trending ever higher, on ever-smaller vehicles," confirms Richard Tindale, UK sales manager at Gardner Denver.

Gardner Denver has come up with two new ideas that apply to several of its models. One is a personnel bucket in a new material, and the other is a new stabiliser design.

"Buckets have generally been made from fibreglass," remarks Tindale. "Fibreglass can be painted and

repaired. However, it cracks easily, and a 'potentially dangerous crack' at your six-monthly inspection could put you off the road and cost a great deal. There have been cases of cages falling off, at height, through untreated cracks. "We thought there had to be a better way to make a cage, and our engineering guys decided on a centrifugally-moulded polyethylene. It's quite like ABS – it's stiff and resilient, but it will bend before it breaks.

"Now, if you say to someone 'I'm going to put you in a cage that bends', they might worry but it doesn't really bend. It simply flexes slightly under impact".

#### How tough is it?

"Well it will break if crashed into at high speeds, as one customer has already shown, but in practical situations it will take almost anything you throw at it, you can take a sledgehammer to it and see, it simply flexes and absorbs the impact".

The polyethylene bucket is retro-fittable to older lifts, at a



*Richard Tindale  
knocks seven bells  
out of a bucket.*

price not dissimilar to a fibreglass cage, but Gardner Denver says that it has a far longer safe working life.

#### Keep out of the van

Gardner Denver is also proud of its new stabiliser design, the main advantage of which is to free up space inside a van.

"Usable space within the van is key," says Tindale. "For some people, the van is their complete kitted-out workshop, and so they need all the space we can give them. The big thing that users always want to know is after the lift has been installed, what space is left?"



*The new under-chassis stabiliser.*

"At one time, I think we were worse than anyone else in taking up space within the vehicle. Our outriggers and stabilisers used to come diagonally through the sides of the van, which is still a very common design."

The new design mounts them under the floor and uses a two-stage outrigger, mounted under the vehicle. It extends outwards, and then downwards. "It was a Gardner Denver 'eureka moment'!" says Tindale.

#### Walk in and don't mind your head

At Versalift, commercial manager Steve Kellett makes the point that while trade innovations may not make the television news, they are

extremely important to those doing the work. With most van mounts sporting fibreglass platforms, differentiation is quite subtle. Kellett says "We've introduced the walk-in bucket, and while you may think that's not going to change the world, it makes a lot of sense for those who are getting in and out of these things 30 times a day, and having to duck under the guardrail. To them, yes, it's revolutionary!"

The walk-in bucket comes from the group's sister company in Denmark. "Why did nobody do this before?" asks Kellett. "Part of the reason is strength. The one-piece moulding, with a continuous top rail, gives a normal bucket much of its strength. Our new design gains its strength from the bracing underneath.

#### Look no feet

Versalift has also devised a lightweight mounting which allows a lift to be installed without the need for jacks or stabilisers. This is ideal for particular applications where only one man is working, and going from job to job at speed.

The basic difference is in a lighter platform and a one-man, 120 kg capacity bucket. The company maintains that with a lighter platform, the stability of the vehicle is maintained, even with a six-metre outreach.

#### Specials and insulated

When manufacturers are being so imaginative, says Versalift, it should encourage users to be more open with their requests.

"Our adaptability is something a customer can use," says Kellett. "It's our job to cope with any problem the customer throws at us. Our success has been built on a willingness to adapt to local needs."

*A completed shipment of 11 metre lifts on Piaggio Porter chassis*



An example he gives is a contractor working on power lines, Versalift can provide a wealth of advice and guidance on platform insulation.

"The old method of working on power lines relied on 'outage', which was switching off a whole town so the engineers could get to work. Now, because of the competition between power companies, there is an increase in work on live wires. Some customers have started buying all insulated platforms even when live line work is not the norm. The Irish electricity board took the decision that all of its equipment would be insulated after a man was killed when he slewed the wrong way while repairing a street light and hit a power line.



An insulated platform mounted to a Bremach chassis.

The Blackpool Illuminations involve a vast amount of comparatively low-voltage work but they too demand full insulation."

In this, Versalift incorporate the expertise of its American sister

company and supplier Time Inc. In the USA, engineers have been working 'live' for thirty years or more, and the lessons learned have helped Versalift become the dominant supplier to the UK/Ireland insulated access market.

The principle of insulation essentially concerns eliminating metal components in critical areas.

Fibreglass components are safer, but heavier, and require more care and maintenance", says Kellett.

"Fully insulated platforms use a boom-wrap cover when stowed, or the boom will get dirty when driving to the job and dirt gives a fantastic path for electricity!"

Versalift says that it has many good ideas in the pipeline.

"The access market is still an immature industry and a few back-street cowboys still make a living. We have ambitions and, compared to where we can take it, the access sector is still in the dark ages."

#### Self drive 20 metres

At Skyking Skylift, managing director Mark Carrington says that its recent innovations bring convenience of operation to the small-vehicle sector.

"Many will tell you that the 3.5 tonne sector is the main battleground, thanks to the increasing number of driving license holders who are restricted to 3.5 tonne vehicles. Skylift was a late starter in this market sector but we've done very well from a late start" he says.

"Every maker looks to offer a 20 metre lift on a 3.5 tonne truck. The major rental companies are very keen to have kit in this market, and it is a well known fact that it is difficult

to get a 20 metre 3.5-tonner right. Our late entry has been our gain, in that we came in with a product which we have got right."

The newest Skylift product in this sector is the E198PX.

"We designed this to be a self-drive downtown access vehicle which operates within its outrigger width. The E198PX is suitable for 3.5 tonne trucks with a typical 2.90 metre wheelbase such as Nissan



The first new SkyKing E198PX sold to Easi UpLifts

Cabstars. It offers a working height of 20 metres and 360° rotation, and features a 'Z' configuration boom with 8.5 metre outreach, providing good 'up and over' capability.

#### All Hydraulic controls

One of its differentiations is that the control system is hydraulic.

