

SED

The pessimists were silenced by the end of this year's 'best ever' SED. **Rosie Gordon** talked to some exhibitors.

Whilst valiant stall holders struggled with the predicted wind, rain and mud on the Monday before the show, by the time visitors started to arrive on Tuesday, a freak three day heat wave had arrived.



Brian Crisp and Joe Lyon of Cranes UK and Futoshi Kimura of Tadano Faun with the Tadano Faun ATF 80-4, purchased for Marsh Plant Hire.

A bit like the weather, people suddenly cheered up. Many had predicted the show would be a wash out – but afterwards, many have said that it was a great, if not their best, SED.

Why the turn around? Well, visitor numbers were the highest ever, and apparently they were of a very high quality. Liebherr's David Milne probably ran away with the biggest number of sales. "I'm still working on a number of deals, but subject to details, it looks like we have made up to 16 sales as a result of showing at SED", he says. "We got our message across loud and clear – we were there, with a powerful display. Customers got a lot of confidence from it – especially compared to other manufacturers who were absent.

"Most of the people we wanted to see did turn up – but it was surprisingly good considering our expectations beforehand."

"The cranes sold were 1055s, 1080s and MK80s. Millennium Lifting arrived on the stand on Tuesday for a 45-50 tonner and went away having placed an order for a new 50 tonne 3-axle LTM1045 which was launched at SED. We have sold three of those already, and two more are pending."

Tadano Faun, Terex and Spierings also had impressive stands at SED. Vanson used the show to launch its VCT25 'fast tow' self erecting tower crane to the UK. It is completely self contained and very easy to transport. It gracefully folded and unfolded throughout the show.

Meanwhile, NRC showed off a new Sumitomo crawler, the SC700-5, and teamed up with Wylie Systems for SED, equipping the crane with the W3200 Rated Capacity Indicator.

Despite JLG and Skyjack's absence, all other major access players were in evidence and, from the top of Upright's new LX31 SupaDeck scissor lift, we could see a pretty healthy industry and visitor turnout.

In the US, Upright should be coming out of Chapter 11 by the time you get this magazine. Marketing manager Pam Penny told *Cranes & Access* "It's been tough, and very hard work, but we are about to reap the rewards. Upright has kept its presence in the market place by attending shows such as SED and putting on a good display."

Liftflux Potain was represented by Russon Access at the show, with nine scissor lifts, six of which were seen for the first time at SED.

These included SL 320-30D, the tallest scissor lift in the world, with a 32 metre platform height. The working load is 1,400 kilograms. The deck can be fitted with a 6 metre scissor lift, to take the combined working height to 40 metres.

Oil & Steel is a growing presence in the UK's access industry. It used SED to announce its appointment of Grovegate Engineering Ltd to be its new UK distributor. Grovegate's depots are based in Oxfordshire and Malvern.

At Versalift, examples from the new VLR 130T range of platforms mounted on Land Rover Discoveries were displayed, alongside other products. Richard Tindale at Versalift said "It was the best SED we've ever had. The leads were of a very high quality and we sold an ET30 NE off the stand. We are now in discussions for other sales."

Andrew Brown, for Kobelco, had



more mixed opinions "On Wednesday I was rushed off my feet. There were lots of interesting people and new prospects. However, Tuesday and Thursday were dead. The British Construction industry is building itself up from rock bottom and some prominent people were obviously too busy to come. There were lots of Irish users, which is indicative of the very active market over there at the moment.

"I did get enquiries", he said "but not as many as I'd hoped. I think the people who are interested in buying can now take advantage of a very consolidated UK industry and have the information they need readily at hand."

Phillip Hodges of EH Hassell represents Sennebogen cranes in the UK. His experience of the show was more positive. "It was very good – lots of new, interesting people; senior people from the construction sector and larger civil engineering firms. I won't know the real results for three months but we brought two machines over to SED especially and I think one of them is sold."

It makes sense, of course, that those who had success and sales are going to be more than happy to talk about it. But I did find one dissenter.

Phil Allan of PJ Allan chose not to exhibit and was unimpressed with SED. "The lack of players made the show look bad", he said. "I would have been disappointed as an exhibitor and I'm not sure that this show is really part of the access industry's future."

