

# cranes & access

April 2008 Vol. 10 issue 3

**All  
Terrain  
Cranes**

**Loader  
cranes**

**Mast  
climbers**

**SED  
preview**

Your experienced partner in...  
**...powered access platforms.**



- Large inventory of new machines from major manufacturers
- Machines supplied in the condition you want
- We make it easy and speak your language
- We offer OEM replacement parts for most brands
- A second to none after-sales service
- A designated division for aluminium scaffolds systems



The number 1 is  
always on top!

  
**PlatformSales**  
EUROPE

PlatformSales Europe • Maxwellstraat 50 • 3316 GP Dordrecht • The Netherlands

T. +31 78 65 217 65 • F. +31 78 65 217 60 • E. [sales@platformsaleseurope.com](mailto:sales@platformsaleseurope.com) • I. [www.platformsaleseurope.com](http://www.platformsaleseurope.com)

## On the cover:

Palfinger's spectacular acrobatic launch of its new range of High Performance models at SAIE last year.



17

Mastclimbers



36

All Terrain cranes



44

Loader cranes



**SUBSCRIPTIONS:** Cranes & Access is published eight times a year and is available on payment of an annual subscription of £40.00. If you wish to subscribe, please send a crossed cheque made payable to The Vertikal Press Ltd to: Subscriptions, The Vertikal Press, PO Box 6998, Brackley, Northants NN13 5WY. Address changes should also be sent to this address. Please include the address label from a recent issue with all correspondence and allow 3 months for changes to be effective.

### SUBSCRIBE ONLINE AT:

[www.vertikal.net/en/journal\\_subscription.php](http://www.vertikal.net/en/journal_subscription.php)

**BULK DISCOUNTS:** These are available to companies wishing to take out multiple subscriptions. Please contact the subscriptions manager for more details.

Tel: +44 (0)8707 740436 Fax: +44 (0)1295 768223  
E-mail: [info@vertikal.net](mailto:info@vertikal.net)

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.

While every effort is made to ensure the accuracy of information published in Cranes & Access, the Editor and Publisher can accept no responsibility for inaccuracies or omissions. Views expressed in articles are those of the authors and do not necessarily reflect those of the Editor or Publisher. Material published in Cranes & Access is protected under international copyright law and may not be reproduced without prior permission from the publishers.

Comment 5

News 6

Ainscough acquires James Jack, Platform Crane deal approved, Mammoet places record order, Ex Liebherr director hit for £1 million, New York and Miami tower crane accidents, New Manitowoc 2,300 tonne crawler, Bronto to sell direct, Terex Twin for China, Easi UpLifts moves into Holland, Dino expands, Ranger changes name, Sany wins 36 machine order, Davis joins MEC, Kestral joins Panther.

Mastclimbers 17

Despite looking the same, there have been significant developments in the mastclimber world. The latest products offer increased versatility, are easier to erect and transport and offer a much wider capability to be modified for tricky applications with standard systems and components. We take a look at the developments and a few applications.

Conexpo review 25

The sun certainly shone for the Conexpo 2008 with new records for attendance, exhibit space and exhibitors accompanied by blue skies and temperatures in the mid 70's. Even the North American construction industry was in a positive mood. We bring you the show highlights.

SED preview 31

The third SED show at the Rockingham Speedway venue opens its gates next month. This year the combination of free parking and better traffic management should make a huge difference getting in to see the latest machines. Take a look at what's new at the show.

All Terrain cranes 36

We chart the history of the All Terrain crane, look at the latest developments and ask whether the once dominant truck crane can make a return.



# C&A contents

Loader cranes 44

What do you use if you need to lift a tyre, generator or slabs off the back of your flatbed 4x4 or out the back of a Transit van? C&A takes a look at the smaller end of the loader crane market.

Face to face 62



Mark Darwin talks to Peter Issitt, managing director of Crowland Cranes primarily about Zoomlion truck cranes but also about the huge array of other crane services his company offers.

## regulars

Innovations 51

PASMA focus 53

ALLMI focus 55

Training 57

IPAF focus 59

Books & Models 60

Your letters 61

What's on 64

Recruitment ads 65

On-Line directory 68

In the next C&A

The May issue will feature: Telehandlers, Trailer and aluminium cranes, Van mounted platforms and a stop press preview for SED.



Wear a full body harness with a short lanyard in boom type platforms

# Aerial platforms



# IPAF trained operators



# Safe effective work at height



IPAF Approved Training Centres train more than 70 000 operators per year worldwide in the safe and productive use of modern platforms - its PAL Card is recognised everywhere as proof of high quality training.

International safety legislation increasingly demands proper training and your business relies on the productivity of your operators. So insist on IPAF training for operators to get every job at height done effectively and in complete safety.

**Contact IPAF for full details now**

Call +44 (0)15395 62444 Email [info@ipaf.org](mailto:info@ipaf.org)

- Find your nearest IPAF Training Centre
- Learn how to become an IPAF Training Centre
- Discover how to join IPAF and how IPAF can help your business

IPAF, Bridge End Business Park, Milnthorpe LA7 7RH, UK  
Also in France, Germany, Italy, Netherlands, Spain, Switzerland and USA  
IPAF training is certified by TÜV as conforming with ISO 18878



The world authority  
in powered access



[www.ipaf.org](http://www.ipaf.org)



# cranes & access

## The Vertikal Press

PO box 6998 Brackley NN13 5WY, UK  
Tel: +44(0)8707 740436 Fax: +44(0)1295 768223  
email: info@vertikal.net  
web: www.vertikal.net

### In Germany:

#### Vertikal Verlag

Sundgaualle 15, D-79114,  
Freiburg, Germany

Tel: 0761 8978660 Fax: 0761 8866814  
email: info.vertikal@t-online.de  
web: www.vertikal.net

### Germany, Scandinavia, Austria and Switzerland

Karlheinz Kopp, Vertikal Verlag,  
Sundgaualle 15, D-79114, Freiburg, Germany  
Tel: +49 (0)761 89786615  
Fax: +49 (0)761 8866814  
email: khk@vertikal.net

### Italy

Fabio Potestà, Mediapoint,  
Corte Lambruschini,  
Corso Buenos Aires 8, V Piano-Interno 7,  
I-16129 Genova, Italy  
Tel: 010 570 4948 Fax: 010 553 0088  
email: mediapointsrl.it

### The Netherlands

Hans Aarse  
39 Seringenstraat, 3295 RN,  
S-Gravendeel, The Netherlands  
Tel: +31-78 673 4007 Mobile: +31(0) 630421042  
email: ha@vertikal.net

### Russia

Cranes&Access Russia  
DM Publishing 127287 Pocc  
Moscow  
tel. +7 (495) 685 94 28  
fax +7 (495) 685 94 29  
e-mail: matrosova@vertikalnet.ru

### UK and all other areas

Pam Penny  
PO box 6998 Brackley NN13 5WY, UK  
Tel: +44(0)8707 740436  
email: pp@vertikal.net

### Design & Artwork by:

bp design Ltd.  
Tel: 01707 642141 Fax: 01707 646806  
email: studio@bpdesign.info

ISSN: 1467-0852

© Copyright The Vertikal Press Limited 2008

The Vertikal Press also publishes:



For users & buyers of lifting equipment

April 2008 Vol. 10 issue 3

### Editors:

Leigh Sparrow  
Mark Darwin

### Associate Editors:

Rüdiger Kopf (Freiburg)  
Alexander Ochs (Freiburg)  
Andrew Klinachev (Moscow)

### Sales & customer support:

Pam Penny  
Karlheinz Kopp

### Production:

Nicole Engesser

### Publisher:

Leigh Sparrow

**Vertikal**  
Press

The Vertikal Press Ltd.  
MEMBERS OF



Letters, emails, faxes and  
phone calls are welcome and  
should be sent to:

The Editor,  
cranes & access,  
PO Box 6998, Brackley  
NN13 5WY, UK  
Tel: +44(0)8707 740436  
Fax: +44(0)1295 768223  
email: editor@vertikal.net

# C&A

comment



## Slow down? What slow down?

Those attending the recent Conexpo show could be forgiven for coming away a little confused. We've all heard what a poor state the US housing market is in and how the battered financial markets are not lending to anyone who doesn't already have the money themselves.

So with all this negative press it was only natural to expect show numbers to be down and attendees to be a little gloomy or at least concerned about this year's prospects. Nothing could have been further from the truth.

Record numbers flocked to Las Vegas, the big manufacturers spent lavishly and visitors were generally upbeat and confident. Slow down? What slow down?

Perhaps Conexpo's visitors are too busy to read the papers or listen to the news? Or if they do, they obviously don't take as much notice as we do in the UK? Residential construction in the USA is significantly down, along with the Dollar, so if you were a small house builder or selling European-built telehandlers in the USA, you could be forgiven for being a tad pessimistic. For the rest, though, business is still pretty good. Commercial construction remains buoyant, infrastructure investment is on the up and a massive spending programme on power stations and other power-generation projects is set to run for many years. All good stuff for cranes and access equipment.

The UK and Ireland are in better shape than the US in terms of economic outlook and yet if you pick up a paper, listen to the radio or watch the TV news, you'd think the great depression was just over the horizon. The big problem is that in the UK we more easily accept the negativity that the mass media seems to revel in and which can then easily become a self-fulfilling prophecy.

Certainly 2008 won't be quite as good as 2007, but it's shaping up to exceed the industry's 10-year average and that's no bad thing. Perhaps we should take a leaf from the Conexpo visitors' book.

Mark Darwin

Please mail, email or fax any comments you may have, to the editor, stating if we may publish them or not.

**Vertikal**  
.net



## Ainscough draws a Jack

Ainscough Crane Hire, the UK's largest crane rental company has wasted no time following its Bank of Scotland supported MBO last year and is back on the acquisition trail, purchasing James Jack Lifting Services of Scotland for an undisclosed sum. Jack was listed as the seventh largest mobile crane company in the 2007 C&A Top 30 UK/Ireland crane hirers with a fleet of around 60 cranes, the largest of which is a 500 tonner. It is also a member of the UK's National Crane Hire Group, the

association of independent crane companies that have grouped together to provide a national service for their customers in competition with Ainscough.

The company operates from four locations - Invergordon, Aberdeen, Dundee and Grangemouth, while Ainscough has three locations in Scotland, Glasgow, Falkirk and Edinburgh. We understand that Jimmy Jack has agreed to remain with the business for three to six months.



## Lavendon closes Platform deal...

**The Lavendon Group has completed the acquisition of The Platform Company, the UK's second largest powered access rental company. The deal was agreed in early March and values The Platform Company at £79.1 million, made up of £18 million in cash plus £2 million Lavendon shares on completion, £3 million in cash and 885,000 shares after a year, a further £2.5 million and 885,000 shares after two years and £4.1 million in cash on the third anniversary of completion. Lavendon will also assume up to £33 million in debt.**

The Platform Company had revenues last year of £31 million with a pre-tax profit of £5.9 million. The deal takes Lavendon's UK fleet to well over 15,000 units, with revenues approaching £140 million. The company was 'born' on February 12th 2002 when Grant Woodward, Lee Perry and other senior managers completed a MBO of Mitie Powered Access. The management team is staying with the business, which will initially operate as a separate business within Lavendon UK. In the long term it is likely to merge with Nationwide Access, possibly under a new name.

## ....And announces record numbers

On the same day it announced the acquisition, Lavendon released its 2007 results. Revenues were up 49 percent to £188 million, while pre-tax profits leapt by 178 percent to £21.4 million. Its UK business saw revenues rise by 30 percent to just under £106 million, while operating profits increased by 40 percent to £17.1 million.

## Tower crane kills seven

As Conexpo closed its doors, news came through of one of the worst tower crane accidents on record. A Favelle Favco luffing tower crane with around 60 metres of tower crashed across two streets in Manhattan following an error made while it was being climbed.

The tower fell across 51st street, striking the top of a building opposite. The tower broke, throwing the superstructure and jib into a building across the opposite side of 50th street. Six construction workers including the operator were killed along with tourist staying in the building on 50th street that was completely demolished. A further 24 people were injured, some seriously.

It now seems almost certain that the accident was caused by the failure of a nylon strap, holding a six tonne anchor collar in place, via chain blocks, while it was connected to the 18th floor. After the straps failed the collar dropped down the tower, smashing into the collar and anchor on the ninth floor breaking it free and causing the two to fall all the way to the bottom anchor. With no support and the counterweight positioned over the street, the tower fell.

## Inspector arrested

Following the accident it came to light that a New York crane inspector, Edward Marquette, 46, had forged an inspection report on the crane, some nine days earlier, after a local resident complained that the crane was not stable. It turns out that he never even visited the site. An inspection had been carried out the day prior to the accident, in order to approve the climb and everything was reported to be in order. The crane was owned by New York Crane and was being operated by JCI Equipment for the contractor RCG Construction Group.

## New rules implemented

Following the accident, New York launched an inspection of all 253 cranes in the City. Shutting down a number of sites for serious safety lapses, it has also banned all tower crane climbs unless an inspector from the City's building department is on site to observe and ensure all proper procedures are carried out. For more information go to [www.vertical.net](http://www.vertical.net) and put New York in the News search box

## ...And two die in Florida

Barely 10 days later, a Liebherr crane being climbed in Miami dropped a six metre long tower section which fell through the roof of a house on site being used as a safety office. The falling section killed two men and injured a further five, one seriously. The main contractor was Bovis Lend Lease while the crane was owned and operated by Morrow Equipment. It has still not been confirmed whether the section fell from the crane's hook or from the climbing gantry. The accident happened just a few days after Miami Dade County approved tough new inspection and certification rules.

The section went clean through the roof



The main tower leans precariously against a building



Masses of rubble around the top half of the crane hampers rescue work



The fallen section is lifted clear of the house



The new Manitowoc Model 31000

# Manitowoc's biggest ever crane

Manitowoc is to introduce its largest ever crane. Dubbed the Manitowoc Model 31000 it will have a maximum lifting capacity of 2,300 tonnes with a maximum tip height of almost 200 metres.

The new model - the first of which has been sold by Manitowoc dealer, Shawmut Equipment to Bulldog Erectors of Newberry, South Carolina - combines new ideas with some new takes on classic Manitowoc designs of the past.

As it is joining the large crawler crane market late and buoyed by the recent success of its radical Grove GTK1100, Manitowoc has taken great pains to be as innovative as possible with the Model 31000.