"Simple reason," says Carrington. "Although there are benefits to electrical systems, there are also problems. Electrical switches have lots of attendant problems, not the least of which is corrosion. Hydraulics are the cheapest to maintain, without question, and are usually easier to train people on, in that the controls are similar from model to model.

"There is a partial question of how far you can reach, machines are often bought for outreach more than they are for height, and as hydraulic hoses are heavier than electrical cables, an electrical system probably gives you marginally more outreach.

"But for a long-lasting, easy-maintenance, you want hydraulics. although there is a breakpoint at around 30metres, at which electronics take over" he continued.

#### Change is in the air

The E198PX is deliberately planned to be relevant to smaller-company users. "The market is moving downstream," explains Carrington. "Window-cleaners and tree-trimmers, who used to be occasional hirers at best, have now been pushed into the powered-access sector.

Those who were regular hirers are now becoming more regular hirers, and some have now realised that they can convert to leasing or even becoming purchasers of kit on their own account.

This, Carrington advises, is something the access industry should watch carefully. The vast number of different jobs now being served by smaller contractors will give the manufacturers their clues to the products which will be demanded in the future.

"We have to keep our eyes and ears open," confirms Carrington. "We are seeing changes in sectors such as outside-broadcast, in which there is a new generation of OB cameras coming in, driven by the demands of Sky. I'm told that the trend for TV companies to move to high-resolution digital cameras means that those who do contract work for TV companies are going to have to change their equipment.

"We have to know about this. So, our sales people are actively encouraged to ask questions of customers about why they do things the way they do, and this is something that the industry must understand. If a customer in Guildford comes up with a new demand for a platform, don't forget about it. Be prepared for your customers in Leeds to start asking for the same thing!"



Steve Kellett of Versalift demonstrates the walk in basket.

Nationwide supplied 35 metre Brontos to carry out blade inspections.



## Wind power checks

The number of "wind farms" in UK and Ireland is increasing rapidly, creating a good deal of work for crane and access rental companies, not only in erecting the windmills (wind generators) but also in maintaining, repairing and inspecting them. Nationwide Access recently supplied a 34 metre Bronto Skylift to CeltPower for blade inspections on the P&L wind farm in Llandiniam, mid Wales.

The farm is home to 103 windmills each powering 300Kw turbines and

standing 30 metres high. Total output of the farm is up to 30.9MW of energy, enough to meet the power needs of 19,500 homes. P&L used Nationwide Access's lifts to check the condition of the 12.5 metre long blades.

All P&L's maintenance work is carried out by Sinclair Knight Merz and Andrew Williams is the wind farm supervisor. "These machines are central to our inspection work as they give us a safe platform from which to inspect the turbines," he explained. "We couldn't do our job without them."

## Blackfriars Bridge gets a Facelift

A specialist Moog truck mounted underbridge lift, owned by Facelift, recently helped complete a contract on London's famous Blackfriars Bridge.

The Moog 230X was working for painting contractor CLC on behalf of the City of London Authority who hired the machine for three months.

The machine is self-propelled with 1000kg cage capacity and an underbridge reach of 23 metres, allowing six painters to work on a bridge repaint at the same time.



EPL had two truck mounts in place within 30 minutes of being called out, after a hurricane struck Birmingham.

## Hurricane repairs

When a freak tornado with winds of up to 136 miles an hour struck Birmingham last month, causing significant structural damage, two EPL truck mounts, a 45 metre Wumag WT450 and a 35 metre Wumag WT355, were on the scene within 30 minutes to help secure buildings against further damage.

## Painters ready for height

Fletcher Cleaning of Worcester has taken delivery of a 17 metre SkyKing 179TJV telescopic 7.5 tonne van mount to assist it with building cleaning contracts.

The 179TJV features a three section telescopic main boom with two metre articulating jib, giving a 17 metre working height with outreach cutting out at 8.5 metres, with 200kgs lift capacity and 30 degree slew.

The chassis chosen by Fletcher is a Mercedes 815 Atego with a Bespoke four metre long GRP box body from Mercedes dealer Mudie Bond.

Simon Fletcher a director of Fletcher cleaning said "We always hired access in the past but have

now decided that it would be more cost effective to operate our own equipment"

The Box van has side and rear mounted doors, a translucent roof, hand washing facilities and an opening to cope with ladder stowage.

"We decided on a box body, as we undertake a great deal of highway work, so it is ideal for storing equipment while providing shelter for employees" continued Fletcher.

The platform is fitted with electrical outlets for tools and has an integral 10mm water feed for pressure washing. Two spotlights are fitted to the cage to allow work in poor light.

Fletcher Cleaning say that its purchase of its own platform will give a 12 month payback



# HEADING THROUGH EUROPE



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# In the Ascendant

New British truck mount producer Ascendant has sold 10 new 22 metre booms to Facelift Access Hire, after purchasing an evaluation unit earlier this year.

Due for delivery in October, the new lifts offer a working height of 22 metres, an enhanced lift capacity of 280kgs and a working outreach of 17metres, far greater than the average.

A key feature of the model, which was launched just over a year ago at Access Daze, is its variable jacking facility, offering a choice of outrigger spreads of 4.1 metres, 3.2 metres on one side only or a 2.2 metres narrow option, providing the ability to work in confined spaces.

Gordon Leicester, Managing Director of Facelift said 'We are extremely pleased with the evaluation machine's performance so far, and have now made the decision to expand our self drive fleet with the Ascendant.



*Ascendant is bringing truck mount production back to the UK.*



## Barin, delivers underbridge lifts to China.

Barin the Italian underbridge lift producer has delivered a model "ABC 170/LT" truck mounted underbridge inspection unit to Chongqing Cheng Tou Road and Bridge Administration Co Ltd in China.

The unit is mounted on a MAN TGA 36 350 6X2 truck.

The lift offers a horizontal reach under the bridge of 17 metres, with up to 90 degrees of rotation either side of centre (180 degrees). The unit can reach over bridge railings as high as 2.1 metres, and span pedestrian walkways

of up to 3.2 metres. This particular unit has an additional three metre segment that can be added to the vertical tower to allow the platform to be located over 12 metres below the bridge deck, while still maintaining its 17 metres of reach.

