

# cranes & access

May 2005 Vol. 7 issue 3

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## on the cover:

Manitou telehandlers with forks and platform towered over by a self erector at SAIE, Bologna



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# Aerial platforms



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# C&A comment



## Are we so Stupid?

The UK General election is now behind us and the outcome was no surprise. The election demonstrated our inability to have a sensible "grown up" debate on a number of subjects.

We allow the red top newspapers to limit discussion by vilifying any attempt to start a real discussion on different ways to organise some areas of our public services. Vested interests are given airtime by the media to pour scorn on any poor soul that tries to open a sensible debate. Any suggestions to slow increases in public spending results in claims that thousands of nurses, teachers and police officers will be axed! Rarely is there a thought that bureaucracy and waste could be cut first.

For instance during the campaign UCATT (the construction workers' union), a highly political group with a vested interest, issued a press release that appalled me. UCATT warned that a vote for the Conservatives would lead to an "unimaginable effect on the number of deaths and accidents on job sites". The union claimed that Tory pledges to cut red tape would mean a reduction in funding for the HSE which would result in fewer inspectors which, it concluded, would lead to a rise in accidents and deaths as contractors cut corners with site safety. Are we really that stupid?

I despair that employee representatives assume that contractors will automatically drop safety measures as soon as they think inspections are less likely; and yet in this issue we carry a report about a developer and builder that did ignore repeated warnings, resulting in the fatal fall of 37-year-old Jason Lesaux. Clearly some of us are so stupid?

The fact is though that trying to "inspect in" safe working-practices hinders progress.

Employers need to understand that sensible safety measures save money while employees need to take at least some measure of responsibility for personal safety. All too often the HSE treats employees like school children and employers as the responsible adults. If employees simply said: "No! I'm not using that. It's dangerous!" or "This isn't safe", then the number of accidents and deaths would fall swiftly.

The British/Irish tendency to rigidly enforce visible safety measures – such as hats and yellow coats – regardless of their appropriateness for a particular site, can undermine the importance of the safety message. This leads to employees colluding with employers against HSE inspections. Sadly repeated inspections did not save Jason Lesaux's life!

Finally, this is our largest issue ever and includes features on equipment that can provide significant improvements in site safety. Don't forget to stop by and see us at SED. We are hosting the Vertikal Challenge with Hiab on stand O6C. And yes... we'll be wearing our yellow coats and hard hats.

Leigh W. Sparrow

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# The Ultimate Italian... Driving Machine

Small in size, Big in performance - **Locatelli's** brand new 20 tonne city crane, the ATC20 is the ultimate mobile crane.

Just a little larger than a transit van, the ATC20 has four wheel drive, four wheel steer and can travel at up to 45 mph. Once in operation, it has a maximum boom height of 23.8m and can lift up to 20,000kg.



Simply peerless: Optional fly jib, forks and personnel basket gives the ATC20 high versatility and an increased lifting height of 34m.

See the Locatelli ATC20 at Valla Cranes UK stand at SED or telephone **01482 227 333** now for more information.

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L-R: Hans-Georg Frey, Geschäftsführer of Liebherr Ehingen, Brendan, Martin and James Ainscough and David Milne, (centre rear) director of Liebherr GB. In the background is the Ainscough management team with a new Liebherr LTM 1225-6.1.

## Europe's largest AT order

The order, from Ainscough crane hire reported in Cranes&Access March/April was formally announced at the end of April and has been confirmed as 91 cranes with a total value of £30 million.

The order includes 30 x LTM1030-2.1, 38 x LTM1055-3.1, and 23 of the new LTM1095-5.1. The units will be delivered throughout 2005 and into early 2006. This brings the total number of Liebherr cranes ordered by Ainscough in the past 12 months to 121 units.

## Liebherr open new HQ

Isolde and Stephanie Liebherr formally opened Liebherr Great Britain's new headquarters in Biggleswade, Bedfordshire at the end of April. At the same time Liebherr announced, what it claimed is the largest single All Terrain crane order ever placed in Europe.



Isolde Liebherr (R) and daughter Stephanie cut the ribbon to formally open Liebherr GB's Biggleswade HQ.

metres, plus a three storey office block.

The workshops, alone, measure 90 metres by 66 metres with 19 metres of headroom and include four 25 tonne overhead cranes, a boom test rig and the largest rolling road in the UK.

For further details see *Vertikal.Net* (April 28th)

The new facility represents a £15 million investment in the UK market and is in addition to other substantial support facilities in Wigan and Bathgate. The Biggleswade site covers over 9 acres (3.7 Hectares) with workshops, parts and testing buildings of over 5,000 square

Liebherr GB's new Biggleswade facility



## A point of clarification

Dear Sir,

In your April Issue your article "Rated load indicators, does BS still apply" (page 34) you featured a photograph of a Potain IGO self erecting crane. This could be interpreted by some readers that Potain cranes might be among those that do not comply!

I would like to point out that all New Potain tower cranes sold in the UK in the past and all current models fully meet the prevailing UK legislation including the British Standard on load indicators.

Other than this we heartily agree with the findings and points that you make in the article.

Yours truly,

Steve Barnett

MD – Manitowoc Potain Ltd

**Editors comment:** The use of the Potain crane in the article was for illustration purposes only, we apologise for any confusion and strongly recommend that when buying such a crane you always verify that the indicator meets UK standards and not simply accept a CE mark as proof of compliance.

## Gardner Denver "stretch the envelope"

Gardner Denver, has announced a new 14.5 metre, van mounted platform with a massive 9.5metres of outreach. The TDA145 will be unveiled at SED on the Gardner Denver stand. Typically a van mount this size offers around 7.5 metres. More information in our next issue.



The new Gardner Denver TDA145 offer 9.5m outreach



The all new TDA145 from Gardner Denver

## Effer launch the 20 Easy Power

Effer has unveiled its new "baby-crane" the 20 Easy Power. With a lifting capacity of 1,5 tonne/metres it is ideal for mounting on trucks of less than 3,5 Tonne GVW. While the 20EP is the smallest model in the Effer range, it is an authentic articulating crane and comes with hydraulic outriggers and either one or two hydraulic extensions for a maximum radius of up to 5.6 metres. The maximum load the crane can handle is 510 kg.

This new model takes the Effer range up to 31 basic Models with almost 300 different configurations.

The new Effer 20 Easy Power Baby articulated crane





# Property developers fined for site death

Property developers **Jeremy Freeman, Simon Freeman, Anne Freeman** and contractor **David J Mitchinson**, were fined a combined total of **£100,000 plus £40,000 costs at the Old Bailey at the end of April.**

The Health and Safety Executive (HSE) prosecuted them following the death of Jason Lesaux, during the refurbishment of a Georgian mansion block in Queens Gardens, London last year.

Lesaux, aged 37, fell from the fourth to the first floor, through a hole that had been created to allow materials to be raised up through

the building. No edge protection had been erected around the opening. HSE inspectors also found several other areas on the site where workers could have fallen considerable distances.

In summing up the case, Judge Stone commented that "Jeremy Freeman was advised on more than one occasion that safe practices were required, that advice was not adopted, and he was driven to accept that the purpose of that was to avoid trouble and expense".

*(Full story vertikol.Net)*



The new Omme 1930RBD

## Omme launch new crawler

**Omme Lift has launched the 1930 RBD, a new 19 metre working height narrow crawler mounted telescopic boom lift. The first unit shipped from the factory at the end of March to Kors Hoogwerk Systemen BV, in Holland.**

The new model offers very compact dimensions with a transport length of 5.91 metres, and a width of just over a metre. The two section articulating riser gives zero tail swing and an Up & Over clearance of six metres. Maximum outreach is over 10 metres with two people and tools.

In addition to its impressive dimensions, the 1930 handles grades of up to 35 percent, while the low GVW of 3,260 kgs and non marking tracks, provide a low ground bearing pressure, ideal for surfaces from marble floors to grass lawns, as well as rough terrain.

Spider type outriggers allow levelling on slopes or stairs of up to 40 percent as well as the ability to set up in narrow locations. Omme's overload system senses weight on the outriggers, providing automatic outreach/platform capacity limitation, reflecting the actual outrigger spread.

Power comes from a battery/diesel bi-energy pack, for both indoor and outdoor applications.

## Böcker takes over Steinweg

**The Böcker Group, parent company of Albert Böcker and Robert Böcker, producers of Aluminium trailer cranes, Material and passenger Hoists along with the Alp-Lift aerial and material lifts, has purchased the passenger and material hoist business of fellow German producer Steinweg.**

Steinweg GmbH & Co KG, which went into administration in November 2004, produces a range

of vertical mast rack and pinion hoists as well as inclined ladder type material lifts.

The acquisition does not include the Steinweg production facility, which is close to that of Böcker. However all 50 Steinweg employees will join Böcker, at its main Lipperstrasse factory, where production of Steinweg hoists has already started.

*(Full story vertikol.Net)*

## Kato to Kranlyft in UK

**Kato Parts & Service, the long established UK arm of the Swedish based Kranlyft group is changing its name to Kranlyft UK Ltd, effective May 1st 2005.**

Sales Director Paul Rosevere said, "The name change makes sense on many levels. There are advantages in presenting a global brand, particularly as our business develops across Europe and the Kranlyft name is already well known throughout the rest of Europe."

Six years ago Kranlyft became the sole European distributor for the Maeda range of mini crawler cranes, in addition to the popular Kato range of City, Truck and AT cranes which it has handled for many years. The name change will allow the UK company to develop its own identity, better

reflecting the fact that it does more than just sell and support Kato crane products.



Paul Rosevere of Kranlyft UK, unveils the new identity.

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The ATF80-4 demonstrates its flotation in deep snow on marsh land

# Now that is All Terrain!

Munich based crane hirer, Schmidbauer was recently called on for its expertise on a project, to erect 20 new electrical pylons over an 18 km route, parallel to the existing power line and then disassemble the old masts. The biggest challenge was the marshy ground of the South German location and a four week time deadline.

A track for site maintenance vehicles ran directly underneath the existing power line and so

could not be used to lift from. The job called for Superior rough terrain capability, a relatively low



The Tadano-Faun ATF 80-4 with Schaad outrider tyres

GVW and lifting capacities of between 5 and 6.5 tonnes at 16 to

18 metres radius and a height of between 25 and 35 metres.

Schmidbauer selected its Tadano-Faun ATF 80-4 in "Taxi crane" format, with six tonnes of counterweight, giving it between 6.4 and 6.9 tonnes lift capacity on a 41metre boom at the necessary radii.

It was clear, due to the extreme ground conditions, complicated by heavy snow, that the ATF 80-4 needed extra flotation. The crane was fitted with an off the shelf twin tyre system, made by the Swiss company, Schaad. The system was modified by the Schmidbauer Team and installed on the crane. The modification included a method to install the extra tyres in a single man/hour.

The ATF 80-4 had to erect 20 new pylons and dismantle 20 old ones in four weeks



## New Gantry crane completed at Immingham

The final phase in the construction of ABP's Connect-Immingham Terminal's new 40-tonne Liebherr P98L gantry crane was completed at the end of April, following the successful installation of the crane's boom. The crane took 14 months to construct.

Sarens UK used a 250 tonne Demag CC1100 and 100 tonne Hitachi crawler crane, lifting the boom in tandem. An 80 tonne All Terrain crane was also involved with the assembly work.

ABP Connect commissioned the gantry crane in 2004 as part of the expansion of its four berth Ro-Ro and Lo-Lo terminal to increase its container-handling capacity. The crane is an advanced design and the first of its kind to be delivered in the UK. It is expected to become fully operational by mid-May. The additional craneage will double the ports container handling capacity. (Full Story on [Vertikal.Net](#))



## That's not a crane.. This is a Crane!

Tadano Faun recently shipped a new ATF 80-4 to Algeria for work on a large construction project. The unit shipped by traditional cargo vessel from Hamburg and therefore had to be loaded by crane. The massive Kocks dock crane made light work of the ATF's 60 tonne gross weight.

In fact it looked like a toy in comparison....



The Tadano ATF80-4 is dwarfed by the Kocks crane in Hamburg

## 400th Spierings crane comes to the UK

John Sutch Crane Hire of Liverpool has purchased the 400th Spierings truck mounted folding tower crane. The unit an SK599-AT5 was delivered to central Manchester by Leo Spierings, the founder of Spierings, himself. Immediately after the handover the crane went straight to work in the apartment and retail development.

This is the fourth Spierings Crane purchased by John Sutch.



Leo Spierings (left) hands-over the Spierings SK599-AT5 to John Sutch, owner of John Sutch Crane Hire

## Safety Product Innovation finalists announced

The British Safety Industry Federation (BSIF) has announced the finalists for its Product Innovation Awards. The winners will be announced at the Safety & Health Expo, NEC Birmingham at 2pm on Tuesday May 17.

Two finalists with four products are directly relevant to the crane and Access industries. They are:

**Capital Safety group**, with: **Sala Suspension Trauma Strap**

Designed to increase the safety of anyone wearing a safety harness that has been involved in a fall. It relieves pressure on the legs, thus preventing trauma.

**SpanSet UK Ltd**, with three entries:

### 1. Wrappa

Designed to promote safety on scaffolding structures by providing an attachment for fall arrest equipment without replacing existing lanyards.

### 2. Gotcha Rescue Kit - Upgrade

This updates the original Gotcha Rescue Kit, which covered rescue of workers suspended by a fall arrest harness and lanyard.

### 3. Gotcha Suspension Loop.

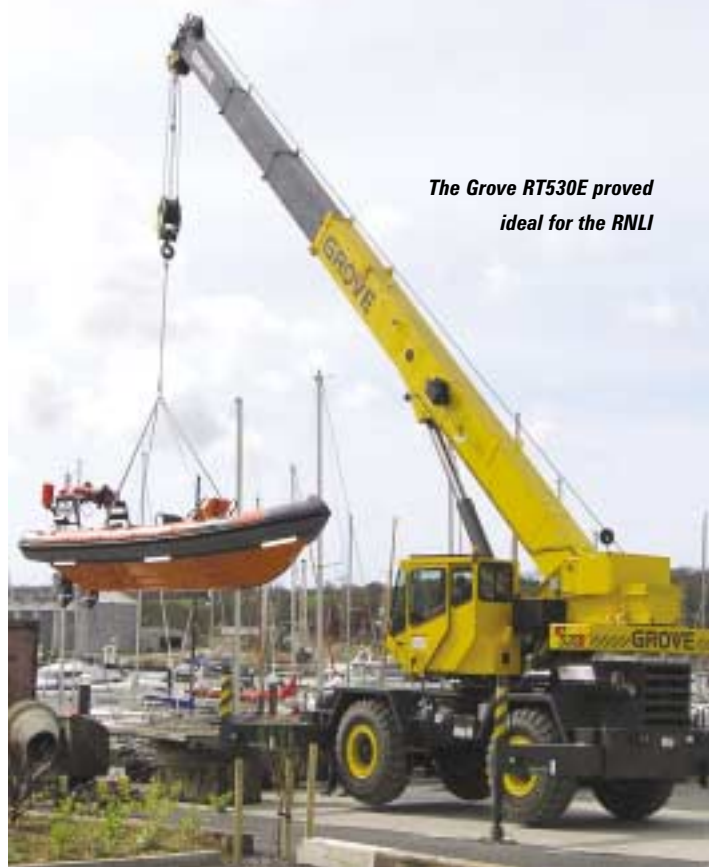
Devised to be the first line of response to a fall from height.

## Skyjack revenues jump 80 percent

Linamar, the owner of Skyjack, the Canadian scissor lift producer, has announced its results for 2004. They show Skyjack sales continuing to grow at a rapid pace, jumping 80 percent compared to 2003, to C\$207.7 million (US\$168/£88 million). The Skyjack business was the fastest growing sector within the billion dollar group. In Europe Skyjack achieved results of C\$ 31 million (\$25.2/£13.2 million).