By introducing a new hydraulically Variable Position Counterweight (VPC) it says it will keep the crane's centre of gravity over its four trunion mounted tracks. These tracks will allow greater pick-and-carry capacities while keeping the machine's footprint relatively small at 17 metres by 20 metres when the counterweight is retracted.



The Variable Position Counterweight



Manitowoc and Mammoet celebrate the order at Conexpo

While the 31000 follows the Model 21000 with its four crawlers, the 31000 uses four single tracks, rather than the dual crawlers on the 21000. And in place of regular slew bearing it uses a 12 metre roller path slewing ring - reminiscent of some of Manitowoc's earlier Ringer attachments - to keep loads evenly distributed over the four track assemblies.

The 31000's main boom has a maximum length of 105 metres, with fixed jibs of up to 42 metres and a luffing jib of up to 102 metres. The maximum height combination is 192 metres. The company says that it dismissed any idea of a twin boom for transportation reasons. Manitowoc is claiming a total of 85 trucks and 12 days of erection for a typical set up. The first unit should be ready for delivery some time in 2010.

## ....And takes its biggest order

No sooner had it announced the Model 31000, Manitowoc confirmed that Dutch-based crane and transport specialist Mammoet had given it a record order worth \$90 million (£45 million). The deal, which will be scheduled for delivery over the next two years, includes 60 Grove All Terrain cranes and seven Manitowoc crawlers - two Model 21000 and five Model 16000s. The order is a record for both Mammoet and Manitowoc and forms a central part of the major expansion plan currently underway by Mammoet.

## Ex Liebherr director hit for £1 million

Peter Walker - an ex finance director of Liebherr Sunderland Ltd, a division of Liebherr Nenzing, the marine and duty cycle crawler crane manufacturer - has been ordered to pay Liebherr Sunderland and Liebherr Nenzing a total of more than £1 million (£822,000 plus £196,000 interest) as a result of a civil action by Liebherr to recover assets. No criminal case has been filed in the UK. Walker was listed as the first defendant while Harald Muehlhauser a Nenzing director and former Sunderland service manager was named as the third and Gary Cockburn an accounts clerk in Sunderland listed as the fourth defendant. The second defendant was unnamed.

All four men involved in the civil suit were dismissed by Liebherr in April 2007.

Muehlhauser was ordered to pay Walker over £196,000 plus his legal costs, while Cockburn was ordered to pay him almost £140,000. Muehlhauser, a successful employee within Liebherr's marine crane and offshore business was arrested in Austria last year and held for a couple of months before eventually being released on bail. He may yet face a criminal trial and a jail sentence.

## SGB buys Sovereign

SGB UK, the façade scaffold to powered access rental company, has acquired Sovereign Access Service, the Jarrow (Newcastle) based mastclimber and suspended platform rental specialist. Sovereign also has an operation in Birmingham and will now trade as SGB Sovereign.

In addition to its mast climber business, Sovereign also rents, suspended platforms and cradles, ship tanker access systems and storage tank access equipment. The deal will enhance SGB's already strong position within the UK mast climber market.

A Bronto F32RL firefighting platform in action recently at the North Wales Police HQ

## Bronto goes direct

Bronto Skylift, the large truck mounted aerial lift manufacturer, has taken on Alan Cowper who will be responsible for overseeing both technical and sales support for Bronto in the UK and Ireland. Cowper was previously with Blue Line Access, Bronto's UK dealer that called in the administrators in late March. Cowper has been involved in the truck mounted aerial

lift market since 1989 when he joined EPL, one of the UK's leading truck mounted rental companies. Sales and support for Bronto's range of firefighting platforms, handled by Anglocoare are not effected by these changes. Co-operation with Ray Foster concerning maintenance and repair of the firefighting lifts will also continue as normal.

## Manitowoc buys in China

Manitowoc Crane Group has acquired 50 percent of TaiAn Dongyue Heavy Machinery a truck mounted crane manufacturer located in TaiAn City, Shandong Province, approximately 300 miles south of Beijing. TaiAn Dongyue was founded in 1972 and has a new, 57,000 square metre purpose-built facility similar in size to the Grove plant in Shady Grove. Employing more than 900, it specialises in the manufacture and assembly of truck mounted telescopic cranes for the Chinese market with a product line of 10 models, ranging from eight to 50 tonnes capacity. The move follows Terex's purchase of 50 percent of Sichuan Changjiang Engineering Crane Co in Luzhou, Sichuan Province in 2006. Non Chinese companies are currently prohibited from buying more than 50 percent of truck crane manufacturers.

## Another Twin

Terex has announced an order for its 3,200 tonne capacity CC8800-1 Twin crawler crane from China Nuclear Engineering and Construction Corporation (CNEC), the largest nuclear power construction company in China. Its first job will be at the Haiyang nuclear power project site located in Haiyang County, Shandong Province.

The deal for the world's largest crawler crane is reported to be worth more than RMB200 million (\$28.5 million). CNEC is a state-owned enterprise based on former China National Nuclear Corporation companies and administered by the central government.



The Terex CC8800-1 Twin

# Tower crane take-over

Kranenbouw has taken over STK (Stravers Transmate Kranen) making it one of the largest tower crane rental companies in the Netherlands. The combined fleet now totals more than 150 cranes as well as an extensive service and maintenance team. As an independent rental company, Kranenbouw has built up a fleet of Liebherr, Comansa, Peiner, Saez and Jost cranes. The company is also a Saez dealer for self erecting cranes and telehandlers as well as dealer for Platform Basket self propelled aerial work platforms in the Benelux countries. It also manufactures Jost flat top cranes under license, selling them to rental companies all over Europe.

STK Travers is currently the importer of Terex-Comedil in Holland and has probably one of the most modern fleets of flat top cranes in the country, mainly Terex Comedil CTT models, as well as some Liebherr, Jaso and Jost cranes delivered by Kranenbouw. Berry Stravers will head the rental and sales departments with particular emphasis on rental.

## Cable car crane

The Unic 706 being transported on a specially adapted platform



Specialist haulage company, Emil Egger, recently hired a Unic 706 from Unic's Swiss dealer, Senn AG to shift and install heavy equipment at a power station located in Robie, high in the Swiss Alps. Some 1,900 metres above sea level the power station can only be reached by cable car. The crane and a five tonne forklift truck were transported up the mountain in a specially adapted cable car with a loading platform. Once at the top, the forklift was used to off-load various smaller components, while the crane was used to lower the larger objects - some weighing up to three tonnes, approximately 15 metres into position.

## LMS loses Energy

LMS Capital has sold its entire stake in Aberdeen-based Energy Cranes International to a management buyout team backed by Close Brothers Private Equity for £83 million. Energy Cranes owns Sparrows Offshore and Titan Cranes employs around 2,000 at 21 service bases around the world. In addition to selling new and used cranes it provides crane operators, mechanics and spare parts. The company has annual revenues in the region of £110 million.

## Hiab in SA

Loader crane manufacturer Hiab has acquired a majority stake in South African based Bowman Cranes, its long-term agent in the region. Hiab together with Bowman's largest shareholder, Phakisa Fleet Solution, will form a joint venture under the name of Hiab (Pty) Ltd. The company's revenues in 2007 were around €18 million and it employs 70.

## Vertikal.net record breaker

Vertikal.Net broke all records in March with almost 3.9 million hits and 82,000 visitors viewing the best part of a million pages.



# New Clear Line flat top

Wolffkran's latest in its Clear Line range of flat top tower cranes, is its smallest. The 140 metre/tonne load moment 6015Clear joins the 180 metre/tonne 6023Clear and the 224 metre/tonne 6031Clear and will be available to ship in April. The unit has a maximum lifting capacity of 8.5 tonnes at up to 14.8 metres radius and a jib tip capacity of 1.5 tonnes at 60 metres.

Featuring three different tower connections, it can be fitted to the UV 15, TFS 20 and UV 20 towers. It also offers two frequency controlled winch options, which offer up to 115 metres per minute line speeds even with the full 1.6 tonne jib capacity. The two line trolley is the same standardised unit that is used on the other Clear Line cranes and is provided with a service platform/cage. Using this, the erector can travel to the end of the jib and can also reel in the hoist cable from the basket avoiding the need to walk along the jib.

The counter jib is manufactured in one piece with dimensions optimised for container transport. A permanent 1.8 tonne counter weight block is incorporated into the counter jib structure while 10 identical 2.05 tonne counterweight slabs are installed directly in front of the winches.

*Note the rear mounted winches and equal counterweight segments*



## Up and up for Ashtead

Ashtead, the parent of Sunbelt Rentals in North America and A-Plant in the UK has reported nine month revenues of £760.7 million, up 15 percent. A-Plant contributed £160 million - up 14 percent on the same period in 2006 while its operating profits increased 54 percent to £21.9 million. Group pre-tax profits were £95.9 million.



## Norwegian's would

Norway's Kynningsrud and Stangeland Groups have agreed to merge their two crane rental businesses - Kynningsrud Kran and Stangeland Kran - into a jointly held company called the Nordic Crane Group. The two crane companies will continue to trade under their own names and management. With a combined total of almost 300 mobile cranes - from 20 to 600 tonnes capacity - the two companies claim that the combined business will be the largest crane company in Scandinavia.

## Very good Veri-Tek

Veri-Tek, the owner of Manitek boom trucks and Noble, Lowry and Liftking fork trucks boosted revenues by 163 percent to \$107 million last year largely due to a full year contribution from Manitek. Pre Tax profits were just under 2.3 million, compared to a pre tax loss of \$786,000 in 2006.



**HOSE DOCTOR®**

24 HOUR ON-SITE HOSE REPLACEMENT

# CUT DOWNTIME

## CALL IN THE HOSE DOCTOR

### HOSE DOCTOR benefits include:

- National coverage, 24 hours a day, every day
- 1 hour maximum waiting time (unless otherwise informed)
- National freephone number 0800 373 587
- Trained technicians using only genuine Parker parts
- No hose assembly, cleaning or pellet charges
- No consumables charges



FOR FURTHER INFORMATION CALL

# 0800 373 587





## Dino expands

With increased demand for its expanding range of lifts, Dinolift of Finland has completed its 3,500 square metre of production facility expansion. The new building will produce the company's XT and RXT models and include new-style production lines which, it says, will significantly increase production. The additional space and improved efficiency, together with additional employees, will provide a significant boost to the company's overall capacity, along with additional flexibility. Dino says it will build its 8,000th aerial lift later this year, the company shipped its 5,000th lift less than 18 months ago.

## Vp on buying spree

UK rental company Vp, (Vibroplant) the owner of UK Forks has made two acquisitions within the space of a week. First was UM (Holdings) and its subsidiary U Mole for a total price of £4.5 million, followed by the purchase of Redding hire of Wellingborough for £2.9 million. U Mole, operates across the UK from its base in Cambridgeshire and hires and sells trenchless installation equipment to the utility contracting markets. Redding is engaged in the hire and sale of trench shoring products and earth moving equipment to the construction and civil engineering sectors.

## O'Shea chairman

Kevin O'Shea



Kevin O'Shea of Atlanta-based Mastclimbers, has been elected chairman of the IPAF Mast Climbing Work Platforms (International) Committee at its last meeting held in Las Vegas during Conexpo. "The MCWP International Committee has many challenges and opportunities to address in the next few years," said O'Shea, "including the introduction of new regulations and training standards into new territories and the representation of its members' interests and best practice."

## Easi does it

Easi UpLifts - the Irish-based aerial lift sales and rental company - has opened its first operation in continental Europe with a sales base in Holland. Ronan MacLennan, previously responsible for the company's used equipment

business has been promoted to new business development manager and has relocated to Nieuwegein, just south of Utrecht. "We are strengthening our sales operation on the continent in tandem with our entry into the European rental market," said MacLennan. "We will have a large number of 'ready to go' machines to offer directly to the customer."



(L-R) Patrick McArdle, Ronan MacLennan and Fergus McArdle at the Big 5 show in Dubai last November.

*Get Lifted*

DINO 240RXT

Smoothly to Rough Terrain

www.dinolift.com

**DINO Lift**

# Ranger now Spiderlift

Ranger Equipment, the Teupen distributor for the UK and Ireland - has changed its trading name to The Spiderlift Company to better reflect what it does. The name change is coupled with a major expansion for the business that includes a new corporate identity and a move to larger premises later this year.

The company is also recruiting additional service staff in order to keep pace with demand and is also scheduled to take on the Dinolift product line.



A Teupen Leo 50GTX working for the UK's National Grid

# Skyjack in telehandler talks

Skyjack the Canadian-based aerial lift company is negotiating the acquisition of the Ingersoll Rand telescopic handler assets from Volvo Material Handling Equipment. The acquisition would include four fixed frame telehandler models and two RT forklifts. Skyjack purchased Carelift heavy-duty Zoom Boom telehandlers last year and it is expected that both Carelift and the Ingersoll Rand models would be built in new plant that Skyjack has commissioned for telehandler and boom lift production.

Linda Hasenfratz, chief executive of Linamar - Skyjack's parent company - said: "The addition of Volvo's Material Handling Equipment products will complement our premium Zoom Boom telehandler brand, allowing us to bring our products to a broader group of customers."

Linamar, has also released its 2007 results. The industrial division, which is largely made up of Skyjack aerial lifts and more recently Carelift, saw revenues climb by almost 26 percent to around C\$477 million (\$482 million).



The VR1056 is the largest of the units Skyjack is hoping to acquire

# Toyota distributes Aichi

Aichi has reached an agreement with Toyota Material Handling USA, to distribute its self propelled aerial lifts in North America through its 150 fork lift outlets.

Alan Dotts general manager of Aichi USA said: "This is a good move for Toyota and Aichi, giving us a well developed network for after sales support and distribution." With Toyota USA now involved directly in the distribution of Aichi lifts, expect to see local production back on the agenda before too long.



# Palfinger up again

Palfinger revenues for 2007 rose by almost 19 percent to €695.6 million, while pre-tax profits increased by over 35 percent to €102.4 million. Loader cranes, which are largely sold in Europe, represent more than 73 percent of the total sales at €510 million. Palfinger said that it had made strong progress in Eastern Europe, particularly Russia, as well as Central and South America. The USA which represents around five percent of its revenues was affected by the real estate/financial crises as well as the weak dollar against the Euro.

