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# SED 2005

## We're making it a moving experience!

HIAB Ltd will be at SED 2005, with a range bigger and better than ever before – but there's more...



**WIN £100!** Could you be the UK's most skillful remote control loader crane operator? Come and put yourself to the test – in the  **HIAB & Vertikal** **CHALLENGE!** Taking place at 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.

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- › 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**

## on the cover:

Cranes Services of Osset in West Yorkshire, sent two big All Terrain cranes into a housing estate last march with less than 18 hours notice to carry out a complex contract lift rescuing an overturned excavator, for more details see page 19.

All Terrains are the subject of this months crane feature page 15.



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

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New telescopic crawler from Hitachi;  
Kobelco/Manitowoc agreement extended;  
Mitie fined for lack of training.

All Terrain  
Cranes 15

Most mobile cranes sold in the UK today are All Terrains, the latest spate of new product takes the "taxi crane" concept firmly up in to the 100 to 130 tonne bracket.



Self Propelled  
Straight booms 20

The straight boom is not as popular here as the articulated, yet for many applications the straight boom offers many advantages. We look at the pros and cons and what products are available on the market.



Conexpo review 24

Conexpo is the big exhibition this year for cranes and lifts, we present photos and captions from around the show.



refurbishment 28

Rebuilds and refurbishment of 10 year old aerial lifts has become all the rage in the USA, it has always been a factor in the crane industry. We look at some of the work going on and products available.

for the record 34

What are the requirements in terms of overload devices for small tower cranes, we sort the fact from the fiction.

IPAF Focus/  
summit 35

In addition to our regular IPAF focus page we have a special three page preview on the IPAF summit, which this year ties into SED with an evening dinner in place of the usual lunch.



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# If you don't have our yellow card, watch out for the red

Platform operators who aren't carrying the bright yellow PAL Card stand a strong chance of being unable to work – they may be red-carded off the site.

IPAF's PAL Card is *the* accepted proof of high quality training throughout all industries that rely on powered access.

Pressure to improve safety when working at height comes from industry's recognition of the high cost of accidents, EU Directives and national regulations as well as legislation. Today's operators really do have to be properly trained.

That more than 170,000 of them already rely on the PAL Card to prove they have this training is its strongest endorsement.

Some 200 more request training through the IPAF Scheme every working day.

The result is not just safer working. Well trained operators work productively as well as safely.

Whether you are a training provider or your workers use platforms, the yellow card standard is the one that will stop you seeing red through losing business because someone won't accept an operator's card.

**Accepted on  
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**16 May Whittlebury Hall, Towcester, Nr Milton Keynes**

Do your homework for the Work at Height Regulations. Tickets from Jean Harrison at above address. See IPAF at SED Milton Keynes, May 17-19. Stand 344, Avenue P in the Cranes & Access Village.

# cranes & access

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## Change is in the air

In both the Crane, Aerial and Telehandler markets, I sense one of those calm's before the storm. Most manufacturers are sitting on large order books which is giving confidence to raise prices while providing time to consider long term strategies.

Lack of off the shelf availability is causing rental companies to raise prices in order to improve returns from existing fleets and forcing them to plan ahead in terms of capital expenditure.

The likely end to the use of tax free red diesel will also change the face of the UK crane hire industry causing companies to really think twice before sending cranes half way across the country for a short term job, no bad thing in some eyes.

The new Work At Height Regulations came in this month, while not really changing existing requirements, they will focus everyone on what they should already be doing and cause huge changes in the way many everyday jobs are carried out.

The recent Conexpo show was notable by the absence of any significant news or developments as well as the shortage of truly new products. Manufacturers seemed quite content with this state of affairs making no attempt to create the impression of novelty.

I predict that this period will not last long, the navel gazing will produce action plans which will be spurred on by improving cash flows as commodity prices ease and price increases come into full effect.

Changes will include a return to mergers and acquisitions, changes in market leadership positions, in terms of both manufacturing and rental companies and we hope, new products and new ideas. Note how fast the rebuild and refurbishment trend has taken off in the North American aerial lift market, it shows how quickly new ideas can take off in these days of high speed communications.

The publishing business is no exception to change, particularly in the specialist field, here at the Vertikal Press we are relocating our UK base to the midlands and recruiting a new editor. In the meantime I will attempt to fill the role with the support of our German editorial team and a number of eminent contributing editors.

The next 12 months (and next few years) will provide opportunities galore for those who are paying attention and are ready to act. It is times like this that make the bottom of the cycle worth enduring.

Leigh W. Sparrow

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