A statement from Frank and Linda Hasenfratz, Linamar Chairman and CEO respectively, said "In 2004, strong sales growth for Skyjack occurred not only in North America but also in the UK and Europe". The Skyjack refurbishment business or "reconditioning division" was also cited as a success.

(See *Vertikal.Net* for full report)



The Grove RT530E proved ideal for the RNLI

## Lifeboats pick RT

When the RNLI (Royal National Lifeboat Institution) came to replace an old industrial crane, as part of a £2 million investment programme in new workshops at its Inshore Lifeboat Centre at East Cowes on the Isle of Wight, it selected a new 30 tonne Grove RT530E rough-terrain crane for boat handling and general lifting duties around the yard.

East Cowes provides central workshops for the manufacture, maintenance, repair, and overhaul of the entire 320 fleet of Inshore

Lifeboats for the UK and the Republic of Ireland. The largest of these is the newly developed, third generation, 'Atlantic 85', which weighs 2 tonnes.

"We chose the Grove for its ample reach and lift capacities and because it is compact and manoeuvrable - even in our tight dockside location. The fine lifting controls also mean that lifeboats can be handled with precision." says Chris Powell, RNLI's engineering production Manager at East Cowes.



The Fassi F235AXP has won the SED 2005 award for excellence

## Fassi win the SED award for excellence

Fassi, Genie and Hitachi-Sumitomo were short listed for this years SED Cranes and Access award for excellence. All three had excellent entries, but the judges gave the award to Fassi for its latest mid range truck loader cranes the F215A and F235AXP.

The New cranes feature all linked connections between booms to maintain lifting capacity throughout the articulation arc, ideal for bulky loads. In addition the linkages allow the second boom to rotate up to 15 degrees above horizontal, providing a useful addition to its lifting envelope for low headroom applications.



## Haulotte revenues soar

**Pinguely-Haulotte has announced first quarter revenues to the end of March 2005 of €80 million, compared to €46.7 million for the same period in 2004. The first quarter is typically the weakest of the year for Haulotte.**

Sales for the quarter include revenues from UK Platforms, which were not included in first quarter 2004 results. This added an extra €4.6 million to the result. On a like for like comparison, revenues were €75.5 an increase of 61 percent.

Haulotte say that its order book, demonstrates a strong pick up in the aerial lift market, with a Backlog 50 percent higher than this time last year. The company is holding to its original forecast of a 15 to 20 percent improvement in both revenues and profitability.

Alexandre Saubot, CEO of Haulotte told C&A that if the second quarter continues at the same pace the company would improve its full year projections. At this time though he preferred to remain cautious.

## Hewden prepares for summer

Hewden used a Demag AC80-2, 80 Tonne crane to lift air conditioning units onto the roof of its head office building. In order to complete the lift, the crane used its full 67.6 metres of boom and jib extensions.



*Two 50 tonne Demag AC50-1 were recently sent by air to Kuwait*

## Flying AT Cranes

**When a Kuwaiti customer needed his two new Demag AC50-1 All Terrain cranes, Terex-Demag sent them both by private aircraft, a giant Antonov transporter.**

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*Among 160 new units  
ordered by Nationwide, are  
25 Genie Runabouts*



# Nationwide add to its fleet

**Nationwide Access, the UK's largest access rental company, has restarted its investment programme with the purchase of almost 170 new machines from Genie worth almost £4 million.**

The latest order includes 68 scissor lifts and 89 booms all of which will be delivered by the end of May 2005. These come in addition to nine Genie S125 booms recently delivered. The investment includes a large number of popular machines to meet the continuing high level of demand and to improve availability.

The new boom order includes 40 Genie Z45/25JRT, 16 G30/20N and eight Z80/60 articulated booms.

"The ability to supply is critical to our customers", says Nationwide managing director, Hugh Cole. "This investment, together with further expenditure we have planned for later in the year, will add five percent availability to our fleet."

## And the Runabout!

In a significant departure for Nationwide the new order includes 25 Genie Runabout GR-15 self propelled mast type lifts for use indoors. The company believes that the new Work at Height Rules, that came into force in April, will encourage contractors to become more aware of the risks and cost inefficiencies faced when using ladders.

The scissor lift order, which is all Electric includes 43 19ft GS1032 Micro scissors and 25 narrow 26ft units the GS2632.

## Refreshing the old

In addition to the new machines Nationwide is investing in its 6,000 strong existing fleet, which has seen its average age rise over the past two years. In order to keep these units in tip top shape, the company has launched, what Cole describes as "an ambitious engineering programme, designed to further improve the availability of the fleet and the quality of the machines offered to customers". "By the end of May we will have increased our engineering resource by 15%," continued Cole.



The scene of the incident as the investigation began



## Company fined for lack of lift plan

Deco Marble and Granite Limited of Whitby Ave, Park Royal, London was fined £3,000 at Southwark Crown Court in April, following an incident where a worker was killed on 26 September 2003. The level of the fine reflected the fact that the company was in liquidation otherwise it would have been in the region of £80,000.

John Martin Dunleavy, 37, was crushed by several stone slabs from a bundle weighing approximately six tonnes, at Deco Marble's yard in Park Royal. The slabs were being unloaded from a delivery lorry by crane when the chains used to lift the load became trapped. Dunleavy was trying to free the chains when the slabs tipped forward and crushed him.

(Full story *Vertikal.Net* April 18)



The Nifty 12 mounted to a Sno-cat in Antarctica

In 1991 Niftylift supplied the British Antarctic Survey with a 12 metre high working platform to be fitted to a Sno-cat. The unit has been used for all manner of access duties since then, in temperatures as low as minus 30 degrees Celsius.

After 14 years of icy sub-zero work-outs the machine has returned to the UK for refurbishment. Not, according to Nifty, because the aerial lift needed work but because the snow cat was worn out!

The British Antarctic Survey has also placed an order for a second unit.

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## New RUTHMANN STEIGER® T 270 A platform (r)evolution for all events

RUTHMANN presents the new RUTHMANNSTEIGER® T 270 with variable turret to the aerial platform sector.

Further important deciding factors for the target group of this model (rental companies, horticultural companies and landscape gardeners, window cleaners, painters, building contractors etc.) are:

The new STEIGER® T 270 offers the following highlights:

- a working height of 26,40 m,
- a cage carrying capacity of 320 kg and
- a maximum lateral outreach of 20,40 m.

- Readiness for use and functionality also with an inclination of max. 5°, that means considerable minimization of set-up-times and



The innovative lifting technology for this machine is shown in the VARIABLE TURRET: in basic position it makes use of the area above the driver's cab, during operation it does not jut out of the mirror width of the vehicle in lifted position.

• new cage construction with new geometry, which results in a considerable enlargement of the usable cage floor space, incl. new operating panel with integrated display.

The very short total length from 7,90 m, the range of rotation of working cage of 260° and the possibility to drive all STEIGER®-movements simultaneously completes this innovative development of RUTHMANN.

Over and above that all other well-known advantages of the predecessor models remain of course unchanged: variable horizontal/vertical jacks - to be adapted to the space conditions -, an intuitive operation and an easy entry into the working cage mounted in the rear, the leading sensitive control technology as well as toughness, reliability, automatic positioning and retraction device and the enormous lifting of jacks.

Last-but-not-least the high agility and the excellent driving performance - due to

the carrier-chassis with a wheelbase from 3,00 m - contribute to the possibility of an optimal use of the STEIGER® T 270 also in winding city areas or under extremely narrow space conditions in courtyards.

The development of further T-STEIGER® is not long in coming. With the new T-models, which will enter the market gradually within the next months, RUTHMANN offers in each working height range the above-mentioned product characteristics and a lot more outfit-elements and technical special features typical for RUTHMANN.

For the time being the RUTHMANNSTEIGER® T 270 as demo-unit is available in England. Please do not hesitate to make an appointment for a demonstration on site!

For further information concerning our company, products and services of RUTHMANN please see our website [www.ruthmann-steiger.com](http://www.ruthmann-steiger.com).



Flexibility and keen operativeness in each respect: variable jacking, short overall length, short wheelbase, high cage carrying capacity of 320 kgs, sitting inaccuracy up to 5° ... the new RUTHMANN STEIGER® T 270 is really an access platform for all events. No matter whether window cleaning, tree pruning, construction work or maintenance jobs at high spots ... with this STEIGER® you can carry out each job up to a working height of 26,40 m and lateral outreach of 20,40 m respectively.

# New from Hitachi Sumitomo

## The New SCX400T, 40 Tonne Telescopic Crawler Crane

- 4 Stage 32 metre boom
- Wylie 3000 series total moment limiter
- Retractable undercarriage
- Joystick controls
- Air conditioned cab
- Isuzu engine



## The New ZX160, 8 Tonne Telescopic Crawler Crane

- 4 Stage 13 metre boom
- Wylie 2245 series total moment limiter
- Joystick controls
- Air conditioned cab
- Isuzu engine



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## Lavendon appoint Non-Exec

Lavendon Group plc, Europe's largest access rental business, has appointed John Standen as a Non-Executive Director of the Company, effective May first 2005. Standen, (56), spent his career in corporate finance and was Chief Executive of BZW Corporate Finance before retiring from Barclays

## SGB Appoints Evans

SGB has appointed Ray Evans as UK sales director for its SGB Youngman ladder and alloy tower business. Evans has been in the access industry for 25 years and was previously general manager of the SGB trade division.

*Ray Evans moves up at SGB*



## Smopyc turnout.

The Smopyc show in Zaragoza, Spain saw a turnout of 85,000 visitors this year.

## Ramirent buys Hyrgruppen

Ramirent, the Finnish based northern European rental company has agreed to acquire Swedish rental company, Hyrgruppen Sverige AB for SK37 million (£2.75 million). Hyrgruppen operate a general rental fleet but also has a fleet of aerial lifts including scissors and articulating booms up to 16 metres.

## Smart equip open in Europe

SmartEquip, the American based e-commerce company has appointed Michel Petitjean as the Managing Director of its new Paris based European operation.

## CAT results up again

Caterpillar Inc has posted record first-quarter sales, up 29 percent to \$8.34 billion, with profits up 38 percent compared to the same period in 2004.

## Dana Profits dive

Dana, the company that produces the axles, transmissions and drivelines used on many telehandlers, saw profits drop 72 percent on rising sales for the first quarter 2005. The company blamed the cost of steel for the poor result.

*(See vertikal.Net)*

## PM reports 30 percent increase in revenues.

The PM Group, which claims to be the fourth largest lorry loader producer in the world and is the parent of Oil&Steel, has announced 2004 revenues of €93 million a 30 percent increase on 2003. Total production for 2004 exceeded 5000 units for the first time.

*(Full story on vertikal.net)*

## Platform Company offer tower training

The Platform Company has become a registered training centre for the Prefabricated Access Suppliers and Manufacturers Association. The registration enables the Platform company to offer PASMA courses for the safe use of alloy scaffold towers.

## A-Plant spends a million with Genie

A-Plant, part of the Ashtead group has ordered over a million pounds of new Genie aerial lifts, including one of the first 24 metre Genie Z80/60 articulating booms to be delivered to a UK hirer. Other units include S85's straight booms, Z60/34's and Z45/25 articulating booms and GS1932, GS 2646 and GS 5390 scissor lifts.



*The £1 million order from A-Plant included S80's*

## MEC Europe opens for business.

The New MEC aerial lift company, has signed an agreement with the UI Distri-center BV team for the master distribution of MEC aerial work platforms throughout the European region. The company name will be changed to MEC Europe and will operate with the same team, headed by Arjian Roesle from the new Dordrecht facility opposite the Riwal HQ. The first units have shipped from California this week and will arrive in mid June.

## Manlift acquire Ireland's tallest aerial

Manlift Hire Ltd of Cork, has purchased, what it claims is the highest aerial lift in the Republic of Ireland. The unit a 45 metre, Wumag WT450 truck mounted lift, is mounted to an MAN 18 tonne four wheel drive chassis. The unit was supplied by SkyKing the UK/Ireland distributor for Wumag.

*Ireland's tallest lift sold to Manlift Hire*



## Facelift buy Haulotte Booms

Following its decision to move into the mainstream scissor lift market with its purchase of Skyjack earlier this year, Facelift, the specialist hire company has taken delivery of ten Haulotte HA16 SPX articulating booms with 16metre work height and 4x4 drive. Facelift M.D Gordon Leicester said 'the decision was based on our customer's demands and the right time for the company to start moving into the commercial and industrial sector. It fits in well with our aims and we chose Haulotte for their build quality, improved outreach and great serviceability.'

## Crosby launches new range

Crosby hooks and chains has launched the new 8/10 Chain System a new range of fittings that are 25 percent stronger than comparable products, and can be used with either Grade 10 or Grade 8 chain. The 8/10 system includes a wide selection of links, hooks and other chain fittings and meets the requirements of both the Grade 10 (100) and Grade 8 (80) specifications.

## NMT buy the first Locatelli ATC20

NMT crane hire of Bedfordshire, has ordered the first 20 tonne Locatelli ATC 20, the unit will be on show with NMT at SED.

## Telehandler gang jailed

Paul Hemington Granger has been jailed for five years for conspiracy to steal plant, along with four accomplices. The gang specialised in stealing telehandlers from job sites and dealers yards. Essex Police said that thieves are becoming increasingly determined and sophisticated, to the point where they replace serial and component numbers with ones from similar machines from other countries.

## Christian Lajous heads ManiAccess

Christian Lajous, has taken over the product management role for the Manitou access range, following the departure of Sebastian Braud. Braud has purchased a Manitou dealership in the Toulouse region.

## Haulotte to launch larger booms

Haulotte has said that it intends to launch a 41 metre articulated and a 43 metre straight boom later this year, along with an articulated and two telescopic truck mounted booms, both for 3.5 tonne chassis. The telescopic models are likely to be 18 and 20 metres, while the articulated in the region of 21 to 22 metres.

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# Last time on the farm?

The UK's big construction equipment show SED, opens its doors for the last time at Fen farm near Milton Keynes. Next year the show is expected to move to a more permanent site. As long as the weather holds up around 20,000 visitors can be expected.

SED Cranes&Access village



The cranes and Access village is once again a feature of the show, and as usual there is plenty to see, including a good spread of access equipment, a surprising number of crane exhibitors and all of the main telehandler producers with plenty of new products.

In addition there are a couple of access events happening around SED, The **IPAF summit** on Monday May 16th at nearby Whittlebury Hall and on Tuesday and Wednesday 17th/18th **Access Daze**, an invitation only, rental industry get together, at nearby Kingfisher golf and country club. Organised by Nifty lift, Skyjack and Blueline, other participants include APS representing Snorkel, Leguan and possibly a new trailer lift line plus Dutch crawler scissor producer Omega lift.

## SED 2005 Show details

### When?

Tuesday May 17th to Thursday May 19th

### What time?

Tuesday May 17th 9:00 – 17:30

Wednesday May 18th 9:00 – 17:30

Thursday May 19th 9:00 – 16:30

### Where?

Fen Farm, Wavedon, Milton Keynes, UK  
Alongside the M1 at Junctions 13 and 14

## So what's New?

We take a look at a few of the stands where we know there are some products not to miss.

### Access

#### EasiUplifts

The UK/Irish access specialist will be showing the Aichi range of straight boom lifts, for which it is now the UK distributor. The company also specialises in young used equipment from its own rental fleet, the largest in Ireland and offers specialist lifts like the 42 metre Falck-Schmidt for hire and re-rent.