Vehicle mounted access  
New vehicles  
New build  
Service  
Training

1 Altendiez Way, Latimer Park,  
Burton Latimer, Northants. NN15 5YT  
t:01536 721010 f:01536 721111  
e:sales@versalift.co.uk

APPROVED  
IPAF  
TRAINING  
CENTRE

www.versalift.co.uk

# Approved Hydraulics

sole UK agent for

PESCI CRANES

Bakker Hydraulic bv

BALTRATORS



Long Boom and Short Boom Machinery Cranes. Range from 2.5 to 92 t/m. Full range of Hydraulic Equipment.



Visit us at **SED SHOW**  
13-15 May 2008, Stand 733 Avenue Q

Full range of Hydraulic GRABS to suit lorry cranes or small excavators

Tel: 0161 273 1999 - Fax: 0161 273 7979  
Email: sales@approvedhydraulics.co.uk  
www.approvedhydraulics.co.uk



# Access Days

This year's Access Days event will be held over three days rather than the usual two. The event, now in its fifth year, has grown from the original open day at Niftylift's factory in Milton Keynes to become a popular 'get together' for the UK access industry. The dates are May 13th, 14th and 15th.

Held at the Kingfisher Country Club at Deanshanger near Milton Keynes, principal hosts Nifty and Skyjack will be joined by new company R2 Access Platforms with the Manitou boom lift range.

As usual there will be a free barbeque lunch and a heavily subsidised bar with all proceeds going to The Lighthouse Club. A round of golf will be arranged for anyone who wants to hack around the nine hole course and for those staying overnight, an evening meal and live entertainment has been booked.

## Ahern up

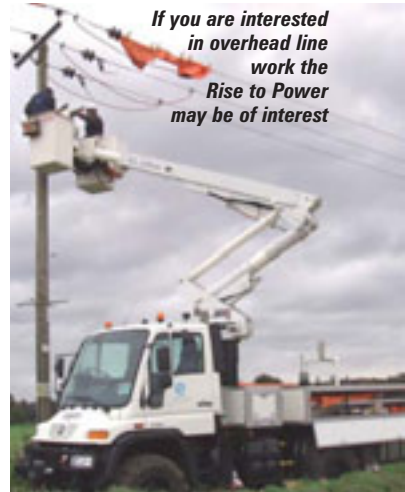
Ahern Rentals, the largest privately owned rental company in the USA with a fleet of 20,200 aerial lifts and telehandlers as well as 13,000 general rental machines, has posted full year 2007 revenues of \$342 million (£174 million), an increase of 29 percent compared to 2006. Rental revenues were up by 24 percent on the year with same location - like for like - revenues up by over 19 percent. Pre tax profits dropped from \$25.2 million to \$21.9 million a fall of 13 percent. Don Ahern, CEO, said: "All of our markets, particularly non-residential, have remained strong and the current level of activity remains quite high."

## Overhead line solutions

Balfour Beatty Utility Solutions is hosting a one day safety meeting on April 23rd and 24th to discuss safe working on overhead power lines, primarily focusing on wood pole operations. Entitled 'Rise to Power' the event will include a number of speakers along with the presentation of a number of different solutions for working on overhead lines. Speakers will be drawn from the HSE, CE Electric and Balfour Beatty Utility Solutions.

Held at CE Electric's Kepler training school in Durham, the event will include a significant amount of discussion time, with the aim to have a sound exchange of ideas and views on the subject to help formulate best practice solutions.

If you are responsible for work on pole based overhead lines, or have a vested interest in the subject and would like to attend and add to this event then please contact Debbie Oakland as soon as possible on 0114 2329700 or email her on [Debbie.oakland@bbusl.com](mailto:Debbie.oakland@bbusl.com).



*If you are interested in overhead line work the Rise to Power may be of interest*

# It doesn't get more high profile than this

**How did we swing it? SED 2008 is the only UK event where the giants in cranes & access will be sharing the same skyline.**

Big names in lifting like NRC, Mantis, Vanson, Haulotte, Dunham, Ladybird, E H Hassell & Sons and Universal, plus newcomers like Cranebusiness and Böcker. You'll also see Bil-Jax scaffolds from North America, SkyKing, Manitou, Bravisol, Oil & Steel, UpRight and Russon Access. Highlights include the massive 275 tonne Hitachi Sumitomo SCX2800-2, the largest crane ever seen at SED (with a Hitachi X75UST telescopic hanging from it!). Self-erectors from Vanson and Dunham for congested spaces. The new Bil-Jax X-Boom. Along with Chinese manufacturer Zoomlion and Ormig from Italy, both making their UK debuts at SED 2008.

Compact or colossal, they're all within your reach. Book your Fast-track Entry Badge now.



**13, 14 & 15 MAY**

Rockingham Motor Speedway, Mitchell Road, Corby, Northants. NN17 5AJ

IN THE INTERESTS OF SAFETY NO ADMITTANCE TO CHILDREN UNDER 12 YEARS. THOSE OVER 12 AND UNDER 16 YEARS SHOULD BE ACCOMPANIED BY AN ADULT AND MAY BE REQUIRED TO PROVIDE PROOF OF IDENTITY. ENTRY TO THE SHOW IS BY REGISTRATION AND FREE OF CHARGE.

**REGISTER AT [www.sed.co.uk](http://www.sed.co.uk) OR CALL 08449 060226**



JLG • NRC  
 Bil-Jax • UpRight  
 Mantis • Universal  
 Genie Europe  
 Dunham • Ladybird  
 Vanson Haulotte  
 Skyking • EH Hassell  
 Böcker • Oil & Steel  
 Manitou • Russon Access  
 Bravisol • Cranebusiness



## Big Chinese order

Chinese crane manufacturer Sany used Conexpo to announce a 36 crawler crane deal with Dutch company P van Adrighem BV. Worth 200 million RMB (\$26/£13.2 million) the order includes 10 each of its 50, 80 and 100 tonne crawler cranes as well as five, 320 tonne and one 400 tonne crane to be delivered over the next 18 months. The company also said that Sarens has placed a 20 unit order for delivery over the next 15 months.

Sany launched a 900 tonne crawler in China at the end of January with the first unit sold for work on domestic power station construction. In total, two 900 tonne cranes will be built this year and two in 2009. The company is currently developing a 1,600 tonne crane for launch next year as well as a 3,200 tonne unit. Sany is also planning to introduce its truck cranes into Europe later this year.

## New Access Link members

Anglia Access of Norwich and Altitude Access of Mansfield have been appointed Access Link members.

Anglia, with a predominantly Haulotte fleet, is a relative newcomer to the access rental market and fills a gap in the Link's geographic coverage. Altitude, more JLG orientated and founded in 1996, takes over part of the territory vacated when Central Access was acquired by AFI last year. The Link Fleet now numbers 4,400 units.

Access Link chairman Malcolm Bowers, said: "These two new members are ideally placed to help with our national depot network. Anglia is a relatively new company, with a good fleet mix and fills an important location on our map. Altitude has invested heavily in plant and premises lately and their setup is first class."



## Martin Davies joins MEC

Martin Davies has returned to the aerial lift business joining MEC to head up a new subsidiary for the UK and Ireland selling MEC's scissors and new boom lifts.

Davies spent many years heading up Skyjack's UK and then European operations but left to develop his photographic business which he has recently sold.



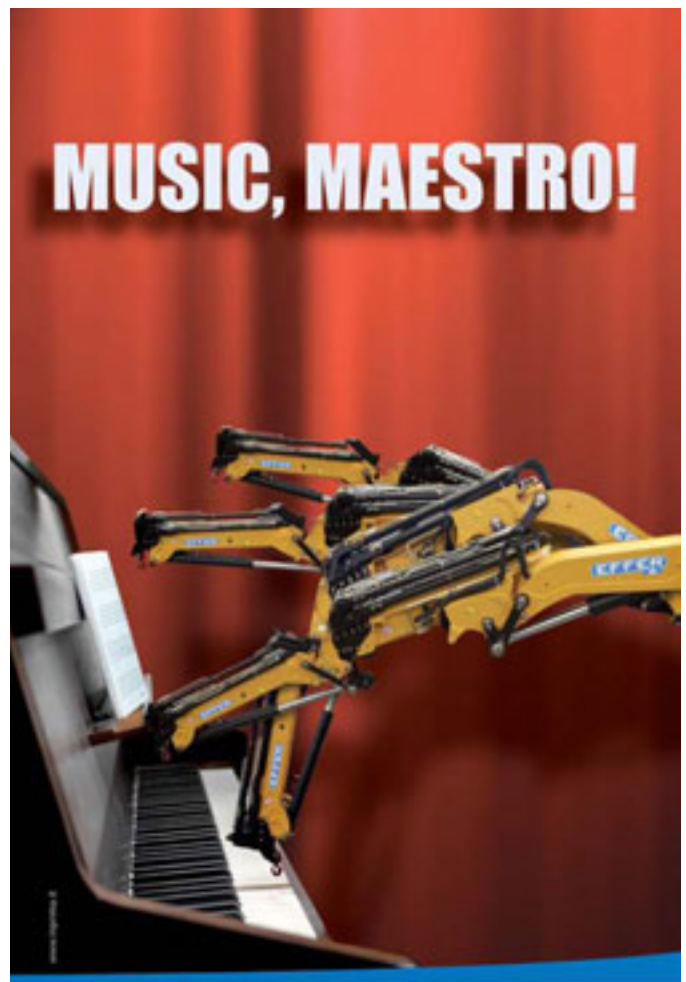
Martin Davies on the MEC stand at Conexpo

## Kestral joins Panther

Kestral powered access has merged with sister company Panther, Kestral is now Panther's Bristol branch adding over 400 machines and increasing both national coverage and equipment choice. Later in the year AMP and Higher Platforms will also join Panther as all of Lavendon's regional companies come under the Panther branding.

Panther's managing director, Richard Miller said: "Panther's first class reputation and straightforward approach to powered access hire, in partnership with Lavendon's international experience, makes for an extremely strong and force going forward in the UK powered access market."

A Panther truck mounted lift in the new livery



## MUSIC, MAESTRO!

### Conditioned to maximum performance

40 years ago we launched a challenge to gravity, on land and on sea. A challenge that every day our cranes win, lifting tonnes of goods around the world. A challenge that we win, thanks to the technology, power and performances of our innovative range of models.

Come to see us at:  
SED 2008  
Corby - Rockingham, 13rd - 15th May  
Stand 241 Avenue Q



HEAD OFFICE  
SOL.GE. S.p.A.  
40013 CASTEL MAGGIORE (BO)  
ITALY  
Via Bonazzi, 12/14  
Tel. +39 051 41 81 211  
Fax +39 051 70 14 92  
info@effer.it

www.effer.it - info@effer.it



SKYJACK



We're in the business of engineering  
**reliable lift solutions**  
by people who care.

At Skyjack our philosophy is simple.  
We engineer lift solutions that are robust,  
reliable and easy to service, offering the  
lowest life cycle costs.

For information call us toll free at 1 800 265 2738  
or visit us online at [www.skyjack.com](http://www.skyjack.com)

ANSI models shown.



• **Liebherr Nenzing** the Harbour, crawler and offshore crane and reach stacker producer has appointed **Gordon Clark** to establish an office and head a major expansion in South Africa.



Gordon Clark

• **Cramo Sweden** has acquired 100% of Kranab, the Stockholm-based aerial lift rental company.

• **Ashtead**, owner of A-Plant in the UK and Sunbelt in the USA, has put Ashtead Technology up for sale.

• **Three** of the first nine tower cranes re-examined in the wake of the deadly crane collapse in **Manhattan** failed the inspection and were shut down.

• **Florida** state governor **Charlie Crist** has said that he supports legislation held up in the state legislature enforcing crane operator certification.

• **JCB** has teamed up with Green motorsport team Drayson-Barwell and Aston Martin Racing for the American Le Mans series.

• **Straightpoint UK** has signed a long term agreement to supply a number of its products on an OEM basis to **Pfeifer Seil**.

• **Chris Koch** head of **Haulotte USA** since early 2006 has left the company.

• A man died after he fell while de-icing a plane at **Dublin Airport**.

• Coventry-based **Clements Plant & Tool Hire** has made **Tony Stokes** a director of the company.

• Australian mining company **BHP** has introduced a quarterly check system for every aerial lift coming onto its sites, with a focus on control panel protections and dead man switches.

• Finnish-based rental company **Cramo** has agreed a deal to buy Latvian rental company **SIA Tapeks Noma**.

• **Trico Lift**, the New Jersey based rental company has appointed **Pat Schmetzer** as vice president of operations while **Andrew Volponi** moves to logistics.



Pat Schmetzer

• **Ernest Fuller**, MD of **Worldlift Industries**, the parent of **Denka** and **Falck Schmidt** has left the company. **Kent Lyngaard Vinkel** has taken over the managing directors role.

• Charges have been filed against **Port Weller Dry Docks** and **Seaway Marine and Industrial** following the fatal crane collapse last year.

• A fire has destroyed the buildings at **Cranes and Equipment Specialists** of Chicago.

• Pop-Up Products' push around scissor lift has been named 'Best Performing Product' at the **HSS Hire Awards**.

• **Birchwood** has won the Industrial Product Design award for its 'self erecting tower' the **Razor Deck**.

• An operator training centre in California is suing **NCCCO** for removing it from its list of approved examiners.

• Commissioners in **Miami Dade County**, Florida, have approved the ordinance implementing tough new regulations for tower cranes.

• **Terex Aerial Work Platforms** has appointed **Janos Persa** as director of facilities and business development for the European region.



Janos Persa

• **Howard Wilkinson** has been appointed as director of distribution and logistics for **Terex Aerials Europe**, Africa and the Middle East.

• **United Rentals** has merged its aerial lift and general rental operations. It has also appointed **Matthew Flannery** as senior vice president - operations east and **Steven Nadelman** senior vice president - operations west.

• **JLG** has appointed **Frank Cholewski** as vice president - Americas finance responsible for finance practices and fiscal reporting for the Americas and global financial responsibility for the Caterpillar Alliance Group and government business.



Frank Cholewski

• Three construction workers drowned after a suspended work platform fell 30 metres from an Interstate bridge into the Arkansas River near **Little Rock** in the USA.

• Supervisor **James Kadiri**, working for **Fabricom** an electrical sub-contractor on **Laing O'Rourke's** Paradise Street construction project in Liverpool, suffered two broken ribs after a truck crashed into his platform only minutes after giving a Health & Safety talk to his men.

