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IPAF's continual work to expand the platform industry and promote its major strength – improved safety for those working at height – offers benefits for all.

Our efforts help users as much as manufacturers, distributors and hirers – members as well as industry as a whole.

Through the most widely accepted operator training scheme in the world, IPAF has helped highlight the commercial importance of safety.

Constant practical assistance through its website and publications also makes it easier to get the most out of platforms.

Our best-selling, pocket-sized, *Operators' Safety Guide*, summarises and reminds operators of everything necessary for safe and effective platform usage.

There are many other ways in which IPAF addresses the needs, priorities and problems of the industry and those who rely on its products and services.

So, however successful your own business, if you are involved with platforms you'll find that additional support from IPAF invaluable.



The IPAF Operators' Safety Guide.

It highlights all the essential elements of platform operation, reinforcing the training that operators have received.



Supporting the world of powered access

For details of how IPAF can help your business, to join IPAF, to locate your nearest IPAF Training Centre or how to become an IPAF Training Centre,

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At just about this time last year, *C&A* reported that the vehicle mounted hire sector was 'getting very hot'. And, taking into account the scale of investment by the sector's manufacturers recently and the growing demand from end users, things are still looking good 12 months down the line.



Manitou's maiden voyage into the van mount sector sets sail with the launch of the models MOB 130 and MOB 171 from its Mobile Access series. Pictured is the 17 metre working height MOB 171.

# Van'tage point

TODAY, "van mounted platforms are enjoying a resurgence in popularity," says Versalift, "particularly with the rapidly expanding CCTV market in the UK." Of course it is not just the CCTV market that it is getting its moneys worth – the energy and telecommunications industries continue to be traditional users of vehicle mounted platforms along with municipalities, motorway maintenance, street and amenity lighting contractors.

These 'short duration tasks', which, according to Versalift, typically need a working height of 6 to 8 metres, have been targeted by the company in the development of two new models for mounting on vans without the need for stabilisers. The ET26NE XS and ET30NE XS, with working heights of 9.2 metres and 11 metres respectively, can be fitted to the compact 2.9 tonne Vauxhall Vivaro, Renault Trafic or Nissan Primaster range of vans with a medium wheelbase of around 3000 millimetres. Without stabilisers, platform capacity is limited to 1 person but the use of outriggers allows the use of a larger fibreglass basket which can accommodate an extra person, while installation onto a 3.5 tonne chassis gives in excess of 500 kilograms spare payload.

Versalift also recently delivered 12 of its 14.2 metre working height ET38NF models to EPL Access, which has been investing heavily in its van mounted fleet during the past 12 months following a management buy-out at the company. "There is a great demand out there for van mounted platforms," explains Danny Cooper, business development officer at EPL. "The shorter wheelbase vans [the ET38NF are mounted on medium wheelbase (3300 millimetre) Iveco daily 50C13 vans] are more economical to acquire,

which allows us provide very competitive hire rates."

According to Gabriele Valli, general export manager at CTE, approximately 70 percent of vehicle mounted platforms are sold to rental companies such as EPL, partly due to the fact that the rental firm will often provide the after sales service itself. Versalift recently reported that its own sales to rental companies has grown by approximately 300 percent over the last three years.

Earlier in the year, CTE signed an agreement with the UK's Smart Platform Rental, which has now tallied up a total of 60 plus CTE machines. The latest deal saw the delivery of 30, 3.5 tonne chassis class truck mounted platforms as part of

**Haulotte has begun testing the waters of the 3.5 tonne truck mount class with the showcasing of its new 19 metre, TH19.**



a contract worth over £1 million. The order comprises platforms from CTE's Z-series line, including the compact Z14 with its 14 metre working height, 7 metre up and over outreach and unrestricted safe working load of 200 kilograms.

Other recent orders completed by CTE UK include four Z20 machines supplied to Kestrel Access in Bristol and two Z20's to Manlift Hire in Ireland. The 20 metre Z20 has a safe working load of 200 kilograms, an outreach of 9.5 metres and, like all machines in the Z-series, is mounted on a 3.5 tonne chassis.

Brian King of CTE UK on the company's recent success in the UK and Ireland comments:

"We were confident that the CTE product range would find a market here, and so it has proved. The unique Z20 in particular has been well received – it's already the biggest selling truck mount in the UK."

The company recently opened its factory doors to unveil its latest van mounted offering, the 14 metre working height PSA 14. "The 360 degree rotating turret is not now in the middle of the vehicle, but is fixed near the cabin to a mainframe with four automatic outriggers that work from inside the cab," explains Gabriele Valli.