#### Gardner Denver Access

Exhibiting for the first time under its new identity, the former Priestman has a lot going on. Its new TDA145, a 14.5m working height van mount offers a ground breaking 9.5 metre of working outreach. Suitable for vans of 4.6t GVW it also has an under floor stabiliser system avoiding any intrusion into the load compartment. The new unit is aimed at street lighting, CCTV and overhead line contractors. Also look out for the 13.5metre TDA135.

SED will also see the conclusion of a joint venture with Skyhigh the Belgian producer of aerial lifts, to distribute its compact truck mounts in the UK and Ireland.

Two machines from Skyhigh will be on show. The 1100 on a Piaggio Porter micro chassis with 11m working height, and a price of under £24,000 including the vehicle! And the 12.5metre articulated / telescopic SH120 on a Ford Ranger 4x4 pickup.

### Genie

SED will see the European launch of the innovative 42 metre Z-135/70 articulating boom lift, brimming with features including its unusual split chassis and telescopic jib. First shown at the ARA in February this unit must be seen. Also making its European debut is the GS-3390RT 10 metre scissor lift. with oscillating axle and the new GR-20 Runabout which takes the self propelled mast lift concept into the eight metre working height range. The new 12 metre GTH-3512 and compact six metre GTH-2506 represent the Genie telehandler range.

### JLG

The first time at SED for many years, JLG has its new 1250AJP, 38 metre articulated boom lift on display, alongside, Possibly, one of its new JLG-Liftlux big scissor lifts, first seen at the Conexpo show and due to begin shipping this month.

### Sky King

The all new SkyKing 198PX will be on display, mounted to a 3.5 tonne



The new Gardner Denver 1450 with 9.5m outreach.

Nissan Cabstar. This platform features the new 'Z' boom arrangement that can be fitted to lighter GVW vehicles and still achieve a working height of 19.5m with up and over reach and zero tailswing. Also look out for the 14 metre 140MRA, which incorporates an innovative telescopic mast for good up and over reach with zero tailswing and parallel lift capability. A 30 metre Wumag WT300 truck mount will be displayed in EPL Access livery.

### Oil&Steel

Now teamed up with the Platform company in the UK, look out for the new Snake 2190 an articulated boom offering a 21 metres working height and an unrestricted 9 metre working outreach.

Also two new track mounted platforms will be launched.

### Promax Access

Promax is the dealer for Dino and Basket and as such offers some unique access solutions, on the stand will be the Dino Lift 210XT, a 21metre trailer mounted access platform weighing only 2,350kg (see trailers for sale or rent) Its self-propulsion system allows for easy manoeuvring around site.

The Skyking 140 MRA with telescoping mast.



### Ranger

Ranger Equipment is exhibiting the recently announced 20 metre, RJ20 narrow crawler mounted platform, which weighs only 2,900kg, yet offers an outreach of up to 11.5m and a closed height and width of just 1.99m and 890mm.

### Russon Access

Russon is showing Holland Lift heavy duty scissors and Manitou boom lifts, both among the highest quality products on the market.

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Tel: 00353 1 620 9300 Fax: 00353 1 620 9301

Email: info@upright.com

### Russon Access (cont'd)

The Narrow aisle Holland lift 18metre working height battery scissor will be on the stand. Holland diesel Scissors are the highest available with up to 33m working height.

The 17 metre Manitou battery powered articulating boom is worth a look and also ask about Bi Energy options.

### SEV

Under new ownership for the past 12 months, SEV will show its new K17T Trailer Mount offering an outreach of 9.10m with a positive and negative fly boom and rotating cage. The company will also show some of the spectacular new Iteco scissor models.

### T H White Ltd

The national distributor for Palfinger, is launching the Bison - Palfinger range and will be exhibiting three units; the GK12 trailer towed unit, the TA 20 and the mid range TKA 28 KS. Palfinger aims to become the European market leader in truck mounted lifts, so worth a look.

### Versalift

Versalift is working hard to eliminate the need for stabilisers on its smaller units. The new 10.5 metre ET30NEXS on a Vivaro van provides a maximum single person outreach of up to six metres without stabilisers.

Also look out for its new walk in basket, fitted to the company's best selling ET38NF on an Iveco Daily the company claim it's "wicked"! It will be available as an option on all models soon.

Another new development is the VST5000 a 16 metre insulated boom on a Unimog U5000 chassis. A 20 metre unit is scheduled to follow later. .

Finally Versalift is working with Bremach on special 4x4 lifts, in particular it has adapted its 12.5m working height ET36NF platform for the Bremach five tonne GVW Extreme 50 and the recently introduced six tonne Extreme 60.

### Fourtec

Fourtec are the UK distributor for Santana Motor and Bremach 4x4

A heavy duty narrow aisle Holland Lift



vehicles. It will have a Versalift ET36NF on a Bremach Extreme with 'Road-Rail modification.

### Telehandlers

#### Bobcat

Bobcat will show its new T3571 seven metre class telescopic handler, which replaces the T3071. The new T3571 telehandler offers 3.5 tonne capacity and up to 7.1m of lift height with 1350 kg capacity at maximum reach.

#### Caterpillar/Finning

Caterpillar will show its new 17 metre TH580B telescopic handler with its with exceptional 5,000kg lift capacity. This is the most recent and largest model in the growing CAT range of Telehandlers.

The Galaxy lift GT1812







Versalift has teamed up with Bremach to produce a range of 4x4 booms

### Dieci

Dieci will show a new addition to the Zeus family, the 35.10, alongside the Pegasus 45.21, Icarus 40.17 and Icarus 30.16.

### JCB

JCB will, as usual, have a full range of its construction equipment on display, new models to look for are the 524-50 compact telehandler. JCB has aimed it at skid steer loader applications, with a 5.3 metres lift height and up to 2,400 kgs of lift. Also the new Kerbmaster attachment for its mini excavators is well worth a detour, if you are into lifting kerb stones!

### JLG

JLG return to SED after many years away, largely thanks to its new telehandler products. The company has almost no market share yet in the UK but has a target of 10 percent within four years! On the stand are the top of line 17metre 4017 and the new compact model 307 telescopic handler.

### Merlo

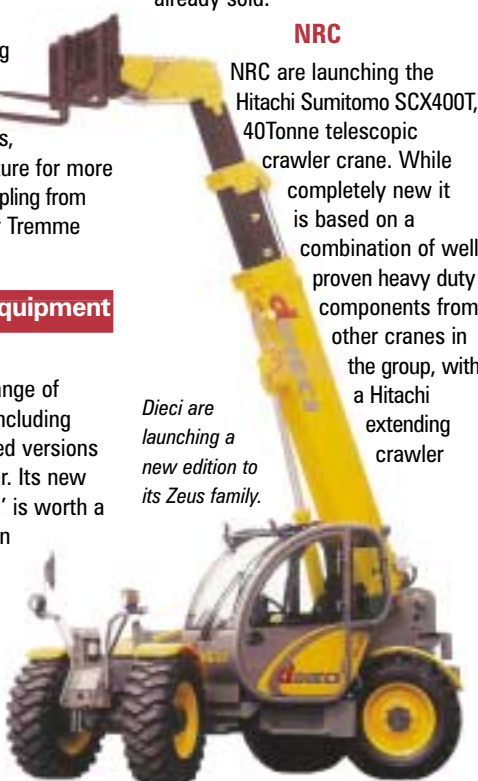
Merlo will be showcasing its completely re-engineered range of Panoramic telehandlers, (See our Telehandler feature for more details) along with a sampling from its wide range of clever Tremme attachments.

## Cranes & Lifting equipment

### Al Vac

Al Vac is showing its range of kerb lifting equipment including truck and trailer mounted versions of its 1600 Lux kerblifter. Its new innovative 'flexible post' is worth a look, it adapts to uneven ground, steep gradients and cambers.

Also on display is the company's Mini Crane and Handyman combination, mounted on an Isuzu truck.



Dieci are launching a new edition to its Zeus family.

In a socket which can be installed anywhere on the trucks body.



The Al Vac Handy Vacuum kerb lifter is self contained and is hook mounted.

### Kranlyft

The newly renamed Kato will have the full range of Maeda mini cranes on display, but the unit to look out for is the LC755-3, shown last year as a prototype, it is now CE approved with the first unit in the UK already sold.

### NRC

NRC are launching the Hitachi Sumitomo SCX400T, 40Tonne telescopic crawler crane. While completely new it is based on a combination of well proven heavy duty components from other cranes in the group, with a Hitachi extending crawler

undercarriage from its lattice range and a telescopic boom from a Link Belt rough terrain crane.

We will be taking a closer look at this model in an upcoming issue.

Given the demise of red diesel, cranes such as this, which are strong performers once on site, could become much more popular.

Take a look at Wylie Load system W3200 with its Data Logging with accumulative data and the capability of switching languages.

### Haki/Geda

Haki / Geda will be exhibiting a range of roof and stair lift products along with Material and Personnel hoists from Geda with capacities ranging from 200kg to 2,000kg together with other scaffold, material handling systems and accessories.

### Samuel Walker

When it comes to supporting cranes and access products, Sam Walkers seem to do it all, from 24 hour, seven days a week crane servicing, to repairs, rebuilds, spare parts, safety and operator training, and structural welding and fabrication, you name it they do it! On top of that it is the exclusive distributor for PAT safety systems in the UK and Ireland.

The new PAT Maestro, which updates mobile crane DS systems to the latest specification at a relatively low cost, will be on display.

### Spierings

While not new, this stand is a must, just to watch these ingenious cranes unfolding. The operator rigs the crane in only 15 minutes with a single push of a button! this type of crane offers tremendous capability for confined city street lifts (see folding cranes).

### Unic

Unic cranes Europe will be showing its new A094CR crane, which it claims is the smallest in the world. Along with the 295 and 506. The "gymnast" Genevieve will also be performing regularly throughout the show.

### Vanson Cranes

If you are looking for tower cranes this is a must, Look for the VC30 folding crane, and an exhibit of the latest flat top.

### Whitney Engineering

Nothing spectacularly new but the range of handling devices, from suspended work platforms to skips and other crane attachments are worth a visit.



The Valla 120 TRX

# SED 2005

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Visit stand number 5C (Cranes and Access Village) between 10 am and 3 pm each day of the show – 17, 18, 19 May 2005 where HIAB's Vertikal Challenge is sure to pull in the crowds.

The competition will be co-hosted by Vertikal Press, the publishers of Cranes & Access Magazine, who as joint sponsors of the Challenge will be awarding £100 cash prize to the winning competitor every day.

- › Be part of HIAB's most moving experience!
- › Daily £100 cash prize and engraved trophy in the Vertikal Challenge
- › Test your accuracy, speed and precision to be the best of the best
- › Put the World's most advance remote controlled lorry loader cranes through their paces
- › See the widest range of products
- › Be part of the SED experience 2005
- › See us on stand number 5C, Avenue O (Cranes and Access Village)

 **HIAB**  **MULTILIFT**  **JONSERED**  **LOGLIFT**



The Hitachi-Sumitomo SCX400T on the NRC stand.



**Crane sales Ltd**

The Pesci importer, will show several new models for 2005. The company also says that it is looking for dealers throughout the UK.

**Hiab Ltd**

A veteran at SED, Hiab is introducing new models to its XS range, it has the Hiab demonstration trailer full of its latest cranes. Including the XS 077, XS 088, XS 099, XS 288 and XS 322.

**The Hiab-Vertikal Challenge**

In addition Hiab are hosting the Hiab-Vertikal challenge, in partnership with the Vertikal Press, publishers of Cranes&Access.

Everyone entering the challenge stands to win a £100 cash prize each day, plus a number of Hiab goodies and all entrants will receive a years free subscription to Cranes&Access. Test your skills, have a go!

**PM cranes**

PM cranes will be exhibiting its latest models, including a PM63 with six extensions, jib, winch, and radio remote control.

**Trailers**

**Andover Trailers**

Andover trailers will be exhibiting its four axle extending stepframe with an uprated frame, along with a three axle step frame from Goldhofer, which it represents in the UK.

**Broshuis**

Broshuis the Dutch based trailer producer will be showing its E/2130 which has been developed from a military product, widely used by the British army, to a transporter for plant and equipment. Its low deck height of 90cm not only offers easy loading but also provides a good overall height load ratio. The E/2130 features many of the traditional Broshuis benefits from its heavier trailers, whilst adding a few new features of its own. Not least being the foldout "all-in-one steel outriggers" which when required for wider loads, simply fold up from alongside the side beams, avoiding the need for carrying separate boards

With payloads of up to 35 tons, its generous ground clearance, in spite of its low deck height, make it suitable to operate in off road situations.

**King Trailers**

Will show its range of specialist heavy haulage trailers. Including the GTS44 step frame with new fold forward "fuel saver" ramps.

The King MTSE46 has an impressive main deck that extends from 9.29m to 15.69m it is definitely worth a look if you are shopping for trailers.

*Crane&Access related exhibitors*

Exhibitor	Avenue stand	Exhibitor	Avenue stand
AL-VAC UK LTD	J 124	JLG (UNITED KINGDOM) LTD	H 75
ALLIANZ CORNHILL ENGINEERING	PAV 76	KATO PARTS & SERVICE LTD	C 11c
ALLMI	PAV 159	KING HIGHWAY LTD (SKYKING EQUIP)	O 311
ANDOVER TRAILERS LTD	C 132	KING TRAILERS LTD	N 290
ASHTREAD PLANT HIRE COMPANY LTD.	PAV 104	KINSHOFER UK LTD	I 97
BOBCAT EUROPE	B 597	KNOTT LTD	A 222
BROSHUIS TRAILERS LTD	P 14c	KUBOTA (UK) ENGINE DIVISION	I 103
CATERPILLAR - FINNING UK	D 84	LIGHTHOUSE CLUB	P 338
CONSTRUCTION PLANT-HIRE ASS.	L 556	LIONLIFT SRL	P 345
CORMACH CRANES	O 307	LOADLIFT LIMITED	N 264a
CPCS	E 143	LOMBARDINI (UK) LTD	K 172
CRANE SALES LTD	P 35c	MANITOU	F 26
CTE UK LIMITED	O 15c	MERLO UK LIMITED	G 55
CUMMINS ENGINE CO. LTD	H 76	MILLER UK LIMITED	F 36
IDIECI LTD	G 53	MOFFETT-KOOI	F 753
DE JONG HOISTS (UK) LTD	P 9C	NATIONAL CONSTRUCTION COLLEGE	PAV 33
DEUTZ UK LTD	F 17	NNIT PLANT HIRE LTD	P 346
EASILIFTS (AERIALS) LTD	P 347	NOOTBOOM TRAILERS - HSE LTD	A 1
ERNEST DOE & SONS LIMITED	L 204	NRC PLANT LTD	P 337
FACELIFT (GB) LTD	O 322	NYLACAST LTD	PAV 44
FASSI (UK) LTD	A 329	OIL & STEEL (UK) LTD	P 10c
FREIGHT TRANSPORT ASSOCIATION	R 507	PARKER HANFIN PLC	A 9
FUEL PROOF LTD	K 157	PIRTEK (UK) LTD	A 4
GAP GROUP LTD	K 173	PM CRANES	O 57c
GARDNER DENVER UK LTD	O 304	PROBST HANDLING EQUIPMENT	G 64
GATES HYDRAULICS LTD	PAV 57	PRIMAX ACCESS LIMITED	P 349
GENIE EUROPE	O 12c	RANGER EQUIPMENT	P 7c
GGR-UNIC CRANES EUROPE	E 419c	RUSSON ACCESS PLATFORMS	O 420c
HAKI LTD	E 413c	SAMUEL WALKER & SONS LTD	PAV 62
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HEALTH & SAFETY EXECUTIVE	L 221	SCANIA (GREAT BRITAIN) LTD	U 703
HIAB LTD	O 4c	SCANLIFT LIMITED	O 306
HIAB VERTIKAL CHALLENGE	O 5c	SEV AERIAL	E 247
HINOVIA SPA	H 83A	SPRINGS CRANES	B 1c
HIRE ASSOCIATION EUROPE LTD	R 145	T H WHITE LTD	L 182
HITACHI CAPITAL	O 2C	TERX COMPACT	L 201
HMF (UK) LIMITED	F 750	UK GENERATORS LIMITED	J 120
HOSE DOCTOR SERVICE	A 9	VALLA CRANES UK	O 55c
IFOR WILLIAMS TRAILERS	M 562	VANSON CRANES	A 327
igus (UK) LIMITED	PAV 28	VERSALIFT DISTRIBUTORS (UK) LTD	O 316
INDESPENSION LTD	K 168	VERTIKAL PRESS	O 6C
INTEGRATED HYDRAULICS	PAV 118	WHITNEY ENGINEERING LTD	O 305
IPAF	P 344	WOLFE DESIGNS LTD	O 27C
JCB	P 330		