• Armed robbers in **Copenhagen** used a mobile crane to smash their way into a money transport depot stealing DK30 million.

• A prisoner at a jail in **Baoding City, China**, escaped by driving a crane through the compound wall.

• **John Fuller** of **Genie Europe** is to move into a new job handling major accounts. **Glynn Goodwin** will assume his current position as district manager for the UK and Ireland.

• **Pierrick Lourdain** one of **Haulotte's** most senior sales and marketing managers has left the company.



Pierrick Lourdain

• A 45 metre exclusion zone was put up around a **Liebherr** tower crane in Edinburgh while it was checked for structural damage after being affected by a blaze, it is now being removed.

• **Easi-Uplifts** the Irish based rental company has ordered three, new 42 metre track mounted **Falck Schmidt's**.



(l-r) Fergus McArdle, John Ball and Brian Falck Schmidt

• **Link Belt** cranes has appointed **Roy Burger** as its international sales manager.

**Steve Filipov** officially handed over leadership of **Terex Crane** to **Rick Nicholls** at a surprise party at **Conexpo**.

**JLG** has promoted three of its senior sales and marketing managers. **Andrew Satterley** is now managing director for Australia and New Zealand. **Tim Morris** is vice president, market development and sales for the Americas and **Wayne Lawson** is now vice president, sales and customer support for Europe Africa and the Middle East.

**Cramo** has agreed a deal to acquire **Techniline** in the Czech Republic.

• **Speedy Hire** has appointed **Justin Read** as group financial director

• Limerick-based powered access company, **Skylift**, has been short-listed for an All Ireland Marketing Award.



• **H&E Equipment**, (Head&Engquist) has reported revenues up 24.5% in 2007, while pre-tax profits jumped 250%.

• An 80 tonne All Terrain crane tipped over as it participated in a multiple crane lift of a bridge beam in **St Louis**, USA.

• **Liebherr** sold a record 15 mobile harbour cranes in South America in 2007.

• **Singapore** is to introduce new measures to raise safety standards of crane operations, following a fatal tower crane accident.

• US Crawler crane company, **Essex Crane Rental** has been acquired by **Hyde Park Acquisition Corp**.

• **Finning Group (UK)** has announced that it is to centralise the group business support services at Cannock, Staffordshire.

• The Glasgow depot of UK aerial lift rental company **AFI-Uplift**, is to give a lift to the Children's Hospice Association Scotland.

• A disgruntled construction worker scaled a 52 metre crane in **Dublin** to protest over the pension rights of builders.

• UK rental company **Vp** has acquired Northern Site Services and the business and assets of Northern Site Services Test & Calibration

• More than 30% of refurbishment sites visited in the February 'blitz' by the **HSE** in the UK were so dangerous that work was stopped immediately, mostly due to work at height issues.

• **Ahern Rentals** and **Custom Equipment** have agreed a distribution deal for the company's range of ultra compact electric scissor lifts in the USA.

• **Gehl**, the US based telehandler and skid steer loader producer has reported full year 2007 results with revenues down 6%.

• **Mateco Hellas E.P.E** of Greece has purchased a number of **Holland Lift** heavy duty scissor lifts and opened an operation in Bulgaria.

• **The Tulsa Winch Group** has purchased Canadian based **Lantec Winch & Gear**.

• **Finning International**, the parent of UK based **Hewden** has appointed **Michael T. Waites** as its president and chief executive officer.



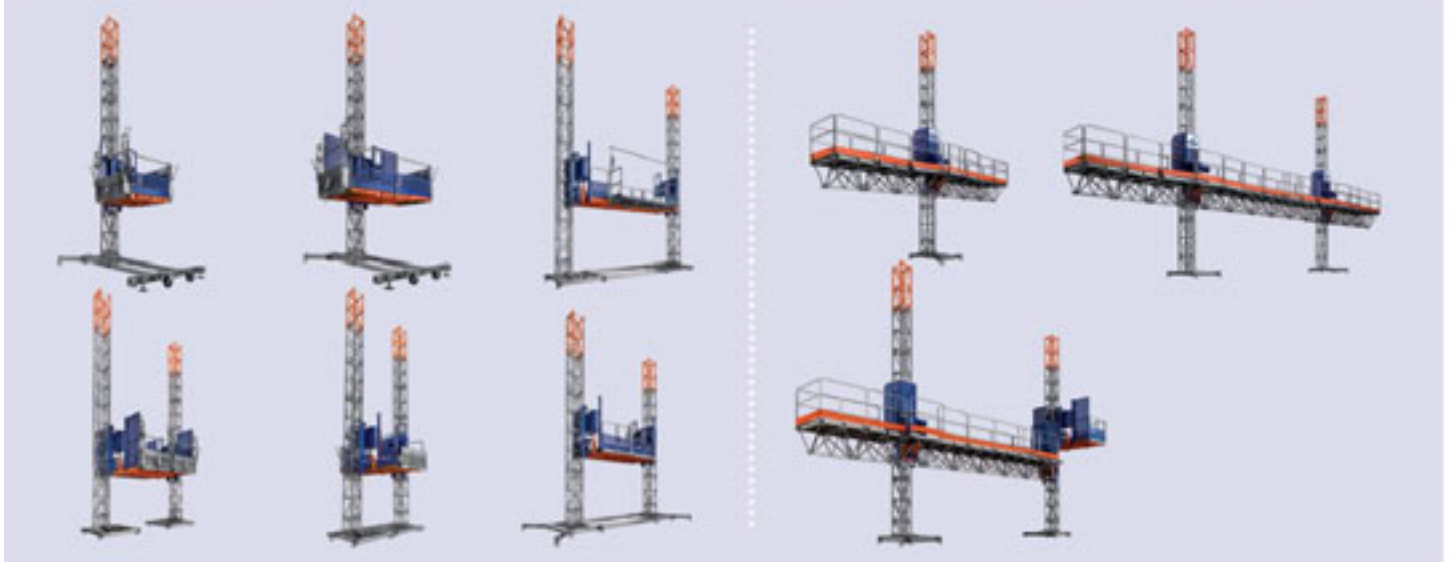
Michael T. Waites

• **Bronto Skylift** has appointed **F.lli Pichler** to handle sales and service of its truck mounted platforms in Italy.

• Russian rental company **ZAO Cramo Rentakran**, has opened a new operation in Ekaterinburg.

• **Roy Stanley** the chairman of **Tanfield**, owner of **UpRight** and **Snorkel** aerial lifts, is to take over as chairman of **Business Link North East**.

See [www.vertikal.net](http://www.vertikal.net) news archive for full versions of all these stories



# **HEK Modular system: Greater flexibility with less components**

The new HEK Modular System: With one system and a few components you can build multiple configurations. Impossible to show you all the possibilities on this page. Visit our website and you'll see the world of never ending combinations.

Dubai, UAE, Dubai Silicon Oasis Residential Project Phase – I (TPM 1300SD)

Dubai, UAE, Dubai Marina, DEC TOWERS (MCM Twin)



# Coming of age

To outsiders the mastclimber market may look a little staid with the latest products seeming to be quite similar to those of 10 years or more ago. A lot of this is down to the fact that like a tower crane, the structure of the product itself reached a high level of refinement early on and visually little has changed since.

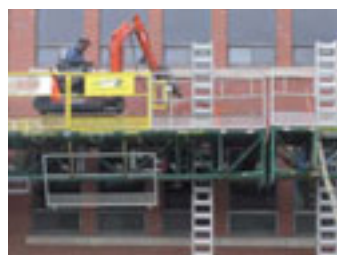
**However don't let this fool you. Much has been happening in the mastclimber world. The products on the market today offer increased versatility, are easier to erect, easier to transport and offer a much wider capability to be modified for tricky applications with standard systems and components. Add to this a huge increase in the choice on offer and you have a product that offers an amazing range of capabilities.**

The use of mastclimbers in the UK and Ireland has grown rapidly in recent years after something of a lull in the mid to late 1990's. New regulations and working practice rules, not to mention simple economic drivers have significantly curtailed the use of traditional tube and coupler scaffolding with contractors looking at alternatives such as system scaffold and increasingly

mastclimbers. As a result of the increased demand the number of companies offering mastclimber rental/contracting has grown considerably, which in itself is helping to increase their usage on high rise construction projects.

## A global market

One of the interesting developments of the past year or two is the 'globalisation' of the mastclimbing business. Typically the North American market has tended to prefer a different type of climber than those used in Europe.



*One application for high capacity mast climbers - a mini excavator equipped with hydraulic hammer removes brickwork.*

American models were in fact based on an older British concept targeted at the masonry trade. As a result they were heavy-duty products with high platform capacities up to 9,000kg, hydraulically driven by internal combustion power units with slow climb and descent speeds. At the extreme as slow as 900mm a minute! European products on the other hand tended to be lighter weight, electric powered rack and pinion models aimed more at renovation work or tasks that did not require heavy loads to be transported to the work area.



*Fraco's continuous screw system*



They have also introduced lighter duty rack and pinion, or in the case of Fraco, continuous screw models both of which offer significantly faster lift speeds.

Market leader Alimak-Hek recently launched its new modular range with combines interchangeable components with three mast sizes, for light, medium and heavy duty applications. The idea is of course to be able to offer all trades on both sides of the Atlantic and further afield, a tailored product without a multiplication of completely different models.

In recent years an increasing number of European manufacturers have managed to carve out a share of the North American market for themselves, probably due to the faster lift speeds, while North American, largely Canadian, manufacturers such as Hydro Mobile and Fraco have made significant inroads into Europe.

*How good is that mast? More than 300 metres up on a chimney.*





Ultra heavy duty! A four mast Hydromobile M series mast climber installation.

The company has in fact gone one further in that many of its components will work on both the HEK mastclimbers and transport platforms as well as Alimak hoists, providing real versatility for contractors and particularly rental companies. As part of its switch over to the new modular system HEK recently shipped the last of its MSM mastclimbers, having

produced almost 3,000 base units since it was introduced.

Another company which had already managed to bridge the divide was Finland's Scaninter Oy and its Scanclimber product range. While building its products to the European

rack and pinion design concept, it was early in offering a range that bridged the divide. The number of manufacturers producing mastclimbers is also growing with companies exporting from all over Europe and North America, including Holland, Sweden, Italy, Spain, Czech Republic, Finland, Canada and more recently China. Note the absence of significant German manufacturers, this in spite of the fact that the country boasts a number of world class hoist manufacturers. In fact Germany is still very much a system scaffold market with contractors being even more conservative than those in Britain. The absence of a major French producer is a little more difficult to explain.

The benefit of all this 'global' activity is that those buying mast climbing work platforms - mostly rental companies and contractors - now have a real choice, both in the type of platform they buy and the number of alternative suppliers. It has also played a role in the expansion of many company's product lines, all in a major benefit to users.

**The key benefits of mast climbers over façade scaffold**

UK contractors have in the past been slow to adopt new ideas and, at the risk of being guilty of a sweeping generalisation, they have not been helped by a reluctance of rental companies to spend the time and energy required to convince contractors of the benefits that mastclimbers can offer. These benefits include:

- Lower cost - mastclimbers can offer cost savings of between 30 and 50 percent over traditional steel façade scaffolding when transport, erection/dismantling, and speed of work are all taken into consideration.
- A more aesthetic appearance to the building during renovation work (building is not completely hidden by ugly tube and clamp scaffolding).
- Greater security - no ladders are required and the platform can be disabled and secured at the ground floor level.
- Greater safety - workers are enclosed within the guardrails and should have no need to climb ladders.
- Greater efficiency and quality of work - tradesmen work at the optimum height, no need to bend or stretch so they work faster with better quality work.
- More efficient material handling thanks to the ability to carry all the materials and tools to the precise working area and be right at hand for when required.

**Smaller projects**

Another development which has yet to take off in Europe is the use of mastclimbers on smaller projects such as three to four storey residential buildings for new build and even painting, rendering and guttering/fascia work.

Seems far fetched? Well the latest towable mastclimbers are relatively lightweight, can be set up quickly and provide an ideal working platform for certain types of work.

In the UK these smaller projects still employ traditional tube and clamp scaffold, often provided by local family companies. One thing is for sure, this will change. The cost of labour combined with a



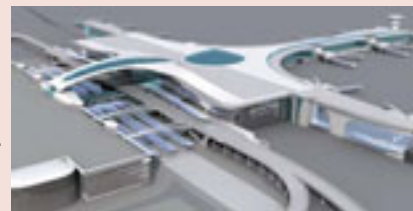
With Mastclimbers tourist attractions/city landmarks need not be covered in scaffold for years.

skills shortage and regulations such as work at height and manual handling rules will encourage the use of such climbers. One of the big restrictions on this market at the moment is the lack of availability. Few rental companies stock them, and even fewer builders, painters and other trades will be aware of them or even consider them. It is possible fast forwarding five years or so that general rental companies such as HSS, Speedy and A-Plant will stock mast climbers such as this? Watch this space.



**Mastclimbers at Moscow Airport**

The new terminal three at Sheremetievo airport in Moscow is currently a hive of activity as its fast-track construction nears completion. Among all the access and lifting equipment are a large number of mastclimbers provided by local rental company L-Tech. These have proved particularly useful on tasks such as cladding, where their height, platform size and lift capacity has proved ideal, particularly for work above 20 metres.



The plans for the new terminal 3 at Sheremetievo.



A series of Scanclimber mastclimbers were used to fit the upper cladding and carry out trim work on this building.

Two mastclimbers are being modified to accommodate the beams and gain clear access to the ceilings.



# Compact and easy to use



Almost a year after it announced its new Multilift hoist concept at Bauma, Geda has introduced its new 'medium class' Multilift.

Geda says that the new hoist is both compact and easy to use and has already proven popular with buyers all over the world.

The main reason for this positive take up, it says, is the lack of reasonable alternatives to large hoists in terms of performance, which forces many users into using oversized hoists for the job. Geda says that in addition to the higher acquisition costs for such hoists, logistics and transport costs add a further financial penalty. Once on site the larger hoist products consume more of the often limited space available and take longer and more experience to assemble.

The Geda Multilift is shipped to site as a complete one-piece base unit with dimensions tailored for easy container or flat bed truck shipping. Once on site work can begin immediately on setting the base

*The Geda Multilift 12 person hoist on a project in Queens Square, Sydney. The installation is 135 metres high with 27 levels and a speed of 40 metres per minute.*

and putting the mast together, no need to spend any time assembling the cage/car. The company also claims a first with its patented flat cable which is integrated into the base enclosure.