Mr Allan is not alone in that opinion, and some shows just seem to work better for certain companies than for others. However, we will take the majority vote and rate the show as a success.

This is a meagre picking from a very good array of companies exhibiting in Milton Keynes this year – due to confines of space we cannot do more. However, *Cranes & Access* would like to congratulate all of its fellow exhibitors – see you there next year! ■

Record attendance

The final official attendance figure at SED was 19,791 – a 16.6 per cent increase on last year's four day show. According to the ABC audit visitors came from all sectors

Vanity pays off at Facelift

Perhaps inevitably, PR-conscious Facelift won the Silver Award for Excellence for their

of the construction industry.

The show covered 108,874 square metres of farmland just outside Milton Keynes, in which were several new initiatives. The Concrete Show @ SED, The Truck Zone, Hire it @SED and The Business Advice Centre all reported a successful debut.

stand in the Cranes & Access Village. It featured the new Moog underbridge unit, just added to the Facelift fleet, as well as a Smart car in a man basket, a lake and a bar with plasma screens.



CPA best practice lifting guide

On May 15 the CPA (Construction Plant-hire Association) launched its new 'Best Practice Guide for Crane Hire and Contract Lifting', to coincide with the SED event.

The atmosphere was edgy at the presentation, which involved speakers from Ainscough Crane Hire, the HSE and the CPA. "Guidelines on this have been out for about ten years", said Colin Wood. "Most crane hire companies paid them lip service and assumed customers had it all in hand. But now you really must apply them."

To emphasise the importance of applying the Guide, Professor Stephen Hardy gave a talk about the implications

of the new Corporate Manslaughter rulings – see *Cranes & Access 4.3*.

The HSE has endorsed the Guide in a joint initiative with the CPA. The document sets out the procedure to determine whether the supply of a crane will be under a contract lift or simple crane hire. It shows the preparation of a method and risk statement, and details the required site supervision.

Many representatives from smaller hire companies voiced concern that the extra paperwork and manpower would be impossible. Wood stressed that much of the new guidance would only reinforce actions that companies were already taking.

Technology to the rescue

Etransport manager (ETM) was there, offering crane companies a revolutionary new system to run 'every aspect' of their businesses.

With abnormal loads management and documentation,

service and staff management, customer history, vehicle management and many more features, Strategies, the company which developed it, believes that it could be the answer to the prayers of many an harrassed office manager.

It also presents legal and health and safety benefits.

IPAF stops 'irresponsible' charity lift

Paul Adorian, managing director of IPAF, caused the major news at SED this year.

NMT had proposed to use a crane to lift people 300 foot in the air, in a ten-man basket, suspended from a 200 tonne crane, to raise money for The Lighthouse Club. When Adorian heard of the scheme, he stepped in, describing the idea as 'a wontonly irresponsible misuse of a crane to lift people.'

Once the HSE was consulted, it ruled that the crane lift at SED was classed as a fair-ground ride. Only the day before the show did the HSE discover that responsibility for enforcement of safety standards was down to Milton Keynes Council. The council then took



action under LOLER.

According to LOLER, the lift did not represent 'exceptional circumstances' under which a crane could be sued to lift people, and therefore the council banned the lift.

Meanwhile, NMT rose above the inevitable gossip with an excellent stand. Pictured is Mark Ambridge, showing off the results of a badly burnt crane refurbished.

Army surplus



Colt cranes has bought a consignment of 2 tonne telescopic cranes from the US Military, who had little use for them. They were originally designed and manufactured by Grove.

Colt has negotiated an exclusive deal to import these

surplus cranes to the UK, where they will undergo a complete strip and overhaul, with replacement of all hydraulic lines, full re-paint, new control block and winch cable. The Colt TC 370 cranes have full CE approval.

Good news for Promax

Basket's UK agent, Promax Access, reported a successful show. According to marketing manager Shaun Day, a RQG12 battery powered 12.2 metre tracked spider platform was sold to IDS Construction of

Harrogate – who turned up at 4.30 on the first day of the show. 'They came to buy a skip loader', he said, 'but were so impressed that with the Spider that they decided on a purchase there and then.'

An RQG30 was sold to AJ Access, as well as an SEL 22 metre platform with articulated boom and oscillating axle.