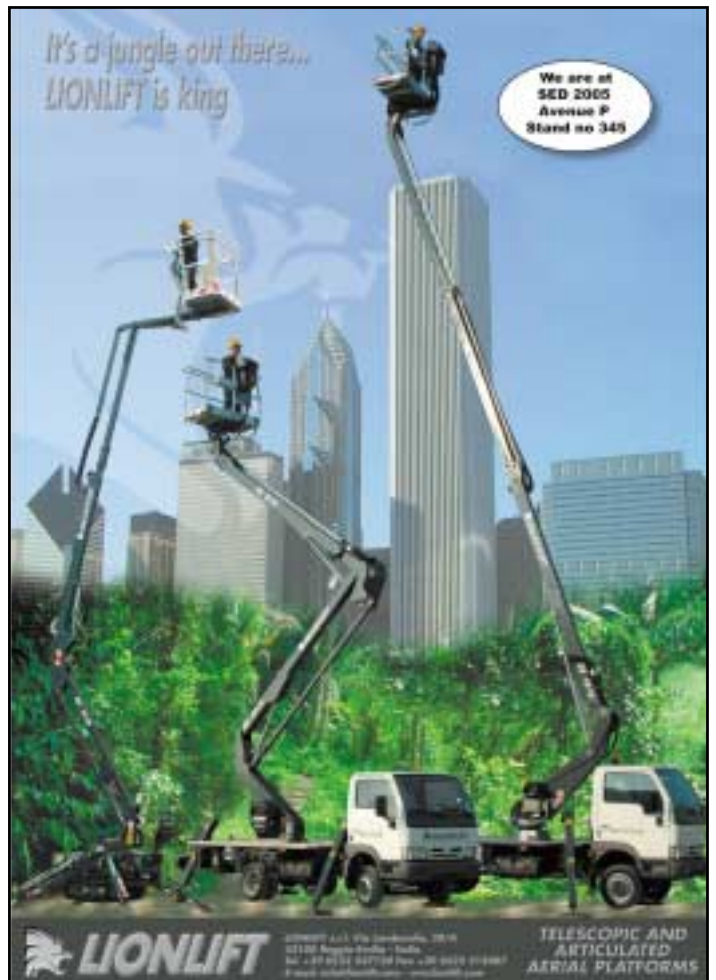
**Lorry Loaders**

SED has, according to some producers, become a better show for lorry loaders than the big Commercial vehicle show at the NEC! This year more companies than ever are exhibiting.

**ALLMI**

The Association of Lorry Loader Manufacturers and Importers is the UK Trade Association devoted exclusively to the lorry loader industry. This is the first time at SED, (see the Allmi focus page in this issue)

Genevieve is back, performing regularly on the Unic stand.





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*The Cat TH580B 17 metre class Telehandler launched last year tops out Cats range, it is available in Construction or Construction Plus versions*

# tele multi telescopic taskers

**The telehandler has developed into a true multi task work tool at home on farm and construction site alike. The market is growing both in terms of units purchased and the range of products on offer.**

**The range of applications for telehandlers is growing at a rapid pace, thanks to the increasing range of models and attachments available. The number of manufacturers offering telehandlers has continued to grow at a time when rapid consolidation has occurred among producers of other types of equipment. In spite of this expansion most manufacturers currently have large order books and long lead times.**

The world wide market for telehandlers is estimated to be in the region of 35,000 units with 22,000 or so sold in Europe and 11,000 in North America each year. The UK/Irish market is the largest European market, with annual sales approaching 8,000 units. The French market is similar to that of the UK with Italy a distant third. Central European markets such as Germany and Holland tend to use other methods of site handling, such as small self erecting tower cranes, however the use of telehandlers is on the increase.

In the past year, there has been much discussion in the UK over the pros and cons of using telehandlers compared to self erecting tower cranes; as if the applications for each of them were completely interchangeable. While it is true that the role of lifting materials,

such as pallets of bricks, onto a scaffold or upper floors, can be done by either machine, most projects benefit from having both on site, working together.

The use of small tower cranes is on the increase in the UK and Ireland, particularly on smaller building sites, whether this will eat into telehandler sales or not? only time will tell.

### **The trend is upwards**

Most telehandler producers we spoke to confirmed that the general trend is towards higher reach telehandlers, with the most popular height now in the 12 to 13 metre range, while the 7 to 9 metre sector is falling away. Most truly new product development is focused at the extremes, with larger models coming onto the market and eating into crane applications, while new, smaller, more compact units, extend the concept down towards the skid steer loader market.

Most producers now have 17 metre units at the top of their ranges, with Merlo topping the charts at 18 metres. At the smaller end of the market, four to six metre compact models, with widths of under 3 metres are moving the concept into new areas.

There are a number of reasons for this increase in average height. First of all rental companies now

represent around 75 percent of UK/Irish non agricultural shipments, they have a tendency to buy larger for versatility. A large unit can usually be used on lower work while the opposite is not the case. The availability of stabilisers has also become a factor, it seems that many users, particularly large house builders, only want units on their sites that are equipped with them.

Few producers offer stabilisers on models under 10 metres.

There is also a trend towards more three and four storey buildings in the UK, thanks to the governments housing density requirements, such buildings require more height in order to complete the work.

### **360 degree operation**

360 degree telescopic handlers are now offered by five of the larger producers. With boom lengths of up to 26 metres, the larger models are beginning to look like small Rough Terrain cranes, particularly when equipped with hoists. The cross over between cranes and 360 degree telehandlers has come very close with at least two crane manufacturers now offering AT City cranes that feature forks and fully integrated platform attachments, in addition to their regular crane

boom heads (see Telehandler or Crane?). Demand for 360 degree units is clearly increasing and yet many of the largest producers such as JCB and Cat see this as a niche market, best left to the French and Italians.



*Genie markets a full range of telehandlers to the rental market, including 360 degree units*

## Road Rail handlers

Road rail attachments have been around for some time and are not new to telehandlers, however 360 degree telehandlers lend themselves to a number of specific applications such as rail maintenance and tunnel work (see Metro tunnel access).

One telehandler company that is building a speciality in the rail maintenance market is VHS, a Manitou dealer in Holland. It builds the Mani-Rail a modified MRT 1742, 360 degree handler, fully kitted out for rail maintenance complete with reduced tail swing to allow work alongside an open and operational second track.



The VHS ManiRail designed for intensive rail maintenance

The Mani-Rail offers all of the usual attachments, including a fully integrated work platform. Given that the unit is intended for production use, VHS selected "High Ride" rail bogies with a hydrostatic drive system. This provides the unit with a track speed of up to 40 kph and allows it to manage any gradient that it is likely to encounter, as well as level itself on banked and inclined tracks.

For a full report see (<http://www.vertikal.net/en/stories.php?id=1237>)

The new JCB 525-50 is aimed at the skid steer loader market.



Merlo has released its new Panoramic models

## Merlo launch all new Panoramics

Merlo is launching a brand new seven and 10 metre range of Panoramic telehandlers at SED. The units replace the current seven and nine metre construction and agricultural models. All units feature 102 HP turbocharged Deutz engines with either fixed or sideshift/levelling axles, the latter with Merlo's integral sideshifter.

The key construction models are:

Model	Capacity*	Lift height	Engine	Front Axle
P34.7 Panoramic	3400/3400kg	7.0m	102HP	Fixed
P34.10 Panoramic	3400/1200kg	9.7m	102HP	Fixed
P36.7 Panoramic	3600/3600kg	7.0m	102HP	sideshift/levelling
P36.10 Panoramic	3600/3000kg	9.7m	102HP	sideshift/levelling

\* Capacity at ground level/full lift height

The new cabs offer an increased glazed area for better visibility and an improved ventilation system. Merlo's trademark feature, the all-round tubular protection, the "Ring of Steel." Is also retained on the new models.

The six metre P26.6 SP and LP Panoramic models remain unchanged as do the compact construction models.

## Skid steer sized Telehandler

The new JCB 524-50, compact telehandler, is aimed at skid steer loader applications, with a 5.3 metres lift height and up to 2,400 kgs lift capacity and compact dimensions. The new unit also introduces new levels of cab comfort, tractive effort and ease of operation. Other features include

two range hydrostatic drive, one for travel and one for on site and a 52 degree steer angle on both axles providing a three metre inside turning radius. New joystick controls are used for lift/lower and crowd/dump functions and the travel direction shuttle switch. Separate levers control the extend/retract and auxiliary functions, with an option available to have all functions on a single lever.

JCB says that it has designed the 524-50 to bring greater lift and reach to sites previously restricted to skid steer loaders and claim that it offers all of the benefits of a skid steer loader for operating in confined areas but with the advantage of a much smoother ride for the operator, with or without a load, not to mention of course the ability to telescope its load.

## JLG launch new compact models

The latest models from JLG expands its presence at the compact end of the market, with the 307, launched late last year and most recently its sister model the 266 which starts coming off the Belgian production line later this month. The 266, which was first seen at SAIE last year, offers 2,660 kgs lift capacity with six metres

maximum lift height.

JLG say that while the

market is moving

towards larger

units, the five



The New JLG compact models include the 307 and 266

to seven metre market is also growing, as contractors replace regular outdoor fork trucks with telehandlers for moving materials around. Applications such as multi story car park construction call for such units for routine unloading and moving of building materials, the telescopic boom provides additional capability and versatility.

At the top end of the market the company's 4017 joins the 4000 series, the designs of which JLG acquired from Atlas, in order to spearhead its entrance into the European telehandler market.

JLG engineers have designed the new four section boom and combined it with the 4000 series frame and running gear to create the 4017.

JLG is market leader in North America with a market share of over 50 percent. In Europe it enjoys less than two percent. CEO, Bill Lasky has committed the company to winning 10 percent of the European telehandler market within the next four years. A tough challenge when competing with companies such as JCB, Manitou, Merlo and CAT, to mention only a few.



UK Diggers has spent £400,000 on Bobcat telehandlers.



## First Bobcat T3571's go to UK Diggers

Bobcat has delivered the first three units of its new 7.2 metre T3571 telehandler to UK Diggers Ltd from Brailsford in Derbyshire. The units were part of a £400,000 order which included the 12 metre T35120, the 14 metre T40140 and the top of the range T40170, 17metre model.

UK Diggers was only established in 2003 and yet already operates over 300 pieces of plant. The company is a proud sponsor of Derby County Football club due to the fact that the two founders, Howard Thacker and Wayne Smith are keen supporters.

David Fletcher, commercial director said that the decision to buy Bobcat was made only after a detailed analysis, "We chose Bobcat over competitors because they provide excellent value for money and passed our evaluation

with flying colours". The local dealer, Butler Reynolds, which also sells Bobcat skid steers and mini excavators also played a major role in the decision.

### Telehandlers sold in the UK/Ireland

Manufacturer	Standard Range	360
Bobcat	5.6m – 17m	Yes
Caterpillar	13.5m – 17m	No
dDieci	5.95m – 19.9m	Yes
Genie	5.7m - 17m	Yes
Haulotte	7.7m -17m	No
JCB	5m – 16.7m	No
JLG	6m – 16.7m	No
Manitou	3.96m – 16.75m	Yes
Merlo	6m – 17.8m	Yes
Terex	5.6m – 17m	Yes
Sennebogen	7m	No

## JLG platform is interchangeable

JLG now offers a fully interchangeable EN280 Compliant work platform attachment on its telehandlers, the company says its new platform with its Can Bus technology is so safe that it is the only telehandler platform attachment that can be interchanged between all models and individual units in the new JLG range and still be fully EN280 compliant.

The platform has been designed to sense the individual machines characteristics and variations and adapt to that specific unit.

## Metro tunnel access

A number of 13 and 16 metre Merlo Roto telehandlers, fitted with road rail running gear and integrated access platforms are helping with tunnel construction on Barcelona's new metro line nine.



A Merlo Roto in the Barcelona metro tunnel

Barcelona Metro Line 9 is the Government of Catalonia's largest Civil Engineering project. It links the urban centres that lie to the North and South of Barcelona with the airport, national high speed train system and other metro lines. The project includes 42 kilometres of new line, (34km of which passes through solid granite) with 46 stations. It is projected that 90 million passengers will use the new line in its first year, with a peak-time loading of 126,000 passengers an hour! It will be the worlds longest fully automatically controlled metro line, on its completion in 2010.

The stations are up to 65 metres below ground, as the route crosses existing lines, under very congested areas. The tunnels are 12 metres in diameter, in order to allow tracks running in opposite directions to be stacked, one on top of the other, in order to avoid the need for any crossovers or the need for increased tunnel size at stations.

UTE – a consortium of four companies, has a contract to build 11km of the line to the north of the city, it is already using 13 and 16 metre Merlo Roto telehandlers, equipped with integrated platforms, inside the tunnels on a wide range of fixing tasks during construction, as well as for maintenance and rapid intervention duties. Once the rails go down, The units are fitted with a road /rail conversion, allowing them to be used inside semi-completed tunnels and act as a rough terrain access platform during the main construction work.

Gruas Caballer, a crane rental company, is also supplying 16 metre K and KS Rotos, fitted with integrated TreEmme platforms to the Barcelona Metro contractor. The same contractor is using a Roto 45.21EVS fitted with a TreEmme tunnelling rig in this area.

"Working in the tunnels is a very different world, machines that work well above ground are soon destroyed down here", says Service Manager Carlos Jimenez. "The Rotos are used as rough terrain access platforms, because the site is impossible for conventional machines, with up to 30 percent slopes, in mud and running water over a rock surface. We prefer the KS machines in here, because the suspension protects the machines and the variable ride height means we can better handle the slopes."

The units used on the Barcelona Metro include Tre Emme work platforms and road rail gear





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"APEX 2002 has been a great success. We have seen a lot of existing and potential customers," *Dino Lift Oy.*

"We have met lots of people and lots of potential customers. We will be back in 2005," *SAFI srl.*

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# Telehandler or Crane?

The latest 360 degree telehandlers, with their booms of up to 26 metres and higher specification hoist options are beginning to look more and more like small Rough Terrain cranes. When does a telehandler become a crane? Or for that matter a crane become a telehandler?

From a legal point of view, most crane rules apply once a load is suspended or is over 1,000kgs, our question though is not aimed at a simple definition, more at what is happening or likely to happen at this end of the lifting market.

There is no question that many lifting jobs previously carried out by small cranes are now done by telehandlers, roof trusses on two or three storey buildings being a classic case. The benefit of the telehandler is its versatility, with fully integrated work platforms, forks and a myriad of other attachments.



Locatelli, the Italian Rough Terrain producer, is launching its All Terrain City crane, the ATC20, in the UK and Ireland, and unusually it can be specified with Forks and a fully integrated platform attachment, in addition to the usual jib extensions. Locatelli told C&A that a standard Merlo integrated platform can also be installed on the ATC20 in around ten minutes. The company additionally offer jib mounted aerial lifts similar to the Merlo Space system for additional reach and versatility.