*The new Geda Multilift hoist with high base enclosure.*

## Hospital parking hoist

A Maber MB2000/150 in use on the construction of a seven storey NCP car park at Addenbrooke's Hospital. The 2,000kg capacity goods hoist is being used on a daily basis to transport a variety of building materials to each of



the seven levels at a speed of 30 metres per minute. It is equipped with a 3,200mm x 1,500 mm cage and is powered by a pair of 9.2 kW electric motors.

The site manager at the hospital said: "The hoist is proving perfect for our requirements. For example, we can load whole packs of blocks directly into the cage using a telescopic handler, hence minimising manual handling."



- HANDINESS
- RELIABILITY
- QUALITY
- MAX SAFETY



# MABER®

36050 Bressanvido (VI) Italy - Via S. Benedetto, 14 / P  
 ☎ +39 0444 66 08 71 r. a. - Fax +39 0444 66 08 72  
 www.maber.eu - E-mail: info@maber.eu

# Cladding Liverpool's tallest

At 140 metres high, the West Tower in Old Hall Street is by far the tallest building in Liverpool. As with any high rise project in a tight city centre site, several aspects of the construction presented significant challenges to the main contractor Carillion.

Reportedly employing the tallest tower crane in the UK at the time, as well as a 120 metre hoist and two Scanlift SC5000 mastclimbers, the building houses Britain's highest restaurant - the Panoramic Restaurant Liverpool - on its 34th floor.



*The project employed the tallest tower crane in the UK at the time*



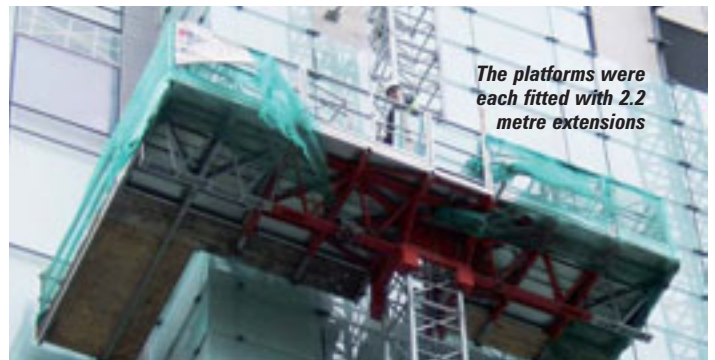
*Scanclimber's adjustable wall console*

The mastclimber erected to the full height of the building on the north elevation was to enable Dobler Metallbau to fix the glazing panels. The machine could not be based out at ground level due to obstructions so instead had to be supported from a specialist fabricated gallows bracket at second floor level. The gallows bracket was drill fixed through the highly reinforced 450mm thick core wall with anchoring bolts and plates and the mastclimber base and machine lifted and fixed into position on the bracket. The machine could then be progressively erected to full height, anchoring into the concrete core as the mast progressed.

Brogan, which has a rapidly growing mixed fleet of mastclimbers, selected the SC5000 for a variety of reasons particularly its lift capacity, platform capability and its ability to handle the 110 metre working height requirement.

The mastclimbers were then fitted with offset platforms and 2.2 metre long extensions to wrap around the lift tower sides. The two units performed without a major hitch and the project was completed at the end of 2007.

*The two mast climbers.*



*The platforms were each fitted with 2.2 metre extensions*

SCANCLIMBER®

## SCANCLIMBER®

### MAST CLIMBING WORK PLATFORMS

- Flexible module system single or twin masts
- Rock and pinion driven platform
- Self-propelled chassis
- Large, stable work area up to 300 m height
- Freestanding up to 20 m
- Load capacity up to 5000 kg

### PERSONNEL AND MATERIAL HOISTS

- Rock and pinion driven
- Load capacity up to 2000 kg/24 Persons
- Heights up to 300 m or more
- Also as transport platform versions







OY SCANINTER NOKIA LTD

Turkkirato 26  
FIN-33960 PIRKKALA, FINLAND  
Tel. + 358 10 680 7000  
Fax. + 358 10 680 7033

www.scanclimber.com

# A new slant on access

The University of Nottingham has commissioned three dramatic new 'landmark buildings' at its Jubilee Campus extension. Designed by MAKE Architects they feature extremely unusual and difficult architectural profiles. Two of the buildings - International House and the Amenities Building - rise from the ground like sloping natural landforms, an effect heightened by their terracotta tile cladding. The third, The Gateway which houses a range of facilities for new businesses, is a rounded metallic shingle-clad building.

When the contractor SOL Construction came to work out what access equipment to use on each building it contacted SGB - which offers most types of access equipment from steel scaffolding to mast climbers and self propelled platforms - for advice and help to provide the solutions.



*The mast climber is the ideal solution*

On the Gateway building SGB selected a combination of traditional tube and coupler steel scaffolding mixed with a galvanised steel Cuplok system. This accommodates the eccentric array of angles, with the Cuplok

*The masts are angled at 25 degrees.*

cantilevering towards the building without actually touching it. SGB selected a similar set-up for the Amenities building using Cuplok to a height of 24 metres along with a specially designed mastclimbing work platform.

The International building presented the most complex challenges of the three structures. Cuplok scaffolding was used on the sides of the building but its front 27 metre sloping façade is set at a 25 degree incline and required access throughout its full 27 metres. This combination effectively ruled out any form of traditional or system scaffold on the grounds of complexity and cost.

SGB Mastclimbers came up with an ingenious solution to the problem by using a specially designed mast climbing work platform - the first time in the UK that a mast climber has been erected at such a demanding angle. The ties to the building façade were unusual in that they had to be designed to high levels of compression type loadings rather than the more usual tension type loading. The masts were attached to each floor panel with large footpad type ties. The platform includes automatic levelling, safety limit switches to control travel, manual brake release levers and centrifugal brakes on the motors.

Paul Hills, project manager for SOL Construction said: "The Jubilee Campus site required a unique approach to access solutions due to the complexity of the angles on the buildings. SGB Project Services was able to effectively meet the demanding criteria required and its offering of a comprehensive range of access solutions meant that a bespoke system could be designed to meet these needs."



**GEDA**  
ORIGINAL



TEMPORARY INSTALLATIONS

## GEDA® TRANSPORT PLATFORMS SUSPENDED WORKING PLATFORMS

GEDA rationalizes construction work:  
For transport of persons or material  
- a versatile orientated platform concept  
can be individually arranged for every use.  
Up to 200 m height, max. 2000 kg (persons  
and material), European type test certified,  
thousand fold in action at constructions sites  
worldwide.

**GEDA**  
Dechentreiter GmbH & Co. KG  
D-86663 Asbach-Baumenheim  
Phone +49 (0) 906 9809-0  
Fax +49 (0) 906 9809-50  
E-Mail: info@geda.de  
[www.geda.de](http://www.geda.de)

# The safety fundamentals



*Experienced erectors should only install the basic platform until the mast is fully erected and tested*

With the growing popularity of mastclimbing work platforms many users are looking to understand the basic safety points. Kevin O'Shea, the newly appointed chairman of IPAF's International mast climbing committee, highlights some of the fundamental points to be aware of when you plan to use these versatile access platforms.

A mastclimbing work platform is primarily used to position personnel, along with their necessary tools and materials to perform their work. They are very different to other forms of powered access, such as scissor or boom lifts, which have a fixed lift capacity. A mast climber has various load characteristics depending on the configuration of the platform. Because of this training on the proper use and operation should be carried out at every handover.

## The fundamentals

### 1. The Job Survey

One of the most important parts of the process - the job survey - occurs before the unit or units arrive on site. The job survey - which should be completed by a 'competent person' - establishes vital information which is used to plan the number and configuration of machines. It also identifies the method of tying, ground conditions and the identification of hazards, leading to a method statement for the erection and dismantling of the unit. It is vital that the person carrying-out this survey has the relevant experience to be able to fully plan a safe installation.

### 2. Ground conditions

A 60 metre high mast climber can create 16,000kg of load at the base plate or chassis. The ground therefore needs to be solid, level and

compacted. Danger can arise from underground cavities, including those that might be created after installation such as pipe trenches. The mast needs to be absolutely vertical, both perpendicular to and parallel to the face of the building. Many people comment when they observe a mastclimber being installed that erectors spend a disproportionate amount of time on the positioning and leveling the base unit, and that once the mast erection commences, it 'goes up quickly'. The attention to detail in properly positioning and leveling the base can save lives, time and money.

If the unit is being erected on a 'cantilever bracket arrangement' the design must be approved and passed by a qualified structural engineer.

### 3. What are you tying into?

Ties keep the mast in place, holding you safely to the structure. It is therefore a mystery why so few users pay enough attention to this critical aspect of the installation. Here is a list of questions that should be answered before you begin installing expanding anchors into a facade for mast stability:

- What am I tying into and will it take the loads?
- What forces (tensile and shear values) need to be counteracted by the anchors or tying system?
- What size of anchor and how many do I need?

- What is the diameter of the hole I need to drill for the anchors, how deep should it be and how close should the next anchor hole be. The incorrect application of any of these factors can seriously damage the effectiveness of the anchor. Drill holes should be cleaned out before inserting the anchor
- Am I drilling into a post-tensioned slab?
- What torque setting should be used to tighten the anchors?



### 4. Tie distance

The manufacturers' recommendations on tie distances must be rigidly followed. One of the most common mistakes is to measure the tie distance in 'floors' rather than in distance. For example, if a manufacturers guidelines state 'maximum tie distance 10 metres, many installers will convert this to "a tie every three floors". If the floors are more than three metres, which is entirely possible, guidance must be obtained from the manufacturer before tying every third floor.

### 5. Platform configuration

When building a mastclimber the manufacturers' guidelines on platform size and configuration must be followed exactly. Experienced installers build the mast first and configure the platform afterwards. This means building the mast with a minimal of platform sections either side of the mast and no unnecessary front edge extensions, these greatly increase the load on the mast and ties and can easily and quickly be added once the mast has been built and tested.

### 6. Don't overload the platform during installation/dismantling

Make sure that you do not exceed the recommended number of mast sections stored on the platform, and that they are 'evenly distributed' either side of the mast. Another reason for limiting the platform size during erection and dismantling is to physically limit the number of masts that can be carried.

### 7. Make sure erection and dismantling crews are trained and communicate

One of the most hazardous areas of mast climber use is the dismantle phase.

Too many times we see properly trained installation crews erecting the mast climber at the start of the job because the supplier wants to impress, only to see a less competent crew brought in to dismantle it, or worse the customer is allowed to dismantle 'to cut costs'. This is where accidents can happen.

### 8. Training

Finally, remember that no one was ever injured because they were over-trained. Mastclimbing work platforms are fantastic tools and when erected and used properly, they both increase safety and productivity at the same time. Comprehensive training is available and there is no substitute for well informed and properly trained installation and operational personnel.



*Properly leveling of the base is essential*

24-MONTH WARRANTY



THE COLOUR OF

# versatility



Whether you're lifting concrete blocks, spreading gravel or loading and unloading construction materials, the versatile new Genie® telehandlers are essential additions to any fleet.

With a variety of available attachments, the compact and rough terrain Genie® telehandlers give you more options for transporting and placing materials wherever you need them on the job site.

So when you need versatility, **Think Blue.**

01476 584333

EMAIL [infoeurope@genieind.com](mailto:infoeurope@genieind.com)

WEB [genieindustries.com](http://genieindustries.com)

**Genie**  
A TEREX COMPANY

# SANY

Quality Changes The World

The essence of **SANY**  
brand lies in its  
high reliability



- Modularization design, convenient maintenance
- Large undercarriage, better stability
- LEBUS drum design, extended service life of steel wire rope
- Automatic slewing slip function, improved working efficiency
- Various safety devices design, safer and more reliable operation
- Quick Deliver
- Parts and professional services all over the United States

Contact:

Dave Niu email: [daveniu@126.com](mailto:daveniu@126.com)

Leslie Leung email: [liangzh@126.com](mailto:liangzh@126.com)



## SANY

Quality Changes The World



# Conexpo bigger and better than ever



c&a

conexpo



Opening day crowds



The sun certainly shone for Conexpo 2008 with new records for attendance, exhibit space and exhibitors accompanied by blue skies and temperatures in the upper 70's. And to top off the best Conexpo ever, even the North American construction industry was in a positive mood - despite months of negative media reports predicting economic doom and gloom.

More than 144,000 industry professionals from around the world attended the five day show at the Las Vegas Convention Centre. Overseas visitors totalled more than 28,000, an increase of almost 30 percent on Conexpo 2005.

In a reflection of the emerging shift in global equipment manufacturing and usage, attendance from China and India doubled and there were also significant increases from Russia and the Middle East.

At 212,000 square metres it was also 21 percent larger than in 2005. Whilst still considerably smaller than Bauma (500,000 visitors and 540,000 square metres) Conexpo is an impressive exhibition allowing North American manufacturers, in particular, to show off new products with all the glitz and razzmatazz that befits the entertainment capital of the world. Many American products will never see the 'European light of day' so while they may be interesting, we will concentrate on equipment that is either already destined for these shores or may be seen here in the future.

The Ad-Hoc growth of the show over the years means that its layout is now quite disjointed with some sections - including the Green pavilion and safety zone (where IPAF was situated) being a real trek. Fortunately, most cranes and access manufacturers were located in the Gold or Blue Lots.

We start our round-up with **Manitowoc** which had plenty to talk about. As well as announcing that it had purchased a 50 percent holding in TaiAn Dongyue Heavy Machinery in TaiAn City, Shandong Province, China, to produce truck-mounted hydraulic cranes, Manitowoc also surprised some by unveiling plans the new, 2,000+ tonne capacity Model 31000 crawler crane.

Manitowoc's designers have obviously been working overtime with the innovative new crane featuring a hydraulically moveable 'Variable Position Counterweight' that helps maintain the centre of gravity within the crane's four track undercarriage. Manitowoc says that the crane will offer a lift and carry capability through its entire load chart, the unit has a maximum combination of a 90 metre main boom and 102 metres of luffing jib. The crane is also offers a relatively small footprint of 17 by 20 metres and can be transported on 85 truck loads, taking just 10 days to assemble.