The 170 only requires an overall width of 2.5 metres on the bridge, thus occupying only one lane, leaving the others free for traffic. The unit went into service at the end of May on the Chongqing Cheng Tou project.

## Wumag launch new 22m

At the recent Platformer Days in Germany, Wumag arrived on day two with a new 22 metre truck mounted lift mounted to a 3.5 tonne chassis. The WTB220, offers 22 metres working height and 14 metres of outreach on a

2.14 metre wide, 3.55 metre wheelbase chassis.

In spite of its height and outreach the WTB220 still includes features such as a 160 degree platform rotation.

Versalift has won a new three year contract to supply ESB of Ireland with 75 insulated van mounted lifts. The company has also won an order from Irish telecoms company Eircom, for the supply of 30 EuroTel 36NF units mounted on Ford Transit vans.



*The Barin ABC 170/LT underbridge unit working in China, can span a 3.2m wide walkway and offers 17m of reach under the bridge at up to 12m below the carriageway.*



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# a new lease of life

**The UK's 2006 finance bill includes changes that are likely to make finance leases a thing of the past for many companies. The new rules might also create renewed interest in operating leases, although strict rules now apply. Toby Guise a director at the Moorgate group provides an overview.**

**A substantial part of UK company balance sheets is made up of things you can drop on your foot – physical assets, in other words. These represent a considerable source of risk in terms of depreciation in their market value due to use or obsolescence. Although insurance provides day-to-day risk transfer on upkeep and replacement costs, the core financial – or 'residual value' – risk remains attached to the title of the asset. Transfer of ownership is therefore the only complete form of risk transfer – and one that is often exploited by treasurers in the form of operating leases on new equipment.**

The use of operating leases is being encouraged by the closure of one of the main avenues for big-ticket asset procurement – the finance lease. This will be enacted by a reform to be introduced with the 2006 Finance Bill, final details of which were only released in May this year. Given that leases commence not when equipment is ordered but when it enters use, next year's reform is likely to affect orders that have already been placed.

## Response to tax reform

At the heart of the reform is the issue of capital allowances, whereby expenditure on new assets is deductible from taxable profits. This was first introduced in order to encourage investment in industry but many companies found their year-on-year taxable profits were,

in fact, not large enough to take advantage of the tax break. Banks, by contrast, were more usually in a position to offset the tax advantage against tax paid on profits from their wider activities. Hence finance leasing, whereby the bank purchases the asset and leases it to a company until the eventual transfer of ownership – making use of its capital allowance on the purchase cost to offer cheaper overall finance.

However, since the 1980s, the amount of the capital cost eligible for a tax break has been whittled down from 100% in the first year to 25%, and then 25% per annum on a reducing balance basis thereafter. Now the government is going a step further – reversing the tax treatment on higher-value asset leasing deals in order that the capital allowance accrues to the company and the bank is taxed as it would be for a normal loan. This is to make sure the party that takes on the residual risk of an asset is the one that benefits from the tax break. Capital allowances for operating leases, where the bank retains ownership of the asset at the close of the lease, will therefore still accrue to the bank.

Operating leases therefore combine the cost reduction resulting from the capital allowance with the highest level of risk-transfer, as the asset never represents a balance-sheet exposure or debt burden for the company.

## Short leases to remain

However, given that finance leasing has proved to be a godsend to smaller companies, the legislation will include a carve-out clause that enables the allowances on shorter finance leases to remain with the bank – which will still be able to pass on its tax benefit via cheaper finance. This will have the effect of keeping asset procurement costs down for companies that need smaller assets which cannot qualify for operating leases.

This carve-out currently covers leases of under 51 months, just over four years, with leases of between four-and-a-half and six-and-a-half years, potentially qualifying for the same treatment, providing they have smooth repayment curves rather than a lump sum at the end. The time element is essential to the tax efficiency of finance leases as the capital allowances are apportioned across the repayment schedule.

For longer leases, the Inland Revenue is introducing a wholly new category, the 'funding lease'.

In order to capture 'synthetic' finance leases, the Revenue has developed four conditions that, if met, mean the capital allowances will only be available to the company itself (giving advantage only to those companies with large enough taxable profits to benefit).

These conditions are:

- Where the lease is a finance lease under GAAP (Generally Agreed Accounting Principles),
- Where the Net Present Value of the lease rentals is more than 75% of the market value of the asset (it being judged that less than a quarter of the value does

not qualify as true residual value).

- Where the minimum term of the lease is more than 50% of the expected economic life of the asset.
- Where the asset could not, in fact, be re-used on account of its specialised nature (the Eurotunnel drill bits, for example, which have little residual value buried under the English channel).

## Summary

What, then, will be the impact of these changes on companies buying new assets in the UK, as well as the banks that fund such assets?

First, companies that need to procure large assets with minimal outlay and minimal risk going forward are likely to look closely at the operating lease option. This means banks need to improve their 'equipment management' capability – i.e. ongoing asset valuation and portfolio management – in order to be confident about taking on ownership of a large number of assets. And to price the leases on these competitively, banks will require extensive equipment management teams, including equipment sector specialists, to ensure that lease pricing takes into account present and future market conditions for an asset.

Second, those companies in need of smaller assets – often smaller companies themselves – should benefit from increased liquidity among asset finance divisions looking to offer finance leases that fall within the carve-out clause. This is good news for the mid-market, especially as some banks are specifically targeting this market with offerings that combine standardised application processes with bespoke, centrally-provided deal structuring.

Third, although leases signed before the Bill comes in will be 'grandfathered' – i.e. exempted from the incoming regime – the order process leading to some leases that will qualify may already have begun. And with details only recently confirmed, this timeframe could see both banks and companies confronted by the reality of the new regime sooner – and with less room for manoeuvre – than they think.