Combine these attachments with the lifting capacities of a true crane, add in the road speed and travel characteristics of a city crane and this unit could eat into 360 degree telehandler territory.

This is not the first crane to do this, that honour goes to Marchetti with its Trio, a few units of which were sold by Kato UK. However with its low mount boom and zero front overhang, the ATC 20 more closely matches the modern 360 degree telehandler.

Will this help crane hirers rethink this market and add telehandlers to the bottom end of their fleets? If so will telehandlers hired from crane hire companies have to go through the "straight-hire" or "contract-lift" analysis that applies to crane rentals? Once again time will tell.



The ATC 20 fork head which also takes an integrated work platform



The 20 tonne ATC20 combines 360 degree telehandler capabilities with the All Terrain city crane performance



This Manitou MT1033 made a perfect body for the Steel T Rex head.

## Telehandler dinosaurs

Pennicott Payne Ltd used a Maniscopic MT1033HLT with the mechanical head of a Tyrannosaurus Rex, in the filming of a new BBC television programme hosted by Bill Oddie, scheduled for release in the second half of 2005.

The head consists of a fabricated steel skull with cast steel teeth, the steel neck incorporates a hydraulic cylinder for neck, head and jaw movements, the jaw must be capable of applying a bite force of 10 tonnes, plus an ability to close the mouth in seconds. A dual pressure hydraulic system in the jaw delivers the bite force at the required speed.

The majority of the programme will be computer generated. PPL's role is to create the robotic elements of Dinosaurs to enable the programmers to do bio-mechanical tests to measure the dynamic power of each dinosaur, such as the biting force and the tail swipe damage that could have been inflicted by a T.Rex.

Two of the programmes pit two dinosaurs against each other, a T-Rex versus Triceratops and a Velociraptor versus Ankylosaur.

A Twisco SLT415 was fitted with a mechanism replicating the tail of an Ankylosaur, comprising of aluminium sections fitted to a steel frame attached to the Twisco front carriage. The tail is operated by the release of a counterweight and cables, the tail swing motion can be adjusted to various speeds.



The Manitou Twisco proved ideal to support the tail of an Ankylosaur

Pennicott Payne Ltd has worked on special effects and model making for TV and film for 21 years and has worked on The Mummy, The Bourne Supremacy and Bond films.

## Telehandler goes indoors

Charles Church Developments, is building 12 houses in Devonshire Mews in a preservation area of the historical city of Bath. Given the confined nature of the site it hired in a small tower crane for the material handling but once the roofs were tiled, the tower crane was no longer practical. Fenton Plant hire provided an unusual solution, a Manitou Twisco mini telehandler equipped with pallet forks. The Twisco was used to handle all of the building materials, including lifting materials to the top of a scaffold tower. It was also used with a mini-skip to remove site debris from the interior.



The Manitou Twisco proved ideal both internally and externally on a 12 house development.

Thanks to its 2.2 metre turning circle it proved ideal inside and out on the congested site, handling loads through narrow passageways and unloading materials quickly and efficiently from lorries parked in the busy street.



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# Trailers for sale or rent...

For many hire companies and aerial lift users a trailer lift is their first experience of powered access. The market has changed significantly in recent years. **C&A** takes a look at the market and some new products.

Small articulating boom trailer lifts in the 12 metre working height range are inexpensive, easy to transport, light weight and offer a decent amount of outreach. These attributes make it an excellent entry level lift. The majority of users do eventually tend to move on to more specialised lifts such as self propelled scissors and booms. For many trades however, the trailer lift remains the best tool for the job. Applications such as cleaning, house painting and antenna installation on single family homes, and low rise industrial buildings are often best suited to the trailer lift.

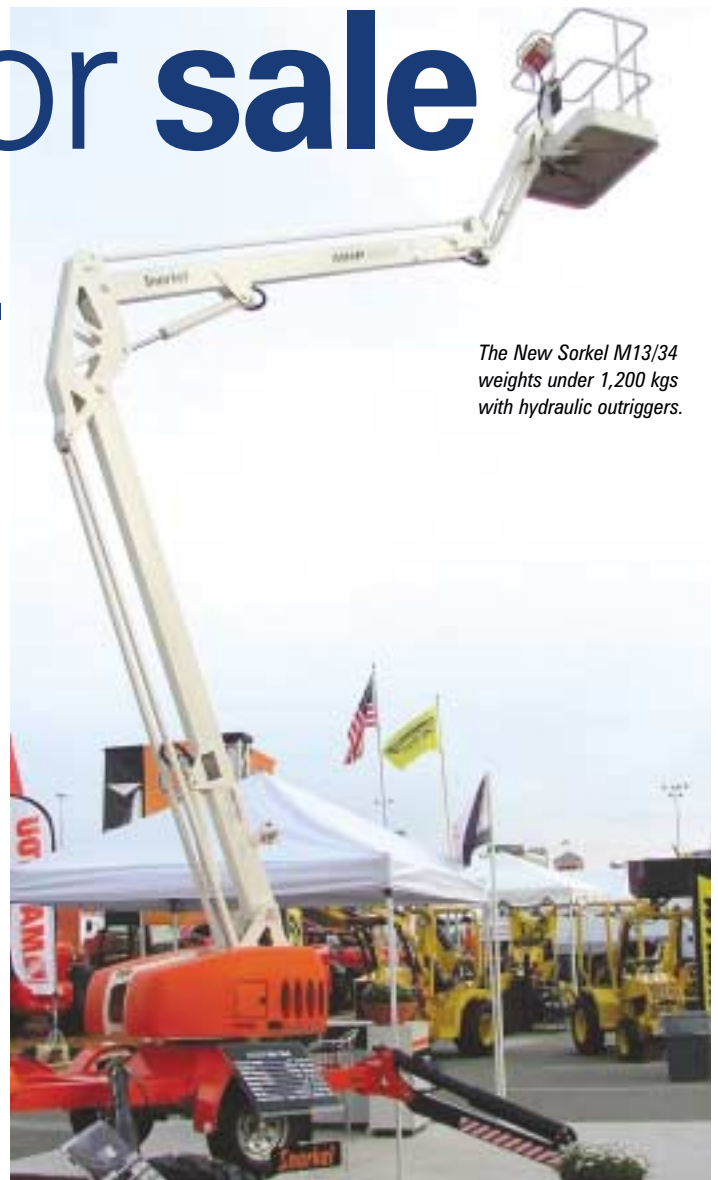
Assuming that a scissor lift replaces a scaffold tower, then it can be said that the trailer replaces the ladder. The new Work At Height Regulations are now in place and many contractors who have continued to use ladders for the above type of work, will seriously

need to look at powered alternatives and the trailer lift will often be the solution that best suits.

### Market growth

Less than a dozen years ago or so, many industry veterans considered that the trailer lift market was on the wane, with only smaller often struggling companies participating. Company failures were a regular feature. Since then though, the market has grown, not only in Europe but also in the USA, the home of the self propelled lift. The growth in the small to medium sector trailer lift sector was spurred on by the entry of full line producers, starting with UpRight, Snorkel and then Genie, Skyjack and Haulotte.

Today the trailer lift market is very active. JLG has just entered with its first two "Tow-Pro" models, Snorkel has launched its new MHP13/34, Denka and Falck Schmidt have recently merged



*The New Snorkel M13/34 weights under 1,200 kgs with hydraulic outriggers.*

while both Dino and Omme Lift have grown considerably and are looking to increase their presence in the UK.

### 12 metre options

#### Articulated fixed boom

The 12 metre market is still the largest trailer lift sector in the UK but the number of offerings has blossomed and the sector has grown to cover 12m to 13.5m working heights with three or four different types of lift mechanism, starting with the simple two arm articulated boom. The next step up adds a jib and one to one and a half metres to the work height. Both of these products offer relatively light weight, simple design and easy operation.

The problem with the basic models is that outreach at lower heights is limited. Those models fitted with jibs go a long way to overcoming this and provide some useful additional work height. Both model types are on the long side for their height, with the best coming in at under six metres.

The latest new product into this sector is the Snorkel MHP 13/35 which features a full 140 degrees of jib articulation, six metres of outreach at heights as low as three metres and a GVW of only 1,180kgs complete with hydraulic outriggers, making this a very handy unit for smaller rental company's or end users.



*The Denka DLX15 has an unusual clam shell machinery chest with great access for service.*



*the Denka DLX15 has proved very popular thanks to light weight and larger work envelope.*

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The straight telescopic boom also gives these models excellent rigidity, fast easy operation and little or no tail-swing beyond the outrigger base.

### Something new in the middle

Trailers with working heights of 14 and 15 metres have never been hugely popular in the UK and Ireland. Most buyers tend to trade up to the 17metre units. Denka though has chosen this size for its latest new model the DLX15, launched last year at Bauma but only being delivered now. The DLX 15 introduces many new ideas and features; it uses a short parallelogram riser that lifts with the main boom angle providing a very flat working envelope. A long telescopic boom is topped out with a very clever jib design that provides 180 degrees of articulation. The unit complete with platform rotator, 360 degree continuous rotation, self propelled drive and hydraulic outriggers weighs in at only 1,675 kgs. Denka has spent a lot of time on running gear location, which it has mounted on the superstructure, housed an unusual clamshell cabinet which, when opened, provides 360 degree access to the components.

The reception for this unit has been such, that all of the 2005 production quickly sold out.

### 17 metre models

The second largest unit volume market in the UK is the 17 metre articulating sector, most of which use a full length articulating arm and two section telescopic top boom. The main suppliers for this size of unit in the UK have been Nifty, UpRight and Genie. The Nifty 170, with its hexagonal boom profile, has the longest pedigree and is a well proven unit appreciated for its simple reliable construction.

UpRight's TL49 had sold well in the UK but is now replaced with the TL50, few, if any, of which have been delivered so far. The TL50 incorporates a vast range of improvements most of which came in as comments from TL49 users. Cramo of Sweden provided a great deal of the original input for this unit.

Finally Genie replaced the TMZ 50 last year with the new TZ50, which features a 135 degree jib; self propelled drive, operated from the platform in stowed position and Auto levelling outriggers. JLG has also entered this market with its new T500J Tow-Pro which has a



The UpRight TL50 replaces the TL49.

1.22metre, 130 degree jib which provides a very good working envelope with well over nine metres of outreach. The unit also features a very short stubby structural chassis, which should provide a good rigid base for the boom as well as saving weight and auto levelling outriggers. JLG has once again decided to travel this unit with basket forward, which means that it is very long at over eight metres. While this might cause problems in some markets it will provide smoother travel characteristics (See JLG's Tow Pro).

### Straight Telescopic's and larger units.

Straight telescopic and larger trailer lifts have never been more than a niche market in the UK, although some rental companies, such as Rapid Platforms and Facelift have built up a strong local market for them. The majority of units shipped into the UK though have been sold to end users for special applications. Users who need a high reach telescopic boom for a short period tend to end up renting in a truck mounted platform rather than a trailer lift.

Applications that are ideally suited to big trailer lifts are those that need a low ground bearing pressure or have narrow entry points, such as atriums, shopping malls and airports etc...

The New JLG Tow-Pro50 tows with the basket over the front.

The Dino 260XT, a 26 metre unit from Dino's XT range that offer zero tail-swing with up and over reach

### Articulate and Telescope it

More recently models with shorter riser and telescopic top booms have become popular. Offered for a number of years by the Scandinavian producers, they were very expensive and did not take off in the UK or Ireland. Nifty introduced the concept to the mainstream UK market a few years ago with its 120T a full specification compact unit with a four and a half metre overall length and good outreach at low heights.

More recently Genie replaced its TMZ34/19 articulated unit with the new TZ 34/20 a 12.3 metre compact telescopic model with automatically levelling hydraulic outriggers. Both the Nifty and the Genie weigh in at around 1,400kgs, barely 250 kgs more than some non telescopic models. JLG has now also entered this market with its T350.

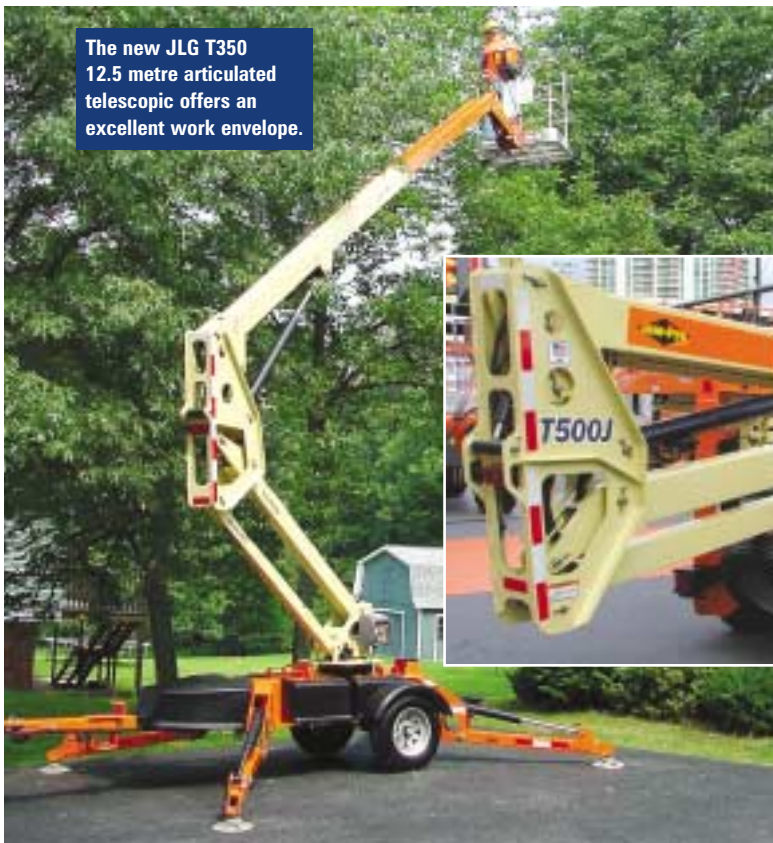
A champion among the 12 metre trailers is the Denka 12 junior, weighing less than 1,000kgs, complete with self propelled drive, offering the greatest outreach among the

articulated telescopic at 6.7 metres, and the ability to reduce its width to 750mm making it the only trailer lift that can pass through a standard domestic doorway, ideal for back gardens!. The downside of the Junior is the fact that it is a one man machine with only 120 kgs lift capacity and it is only available with AC power. Saying that, it would be an ideal tool for individual tradesmen. It is though the most expensive 12 metre on the market.

### Small straight telescopic

If outreach is the criteria, nothing can touch the Dino 125T or the Omme 1250 straight telescopic trailer lifts with 8.3 and 8.5 metres outreach respectively and over 200kgs lift capacity. UK users have, in the past, tended to trade up to 17 metre models in order to obtain this sort of outreach. The downside is that these telescopic units are longer and slightly wider than articulated units, but are still reasonably light at between 1,400 and 1,500 kgs including hydraulic outriggers and in the case of Dino including powered drive.

The new JLG T350 12.5 metre articulated telescopic offers an excellent work envelope.