The first unit has been ordered by North American steel erector Bulldog Erectors and is scheduled to be delivered in 2010. Manitowoc also announced a record order worth \$90 million (£45 million) from Dutch based Mammoet for 60, Grove All Terrains and seven Manitowoc crawler machines - two, Model 21000 and five Model 16000. Other Manitowoc launches included the Potain Igo 85 self erecting tower crane based on the Igo 70 concept, with tower heights of between 20 and 35 metres achieved through telescoping and adding auxiliary sections, maximum tip height of the crane is almost 48 metres, and the new Grove GMK5170 a five axle All Terrain unit with 170 tonne capacity and a 64 metre boom.

The new Grove GMK 5170



**Link Belt** also had lots to talk about, including its largest ever crawler crane - the 500 tonne capacity HC548 - aimed at petrochemical and wind energy work. Designed with the latest CE regulations in mind, the HC548 has a 42 to 108 metre main boom plus 84 metre heavy duty jib. A luffing jib option is due to begin testing along with a heavy-lift attachment with 'supermast'.

LinkBelt's 500 tonne HC548



Manitowoc's Model 31000



# taking **UpRight** to **New** **Heights**



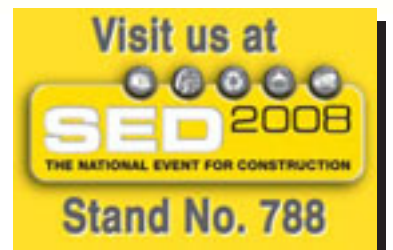
**UpRight** goes from  
**strength** to **strength**

- Comprehensive product line with working heights up to 40m
- New line of straight telescopic and articulated boom lifts; plus slab and rough terrain scissors
- Global sales and support network providing local, high quality service

Find the right machine for you at  
[www.upright.com](http://www.upright.com)



b o o m s | t r a i l e r s | l i f t s | s c i s s o r s



Call **0845 0175 500** for more information on the full UpRight range or visit:

[www.upright.com](http://www.upright.com)

**UpRight**  
**POWERED ACCESS**

Other new Link Belt crawlers on show included the 208 tonne 298HSL and the 73 tonne 138HSL. The company also added a new Rough Terrain and Truck crane to its product line-up. The 120 tonne, three axle, Rough Terrain RTC-80130 Series II is its biggest RT to date while the new 120 tonne HTC-3140LB is a simple truck crane. Both feature a three metre heavy-lift swingaway that offers more than 18 tonnes capacity. The HTC-3140LB also features a two to 45 degree hydraulic offsettable swingaway.

The company also introduced a new range of online customer programmes under its Preferred banner aimed at enhancing its after sales support. The main application is its web-based 3D Lift Plan which allows a company to programme in its entire fleet including cranes from other manufacturers. The lift planner will select the best crane for the job once the site and lift parameters have been input. Being web-based it requires no CAD programs and is accessible from any computer.

**Liebherr** had an impressive stand which included two sizeable crawler cranes, the LR1300 and the new 600 tonne LR 1600/2. With a maximum 192 metre tip height, variable derrick systems and easily transportation, the LR1600/2 has been designed with wind turbine installation in mind.

Liebherr's new truck crane - the LTF 1045.4.1 - received the 'American' treatment, being mounted on a Kenworth chassis and built in Liebherr's Houston, Texas facility.

**Terex** put on a corporate show with all its brands on one stand. From its crane range the AC100/4 All Terrain crane had its US unveiling and it displayed its 230 tonne HC230 crawler with a 119 metre boom, load sensing hydraulics and fully hydraulic counterweight. The new 11 to 13 maximum capacity Comedil CTT231 flat top tower crane, with 2.3 tonnes jib tip capacity also made its debut.

Star crane exhibit was the 110 tonne RT1120 - with its Demag boom and Terex Waverly RT base. The main boom, bi-fold swingaway extension and two 7.9 metre inserts provide a maximum tip height of 83 metres.



Genie  
S-65 Trax

Sharing the same stand, Genie showed its new, low ground pressure, four crawler S-65 Trax

boom lift shown last month at the ARA, and the compact GTH 5519 telehandler capable of lifting 840kg at a 3.35 metre out-reach.

Although not showing any completely new machines

**Kobelco** North America had an impressive stand that included three crawler cranes, the 550 tonne SL6000, the 90 tonne CK1000-III and 227 tonne CK2500-II. Highlight of the show was the full ceremonial presentation to Doug Williams, president of Buckner Heavy Lift Cranes, which has bought the first four SL6000s in the USA.

In total 50, SL6000s have been ordered with 24 already delivered.

Availability now stretches into 2010. Total crawler crane production for Kobelco is said to be between 700-750 machines.

Rounding off the major crane producers **Tadano** displayed a raft of models including two Rough Terrain cranes - the compact 13.6 tonne GR 150XL and the 72 tonne GR800XL.

The GR 150XL will be of interest to UK and Ireland buyers with its six section 23.8 metre boom plus 5.5 metre jib. The compact carrier has a travel speed of 30 mph with an overall width of just two metres and overall length of 7.43 metres. Two North American truck cranes were displayed, the GS300XL and the GS900XL along with the new TM35100 mounted on a Kenworth chassis.

If the production numbers it quotes are to be believed, **Sany** produces as many crawler cranes as market leading Kobelco. And as a wake-up call to other crawler manufacturers announced a 36 unit crawler crane deal with Dutch company P van Adrighem, worth 200 million RMB (£13.2 million). The order includes 10 each of its 50, 80 and 100 tonne cranes as well as five, 320 tonne and one 400 tonne unit. The cranes will be delivered over the next 18 months.

The company also said that Sarens has placed a 20 unit order for delivery over the next 15 months.

European sales manager Zhang Gan said that total crawler crane production is between 720 and



Doug Williams, president Buckner Heavy Lift Cranes and Jack Fendrick, vice president Kobelco North America.

750 units per year with about 350-400 to be exported this year. In 2007 it exported just 120 units. Sany launched a 900 tonne crawler crane at the end of January the first of which was sold in China for work on power station construction. In total, two 900 tonners will be built this year and two in 2009. The company is also developing a 1,600 tonne crawler crane which is planned for launch next year and then aims to move on to a 3,200 tonne capacity unit.

Chairman and majority shareholder of **Fushun Yongmao Construction Machinery**, Sun Zhao Lin, was on its American distributor Lewis Equipment's stand with its largest luffing tower crane to date, the STL 420-24.



Sany was  
out in force

Biggest at  
the show?  
Liebherr's  
600 tonne  
LR1600/2





Sun Zhao Lin  
chairman  
of Fushun  
Yongmao

The unit has a maximum lift capacity of 24 tonnes, a 60 metre maximum jib length, 4.9 tonnes tip capacity and a 60 metre free standing hook height. Sun Zhao Lin said that Europe was an important market with big potential for Yongmao cranes and was very happy with its dealer Jin Long. The company is also working on a larger flat top tower crane - the STT753 - which has a 32 tonne maximum capacity and 80 metre jib length and a 55 tonne crawler crane which should be available towards the end of this year. Lewis Equipment also displayed a 260 tonne Zoomlion crawler and new Fushun 120 tonne crawler crane.

Spanish tower crane producer **Saez** had several new products to talk about, including two flat top cranes for the American market - the 20 tonne TLS80 available in the summer, and the TLS75-16.

Saez also launched its three model telehandler range which comprises of a 3 tonne 6 metre SZ306, the quite dissimilar looking 2.7 tonne 5.5 metre SZ255 with a 4 tonne, 17 metre machine to be announced at a later date.



The first Saez telehandler

**JCB** proclaimed market leadership of the telehandler (and backhoe loader) market by placing huge advertising banners over the nearby Marriot Hotel façade. For the show it launched its new 506-36, 507-42, 510-56 and 509-42 high boom Loadalls, designed specifically for the North American market as well as the first of its new Hi-Viz models.



**JLG** definitely had the largest range of telehandlers at the show with SkyTrack, Lull, Gradall and JLG brands. Star of the show was its new super compact, 2.5 tonne capacity G5-18A (2505 in Europe) and one of its nine new PS (powershift) machines, the 3.5 tonne, 13 metre Model 3513PS.

Under Doosan ownership, **Bobcat** showed its compact V417 VersaHandler, it also had machines from its past including its first ever machine the M60 mini-loader first seen in 1958/9.

**Haulotte** launched its 'European' style HTL telehandler on the North American market. The four tonne, 17 metre machine - launched at Bauma - was again seen in its black show livery. Other news included the opening of new service outlets and the surprise departure of its sales and marketing head, Pierrick Lourdain.

**Pettibone's** new Traverse series T1157 has a 4.5 tonne maximum capacity and a 17.5 metre lift height and a 1.8 metre horizontal boom travel. More European in look than any Pettibone to date it will be interesting to see if this machine makes it across the Atlantic. Carelift - now part of Skyjack - launched its new 5.4 tonne, 10 metre ZB12032. Lets hope sales reflect the very busy stand. **New Holland** unveiled its European-built new M Series machines - the M427, M428 and M459 - with single joystick control and side mounted engine for easy serviceability.

Another compact telehandler was shown by **Ausa**, the Taurulift



First ever Bobcat?  
The M60 is almost 50 years old

T204H, a two tonne capacity, 4.2 metre lift height machine that is 1.6 metres wide and less than two metres high. A tilting cab gives excellent access for servicing.



Ausa Taurulift

**Manitou** unveiled its monster MHT 10210 telehandler, the world's largest, capable of lifting 21 tonnes. An unusual machine was the TMT 55-4 Way, a three wheel drive truck mounted forklift with rotating front drive wheels allowing both front and sideways travel.

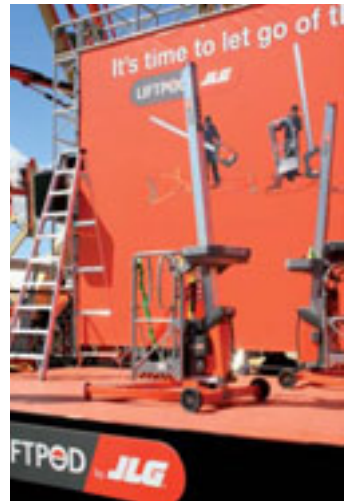


MHT 10210

At the smaller end of the crane scale was newly formed **Maeda USA**. From its base in Houston, Texas it will work as the Maeda master dealer for the USA, Canada and South America. According to president Tony Inman there has been a tremendous interest in the

product. New models are in the pipeline such as the 2.78 tonne LC383M-3 and the 4.9 tonne LC1385M-2 mini cranes, but at present the spider cranes are the same as those available in Europe except for the MC104.

Staying with the small theme **JLG** gave the LiftPod - a portable, personal lift developed in Australia, (not yet available in Europe) - a big USA launch. The LiftPod is targeted to fit between ladder and work platform giving a 4.26 metre working height. Carried and moved by one person, the unit's three modules - base, mast and basket - each weighs less than 23kg. Elevation is controlled by a battery operated drill or optional battery pack.



**Skyjack** showed off its new 61/66ft boom lift range at Conexpo, with the SJ66T. Commonality of components with the 40/45ft boom range aims to make the new booms more attractive to small to medium sized rental companies. The **MEC** stand also had its M40T straight boom on display with full production planned for later in the year.

The big news, as far as readers in the UK and Ireland are concerned, was the appearance of Martin Davies on the stand, the ex - Skyjack Europe head, is setting up a new direct sales operation for MEC in the UK

# Ready for action

Whatever you're planning, we're there for you.



## By all means

### The new Terex® Demag AC300/6

What makes this 300-tonne crane so valuable for you:

- Total system length 125.7 meter (412 ft)
- Superlift attachment for additional increase in lifting capacity
- Fast and simple set-up of the jib and the fully automated counter-weight system
- Powerful engines delivering 448 kW for the road and 205 kW for crane operation

 **TEREX** | DEMAG

Terex-Demag GmbH & Co. KG · Zweibrücken, Germany · 00 49 (0) 63 32 / 830 · [www.terex-demag.com](http://www.terex-demag.com) · [info@terex-demag.com](mailto:info@terex-demag.com)

© Terex Corporation 2008 · Terex is a registered trademark of Terex Corporation in the United States of America and many other countries



New MEC boom

and Ireland. The star of the **Haulotte** stand was its new 26 metre HA28TJ telescopic boom lift, featuring compact dimensions, five metre telescopic jib, big platform and a tight tailswing.

Although tucked away in the South Hall both **Aichi** and **Bil-Jax** had a very busy Conexpo. Aichi announced a US distribution agreement with Toyota Material Handling USA, making use of its 100 dealers/150 outlets across North America. Toyota owns 51 percent of the company. With major orders from European rental companies under its belt, additional production is essential. Watch out

for Aichi to start building in North America in spite of recent denials. Bil-Jax had its 45XA on display, with a 13.7 metre platform height the unit has 45 percent gradeability, a good travel speed, fast set-up and incredibly low GVW. The unit is self propelled in the stowed position and uses its outriggers when the boom is raised.

**Snorkel's** good-looking and popular stand included the re-launched (UpRight) AB46 with improvements to the electrics, re-designed jib and new Snorkel-type basket. We also thought that the colour scheme works very well on these models and on some of the other UpRight products.

Watch out for **Custom Equipment** machines which should finally arrive in Europe this year, after an extended CE compliance process. The company's two lightweight scissor lifts, 10ft HB-1030 weighing 550kg and the 14ft HB-1430 at 760kg, feature roll out deck extensions, a low stowed platform height and electric steering. They are particularly popular

working on suspended and other low pressure bearing floors.

The big launch on the **JLG** stand was its **ClearSky** telematics programme, which it says is the first connected asset system customised for aerial lifts. The system remotely communicates with equipment to gather vital information allowing owners to make better decisions. Features include on-demand remote diagnostics and troubleshooting, preventative maintenance alerts based on real-world operating conditions, machine maintenance history, operating system integration, geographic fencing and GPS location and mapping on various levels.

The system will be available as an option on most boom lifts this summer and will eventually be extended to other products. Conexpo was also the big launch for the company's new integrated pre and after sales support branding **Ground Support** which ties together everything from financial packages to rebuilds.

The proliferation of international



Haulotte flying the flag

shows means that only a few are used by the major manufacturers as a focus for product launches. Bauma has clearly established itself as THE global show. Conexpo however has cemented its position as the number one heavy equipment show for the Americas. Put it in your diary for 2011.



The Snorkel Stand



# HOLLAND LIFT

Reliable load monitoring ...