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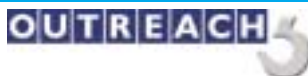
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*A well trained operator leads to a well maintained crane*

# A trained operator = lower maintenance costs

**Everyone understands the need to maintain commercial vehicles, in order to keep them roadworthy and reliable so that they continue to earn revenue. However, this understanding does not always extend to auxiliary equipment, such as a loader crane.**

**As with any piece of mechanical handling equipment, Loader cranes and attachments need to be maintained to keep them in good working order and to guard against failure in service, not to mention assure that they remain safe.**

Many lorry loader owners make the mistake of assuming that the crane is serviced when the vehicle is put through its six weekly inspection, but this is often not the case and even if the crane is covered, can it always be said that the person carrying out the job is qualified to do so?

Even if the answer to the above question is yes, going six weeks without addressing the issue of maintenance is far from satisfactory. The routine maintenance required on a loader crane and its attachments will vary according to the manufacturer and the application in which it will be used, but for example, a typical lubrication regime includes:

- Column bearings should be lubricated on a weekly basis.
- Attachments should be lubricated on a weekly basis.
- All other greasing points should be lubricated every two to four weeks depending on the application and frequency of use.

Owners whose vehicles are equipped with automatic chassis lubrication systems may consider that this is not an issue. However unless the system is properly specified for the loader and the grease required, then extending the truck's autolube system to the crane is not a desirable option. Loader crane manufacturers have, however, assisted the implementation of lubrication routines by installing Central Greasing Points. This is a cluster of grease fittings, situated in an accessible position and therefore making it much easier to grease the appropriate parts of the crane.

As part of an effective maintenance regime, it is crucial that the operator of the equipment is aware of his/her responsibilities. In fact, one of the biggest assets that a lorry loader owner can have, when it comes to maintaining the equipment in good order, is a well-trained operator. For this reason ALLMI dedicates two training modules to Pre-Operational Checks and Operator Maintenance as part of its course.

Operators need to be informed of their legal duties and what to do if a fault is found. They need to be told what to look for with regard to the in-cab equipment, stabiliser legs, hydraulic oil, the loader crane and any attachments. They also need to be aware of the level of maintenance activity that is expected of them and the importance of their participation in keeping the equipment in good order. They may also need to be shown how to carry out basic maintenance work.

When it comes to a more technical inspection, again the intervals will vary according to application. As a guide, these can be expected to be:

- Hook attachment – twice a year
- Brick grab attachment – three times a year
- Clamshell bucket attachment – four times a year

Advances in technology now mean that manufacturers can help owners of lorry loaders to be more specific about this. Some Lorry loader safety systems can be programmed to warn of impending service intervals, although this is a development which owners have been slow to take up. This could prove costly as the money spent on a well structured

maintenance regime will amount to only a fraction of that spent when things start to go wrong.

The cost comparison for routine preventive maintenance against breakdown repair is heavily weighted in favour of maintenance:

- If a pin is not greased then, when a ram needs to be re-sealed, it may take an additional three to four hours to remove the seized pin before the job can be completed.
- The cost of replacing a hydraulic hose as part of a routine service is normally one fifth of the cost of replacing the hose as a result of a breakdown. This comparison doesn't even take into account the downtime of the equipment.
- Simple greasing of lift cylinder pins and bushes costs only 30p per week. Compare this to a typical cost of £250 to replace these items.

For those who have cranes under warranty, do not make the assumption that maintenance is something that you don't need to worry about. Most manufacturer warranties stipulate that the equipment must be properly maintained otherwise the warranty will be invalid. Even if problems can be rectified under the warranty, poor maintenance can cause problems for the future life of the crane, long after the warranty has expired.

So the message is simple; preventative maintenance is far cheaper than corrective maintenance. The latter will only lead to higher running costs and downtime of the equipment, and usually an unhappy customer!



*A lorry loader in for crane maintenance, was recently found to have a whole outrigger missing*

# Check one two three...

The annual Vertikal Check was held at this years Platformer days in Germany in August. This year it was the turn of 20 ft (6 metre) narrow electric scissors to come under the judge's scrutiny. Nine producers entered a product, and here are the results.

The machine type chosen for this years Vertikal Check was 20ft (6m) platform height "skinny mini" electric scissor lifts. At one time this was by far the largest sector in the powered access market but it has been displaced by the shorter and slightly lower, 19ft "elevator" models. The full length 20ft sector is now very small in Europe, however, for the vast majority of the manufacturers participating, the 20ft narrow scissor is the lowest model in their mini scissor lift ranges. A such virtually all of the features and characteristics carry over onto their mainstream 26 and 32ft models.

The following manufacturers participated, and all but one of the



Nine companies entered this years Vertikal Check.

units entered featured a nominal platform height of 6.1 metres and overall widths of between 29 inches/ 760mm and 33 inches/850mm.

Manufacturer	Model
Genie	GS2032
Haulotte	Compact 8
Holland Lift	Y-64EL8
JLG	2030ES
Manitou	81XE
MEC	2033ES
Skyjack	SJ1113220
Snorkel	S2033
UpRight	MX19*

This type of scissor lift is designed to go through a single door, and yet still offer a full length platform in the region of over two metres, extending to over three metres. All units are designed for use on firm level floors and are therefore known as "slab machines some are indoor only while others may also be used outdoors.

Each model was put through a series of tests, beginning with a check of the main dimensions, length, width, platform entry height and fully extended platform height. Units were then tested for lift speed to full height, turning and clearance

radius in order to give an indication of the lifts manoeuvrability and performance.

Each company then had a few minutes to present its products strengths and accessibility for service and repairs before the judges moved to the subjective part of the Check. Each unit was inspected and test driven, both stowed and at full height. A drive up a long and relatively steep grade was also included.

Here is an overview of the results along with some of the judges opinions, units are listed alphabetically.