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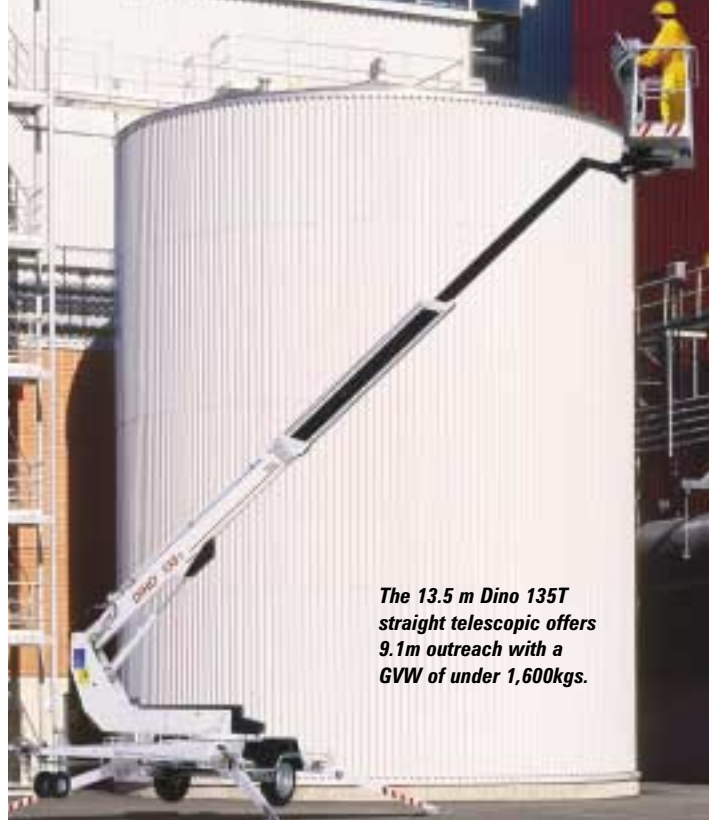
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*The 13.5 m Dino 135T straight telescopic offers 9.1m outreach with a GVW of under 1,600kgs.*

They are also useful for applications on upper floors and mezzanines in large enclosed areas such as airport terminals where the light weight and exceptional reach are ideal.

Straight telescopic trailer lifts have long been popular in Scandinavia and Germany, so it is no surprise that most producers come from those areas; they include Denka, Omme, Dino and Teupen. All of whom have some form of representation in the UK.

In recent years some of these producers have also introduced trailer lifts with two stage articulated risers, similar to that found on larger self propelled articulating booms, the benefit with this type of trailer lift is that it combines the up and over reach, appreciated on the traditional trailer lifts, with the zero tail-swing of the straight telescopic models.

*Genie TZ34/20 in Winchester cathedral*



Dino of Finland pioneered this concept with its XT range which now runs from 16 to 26 metres. Omme lift also features this concept on its 15 and 18 metre units. With their compact overall dimensions and no tail-swing, this type of trailer lift is well worth a look.

The same concept is now also available from Nifty on its 21metre trailer lift the 210.

### Migration

One producer we spoke to, told us that the market for larger trailers has contracted a little as an increasing number of buyers select the self propelled versions of these units that are now available. Mounted on crawler and rough terrain chassis, this type of lift is transported by truck, but once on location can travel easily around the site when the boom and outriggers are fully stowed. These lifts tend to be more compact yet still feature the light weight of the trailer versions.

### Where to rent

The availability of trailer lifts has changed significantly over the years, these days most full line self propelled access rental companies only stock a few units, as a service to particular customers with some not offering them at all. The main reason for this is that the typical rental period for a trailer is measured in days rather than the weekly hire period that is typical for self propelled lifts. On the other hand most tool hire companies now stock trailer lifts at a large number of locations.



HSS, one of the largest rental stockists of trailer lifts in the country has 12 and 13.5metre units available from most non shop outlets, Hewden and other major chains also run a large fleet of trailers. Most smaller local and regional tool hirers keep a unit or two at each branch. Tool hirers are simply better equipped to handle short term and daily rentals.

The Largest trailer lifts are only available from a few specialist full line access rental companies but with Denka Dino, Omme and Teupen all looking at increasing their sales in the UK this year, you can expect to see more hirers offering them in future.

### Who produces trailer lifts for the UK and Ireland?

Producer	Under 13.9m	14-16.5m	17m	Over 18m
Aerial	Yes	Yes	No	Yes
Ateco	Yes	No	No	No
Denka	Yes	Yes	No	Yes
Dino	Yes	Yes	No*	Yes
Genie	Yes	No	Yes	No
Haulotte	Yes	No	No	No
JLG	Yes	No	Yes	No
Manitou	Yes	No	No	No
Nifty	Yes	Yes	Yes	Yes
Omme	Yes	Yes	Yes	Yes
Snorkel	Yes	No	No	No
Teupen	No	Yes	Yes	Yes
UpRight	Yes	No	Yes	No

\* The smaller Dino units offer the outreach of a 17m unit.



The JLG T350 has all of its running gear on the chassis, under large lift off covers.

### JLG's Tow-Pro

JLG has launched two models into the trailer lift market, contesting the two most popular size ranges, with its T350 and T500J. Both are articulated-telescopic and both unusually tow with the basket to the front, rather than over the rear as is more usual. JLG claims that this allows the rear lights to be mounted to the chassis rather than to the platform or a demountable board. It also protects the basket and boom end from reversing or departure angle accidents. The down side is that both units are longer than is ideal, being 6.4 and 8.2metres respectively. This compares to under six metres on the most compact product offerings. While compact dimensions are desirable, they are less critical in the UK and Ireland than in some continental markets where units over six metres long require extra lighting and other road safety attachments.

Another departure from recent trends is that JLG has placed most of the running gear, including batteries and motor on the chassis, this does help provide a lower centre of gravity, critical for smooth and stable roading but many producers have moved components up to the superstructure in order to better protect them from road spray. Both offer an unusually high towing speed of 65 mph, self levelling hydraulic outriggers and good outreach.



The Omme lift 2100E weighs just over two tonnes and reaches 21 metres, ideal for this job on an upper floor at the new Aarhus air terminal.

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# from Chemicals to Cranes

In September last year, Phillipe Cohet joined the Manitowoc group as executive vice president for the European, Middle East and Africa region, replacing Jean-Yves Bouffault. Six months on, during a brief interview at Conexpo, C&A asked how things were going.

**Prior to taking the job at Manitowoc, Cohet spent 20 years with Rhodia, a chemical company based in France, where he held senior positions, including vice president and general manager of the firm's North America industrial specialities division.**

We asked what it was that attracted him from chemicals to cranes?

"The crane business seemed like a traditional heavy industry with its share of difficulties, I am at heart an engineer and intent on challenges" It seemed to be a business in which I could make a difference.

"The Chemical industry offers few opportunities for true differentiation, you work hard and long to develop new products which you patent and find a market for. In the crane business you can see and feel the product straight away".

**C&A: So after six months what are your impressions of the crane industry?**

**Cohet:** I have met a lot of great people who have a real passion for cranes; people who have built their own businesses from scratch. I can see that it is highly competitive industry with competitors in all areas of the business showing no mercy. Above all it is a people business and I like that.

"I also like the fact that each day you can see what you have produced. You can look at a crane coming off line and see the quality that you have built. You can check that all is OK with it straight away; this is quite different from the chemical



Phillipe Cohet at Conexpo

business. The downside is that if you have a problem, customers find it very quickly. But then you can also improve very quickly too.

"For example, one of the first things that I did after coming on board was to postpone the deliveries of the new GMK 5130 for two months, so that we could bring customers and users in for some focus groups to evaluate it and make sure that we had it right. As a result of that exercise we made several improvements before the first units shipped."

**C&A: "What do you see as the key strengths of the Manitowoc group?"**

**Cohet:** "Our commercial and market coverage: we have a unique network

of partners, giving us the ability to market products at a global level very quickly.

Our engineering capabilities: we need to improve cross fertilization between the various groups, but we have a tremendous strength in this area.

"The commitment of the group to the crane industry: four or five of our main board members were on the stand at Conexpo.

"Our product support through our Crane Care group, particularly when it comes to parts and logistics.

"A less direct strength is the quality of our people. We have a relatively young team made up of many nationalities. They have managed well through a difficult period."

**C&A: And the weaknesses?**

**Cohet:** "We are still an engineering company, rather than a marketing company, this is something we need to change. I think that there is a tendency to add new technology for the sake of it rather than asking if it provides any benefit to the user. I have been through that in the chemical business where the chemists would create a new molecule and then say now we need to find a market for it! We need to be market led. People are ready to follow if they are sure that it is in the right direction.

Our speed of development of new products: sales, marketing and engineering all need to work much more closely together.

"Our plant in, Wilhelmshaven, Germany, was not functioning satisfactorily. We have put an aggressive operational plan in place and a result of that plan was that Lothar Hahn, the previous Geschäftsführer for Deutsche Grove GmbH, decided to retire. He is though still helping us with the Kobelco/Grove All Terrain programme. Erik Devautour, who was responsible for Potain production stepped into the Wilhelmshaven role. Erik is only there for a few months. It is also a signal that Grove and Potain must work much more closely together. We have not yet decided how we achieve this with two teams but we will. I do recognise that we need a solid German leader but we are not rushing that selection."

**C&A: "In some markets you sell through company stores rather than through distributors, what is your thinking on this? Do you plan to move towards more direct sales outlets?"**

**Cohet:** "First of all, I firmly believe that you cannot apply the same marketing decisions everywhere. We need to take a regional view while being global. Different countries require different solutions. We need to be very flexible in this area. For example, in France we have 60 local Potain dealers and in Italy we have 80. In some markets we might have different dealers for each brand, while in another one will handle them all. The most important thing is what is best for our customers."

**C&A: "The agreement with Kobelco will be extended later this year, providing you with Manitowoc-branded Kobelco crawler cranes, yet the Manitowoc brand has not been strong in Europe in recent years. What are your views on this?"**

**Cohet:** "The agreement with Kobelco is an extension to our existing agreement along the lines of the American contract. We think we can add something here in Europe with our service and support as well as our distribution network. It is all part of an evolving relationship. "We will improve our Manitowoc sales and market share step by step, it is already developing quite nicely with more Manitowocs sold so far in 2005 than ever before."

**C&A: Finally a few personal insights:**

'What is your favourite..?'

**C&A: Film?**

**Cohet:** Star Wars

**C&A: Music?**

**Cohet:** Eclectic - Celine Dion & Jazz

**C&A: Gadget?**

**Cohet:** any small electrical gadget

**C&A: Book?**

**Cohet:** John Grisham books - The Firm

# Fold up cranes

**Fast self erecting tower cranes have long been popular in continental Europe and rarely taken seriously in the UK or Ireland, nor interestingly, in the USA. Times though, they are a changin' as more builders discover the benefits of having a crane on site for the duration of a project.**

It is interesting to note how the same jobs are carried out with different equipment in different countries. When it comes to low to medium rise building sites, Germany for example is devoted to the small tower crane and takes very few telehandlers. In France meanwhile, such tower cranes are also very widely used but telehandlers are also very popular. In the UK, mobile cranes have been widely used to place roof trusses and unload vehicles etc. while manual handling has also been far more prevalent. The fact that a strong crane hire industry has existed here since the war has almost certainly influenced this state of affairs. In recent times however the telehandler has taken over much of the higher heavier lifting and increasingly the lighter duty work, as manual handling regulations call a halt to brute force and ignorance.

We spoke to the four main importers of small tower cranes, all of whom agreed that the use of small self erecting cranes is beginning to gather pace in the UK and even more rapidly in Ireland. The changing attitude towards self erectors can be attributed to a number of factors. The growing availability of rental units, kick started by the likes of Potain UK and Vanson, is certainly a key factor as is the influence of the HSE and new regulations. The HSE has been running initiatives to enforce manual handling rules that make the hod carrier a career of the past. It has also waged a campaign to reduce the number of accidents from site traffic, which has, in some instances lead to a stance against the excessive use of site vehicles such as dumpers and telehandlers.

*This self Propelled 4x4 chassis, from MontaRent in Holland can travel on site fully erected.*



*Liebherr MK100 demonstrates its up and over capability in a busy street.*

## Site Congestion is a factor

Another influence on this state of affairs is the fact that buildings are getting higher and being built closer together as the government pushes for higher density when considering planning applications. More brown-field sites are also being used for housing and office development. As a result sites are now often too congested for many mobile cranes to operate, without considerable disruption. Increasingly this also applies to telehandlers and other site vehicles.

The advantages of using a tower crane, even on smaller sites is that a crane is permanently on hand, not only to unload vehicles but also to place materials directly into storage areas or immediately at the point where they are required. Modern self erecting cranes are very quiet and clean and occupy a very small area, particularly given their working range. A builder or contractor can easily have a number of his employees trained to operate the crane, so that when not using it they can be employed elsewhere. Modern wireless remote controls also mean that no additional banksmen

or slingers are required, aiding both safety and efficiency.

As is often the case the biggest brake on the widespread adoption of such tools is the typical British builders focus on the cost of equipment without relating it to the savings. Few things get a small contractor more riled up than to see a piece of equipment that might be costing £500 a week sitting idle. The fact that this might be due to its high efficiency is often lost on him, along with the fact that he might be saving a fortune every week on crane hire, dumpers and telehandlers, along with their drivers and lost time while tradesmen manhandle materials.

One of the company's we spoke with quoted an example of moving a few pallets of bricks to upper stories or on to scaffolds. A traditional hod carrier climbing a ladder with a quantity of bricks over his shoulder, as in the old days, would not only have taken hours but would have cost as much in a day or two as a crane costs for the whole week. A crane takes minutes to move the bricks and is then free for other duties.





*Liebherr trailer mounted tower, using suspended fork attachment.*

Interesting anecdotal evidence and sales statistics suggest that contractors in Ireland have grasped the economic benefits of this far more rapidly than those in the UK!

**Why self erectors?**

The folding self erecting crane is not only easy to use, but also is a lot less expensive to deliver and set up on site, than larger tower cranes. Most models can be delivered with a single



*The Potain Igo 13 demonstrates just how fast the smallest self erectors can set up.*

vehicle and then fully set up and be ready to go within four hours. The smallest ones much faster than this.

Once erected there is no need to have a self erecting tower crane re-certified, since it is a single complete unit, more akin to a mobile or crawler crane than a traditional tower. An operator can be trained up to handle these small cranes on a four day CITB course for pedestrian controlled cranes, which includes slinger/banksman training along with the rigours and requirements of being an "Appointed person". A builder can have half a dozen of his men trained up to operate such cranes at a very reasonable cost.

**Choose your Base**

The floor space required for a self erector is tiny in comparison with mobile cranes, often taking up a space of less than three by three metres. even those units which can lift over a tonne at 40 metres will easily fit into two small parking spaces! The size of the base does vary though, depending on the type of chassis you select.

The majority of self erecting tower cranes are supplied as stationary or standard models with screw jacks, a removable concrete or steel ballast and a set of axles to move the crane on to a low loader or to relocate on site. Compact, simple and inexpensive, these bases are ideal for medium to long term jobs.

The next step up are trailer mounted models with one or two axles and a tow hitch, allowing the crane to be towed from site to site.

However, many such trailers are limited to a maximum speed somewhere in the region of 15 miles an hour due to the lack of any suspension. So unless the crane is to be used for short jobs around a relatively small locality, the extra cost and complexity is simply not worth it.

Some manufacturers produce a high speed trailer chassis with full suspension, that can be towed behind a truck or tractor at speeds of up to 50 mph. These units invariably have a steel counterweight that stays in place during transport, and can be equipped with hydraulic jacks. They set up extremely quickly and are perfect for shorter term jobs. If there is a need to relocate the crane on a frequent basis, such as on very large sites, there are two options available.

1) A self-propelled two or four wheel drive chassis with hydraulic jacks,.

That can move on site even with the crane in its fully erected position, as long, of course as the ground conditions are reasonable.

Or

2) Crawler mounted models, they can be very easily moved around

a site, even when the ground conditions are poor.

The final alternative is a truck or carrier mounted unit. Such a crane is closer to a mobile hydraulic crane than the basic self erector. In the UK this type of crane has become popular at the top end of the market where Spierings and Liebherr are the two main suppliers. These cranes are at their best on very short term jobs, often lasting no more than a day, often within larger cities. They are ideal for jobs requiring a long outreach over a high building from a narrow street. In such applications nothing can touch them. We will be taking a closer look at this type of tower crane in a later issue.