"The boom is telescopic with 1 outreach extension and a rear articulated jib with 180 degree deployment allowing an upwards, vertical positioning of the jib. We believe the articulating boom system is the future over telescopic versions." CTE's CEO, Lorenzo Cipriani, told *C&A* that the company is confident in winning market share in the vehicle mounted boom sector in the UK in preparation for what he expects will be an upswing in the near future.



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## VAN MOUNTS

This new 14 metre working height PSA 14 from CTE features automatic outriggers that operate from inside the van.



Moving up the capacity chart, SkyKing reported the sale of two 35.5 metre working height, Wumag WT 355 telescopic work platforms to EPL Access, totalling five Wumag truck mount sales by SkyKing in almost as many months. Earlier in the year, Always Window Cleaning and Brogan Access each took delivery of a 35 metre WT 355 - the former company opting for MAN chassis, the latter a Mercedes - while Orion Access took delivery of the first WT355, also on a MAN chassis.

SkyKing, part of the King Trailer group, entered into an agreement with Germany-based Wumag at the end of 2002 to become the sole UK and Ireland distributor for Wumag's aerial platforms over 30 metres height.

"Since becoming agents for Wumag, the sale of five of its truck mounts has taken us from a £2.5 million up to a £3.5 million company in a very short period of time," explains Jim Longstaff, general sales manager at SkyKing. "The sales have given us serious credibility and highlight our intentions as a serious fleet hire company. In terms of the Wumag deal, Bronto Skylift at last has some competition in the UK and Ireland. We are currently talking to other customers about Wumag and are confident of more business in the near future." SkyKing's other partner, GSR, will be launching a new range of truck mounts in the 3.5 tonne chassis class later in the year.

SkyKing recently joined forces with its sister company, Trailroad, to become King Highway Products, of which a primary target market will continue to be the local authority and highway maintenance sectors.

The company recently delivered two of its 135RA platforms to Northumberland County Council for mainly street lighting maintenance work. The units are based on SkyKing's 125RA reverse articulated van mount, but provides a 13.5 metre working height compared to 12.5 metres on the 125RA. At 8.2 metres, the outreach is also increased by a metre compared with the older machine.

Also being used for light maintenance are the first two units of SkyKing's new model 159TJV, recently purchased by Hanson Estate Maintenance. The new machines feature an extendable jib and telescopic end, giving it increased working height on a 3900 millimetre wheelbase van.

Another company hoping to cash in on the UK vehicle mount market is Italy-based Oil & steel, which recently appointed the Platform Company as a fully authorised distributor for all its platform lines, including its new Snake



The latest truck mount from Oil & Steel, launched at Intermat, is its 76 metre working height Stargate 7638. The unit is mounted on a 4-axle, all-steer chassis and provides a 38 metre working radius.



Hanson Estate Maintenance have taken delivery of two newly launched 15 metre SkyKing van mounts for lighting maintenance work.



189 and Scorpion 1390 van mounts, launched at Intermat in March. Both models target the 3.5 tonne chassis market, with the articulating Snake 189 offering an 18 metre working height and 9 metre outreach, while the smaller telescopic Scorpion 1390 offers the same outreach but with a reduced working height of 14 metres.

Recent deliveries by the company include two 21 metre working height Snake 2112 to MPH Services. These 21 metre units feature all-steel telescopic booms, also mounted on a 3.5 tonne Nissan Cabstar chassis, and will be used for maintenance purposes at B&Q stores across the UK.

Those with a keen eye at the recent Intermat exhibition would have also spotted a new addition to the vehicle mounted sector tucked away on Haulotte's stand. A joint effort between Haulotte and 'another European manufacturer', the mysterious 19 metre TA19 is mounted on 3.5 tonne Cabstar 120E and features a multi stage telescopic boom, lock valves on all cylinders and 110 degree platform rotation.

Manitou also unveiled its first ever entries into the self propelled van mount market. From its new Mobile Access series comes the 13 metre working height, MOB 130 and the 17 metre, MOB 171. The company says that the unit's lifting system, comprising steel telescopic components, is now available for fitting onto Iveco and Nissan lorries, while certification is currently being obtained for other brands.

C&A

Versalift's ET-26NE XS offers a 9.2 metre working height from a 2.9 tonne GVW Vauxhall Vivaro, Renault Trafic or Nissan Primaster van. Pictured is the Renault Trafic.



Vehicle mounted platforms

# Talk to the Leaders!

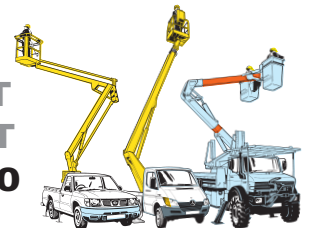


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