## Genie GS2032

Dimension	Specification	Check	Variance
O/A Length	2.44m	2.40m	+ 4m
O/A Width	815mm	820mm	- 5mm
Min Platform height	1,030mm	1,030mm	✓
Max Platform Height	6.0 m	6.05 m	+ .05
Lift capacity	363kg/113kg	363/113kg	+variable
Turning circle	4.24m	4.25m	-.01m
Lift speed	30 seconds	23 secs	+ 7 secs
Deck Extension	920mm	900mm	-20mm



## overview

The Genie is a sophisticated well finished machine, with a unique variable lift capacity. A moving pointer in the top of the toeboard, indicates the capacity available. The highest capacity, 693kg, is in the middle of the lift cycle, so virtually unusable, however the middle capacity of 454kgs is good for 75 percent of the lifts cycle. This could be one of the few benefits of fitting overload devices. Our Judges however were not in favour of variable lift capacities.

Overall this was an impressive machine with excellent access for service and some sophisticated electronics and a High quality finish.



The Genie was an excellent all rounder



The Genie has a variable capacity indicator

## Haulotte Compact 8

Dimension	Specification	Check	Variance
O/A Length	2.31m	2.47m	-.16m
O/A Width	810mm	820mm	-10mm
Min Platform height	890mm	890mm	✓
Max Platform Height	6.18m	6.22m	+ .04m
Lift capacity	350kg/150kg	350/150kg	✓
Turning circle	4.76m	4.15m	+0.51m
Lift speed	37 seconds	35 secs	+ 2 secs
Deck extension	920mm	910mm	-10mm



The Haulotte platform height is checked.

## overview

The Compact 8 was the first of Haulotte's current electric scissor range, it differs from most of the other units in that it uses mostly European components, a point that Haulotte stresses in its sales pitch. The unit had a good overall specification with one of the lowest entry heights of the units we judged. Lift speed was a little on the slow side and the judges did not like the drop bar entrance gate which jammed open several times in the test. The approach to service access was different from the majority, in that all routine checks required of the user can be completed without opening anything apart from the slide out battery tray.

Access for repairs requires the slackening off of two bolts on each side, to remove the side panels, once done access for the mechanics was relatively good.

The Haulotte batteries are stored separately.



variance: += positive to specification - = negative to specification

## Holland Lift Y64EL8

Dimension	Specification	Check	Variance
O/A Length	2.80m	2.95m	-0.15m
O/A Width	850mm	930mm	- 80mm
Min Platform height	1,150mm	1,120mm	+30mm
Max Platform Height	6.4m	6.43m	+ .03m
Lift capacity	350/350kg	350/350kg	✓
Turning circle	5.8m	5.25m	+0.55m
Lift speed	30 seconds	28 secs	+ 2secs
Deck extension	900mm	900mm	✓



The judges check the Holland Lift for gradeability and handling.



Once lift off covers are removed Holland lift access is good.



### overview

The Holland lift scissor marches to a different beat than others in the check, ignoring the usual cost considerations in the choice of components. It also uses a massive lift mechanism. The result is a machine that can cost more than double the least costly machine we tested. Holland Lift say that its units have a good 15 years of low cost operation within a rental fleet, and even then can easily be refurbished, thus costing less over the long run. The test unit was one of 20 sold to Belgium's ROB rental.

The judges, being German, liked the way the Holland Lift is put together. They also liked the exceptional platform rigidity and fell in love with the roll out deck extension for which they immediately awarded a 100% score, the only item in the entire check to receive that rating. They also liked the fact that there was no capacity restriction on the extension.

They did not like the fact that the retracted pot hole bars increased the machines overall width or the position of the control box and the cable of which got in the way of platform entry. The large lift-off service access covers, were not popular, however they liked the access to components once the panels are removed.

## JLG 2030ES

Dimension	Specification	Check	Variance
O/A Length	2.3m	2.3m	✓
O/A Width	760mm	770mm	- 10mm
Min Platform height	1,120mm	1,220mm	-20mm
Max Platform Height	6.1m	6.11m	+ .01m
Lift capacity	360/120 kg	360/120kg	✓
Turning circle	4,120mm	4,300mm	-180mm
Lift speed	30 seconds	29 sec	+1 sec
Deck Extension	900mm	900mm	✓



The JLG 2030 ES was painted in bright yellow customer colours



The JLG was the only unit with direct electric front drive.

### overview

The JLG is yet another "different" machine, using electric wheel mounted drive motors, that seriously extend the battery life, making these true dual shift machines. The 20 and 26ft models are the only full length mini scissors to offer overall widths of under 800mm, for easy passage through a standard office door.

The judges liked the fact that the number of hydraulic functions was reduced to lift and steer, they also liked the tight turning circle and quiet smooth controls.

They did not appreciate the mix of aluminium and steel between platform and scissor arms, they thought the guardrails were fussy and lacked rigidity. Service access was also considered to be only average with components spread out over the machine.



## Manitou 81XE

Dimension	Specification	Check	Variance
O/A Length	2.47m	2.48m	- 10mm
O/A Width	810mm	800mm	+ 10mm
Min Platform height	1,000mm	1,000mm	✓
Max Platform Height	6.1m	6.1m	✓
Lift capacity	340/120kg	340/120kg	✓
Turning circle	4.2m	4.2m	✓
Lift speed	21 seconds	21 sec	✓
Deck Extension	1,000mm	1,000mm	✓



Making programme settings is easy on the Manitou

### overview

The Manitou scissor range was originally a MEC unit built under licence, but after the exit of Mayville from the lift business, Manitou completely redesigned the chassis and platform, only retaining the heavy duty monoblock lift mechanism from the original MEC design. The machine was very well finished was very stable with fast lift speed a comprehensive and easy to use programming system and a very heavy duty removable control box.

The judges were less keen on the control box cable which they considered would be stepped on and damaged or the sliding midrail, the design of which was made worse by the folding guardrail mechanism which tended to fold when the bar was lifted.