Smaller truck mounted units have been used for many years in Holland but have never taken off elsewhere, the advantages over a telescopic or traditional self erector simply do not justify the extra cost and complexity.

One thing is for certain, if you are a contractor that operates smaller sites, then you should investigate the self erecting tower crane for your next project, the savings and convenience might surprise you.

*This three storey development is an ideal project for a self erecting tower crane.*



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# Ladybird fly high

**Getting started in the competitive UK rental business, whether in cranes, access or in general plant, is not easy. One of the best ways is to spot a previously unexploited niche and then go for it. This is just what Chris Bird did three years ago when he founded Ladybird Crane Hire in Rubery, on the outskirts of Birmingham. His plan was to specialise in the hire of self-erecting tower cranes.**

As with many good ideas it came about almost by chance. It was whilst undertaking the development of a small hotel extension on a difficult sloping site with awkward access, and where the use of the usual telehandler was out of the question, that one of his employees suggested the use of a small tower crane. The employee had seen them used in Holland and thought it would be perfect solution.

After a quick trip to Holland a second-hand Potain HD30 self-erecting crane was purchased and it performed well. It was only when others builders saw it and started asking to hire it from Bird that he realised the potential business opportunity. Chris bought two more cranes and founded Ladybird Crane Hire. Having proved the point, and with steadily increasing

demand, his next major step was to purchase Potain UK's entire rental fleet of 18 cranes when it was put up for sale.

In the space of two years the business grew steadily and more cranes were purchased. The purchase of the first new Potain Igo 50 model at the start of this year increased the Ladybird fleet to 50 units.

Bird had seen the IGO 50 at its Bauma launch and instantly spotted its potential. The first unit has, since its arrival, been working on a long-term rental to Hertfordshire-based T&B (Contractors) Ltd for the construction of a new school building near Elstree. It was chosen because it's the quietest and most compact method of materials handling and as work taking place during the term time, disruption to the school environment had to be minimized. In this application both the noise and the available space precluded the use of telehandlers.

"In fact the Igo 50, with up to four tonnes lift capacity, and a jib-end capacity of 1.1 tonne at 40 metres, has the most useful specification for general building works. So much so, that we have ordered another four units" explains Chris Bird. "Ladybird's customer base has progressed. In the beginning we

*Ladybird's new Igo 50 the first in the UK, and has been on a school extension since it arrived. Ladybird has since ordered five more.*



served only the larger domestic and commercial property developers and contractors but now small builders are becoming aware of the benefits in convenience, safety, productivity and general materials handling efficiency. It is a very affordable solution, contributing to cleaner and tidier building sites, and reducing waste. Our utilisation levels of around 80 per cent demonstrate the potential of this product."

As the business has grown so Ladybird's geographic area of activity has expanded. The company initially targeted the Midlands and south of

England but demand is now coming from as far afield as the north of England and Scotland. Bird's intention is to continue building the fleet, and extending the area of coverage as the concept becomes even more widely accepted.

Comparing the UK with the rest of Europe, Bird believes that the construction industry is neglecting an opportunity: "It's just a question of education," he says. "The outlook for self-erectors in the UK is very bright. In comparison with the Continent, the ultimate potential is relatively untapped.

## Wanted: Europe's best tower crane operator

Liebherr Biberach is organising a competition to find Europe's best tower crane operator.

The contestants have to complete a course of four stations with the new quick self erecting crane model 42 K.1. The challenge is to place a one tonne concrete tub precisely within several specific points. At the final station, a ball must be placed in a box from a height of five meters through a tube.

The qualifying rounds will be held at various fairs and open days of Liebherr customers or subsidiaries, the final will take place in Biberach /Germany in the autumn. Details and the list of the regional qualifiers will be shown under the point "Kranfahrer-Cup" on the Liebherr-homepage.

## Smooth as silk

With their long horizontal jibs and relatively slim towers, the folding self erecting crane can be prone to flex and deflection which is undesirable for both the load control as well as placing undue stress on the cranes structure. Vanson cranes claims that one of its strengths is its soft start feature on all crane functions. Essentially the Vanson crane has fully proportional controls rather than the stepped controls fitted to some other cranes. Vanson achieve this with the use of a motor control device that not only provides super smooth functions, but also saves energy and leads to quieter operation, particularly at lower speeds.

The company recently supplied one of its VC30 cranes for use on a housing development in Bury St Edmunds. Vanson won the order thanks to the soft start feature as well as a competitive price.

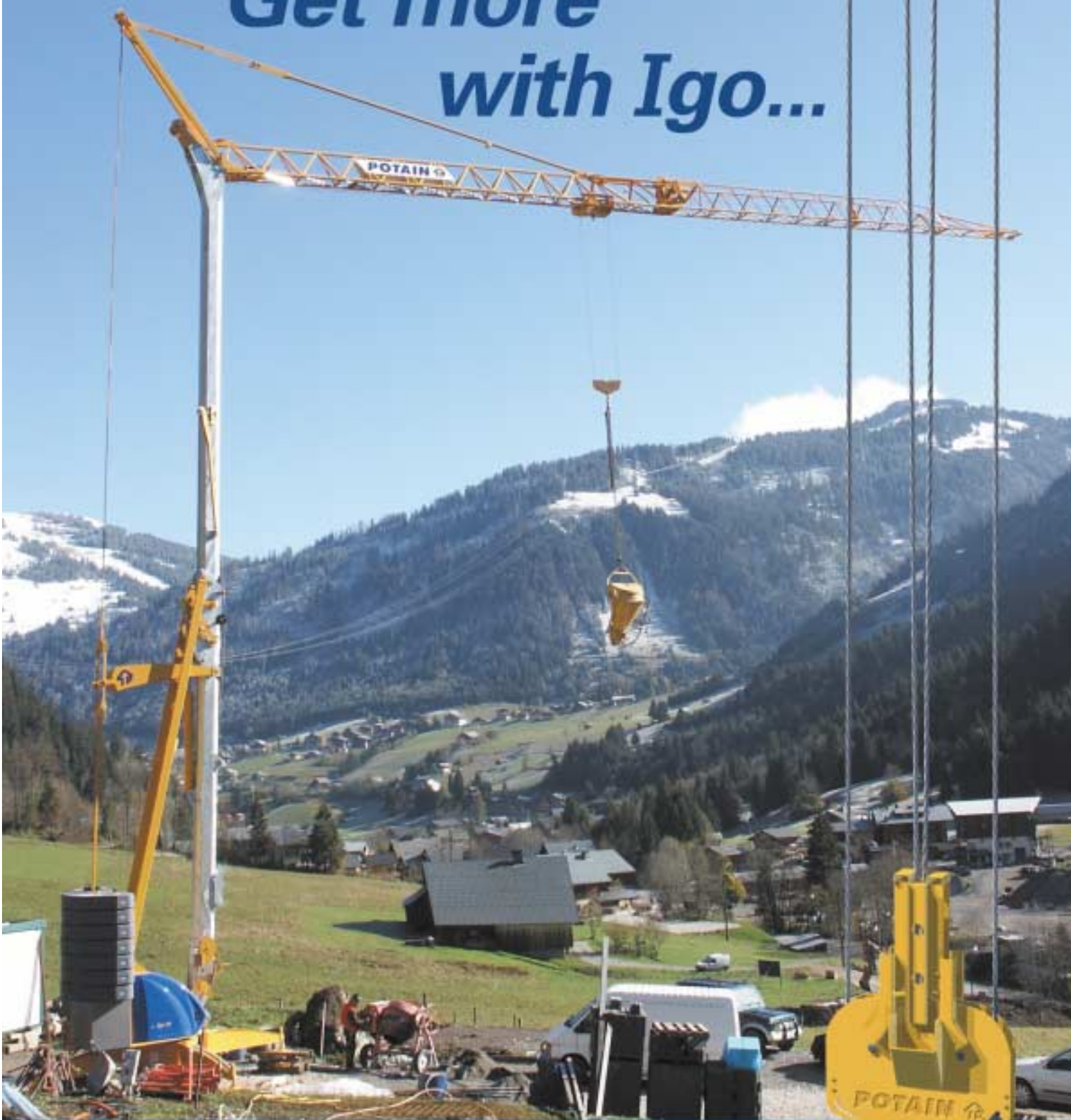
The VC 30 is able to set up completely unaided thanks to its on board ballast handling derrick, with a compact base and 30 metres outreach it is ideal for a wide range of housing sites. An additional feature for congested sites, is its ability to fold the jib in half when full outreach is not required, or for avoiding any chance of violating adjoining airspace.



*The Vanson VC30 was chosen for this siter in Bury St Edmunds thanks to its smooth start controls.*



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# Lorry driver jailed after loose crane kills schoolboy, 13

## An Accident Waiting to Happen!

**We all know how dangerous mechanical handling equipment can be when used incorrectly and lorry loader cranes are no exception. However, with lorry loaders spending a large part of their life travelling from one job or delivery to the next, negligence can not only lead to accidents in the workplace or on site, but also at high speed on the open highway.**

One of the most serious types of accident involving the use of lorry loaders is caused by the stabiliser legs being incorrectly stowed for travel. If the stabiliser leg is not properly locked into its stowing position, it can extend whilst the lorry is in transit, taking out everything in its path. This can have fatal consequences and what makes the situation even worse is that this type of accident will usually occur at speed, putting the lives of innocent pedestrians and motorists at risk.

In May 2000 in Stubbington, Hants, a lorry driver returning from a job had not engaged either the primary or secondary leg locks on his lorry loader. The unsecured stabiliser leg came out of its housing and struck two boys (aged 12 and 13) on the

back of the head. With their backs to the lorry, they didn't stand a chance. One of the boys died as a result of his injuries, leading to a two year jail sentence for the lorry driver in question.

Unfortunately this is not an isolated incident. Similar accidents have occurred, causing anything from serious injuries to damage to public and private property

It is the prevalence and seriousness of accidents involving stabiliser legs that has led the Vehicle & Operator Services Agency (VOSA) to introduce a change to the annual testing of vehicles. From April 2005, VOSA Inspectors will now include an examination of the stabiliser legs on lorry loaders. Inspectors will be looking for the presence and effectiveness

of leg locking mechanisms. This inspection will also be incorporated into roadside checks.

However, the types of locking mechanisms on stabiliser legs can vary. With manually deployed legs (i.e. stabiliser legs, which are extended by hand) the locks are purely mechanical, requiring both a primary and secondary locking device. On vehicles fitted with hydraulically deployed legs, manufacturers provide locking mechanisms, which can sometimes be hydraulic and operate by means of specialist valves. EN12999, the European Standard for Loader Cranes, states that a secondary locking device must be in place and that at least one of the stabiliser leg locking mechanisms shall be automatically operated (e.g. a spring operated cam lock and a automatic spring latch). However, loader crane manufacturers have been granted a temporary exemption on this issue on the understanding that EN12999 will soon be amended to clarify the position for hydraulic stabiliser legs and the locking mechanisms they incorporate.

The process for ensuring stabiliser legs are secured properly for travel

is a relatively simple one. It really comes down to good operator training. For this reason, the ALLMI Training scheme devotes an entire module to the subject of securing the crane for travel. This is particularly important given the hydraulic method of locking the hydraulic cylinder on the stabiliser leg as it is not immediately obvious - there is no visible locking device. For this reason it is crucial that operators understand the differences between the two types of stabiliser legs. Again this goes back to the importance of training and the need to be trained by an instructor who has a sound knowledge of lorry loaders. ALLMI Instructors have such knowledge.

The moral is "don't wait for the accident to happen, have all of your operators ALLMI trained to ensure that safety is your watchword".

For further information on training, please contact ALLMI Training Ltd.



## ALLMI at the CV Show

**In April, ALLMI exhibited at the Commercial Vehicle Show for the first time. Based in the new Skills Centre section of the show, the ALLMI stand was a hive of activity, with an abundance of interest in the HSE commended training scheme, as well as many enquiries about membership of the Association. Literature on display included the ALLMI Membership booklet and technical information in the form of the ALLMI Code of Practice. ALLMI had two video displays; one**

**with a rolling presentation containing pictures of the accidents that can happen when operators are not properly trained, and the second showing the Operator Training film 'And That Was It!'**

The stand was manned by General Manager, Tom Wakefield, with new member of staff Tina Morgan. In addition, they were helped by a guest instructor on each of the three days with David Ottaway, Alan Roberts and Peter Brammah representing T H White (Palfinger), Atlas Terex and John Turner Hydraulic Engineers, respectively.

Visitors can expect to see the same format at the forthcoming SED Show, where the ALLMI stand number will be 159P.

# loads better!

**Pam Penny reports from Europe's largest Commercial Vehicle Show held in April at Birmingham's NEC. 630 exhibitors filled 11 halls targeting a market with an estimated value of over £12 billion a year.**

**Our target was of course, very specific, the lorry loader stands, here are a few highlights from the major players exhibiting at the show.**

## British Pride

One of the last British owned firms in the truck and van loader market, Penny Hydraulics launched three new V-Range cranes, a new platform lift and promoted its new website [www.loadsbetter.com](http://www.loadsbetter.com).

The new V-Range Maxiloader 1000 and 1500 handle large and bulky loads up to 1000 and 1500kg respectively at the cranes full boom extension of 2.3m. The new Swing Lift Kerb Lift for handling kerb stones and small plant has a capacity of 250kg and eliminates the need for manual handling by maintenance and construction engineers. Helping comply with the latest manual handling rules.



John Penny, of Penny Hydraulics

Alongside these products, all of which were set up to be demonstrated to Show visitors, the team at Penny Hydraulics brought along its first Demonstration vehicle for its load handling and specialist tyre handling products, a 'one stop

shop' aimed at tyre suppliers and fleet engineers to fit out vans, pickups and other vehicles from a single source. Loads of thought and neat presentation made way for a busy CV show for this privately owned Chesterfield based company.

John Penny, owner and Managing Director was encouraged and stated "the last six or seven months has seen an upsurge in general activity from sub-contractors and vehicle companies. Local Authorities are now very active and of course the manual handling regulations are high on the agenda".

## Hiab

Ismo Leppanen, newly promoted Sales and Marketing Director for Hiab to promote four new loaders, Hiab XS099; XS244; XS322 and XS122L, all making their UK debut.

## 30 second winner from Hiab

Also new from Hiab was the "ToolXChanger", a coupling unit which allows operators to change tools on truck loading cranes in less than 30 seconds. The unit is designed in two parts, the upper part attaches to the crane, while the lower is attached to various tools and attachments. It can be used with practically any tool or attachment on the market such as a grapple or a pallet fork and is already in use with Enfield City Council. The forthcoming SED show will provide the chance to see this 'wonder tool' in action on the Hiab stand (alongside the C&A stand) at SED.

## Terex Atlas

Reporting a "good level of interest at the show and a solid order book stretching well into 2005" Terex Atlas exhibited four new models in the .2 Series which included the AK75.2 A1 Roll-Loader making its UK debut. The unit, which is lightweight to maximise payload was launched at the Hanover Show last year and is aimed at the brick/block sector and is already out on demonstration in the UK.

Now firmly established within the Terex group, the company launched ten new cranes in 2004 and boasts a "total load management" concept embracing everything from technical advice to information on the latest legislation.

## Palfinger/TH White/Outreach

On show were the latest introductions to the lorry loader crane range – the Palfinger PK18500 and PK23500, plus the 60 metre/tonne 72002 and the new Epsilon Grab Recycling and Timber Crane.



