

# cranes & access

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April/May 2020 Vol.22 issue 3

Tower  
cranes  
Boom lifts  
Controls

Working  
from home

Preventing  
fraud

...US investigates crane imports...Tracked Haulotte mast lift...new 5t Jekko spider crane...



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## On the cover:

The IPAF Italy Country Council and Training Working Group held a virtual meeting - now a sign of the times - at the end of April to select Paolo Pianigiani and Roberto Geromin as chairmen for the next two years.



# C&A contents

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Working from home 43

With most countries experiencing lockdown's that have forced companies to suspend normal operations, millions of people are having to adapt to working from home. C&A surveyed European rental companies and asked how they have adapted to the new reality? We also look at some of the technology available and provide a few tips on working from home.

Interview Ken McDougal 47



In March Mark Darwin spoke with Ken McDougal of Skyjack asking him about his return to the company and his plans going forward.

Gin Poles 51



New contributor Eddie Bishop discusses the most traditional of lifting equipment in the form of the Gin Pole and how it can still be a practical solution to challenging lifting tasks.

Preventing Fraud 53

Emma Miller of UK credit agency Top Service provides some useful tips on preventing fraud as more business goes online.

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Tower cranes



US to investigate crane imports, Xtreme adds to C-class, New glass handler from Valla, New Jekko spider crane, Tracked Haulotte mast lift, New 23m CTE truck mount, Potain adds to MDT tower crane range, Jaso Low Top tower crane, Hinowa announces TeleCrawler 13 spider lift, XCMG ships 200,000th mobile crane, New 13m Platform Basket, Skyjack unveils new booms, Aichi to launch new SP14 DJ Euro boom lift, New ELS push around scissor lift, Big Dingli 4x4 electric scissor lift and financials round-up.

Tower cranes 17



The tower crane market has been one of the more dynamic crane sectors over the past few years as more markets appear to be shifting towards their adoption. We look at some of the many new products launched in the last 12 months and review an accident in Nova Scotia.

Boom lifts 27



It is 50 years since JLG unveiled the first telescopic boom lift. We look at the history of the self-propelled boom lift since the very first model surfaced in 1956. Over the past year we have seen more innovative new product launches including significant developments at the top end of the market. Here we round up and review some of the latest models.

New standard for AWP controls 35

After years of debate and discussion, the long-awaited ISO standard for aerial work platform controls has been published. We look at how it developed and speak with manufacturers and rental companies about what it will mean for their products or businesses.



In the next C&A

The next issue of Cranes & Access scheduled for late June will feature Loader cranes, Slab electric scissor lifts, Heavy lift applications and Telematics developments. If you have any contributions or suggestions to make or are interested in advertising in this issue, please contact our editorial or sales teams.

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Boom lifts



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Gin Poles



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## Will the world really change?

The Covid-19 epidemic has affected almost every country around the world and despite the current gloom and restrictions it might just usher in some positive changes and perhaps a more caring society.

On a business level, companies have been forced into a massive working experiment with many going through steep learning curves as they adopt new technology to enable as many staff as possible to efficiently work from home.

On page 43 we reveal the results of a survey in which companies were questioned about working during the pandemic. Perhaps one of the most startling responses was that 80 percent said they will change the way they operate post Covid-19, with many open to new technology and for staff to work remotely.

How companies react in a crisis is always a good indication of their moral compass. There are those that immediately laid off employees and stopped paying suppliers, with some even demanding discounts on materials or services that had been delivered earlier in the year. Some major companies were even begging for handouts within the first week of the crisis having recently made substantial dividend payments.

On the other hand, many quickly set staff up to work from home on full pay or topped up government furlough payments for those that could not. Many have also worked hard to maintain their business and adapt quickly to the new reality including helping the front line medical staff with PPE supplies, while others decided to shut down areas of the business, making little effort to consider others and without considering the impact on their customers, their supply chain or the longer term consequences.

It has been proven many times over that companies that continue to be active and promote themselves during a recession emerge in a far stronger position than those that retreat into a shell until it all blows over. Obviously, financial stability is key to surviving a crisis but demanding retroactive discounts when you think you can get away with it is a despicable practice and should be outlawed.

Why is it, that at times like these large companies or main contractors feel they have the right to dictate to their smaller sub-contractors and suppliers, sometimes pushing them over the edge ...but it has always been so.

The world after Covid-19 will undoubtedly change, hopefully for the better. Perhaps those changes will include an end to such business practices that should have gone out with the ark, and maybe there will be an end to the private equity practice of loading established companies up with debt, charging high fees and skimming off cash - so that barely a week or two into a crisis they are on the verge of collapse?

Is this the beginning of a brave new world?

Mark Darwin

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