The Manitou completes its turning circle test



## MEC 2033ES

Dimension	Specification	Check	Variance
O/A Length	2,49m	2.40m	+9mm
O/A Width	840mm	840mm	✓
Min Platform height	800mm	760mm	+40mm
Max Platform Height	5.98m	5.95m	- 3mm
Lift capacity	363/113kg	363/113kg	✓
Turning circle	4m	4.2m	-20mm
Lift speed	27 seconds	19 secs	+ 8 sec
Deck extension	1,060mm	1,070mm	+10mm



The MEC had the lowest platform height



The MEC had chain drive steering for a full 90 degree crank angle

### overview

The new MEC company purchased the parts inventory and designs from Mayville three years ago, since then MEC international has re-engineered the designs, reducing the overall dimensions, enhancing the performance and incorporating high grade simple components. This unit was a surprise to the judges, who were impressed with its performance. The judges liked the low entry level, but disliked the placing of the control box cable which due its entry point was all over the deck. The turning circle and lift/drive speeds were excellent and the approach to serviceability and access were liked especially the lift off hinged covers, they didn't like the oil filter location which they considered vulnerable. The unit was one of the few that did not feature diagnostics or sophisticated electronics.



## SkyJack SJIII3220

Dimension	Specification	Check	Variance
O/A Length	2,490mm	2,400mm	+90mm
O/A Width	840mm	830mm	+10mm
Min Platform height	980mm	1,000mm	-20mm
Max Platform Height	6.1m	6.04m	-96mm
Lift capacity	408/136kg	408/136kg	✓
Turning circle	5.48m	8.6m	-3.12m
Lift speed	33 seconds	28 secs	+5 secs
Deck extension	900mm	840mm	-60mm



Our two chief judges Wolfgang Dahms at the controls with Adrian van der Geer navigating



Skyjack service access is hard to beat.

## overview

The Skyjack SJIII is one of the older designs among the units we tested, the model is due for enhancement early next year. However the simple reliable and functional layout and rental friendly features, not to mention value for money has made Skyjack one of the top selling Scissor lifts in the UK. This was the only unit with rear wheel drive and as such had the largest turning circle. However the judges liked the chequer plate steel deck, the service access (although they felt that the valves were hard to reach), easy to operate slide out deck extension and easy to use emergency descent.

The ultra heavy duty removable control box connection was not appreciated, although this was probably a locally fitted item.



## Snorkel S2033

Dimension	Specification	Check	Variance
O/A Length	2.31m	2.50m	+20mm
O/A Width	840mm	830mm	+10mm
Min Platform height	890mm	890mm	✓
Max Platform Height	6.1m	6.12m	+30mm
Lift capacity	363/113kg	363/113kg	✓
Turning circle	4.20m	5.14m	-0.96m
Lift speed	20 seconds	20 seconds	✓
Roll out deck extension	910mm	890mm	-20mm



The Snorkel was a reluctant entry but performed well



Batteries and charger are easily accessed on the Snorkel.

## overview

Snorkel was reluctant to enter the S2033, it is due for replacement next year, with a model that incorporates the latest features that are already built into the 19 and 26 models. The S2033 while not using the latest technology does have a following among Snorkel buyers who like the simple easy to repair design.

In spite of its age it offered one of the lowest entry heights and fastest lift speeds in the check. The controls are two speed rather than full the proportional as used on all of the other units we tested and as you might expect was nowhere near as smooth. The turning circle was the second largest of the group and the unit tested was longer than the specification claimed at over 2.5 metres but the machine performed very well, particularly given Snorkels reticence.



## UpRight

\*UpRight, at one time the European market leader in this sector with its SL20, did not have an X2032 available, it therefore called in a one year old MX19, in order to participate and demonstrate the features of its scissor lift range, but to be fair to everyone, the measurement checks were not entered into the final report.



UpRight entered the MX19 which went through the full check but the results have not been used here due to it being out of category.



While we do not have a single winner, given that each model had its strengths and weaknesses, here are the winners of a few key attributes.

Fastest unit to full height:	MEC 2033ES – 19 seconds
Narrowest overall width:	JLG2030ES – 770mm
Biggest lift capacity:	Genie GS2032 – 363 to 693kgs
Tightest turning circle:	MEC/JLG
Lowest stowed/entry height:	MEC 2033ES – 790mm
Best Service Access:	Genie/Skyjack
Best Roll Out deck:	Holland Lift

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All training centres above offer IPAF approved and audited courses for Operators of Mobile aerial work platforms, European directives require that all staff are fully and adequately trained in the safe use of the equipment they operate. See [www.ipaf.org](http://www.ipaf.org) for full listing

# Finally Qualified

26 years after he first operated an aerial lift, Publisher, Leigh Sparrow has finally received proper training in their safe use and qualified for a PAL card, here he reports on the process.



It was late 1979 when I first operated an aerial work platform, an MZ66 built by Selma Manlift of California. I became an immediate convert to powered access, bowled over by the ability to step into a platform with all the equipment you need and at the push of a lever, go directly to the perfect height for the job. Not to mention the ability to relocate without returning to the ground.

Since then I have operated hundreds of lifts and dozens of different makes and types. Yet in all my years in the industry, including a spell as IPAF president, I have never received any formal training. IPAF was not around in those days, so a few minutes instruction from Manlift's Greg Hoskins and a read through a copy of the Manlift safety booklet (later) was as good as it got back then.

Taking time out to gain a PAL card never occurred to me, not even during my stint at IPAF and no one ever suggested it, so why now? If I am honest it is all down to Jane Lawrence at Facelift, who hearing that I had never been trained persistently badgered me, until I gave in and let her book me onto a course at Facelift's Hickstead facility.

*This is like a scissor lift" practical instruction on a TM12*



I arrived bright and early on the day of the course, having scabbled around for a hard hat and safety boots. I was on the course with five other trainees, all with a good level of experience, Facelift try to ensure each course has attendees with similar levels of experience so that "old hands" are not held back by absolute beginners and to ensure that beginners do not feel rushed by experienced operators.

We had two experienced trainers, Eddie Reast and Steve Hide, both of whom were professional operators before getting into training. The fact that we were covering both booms and scissors with one of our group doing vehicle mounts required two trainers. Rather than one.

We were told that the first half of the day would be taken up with theoretical safety training, including two written tests, one at the beginning and one at the end of the morning session. We were all jolted into reality when told that if we did not achieve 80 percent on the second written test, we would fail and not receive a PAL card. The first thought into my head was "how did I let myself get talked into this!"