The Palfinger 72002 with 68 t/m crane

Interesting news from the agent for Palfinger in Scotland, Outreach, which is making its first steps into the powered access market, by taking on the truck-mounted boom range from Bison Palfinger. Ronnie Trainer, one of the best-known access sector specialists in Scotland, has joined Outreach, to spearhead the company's sales and development plans. Look out for further announcements.

## Manitou

After 10 years Manitou announced its completely updated ManiTransit range of truck-mounted forklifts.

To satisfy customers' demands for comfort, safety and quality, the new range meets five major criteria that it set for itself.



The Terex Atlas AK75.2 A1 one of the new 2 series cranes

- Reduced weight;
- Increased stability;
- Increased tilt angle for the forks;
- Improved overall design and appearance;
- Optimised product range

## Cormach Cranes

Ernest Doe, the UK importers of Cormach lorry loaders displayed a selection of cranes ranging from 4 ton metre to 180 on metre capacity, plus their Maxi-Lift which offers 1 ton metre to 3.5 ton metre capacity.

## First CV Show for Allmi

The Allmi team took their first stand at the CV Show this year gearing up their efforts to promote the proper training of operators of lorry loaders. To date, Allmi have trained 99 instructors and over 6000 operators, 2400 for last year alone representing a 40% increase on the previous year.



The Hiab Tool XChanger allows attachments to be swapped over in 30 seconds.





IPAF recommends the use of a full body safety harness with an adjustable lanyard, adjusted to be as short as possible, for anyone working in self-propelled or vehicle-mounted boom lifts.

**IoD offers business information service to IPAF members**

**IPAF has signed an agreement with the Institute of Directors (IoD) to allow IPAF members to benefit from the IoD's Business Information Service free of charge.**

From June first 2005, IPAF members will be able to get information by phone, fax, email or post on a range of legal and business issues ranging from employment and commercial law and corporate governance to general business information and company financial reports.

"IPAF members are the first non-members of the IoD ever to have access to this world class service and I am delighted that we are partnering with the IoD," said IPAF managing director Tim Whiteman.

To access this service, contact the IoD's Business Information Service on tel 020 7451 3100, [businessinfo@iod.com](mailto:businessinfo@iod.com) or via [www.iod.com/businessinfo](http://www.iod.com/businessinfo), quoting your IPAF membership number.

# New guidance on use of harnesses

**Anyone working in a boom type Mobile Elevating Work Platform should wear a full body safety harness with an adjustable lanyard, adjusted to be as short as possible.**

That's the direction from a technical guidance note put together by the Powered Access Interest Group (PAIG), a joint committee of IPAF and the Construction Plant-hire Association (CPA). The guidance was produced with input from the Health & Safety Executive, which has a representative on PAIG.

IPAF Technical Guidance Note: H1 - Safety harnesses in mobile elevating work platforms will be circulated widely throughout the powered access industry in order to help clarify industry confusion on this subject.

IPAF managing director Tim Whiteman explained: "Too many people are either not wearing safety harnesses at all when working in boom lifts or are wearing the wrong type of harness and lanyard. It was important that IPAF, through PAIG, set out best safety practice for the benefit of all work platform users."

**Technical Guidance Note H1 states:**

*It is strongly recommend that a full body harness with an adjustable lanyard (used to provide work restraint and adjusted to be as short as possible) is used when working from a boom type Mobile Elevating Work Platform (MEWP).*

*It is not normally necessary for personnel working from a vertical lift [e.g. scissor lifts and vertical personnel platforms] to wear fall protection equipment, other than in exceptional circumstances.*

*The need for a fall protection system will be the outcome of a job specific risk assessment undertaken prior to work commencing.*

For information on preventing falls and the use of harness and lanyards in MEWPs, IPAF refers users to the Health & Safety Executive's information leaflet MISC614 Preventing falls from boom-type mobile elevating platforms (available from the HSE website at [www.hse.gov.uk/pubns/fallindx.htm](http://www.hse.gov.uk/pubns/fallindx.htm))

## Member survey gets underway

**IPAF is conducting a widespread member survey as part of its commitment to deliver practical benefits to members.**

Questionnaires have been posted to members across the UK, to solicit information on members' businesses and to get their views

on the services that IPAF offers. The results will be analysed by an independent market research company.

"IPAF is growing and evolving at high speed, but we are not losing sight of our commitment to bring practical benefits to all our

members. This research makes sure that we properly understand what our members want from their Federation," said IPAF managing director Tim Whiteman

To encourage members to complete and return the questionnaires, there will be a prize draw for three £75 cash vouchers.



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# Work At Height Regulations

c&a

WAHR

The New Work at Height Regulations came into force in April 2005. The Regulations apply to all work at any height where there is a risk of a fall liable to cause personal injury (the old two metre rule has gone). The Regulations bring together all existing work at height regulation and state the minimum requirements for the use of equipment for work at height. Employers have a duty to ensure that work at a height is properly planned, appropriately supervised and carried out in a manner that is safe.

All employers, the self-employed, and any person that controls the work of others, for example facilities managers or building owners who may contract others to work at height should be fully up-to-date with the new legislation.

Between 65 and 70 deaths and over 4,000 serious injuries occur every year from falls at height at work. Experience shows that fall from height incidents usually arise due to poor management control rather than equipment failure.

#### Common factors include:

- Failure to recognise a problem.
- Failure to ensure that safe systems of work are followed.
- Failure to provide safe systems of work.
- Inadequate information, instruction, training or supervision provided.
- Failure to use appropriate equipment.
- Failure to provide safe plant/equipment.

#### A couple of key Work at Height Regulations are:

##### Regulation 4:

###### Organisation and planning

Every employer shall ensure that work at height is:—

- (a) properly planned;
- (b) appropriately supervised; and
- (c) carried out in a manner which is so far as is reasonably practicable, safe.

##### Regulation 6:

###### Avoidance of risks from work at height

- (1) In identifying the measures required by this regulation, every employer shall take account of a risk assessment under regulation three of the Management Regulations.



- (2) Every employer shall ensure that work is not carried out at height where it is reasonably practicable to carry out the work safely otherwise than at height.

Falls from Height is a priority programme for the Health and Safety Commission (HSC). Information on preventing falls from height can be found on the HSE website at [www.hse.gov.uk/falls/index.htm](http://www.hse.gov.uk/falls/index.htm)

\*Statutory Instrument 2005 No. 735, [www.hmso.gov.uk/si/si20050735.htm](http://www.hmso.gov.uk/si/si20050735.htm)

### New British Standard to support Work at Height Rules

To support the new regulations, BSI has published a new British Standard:

BS 8437:2005 Code of practice for selection, use and maintenance of personal fall protection systems and equipment for use in the workplace.

This new standard is intended to help employers comply with the Work at Height Regulations. It brings together personal fall protection best practice from a range of sources including HSE representatives, manufacturers, research studies and training organizations.

BS 8437 gives recommendations and guidance with illustrative examples on the following key areas of working at height:

- Competent working, planning and organization
- Selection, use and maintenance of personal fall protection systems
- Systems and equipment suitable for use in rescue
- Control of risks from fragile surfaces
- Rescue of persons in the event of an accident

- Risk assessment
- The training of users of the equipment.

#### Who should use BS 8437?

The standard is intended to help:

- Users of personal fall protection systems and equipment, including employers, employees and the self-employed.
- Designers of safe access routes on buildings and structures, including architects and structural engineers.
- Commissioners of work at a height, e.g. building owners and contractors.
- Trainers and site managers involved in training persons for work at a height.

A copy of the standard costs £178, discounted to £89 for BSI Subscribing Members

### When should I wear a harness?

IPAF and the CPA have issued definitive guidance on the use of harnesses with aerial lifts.

#### H-1 SAFETY HARNESSES IN MOBILE ELEVATING WORK PLATFORMS

##### BOOM TYPE PLATFORMS

It is strongly recommended that a full body harness with an adjustable lanyard (used to provide work restraint and adjusted to be as short as possible) is used when working from a boom type Mobile Elevating Work Platform (MEWP).

This would include: Self Propelled Booms (SPB), Trailer Push-around (TP), Vehicle Mounted Platforms (VMP26 & 100) and (IAD)

##### VERTICAL LIFTS

It is not normally necessary for personnel working from a vertical lift to wear fall protection equipment, other than in exceptional circumstances.

This would include: Scissor Lifts (SL) and Vertical Personnel Platforms (VPP)

THE NEED FOR A FALL PROTECTION SYSTEM WILL BE THE OUTCOME OF A JOB SPECIFIC RISK ASSESSMENT UNDERTAKEN PRIOR TO WORK COMMENCING.

For information on preventing falls and the use of harness and lanyards in MEWPs see:

- HSE Information Leaflet MISC614 Preventing falls from boom-type mobile elevating platforms. (available from the HSE website at <http://www.hse.gov.uk/pubns/fallindx.htm>)

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[www.turner-access.co.uk](http://www.turner-access.co.uk)



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



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# Hang in there

In the unfortunate event of a person falling from a height, they will count themselves fortunate or rather, sensible, if they are wearing a full body fall arrest harness and lanyard. However, unless they are rescued rapidly, serious injuries will rapidly result, simply from the pressure of the harness on the body cutting off the normal flow of blood. This is known as Orthostatic Intolerance or suspension trauma. In an event where rescue was seriously delayed, this can be fatal.

Bacou Dalloz has designed a Trauma Relief Strap, designed to allow a conscious suspended person to relieve the damaging pressures while they wait for rescuers. The strap weighs 91g and is attached as two small zipped packs to the harness, after a fall they are unzipped and the two are hooked together with a hook and eye. The user can then stand on the strap thus allowing blood flow to circulate properly, eliminating the main cause of "Suspension trauma".

The trauma strap can be attached to most makes of harness.

# Smooth and Slippery

Lube a Boom was invented by Harley Wilson, a crane veteran, to eliminate jerky or erratic boom extension characteristics on cranes and aerial lifts. Wilson set out to produce a formula that was slicker, stayed on and lasted longer. "No off-the-shelf product for telescoping booms was available which had the additives I required said Wilson. This led me to work with a major chemical company to provide this product".

The product is essentially a calcium sulfonate complex thickened lubricating grease, formulated in a 100 percent synthetic base fluid. The synthetic fluid is combined with an anti-oxidant to provide stability for extended lubrication life and is fortified with molybdenum disulfide as well as Teflon® to reduce friction encountered in the sliding surfaces. Because Lube A Boom meets or exceeds the specifications for EP-MPG and WPG grease, it can also be used for other lubrication points on a machine.

Lube A Boom has been tested for compatibility with wear pads and seals on mobile cranes and meets the detailed specifications of many



Lube A Boom has been formulated specifically for telescoping booms, available in cartridges, tubs, kegs and aerosols.

mobile crane producers. It contains no undesirable additives such as antimony, lead, chlorine, or zinc.

The product can be purchased as a regular grease or in aerosols, it is also now available as a dry film lubricant spray.

# rugged tracker

CELtrak, is launching an anti-theft and service monitoring device built specifically for construction equipment called 'Plant EYE'. CELtrak claim that Plant EYE is the only tracking and monitoring anti-theft technology developed specifically for construction equipment. The device comprises a single robust, weather-proof box that is relatively easy to mount in a covert location. It uses GPS



The Plant Eye comprises a single heavy duty alloy box.



The Plant Eye provides a detailed real time tracking capability

(Global Positioning System) and internet technology to verify in real time the whereabouts of equipment from Telehandlers to generators - 24 hours a day. This enables site managers and hire companies to be immediately alerted to any illegal movement of equipment.

Plant EYE not only monitors where equipment is, but also monitors equipment lifecycle, alerting firms to the maintenance requirements of machinery before it breaks down.

# slick bearings

NSK has introduced the HPS spherical roller bearing range. The new design offers up to twice the running life of a conventional roller bearing, under normal operating conditions and up to seven times the life when used with contaminated lubricants, as might be seen in environments such as quarries or on hostile work such as sand blasting.

NSK say that the new bearings offer up to 20 percent greater speed and significant improvements in running

efficiencies. The high capacity versions, that are designed for crane sheave applications, also have improved external sealing.

The new High Load Capacity Crane Sheave bearings from NSK



# 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.

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

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

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Teupen	<a href="http://www.teupen.info">www.teupen.info</a>
Turner Access	<a href="http://www.turner-access.co.uk">www.turner-access.co.uk</a>
Upright International	<a href="http://www.uprighteu.com">www.uprighteu.com</a>

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AWPT	<a href="http://www.awpt.org">www.awpt.org</a>
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Fax: [44] (0)15395 64686



## SED 2005

UK Site Equipment Demonstration  
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Milton Keynes, UK  
Tel: [44] (0) 208 652 4810  
Fax: [44] (0) 208 652 4804  
www.sed.co.uk



## Safety & Health Expo

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Fax: +44 (0)207 921 8058  
e-mail: tbond@cmpinformation.com

## Hillhead 2005

International Quarrying  
and Recycling Show  
21 - 23 June, 2005 Buxton, Derbyshire, UK  
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Fax: +44 (0)115 958 2651  
e-mail: hillhead@qmj.co.uk

## Platformers' Days

German platform rental conference and  
exhibition 19 - 20 August, 2005  
Hohenroda, Germany  
Tel: [49] (0)5031 972923  
Fax: [49] (0)5031 972838  
e-mail: www.platformers-days.de



## ICUEE

Outdoor demonstrations of utility  
and construction equipment  
27-29 September, 2005  
Louisville, Kentucky, US  
Tel: [1] 414-272-0943 Fax: [1] 414-272-1170  
www.icuee.com

## Apex 2005

International powered access fair  
22-24 September, 2005  
Maastricht, The Netherlands  
Tel: [31] (0) 547 271 566  
Fax: [31] (0)547 261 238  
e-mail: Joyce@ipi-bv.nl



## CeMAT 2005

October 11-15, 2005 Hannover, Germany  
Tel: [49] 511 89 31130  
Fax: [49] 511 89 32654  
e-mail: cemat@messe.de

## SAIE 2005

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equipment exhibition  
October 12-16, 2005  
BolognaFiere, Bologna, Italy  
Tel: [39] 051 282111 Fax: [39] 051 6374013  
e-mail: saie@bolognafiere.it



## Batimat

French building and construction show  
7 - 12 November, 2005 Paris, France  
Tel: +33 1 47 56 51 84 Fax: +33 1 47 56 51 93  
e-mail info@batimat.com

## The Rental Show 2006

American Rental Association  
show and convention  
6 - 9 February, 2006  
Orlando, USA  
Tel: + 1800 334 2177 Fax: + 1309 764 1533  
e-mail info@therentalshow.com

## Intermat 2006

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



## Bauma China 2006

Bauma in Shanghai 14 - 17 November, 2006  
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35 t PPM 380 ATT,	Bj. 1986	4x4x4	30,40m + 7,50m
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35 t PPM Terex ATT 400/3,	Bj. 2002	4x4x4	30,40m + 8,00m
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50 t Grove GMK 3050,	Bj. 1998	6x4x6	38,50m + 15,00m
50 t Fann ATF 50-3	Bj. 1998	6x6x6	38,50m + 16,00m
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**Kato CR100**  
 Year 1998.  
 Capacity 10 tonnes.  
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**Demag MC300**  
 Year 1980.  
 Capacity 90 tonnes.  
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**PPM 340ATT**  
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 Capacity 30 tonnes.  
 All Terrain



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 Year 1975.  
 Capacity 30 tonnes.  
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**Liebherr LTM1070-1**  
 Year 1994.  
 Capacity 70 tonnes.  
 All Terrain



**Kobelco RK200-3**  
 Year 2000.  
 Capacity 20 tonnes.  
 City Crane



**Demac AC300**  
 Year 1999.  
 Capacity 300 tonnes.  
 All Terrain



**Liebherr LTM1400**  
 Year 1998.  
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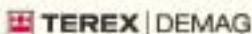


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