- New highly reliable platform overload monitor
- Fully mechanical design, no electronics, no data processing
- Accuracy independent of temperature, humidity or lift height

Holland Lift International B.V.  
Tel: +31 (0) 229 285555  
Fax: +31 (0) 229 285550  
E-mail: info@hollandlift.com



www.hollandlift.com

# Third time lucky



c&a

SED

The third SED show at the Rockingham Speedway venue opens its gates in May. Last year's event saw a dramatic improvement on the horrors of 2006, when traffic in and out caused havoc and put many off attending last year. The combination of free parking and better traffic management made a huge difference and this year the organisers are promising further refinements.



If you avoided last year's SED out of fears of another jam, there is a lot more than just smooth flowing traffic to tempt you this year when it comes to cranes and access equipment. While the big three mobile crane manufacturers are clinging to their attitude that they don't need to attend exhibitions in the UK, this year sees more crane exhibits than we have seen in many years. And on the access side Haulotte are back, making this the first SED that all three of the largest producers have attended. When it comes to telehandlers SED is hard to beat with all of the major players out in force.

Once again Cranes&Access is the official magazine for the SED cranes and access village. Publishers, the Vertikal Press has a stand and will be looking forward to seeing as many of our readers as possible during the three day show.

This year we have decided to include our show preview in an earlier issue of the magazine rather than one that arrives just days before the show opens.

This does mean that we will miss alerting you to some of the last minute decisions regarding exhibits, however we will include a Last Minute SED in the May issue.

## The basic facts

**Where?** Rockingham Speedway, Corby, Northamptonshire

**Sat Nav?** NN17 5AF

**When?**

Tuesday 13th May - 9:00-17:00

Wednesday 14th May - 9:00-17:00

Thursday 15th May - 9:00-16:00

**Parking?** Free on site

**Entrance ticket?** Free

**Pre-register online?**

[www.blaxx.net/2008/sed08/reg/](http://www.blaxx.net/2008/sed08/reg/) and avoid the queues. Or complete a registration card at the gate.

## So who is exhibiting? What is on display?

On the following pages is the definitive listing, as of publication date, of cranes, access and telehandler products and services on display. We have listed by both brand name and distributor /exhibitor in order to help you find the products more easily.

Here we highlight some of the new and interesting products that we are aware of at this stage. We will publish any details of additional new products in the May issue.

## Cranes

Crane Business - the crawler crane trading company from Holland - is making its debut at SED with two products that are new to the UK. The first is the telescopic boomed Logicrane that it has developed with **Marchetti**, the crane features a light weight and compact transport dimensions. The other reason for the company's appearance is because it is the European distributor for Chinese crawler crane company, **Fushun**.

NRC is a veteran of SED, but this will be the first show for the company since it took on the distribution of **Link Belt** range of cranes.

Link-Belt's 81 tonne HTC8690 truck crane will be making its European debut although how this modern US style truck mount is received by buyers will be very interesting. NRC has distributed Link Belt's sister company **Hitachi-Sumitomo's** crawler cranes for many years and the company will be launching the new 150 tonne SCX1500-2 at the show along with the new 4.9 tonne ZX75UST telescopic boomed mini crane.

Universal Cranes, a division of Peterborough-based Crowland Cranes, will be showing a **Zoomlion** QY30V truck crane sold to Marsh Plant. The company has started importing the Chinese company's crawler crane line and will show the first 70 tonne QU70 crawler in the UK. A 10 tonne **Ormig** pick and carry crane will also be featured on the stand. See face to Face page 62.



Link Belt cranes can be seen on the NRC stand

## Mobile Cranes

Manufacturer	Exhibitor	Aisle	Stand	Type
Böcker	Böcker	L	802	Trailer crane
Fushun	Cranebusiness	L	996	Crawler
Hitachi Sumitomo	NRC Plant	D	620	Crawler
Link Belt	NRC Plant	D	620	AT, RT, Truck
Maeda	Kranlyft UK	K	640	Spider and mini cranes
Marchetti Logicrane	Cranebusiness	L	996	Crawler
Ormig	Universal Cranes	L	819	Pick & Carry
Sany	Sany UK	R	935	Crawler
Sennebogen	EH Hassell	L	806	Crawler -Truck
Unic	GGR Unic	K	621	Spider
Zoomlion	Universal Cranes	L	819	Crawler -Truck

## Tower Cranes

Cattaneo	Weaving Cranes	R	511	
FB Gru	Dunham Cranes	D	394	
Jost	MTI-Lux	L	812	
Mantis Cranes	Mantis Cranes	L	817	
Raymond	Vanson Cranes	E	821	
Terex-Comedil	Ladybird Cranes	L	808	
Vanson	Vanson Cranes	E	821	
Vicario	Vanson Cranes	E	821	

## Loader Cranes

Cormach	Cormach Cranes	P	764	
Effer	Britcom	N	652	
Effer	Effer UK	Q	741	
Fassi	Fassi UK	Q	742	
Hyva	Hyva	Q	739	
Palfinger	TH White	Q	730	
Pesci	Approved Hydraulics	Q	733	
PM	PM Group	F	950	

Ladybird Cranes, which sells the **Comedil** self erecting and City type top slewing tower cranes, will have the new Comedil CBR30 Plus self-erecting tower crane and a CTT51 top-slewer on its stand. **Maeda**, is once again sharing a stand with Russon Access and will be showing off its market leading spider and mini crawler cranes.

**Vanson** is stressing reduced operating costs this year and showing its two latest self erecting



*Ormig Cranes are on the Universal Cranes stand*

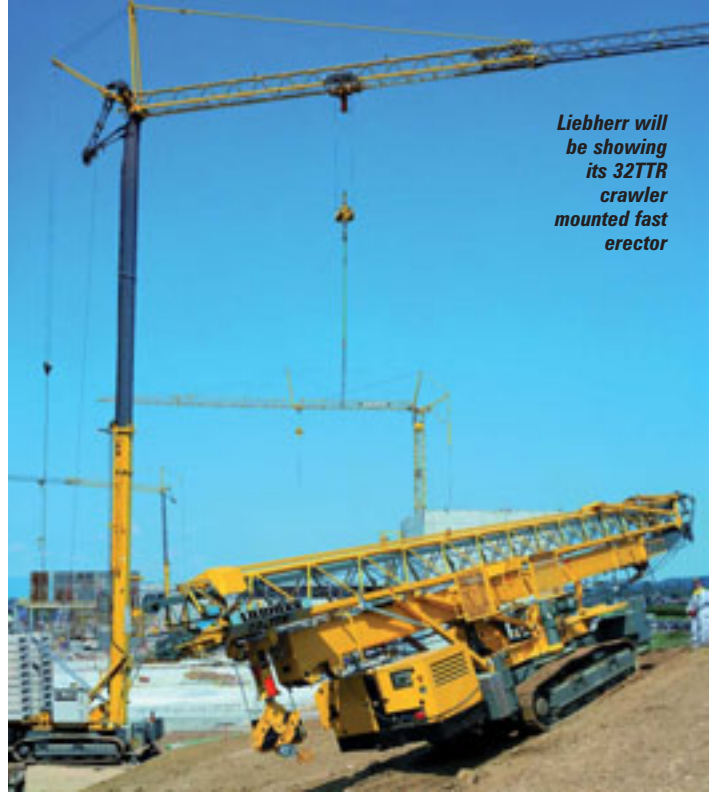
tower cranes. The VC27 can take 2,200kg to 12.13 metres radius and 850kg at a 27 metre radius. Hook height with jib horizontal is 23 metres rising to 31.4 metres at



*Link Belt HTC8690*



*Sennebogen machines be seen on the EH Hassel stand*



*Liebherr will be showing its 32TTR crawler mounted fast erector*

maximum elevation. The 4000 kg VC33 has a hook height of 21.5 metres and 33 metre jib tip capacity of 1,000kg. The company's roll out loading platforms will also be on show.

The latest cranes from **Sennebogen** will be on the EH Hassel stand,

including the 608 Multi Crane making its first appearance at a UK show. The company is also showing off its 80 tonne 683R telescopic crawler crane with 42 metre main boom. **Liebherr** is also showing a crane, its 32 TTR crawler mounted Fast Erector. The company will

**nifty lift**

self-propelled • trailer mounted • vehicle mounted • track mounted



also have a TL 435-13 telescopic handler on show - one of a range of four models - with maximum lift capacity of 3,500kg and 13 metres lift height.

### Aerial Lifts and Telehandlers

Upright, back at SED two years after it was acquired by Tanfield, will be launching the Snorkel-based additions to its product line, including the 10 metre X33RT compact rough terrain scissor lift which is now manufactured in the UK and the 85 ft platform height AB85RJ articulated boom with rotating jib, making its UK debut.

SED will also be the first exhibition for Russon Access since **Holland Lift** purchased a 25 percent holding in its UK distributor. The Dutch-

Heavy duty high reach machines from Holland Lift



Bobcat telehandlers

based producer of heavy-duty and narrow, high reach scissor lifts is in the process of building a second extension to its manufacturing plant in less than two years. **JLG** is making a significant comeback in the UK and winning market share. It will have its

JLG/CAT alliance. **Genie** has moved from its usual stand, but is still out in force. Its key new product is, like JLG, a compact telehandler, the redesigned GTH 2506 with 2,500kg lift capacity and six metres lift height.

#### Aerial lifts Self Propelled

Manufacturer	Exhibitor	Aisle	Stand	Type
Bil-Jax	Bil-Jax	L	795	Booms
Blue Lift	King Highway	J	601	Spider lifts
Bravi	Bravisol	K	622	Vertical
CTE	CTE UK	L	998	Spider lifts
Dino lift	Promax	L	796	Booms
Genie	Genie Europe	E	826	Booms, scissors, AWP
Faraone	Faraone Ima	J	607	Vertical, Push around
Haulotte	Haulotte UK	K	647	Booms, Scissors
Hinowa	Hinowa	F	984	Spider lifts
Holland Lift	Russon Access	K	640	Scissors
JLG	JLG UK	E	605	Booms, Scissors, Vertical
Manitou	Russon Access	K	640	Booms
Manitou	Manitou	C	147	Booms, Scissors
Leguan	Avant Tecno	N	144	Booms, Scissors
Oil&Steel	Oil&Steel	P	951	Spider lifts
Platform Basket	Promax	L	796	Spider lifts, Booms
UpRight	UpRight UK	M	788	Booms, Scissors, Vertical

JLG's super compact G5-18A



updated E series scissor lift range on show but will be concentrating on its telehandler range showing off its recently launched super compact G5-18A which has a 5.5 metre lift height and 2,500kg lift capacity. **Caterpillar** will also show its version of this model built under the

# A range for all reasons

Niftylift provide an extensive range of access platforms packed with cutting-edge specifications and a class leading performance that handles the toughest applications.

Easy to use and maintain with an after-sales support team that is second to none.

Niftylift bring you 'A Range for all Reasons' unrivalled in value, safety and reliability.



[niftylift.com](http://niftylift.com)

Fingle Drive, Stonebridge, Milton Keynes. MK13 0ER.  
Tel: +44 (0)1908 223456 Fax: +44 (0)1908 312733  
Email: [sales@niftylift.com](mailto:sales@niftylift.com) / [info@niftylift.com](mailto:info@niftylift.com)



Manitou will also be showing both telehandlers and self propelled aerial lifts while celebrating the 50th anniversary of the launch of its first RT fork truck. SED will serve as the UK launch for the company's new Privilege range of telehandlers. CTE will show both its popular truck mounted lifts and its expanding range of smaller products including its recently launched spider lift models which are gaining a strong reputation and the push around Power Tower.

King Highway will have an extensive display including a new 17 metre straight telescopic platform mounted on a 3.5 tonne truck and a 22 metre GSR E228TJ with its 17.6 metres outreach and platform capacity of 280Kg. It will also be showing a large Wumag, a van mount and models form the Bluelift spider range.

JCB as usual will be taking centre stage at SED with its earthmoving equipment, but this year telehandlers will be more dominant with the company showing off its recently launched Hi-Viz models with their improved cabs and visibility and numerous other refinements and performance improvements.

Bobcat shows its ultra compact T2250 which the company says is no larger than a skid steer and is designed to use most of the company's skid steer attachments. The company will also introduce a new EN280 work platform for its larger telehandler models which extends out to four metres width.



**Loader Cranes**

Effer is building on its success last year and showing several models from its light and medium ranges. TH White is back at SED with the Palfinger range, the company will show examples from the new High Performance range launched late last year in Bologna (the theme of our front cover). Approved Hydraulics will not only display cranes from the Pesci line, but will also be showing some examples from the Bakker clamps and grabs and Baltrotors rotators. Cormach has traditionally exhibited under the



Ernest Doe banner, but this year is on a separate stand. The company is polarising its product line between the very largest cranes with their unusual over-centre design and the very smallest cranes targeted at manual handling rules. PM is looking to expand its coverage in the UK, boosted by a change in its group at management level last year.

A name that might not be familiar to you is Hyva the company that now owns Kennis and Amco Veba. The company will show an HA10 from its compact range and an HB150 from its heavy duty line up.



In addition to the equipment on display, SED is a great opportunity to meet with members of a number of industry associations, including IPAF which will be promoting a number of safety issues, including its clunk click harness campaign, to new policies on outrigger mats and control panel protection and the CPA which will be hosting a discussion on tower crane safety during the show. The Lighthouse Club will once again have its historic plant on display and the HSE will be hoping to meet as many contractors as possible, in a more relaxed environment than when an inspector turns up on site.

The Vertikal team will of course be out in force and looking forward to meeting as many of you as possible. Cranes&Access is the official publication for the crane and access village so we will be reporting on events and news during the show. Do stop by and say hello.