I needn't have worried, it turned out that I knew more than I realised, but more importantly, the instruction was first class with the key points pushed home repeatedly and from several angles. By the end of the morning all of us had passed the written exam, and we were ready for the afternoon's practical training and tests.

## C&a operator training



*Concentrating on the written test, Facelifts classrooms are set up for six to eight trainees.*

We were given detailed hands-on instruction in daily inspections, and checks, as well as what to do in the event of a machine failure and how to use emergency descents safely.

Finally we had to operate the equipment and go through a practical exam. We had a Haulotte HA16PX for the boom lift test and used Facelifts awkward U shaped training block façade as the course. Facelifts yard is highly congested, with constant traffic

lifts. The Skyjack performed perfectly, twice around the tight course without incident or emergency.

We all managed to keep the number of errors to a minimum and passed the practical stages. Then it was back to the classroom to wrap up and receive our pocket manual and log book, including instruction on how to keep an official record.



*Practical instruction on boom lifts, everyone had all the PPE kit.*



and activity, the test area is right in the thick of it, and you really need to watch out, just like a real site or large plant.

Then it was on to scissors, we had an Upright TM12 and a Skyjack SJIII 3019 for our instruction and practical test. I hoped to get the TM12, knowing how compact it is. I thought "I'll fly through the obstacle course with that". It was not to be, we all had to use the larger scissor

of operating hours, in order to maintain the IPAF qualification. It felt a bit like a pilots licence!

In spite of years of practical experience and an in depth knowledge of aerial lift regulations, I found the course to be very beneficial and learnt a great deal. The Facelift team was a credit to IPAF and to crown it all I now have a PAL card, so if Publishing fails me I have a practical qualification!

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

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

# Leading the training drive at APEX

**IPAF is highlighting its call to the industry to ensure that their employees are using powered access equipment correctly and safely during the APEX exhibition and conference this month in Maastricht, the Netherlands.**

"We are expanding the scope of powered access training to meet the challenges of using more complex equipment," said Tim Whiteman, IPAF's managing director.

"At APEX, we will invite manufacturers and users to comment on new training courses for mast climbing and telescopic handlers, that will be introduced at the end of 2005." A training DVD that features digital animations of moving machines will also be launched at APEX, where IPAF will promote its rapidly growing network of member training centres in Europe.

- APEX runs from 22 to 24 September at the Maastricht Exhibition and Congress Centre. Visit IPAF at stand number 1145.

- Tim Whiteman will speak at the conference on the morning of 22 September on *Can untrained workers operate aerial platforms?*

- IPAF's Manufacturers' Technical Committee (members only), MCWP Committee (open meeting) and Telescopic Handlers Committee (members only) will also meet during APEX. Details are available at [www.ipaf.org](http://www.ipaf.org).

## Remember?

### Harnesses on Booms

- If you're working with boom lifts, whether self-propelled or vehicle-mounted, don't forget to wear a harness with an adjustable lanyard set as short as is practical. This can save lives. IPAF's Technical Guidance Note H1/05/05 on safety harnesses is online at [www.ipaf.org](http://www.ipaf.org) or can be obtained in leaflet form, without charge from the Milnthorpe office.

### Don't tie up sliding mid rails

- Sliding mid-rails may sometimes get in your way, but they must not be tied up. IPAF urges its members to follow this guidance in the interest of safety. This follows concerns raised by the Brussels-based committee monitoring the implementation of the EU Machinery Directive 98/37/EC. Many IPAF manufacturer members have placed decals on machines indicating that mid-rails should never be tied up and IPAF is calling for hire companies to follow suit.



From left to right: Howard Schapira, SIA President; Tim Whiteman, IPAF Managing Director; Dennis Eckstine, AWPT Vice President; John Miller, SIA President Elect

## IPAF, AWPT and SIA join hands to promote safety in lift access

IPAF and the US-based Scaffold Industry Association (SIA) have reached an agreement that will help improve safety in the lift and access industry through better and more consistent training. The agreement was finalised during the SIA's annual convention in Boston, Massachusetts on 27 July between IPAF Managing Director Tim Whiteman, and SIA President Howard Schapira.

Under the agreement, SIA will recognise and promote the PAL Card as proof of training in the use of aerial work platforms and mast climbing work platforms. AWPT will offer preferred rates and terms to SIA members wishing to operate as approved training centres. SIA has about 900 members, many of whom already provide training in scaffolding and suspended access, and also operate work platforms and mast climbers.

## Work at height industry on track Results from IPAF's first major survey

**Powered access is on an upward trend, according to the results of IPAF's recent UK membership survey. Almost 58 percent of hirers expected to be buying more units in 2005 than 2004 and 50 percent of end users predicted growth in the number of units they will have on site.**

Some 47 percent of responding companies predicted growth in the number of persons involved with powered access equipment. Hirers were the most optimistic about growth (54%), followed by dealers/ distributors (25%) and manufacturers (13%).

About 44 percent of responding companies have 10 or more persons working with powered access equipment, while 15 percent have more than 50. As you might expect, safety is the top priority, 92 percent of respondents offer operator training courses, with 76 percent naming the IPAF training course as the specific programme offered.

When it came to satisfaction with IPAF membership, most of the respondents said that they are happy with IPAF's services, 87 percent perceived membership as offering good value for money.

## Competent person courses

Platform engineers working on legally mandated machine inspections and maintenance can now be certified under the Competent Assessed Persons (CAP) programme at three IPAF-approved training centres in the UK: Access Platform Sales, Central Access, and Nationwide Access.

### Professional Development Seminar

More than 150 instructors attended the IPAF Professional Development Seminar in Manchester on 8 September, which focused on the work at height regulations and IPAF's new loading and unloading course. (More news in the next issue.)



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## New valve design will save space, time and complexity

**A new range of screw-in, multi-function, cartridge valves from Integrated Hydraulics Ltd of Warwick. Promises to help simplify hydraulic circuit design and improve reliability.**

Hydraulic screw-in cartridge valves offer machine designers the opportunity to condense the majority of a machine's

hydraulic controls into a single manifold block or incorporate them into components such as cylinders. Thus reducing installation time and space requirements.

However, when used to the full, this can lead to highly complex and intricate manifold blocks with design and quality ramifications. The new multi-function valves are part of a range developed to fulfill the roles of two or more cartridges, thus simplifying circuits.

Designated the 4CKKT50, The new dual pilot operated check valves will, according to Integrated, reduce the number of cartridges in a circuit, simplify machining of components, further reduce space demands, cut assembly time and minimise the number of potential leak paths.

Typically dual pilot check valves are built into cylinders and, require three cavities and a series of cross-holes. The new cartridges will greatly simplify cylinder design. They hold the stabiliser legs in both extended and retracted positions, with the relief element preventing over pressurisation of the cylinder due to thermal expansion of the oil.

The new cartridges fit into the same cavity as the Integrated series 5 solenoid valves and so require no additional tooling. They are rated to 300 bar with a flow rate of 25 L/min, making it ideal for small to medium cylinder applications.

*Integrated's new valves will save space, reduce the chance of leaks and simplify circuits.*



*The Police Eye portable unit can be switched between vehicles and drivers.*

## Portable Vehicle Monitoring

**Logistic companies are already using vehicle and driver tracking and monitoring systems to improve their efficiency and cut costs. To date only a few Crane or Access rental companies have employed this technology, Police5 Technologies has now launched an Eye-TraX portable unit. The Eye-TraX Portable provides high accuracy location and reliable 'on-demand' GPRS communications via the Web in a light weight, compact, transferable unit that does not need hard wiring into a vehicle.**

The unit is fully self-contained with a back-up power supply, GPS and GPRS antennae, a driver operated on-off switch and alert button. The device is normally powered by the vehicle's cigarette lighter socket but can be adapted to sit in a dashboard mounted cradle.

The portable units is ideal where drivers

regularly swap between vehicles. It enables a company to maintain effective telematic coverage of its fleet, its activity and its Health and Safety record.

Once a Police5 Eye-TraX Portable unit is placed in a vehicle, its information can be viewed from any internet enabled PC, laptop or PDA after entering a password and user identity.

This allows the fleet operator not only to see real-time information but every two minute updates an update is sent out by the Eye-TraX, which is stored to allow in-depth analysis of a vehicle and drivers' activity over any given time scale. Such reports give fleet owners hard evidence of where improvements and efficiencies can be made thus improving productivity and reducing unnecessary expenditure.

*The new JC2000 X/XY compact joysticks from Penny + Giles.*



## Joysticks offer new possibilities

**A development by Penny + Giles of its JC2000 joystick adding new output voltage ranges, will offer designers of both cranes and access equipment, greater flexibility, especially for remote control applications, while giving users greater sensitivity. The JC2000X and XY can now be supplied with 0.5 to 4.5Vdc, 1.0 to 4.0Vdc and 1.1 to 3.9Vdc output voltage spans.**

The joysticks use Hall-effect technology, with no contacts to wear out and are very compact, requiring only 31mm of depth below the flange, less than half the depth of a traditional joystick. They are ideal for fingertip control applications making them well suited for the radio/infrared remote

control packs that are increasingly used on Lorry loaders, tower and mini cranes.

Given their use on construction sites, the joysticks are also sealed to IP65 and can cope with operating temperatures of -25°C to +70°C, with shock levels of 40g and EMC immunity of 60V/m.

For critical aerial lift applications single and dual-axis versions are available with two independent outputs in each axis that can be monitored and compared for failure detection in safety critical systems.

A choice of three handles and switch options allows some customisation to suit different applications and for product differentiation.

## Ready to go Power track

**Igus, the power track specialist has a new modular power track system designed with cranes in mind, the LBT Flizz.**

The LBT Flizz modular system is designed to carry cables and hoses subject to long travel, high speeds and heavy loadings. It encompasses the cable carrier, guide trough and, if required, fully configured cables, ready for immediate installation on an assembly line or emergency in-field repair.

The system uses the Igus E-Chain cable carrier to support the cables and hoses, the guide trough is a modular kit comprising extruded guide profiles and a supporting frame. The E-Chain and cables are channelled through this trough.

The component parts of the system are corrosion-free and the materials used are resistant to weathering and most

chemicals. An optional, fully closed design offers protection against dirt, foliage, ice and snow for hostile environments.

The company say that the main factors giving this product a competitive edge are its safety, functionality, maintenance-free operation and low cost, compared to conventional energy supply systems.

As the system is fully configured before delivery, it can be assembled quickly and easily integrated into existing installations.

*The Igus LBT Flizz is a modular power track and guide trough that can be fully configured prior to delivery*

## enquiries ↓

To contact any of these companies simply visit the "Industry Links" section of [www.vertikal.net](http://www.vertikal.net), where you will find direct links to the companies' web sites for up to five weeks after publication.

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Terex Atlas (UK) Ltd.	<a href="http://www.atlascranes.co.uk">www.atlascranes.co.uk</a>

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The Platform Company	<a href="http://www.platformcompany.co.uk">www.platformcompany.co.uk</a>
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## CeMAT 2005

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Germany  
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Fax: [49] 511 89 32654  
e-mail: cemat@messe.de

## SAIE 2005

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October 12-16, 2005  
BolognaFiere, Bologna, Italy  
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e-mail: saie@bolognafiere.it



## Batimat

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e-mail: thehireshow@btopenworld.com

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Fax: + 1309 764 1533  
e-mail info@therentalshow.com

## Intermat 2006

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equipment show 24 - 29 April, 2006  
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## SED 2006

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## Bauma China

Bauma in Shanghai  
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25 t Krupp KMK 2025,	Bj. 1994	4x4x4	23,00m + 13,00m
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35 t PPM 380 ATT,	Bj. 1989	4x4x4	30,40m + 7,50m
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50 t Demag AC 155,	Bj. 1994	6x6x6	40,00m + 17,60m
50 t Faun ATF 50-3,	Bj. 1998	6x6x6	38,50m + 16,00m
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