An Effer loader crane

**Trailer Lifts**

Manufacturer	Exhibitor	Aisle	Stand
Bil-Jax	Bil-Jax	L	795
Böcker	Böcker	L	802
Dino lift	Promax	L	796
Genie	Genie Europe	E	826
UpRight	UpRight UK	M	788

**Truck Mounted Lifts**

Cela	Promax	L	796
CTE	CTE UK	L	998
Oil&Steel	Oil&Steel	L	796
GSR	King Highway	J	601
Wumag	King Highway	J	601

**Other Access**

Haki	Haki	M	787
SGB	Haki/SGB	N	986

**Telehandlers**

Ausa	Ausa	C	167
Bobcat	Bobcat Europe	Q	25
Caterpillar	Finning UK	C	340
Dieci	Dieci UK	M	785
Faresin	Faresin	L	793
Genie	Genie Europe	E	826
Haulotte	Haulotte UK	K	647
JCB	JCB	K	40
JLG	JLG UK	E	605
Komatsu	Marubeni Komatsu	J	183
Liebherr	Liebherr GB	R	313
Manitou	Manitou	C	147
Merlo	Merlo UK	M	780
New Holland	New Holland Construct	B	100

**Trailers/Transport bodies**

Broshius	Broshius UK	Q	737
Chieftan Trailers	Chieftan	E	625
Faymonville	Faymonville	C	440
King Trailers	King Trailers	D	600
McCauley	McCauley Trailers	P	763
Nooteboom	Nooteboom	C	400
Shawtrack	Shawtrack Services	Q	730

**Parts suppliers**

Manufacturer	Aisle	Stand
IPS	M	788
Hose Doctor	M	403
Pirtek	J	198
TVH	L	801

**Software**

Inspire	PAV	154
Higher Concept	PAV	150

**Associations**

Construction SkillsQ	741	
CPA	L	417
IPAF	L	800
HSE	M	407
Lighthouse Club	D	913

**Rental Companies**

A-Plant	R	729
Hewden	P	141
NRC	D	620
Select Plant	M	391

**Components and Engines**

Cavotec	PAV	4
Cummins	Q	343
Deutz	P	563
Integrated HydraulicsPAV	7	
Nylacast	PAV	152
Parker Hannefin	M	403
PAT Kruger	PAV	6
UK Generators	D	517

**Lifting Gear**

Approved HydraulicsQ	733	
Geda - Haki	M	786
Kinshoffer	R	310
Pfaff-Silverblau	PAV	25
Probst	M	770
Scanlift	J	916
Whitney Engineering	K	213



**SED 2008**  
MAY 13, 14 & 15  
THE NATIONAL EVENT FOR CONSTRUCTION

Stand 647



## A product range that reaches every stage of your business

- › ARTICULATING BOOMS
- › VERTICAL MASTS
- › TELESCOPIC BOOMS
- › SCISSOR LIFTS
- › PUSH AROUND
- › TRAILERS
- › TRUCK MOUNTED PLATFORMS
- › TELESCOPIC HANDLERS
- › MULTIJOB MJX

Choosing Haulotte means you benefit from a guaranteed after-sales service.

- More than 95.000 spare parts shipped within 24 hours all over the world\*
- Training
- Technical support



\* Depending on stock availability

[www.haulotte.co.uk](http://www.haulotte.co.uk)

Experience in innovation

# What goes around, comes around

There is a saying 'what goes around, comes around'. That certainly may be true for many things such as fashion - although that 1970's stripy tank-top may have to stay in the wardrobe a little longer - but can it apply to cranes?

**Thirty years ago, few in the 'know' would have predicted the growth and then total domination of the All Terrain crane. At that time (1970s and early 1980s) the truck crane was king, with the AT an unreliable novelty.**

Over the last year or two, an increasing number of crane hire companies have begun to appreciate that the truck crane had more going for it than simply being the only high speed road-going crane you could buy at the time. Several factors are encouraging buyers to consider truck cranes once again.

One is the 'economic' benefit. While everyone has been aware of this for some time, manufacturers had already phased out their European truck crane ranges by the time this really sank in.

The second factor is the long delivery times for All Terrain cranes, caused by the inability of manufacturers and their component suppliers to keep up with growing demand. This is causing many buyers to look either towards China where lead times are short and the truck crane is still king or to North America which has never turned its

back on truck cranes and where a cheap dollar is creating new export opportunities.

Add to this the fact that companies such as Terex have started to reintroduce European-built truck cranes to their product ranges and you have an interesting scenario where the All Terrain may well once again have to justify its premium cost and more importantly its higher running costs.

*The 1963 Smiths All Terrain*



## The early days

The All Terrain concept was initially spurred-on by military demands for high speed off-road cranes. The first AT was arguably the Demag Krake, built in 1956, using the 'bent' boom design from the company's industrial pick and carry cranes. As far as we know only one unit of the Krake was ever built.

Thomas Smith (Rodley) in the UK also built a one-off All Terrain crane

in 1963 with a back to back driver-superstructure cab. This concept was later taken up by Gottwald in Germany when it introduced its 16 tonne AMK35-21 in 1970. The line was developed and produced in series production numbers and the concept was then copied by Grove

with its AT180 in 1976. But it was perhaps the Saturn cab-down crane made by Hydrokran AG in Switzerland that showed the true potential of such a machine. Its 25 tonne lift capacity and 75kmh road speed made it a true AT and it became a series production machine. Reliable yet expensive, it sold well in Switzerland but exports were largely restricted to military sales.



*Demag Krake - the first AT?*





The PPM 14.07 ATT

In the mid 1970's the Grove distributor in Switzerland, Stirnimann began converting Grove RT59S and RTR620S swing-cab Rough Terrain cranes into twin cab All Terrains. The design was unusual in that the chassis cab, located in the front tool well, could be folded away when the machine was on site. Around the same time PPM introduced the 14.07 ATT, essentially a high speed Rough Terrain crane with spring suspension and multi section boom. It was clearly ahead of its time.

### The AT breakthrough

The true breakthrough though came in 1977 when Liebherr introduced the purpose-built LTM1020 and 1025 with their separate carrier and superstructure cabs, promising mainstream potential. Neither Stirnimann nor Liebherr were the first with this twin cab solution, the Gottwald AMK 45 of 1966 was in essence such a machine with its compact chassis and 4x4 drive, although it was marketed as a compact truck crane. That same year saw the introduction of the 25 tonne P&H WS250, designed and built in Dortmund, Germany, it was based on P&H's Cedar Rapids, USA built WS250 Rough Terrain crane.



Liebherr's LTM 1025

The Liebherr and the P&H were both notoriously unreliable, however Liebherr persevered with the concept introducing the LTM1030 in 1979 by which time it began to overcome the reliability issues that had dogged the first few years of production. The following year P&H launched an All Terrain version of the Omega 20 RT crane, with a relatively simple design, it was reasonably reliable, very compact and along with the Liebherr became very popular. While both machines played their

part in taking the All Terrain into the mainstream crane market, it was the Liebherr that really made the difference and the company went on to dominate the AT crane market. Even today Liebherr claims a 45 percent share of the global All Terrain market.

### Early All Terrain crane development

Year	Manufacturer	Model	Capacity	country
1956	Demag	Krake		D
1963	Smiths Rodley		10t	GB
1966	Gottwald	AMK45	20t	D
1968	Hydrokran	Saturn	25t	CH
1970	Gottwald*	AMK35/45-21	16/20t	D
1974	Krupp	AS18	18	D
1974	PPM	14.07ATT	14t	F
1975	Stirnimann Grove	AT59/620S	14/18t	CH
1976	Grove	AT180	18t	USA
1977	Liebherr	LTM1020/1025	20/25t	D
1977	P&H	WS250	25t	D
1979	Liebherr	LTM1030	30t	D
1980	P&H	Omega S-20	18t	D

\* Gottwald introduced seven to eight different AMK All Terrains between 1970 and 1979, with capacities between 14 and 40 tonnes but all followed the same basic dual upper cab concept.

By 1979 Grove, which is now part of the Manitowoc Crane Group, was thoroughly frustrated by the lack of reliability of its AT180 and seeing



An old Krupp AS 35

that Liebherr and P&H were no better, it washed its hands of the AT product concept. As a result, it took the company many years - and several acquisitions, including Coles cranes in 1985 and Krupp Krane in 1995 (Krupp had absorbed Gottwald telescopic cranes in 1988), to subsequently catch up some of the lost ground as the AT concept began to dominate the European market.

### All Terrains begin to take over

The key selling points of the All Terrain crane were initially compact dimensions, manoeuvrability, with all wheel drive and steer and the ability to pick and carry as well as relocate the crane from the superstructure cab. The AT basically promised the roadability of a truck crane with the on-site capability of a Rough Terrain. However its high price premium initially limited its take up in many countries, including the UK and Ireland.

As machines gradually found their way in to rental fleets however their ability to get in closer to the lift and cross poor ground made them popular with end-users and

it was not too long before more of them began to appear. It was not too long before rental rate premiums for All Terrains had vanished and the rest, as they say, is history.

But all was not sweetness and light, for the crane hire company. The AT has always been more expensive to buy, more complicated to repair and more costly to run, particularly as they get older. In the UK however the nature of the crane hire business where cranes cover higher mileages mean that the expensive tyres with their shorter life span, higher fuel consumption and higher service costs is really biting hard. These additional costs are not reflected in the hire rates that the machines commanded.

So while the AT has enjoyed a successful run for nearly 30 years, there are many who still believe in the second coming of the truck crane.

### Small All Terrains on the way out?

The All Terrain crane though is still the preferred type of mobile crane in Europe, something that is unlikely to change dramatically any time soon. Its development over recent years has seen the introduction of ever larger models with increasingly long multistage booms. However at the smallest end of the market the rental rates for small mobile cranes

no longer justifies the purchase price or running costs of a two axle 20 to 30 tonne All Terrain. According to some hirers, the rates for small ATs have not moved for about 10 years - about £320 per day, yet the price for new machines have increased by about 25 percent over the last three years.

As a result most manufacturers have virtually pulled out of this market in Europe, leaving the end market to older cranes, loader cranes, industrial cranes, spider cranes and telescopic handlers. Many UK crane rental fleets now look at 40 to 50 tonners as the bottom end of their fleets and have started to look on a 100 tonner as a day to day taxi crane. A far cry from the early 1970's when a 100 tonner was a massive beast and the exclusive domain of the larger crane hire companies.

Most reasonably sized crane hirers now have at least one such machine and an increasing number of them are looking at 200 tonne models to top out their fleets. It is only the strong Euro and the long delivery times in an uncertain economic climate that is holding more companies back from ordering them.



A Terex Demag lifting an AC650



## The GMK4100-L: powerful and innovative

The 100 t (110 US t) all-terrain crane from Grove provides excellent lifting capacity with a seven-section 60 m (197 ft) boom. The crane is capable of lifting 11 t (12 US t) at 53 m (174 ft), making it ideal for tower crane erection. The operator's cab is designed for comfort, contributing to operator safety and job site productivity. A 10-17 m (33-56 ft) hydraulic luffing swingaway and an optional 5 m (16 ft) insert increases hook height to 83 m (272 ft). The MEGATRAK™ hydro-pneumatic suspension system provides superior on and off-road performance.

For more information about the GMK4100-L, go to: [www.mcgads.com/1182](http://www.mcgads.com/1182).

 **Manitowoc**



The new Terex Demag AC300/6

### 500 tonnes is the new big

A big All Terrain crane now is a 500 tonne plus machine. By the end of next year three 1,000 tonne Terex Demag AC1000/9 cranes will arrive on these shores - to Ainscough then Baldwins and NMT. One of the main trends at the moment with all larger cranes is their transportability - how easy are they to move between jobs and how fast they can be set up once they arrive. In the UK the STGO rules that govern the movement of large loads were modified in 2004/5 effectively allowing 16 tonne axles loads where the crane was designed to take it. This has allowed many cranes in the 100 to 450 tonne range to travel in a ready to work configuration with only one or two back up trucks to achieve full capacity.

### 1,000 tonners and up

Terex announced its 1,000 tonne, nine axle, AC 1000/9 at the end of 2006 and is hoping to launch this summer. Styled as 'an AC700 plus 50 percent', it is thought the crane will have a load moment of around 3,000 metre/tonnes. One of its main features is that it has been designed for boom-on transportation to reduce assembly on site and to keep moving costs down. Standard boom will be 50 metres with an optional 100 metre (boom off design) giving 126 metres maximum with a luffing fly jib.

According to Mark Ambridge of Bedford-based NMT which has ordered the third AC 1000/9, the machine is basically very similar in size to a 500 tonner and requires just two more trucks.

Liebherr's 1,200 tonne LTM 11200-9.1 was launched at Bauma last year claiming to be the world's strongest and highest - with an eight section 100 metre boom - telescopic crane. A 'short' four section boom can be created by removing boom sections for easier boom on transport - already proven on the 500 tonne LTM 1500-8.1.



Liebherr's 1200 tonne LTM 11200

The Y-Guy Superlift system offers a remarkable increase in load capacity more than tripling the capacity in some parts of the lift chart. The active, speed-dependent rear-axle steering developed by Liebherr is integrated into the nine-axle chassis, with disc brakes ensuring greater safety and economy.

### Jack of all trades

Moving down a little into the mainstream market, Terex Demag's latest All Terrain - the 300 tonne AC 300/6 - was launched at its open day held at Zweibrücken last October. Claiming to be an 'all rounder' the six axle machine fills the gap between its AC250-1 and the AC350. The unit has a 64 metre main boom, 72 metre luffing fly jib and 125.7 metre maximum tip height the longest boom and jib combination of any six axle mobile crane.

Terex claims that this 'jack-of-all-trades' machine can be used for a wide range of lifting duties. With partial counterweight it can compete in the 140 tonne to 220 tonne class as an alternative to medium to large 5-axle mobile cranes. Yet when fully rigged Terex claims it can tackle jobs normally requiring 400 tonne cranes thanks to its superlift device.

Tadano's four section, 31 metre telescopic jib



testing in Japan. While not quite as compact as the smaller 300 tonne Terex, it offers a first class load chart for a 360 tonner and features some innovative jib combinations. These include a four section, 31 metre telescopic top boom that pivots from the main boom nose and offsets from being in-line with the main boom for a 96 metre tip height, down to around 55 degrees. Alternatively a 47 metre luffing jib can be extended with a 25 metre fly jib to achieve the full system length of 120 metres. Tadano dealer Cranes UK has provisional orders for two machines from UK companies.

### 100 tonne taxi cranes

Over the last few years there has been more activity and development in the 100 tonne class than any other, with all the 'majors' - Grove, Demag, Liebherr, Tadano and now Link Belt - introducing at least one new model in the last year or so.

Critical considerations in this size of machine are boom length and the type of work it will be used for. If the crane might carry out a large number of one day heavy lift jobs with the possibility of squeezing in more than one job a day, then a five axle carrier that allows the crane to carry all or most of its counterweight in addition to its equipment is preferable. Being self contained is also attractive for smaller rental companies because it needs fewer support vehicles.

On the other hand, larger companies that operate a transport fleet might benefit from a four axle carrier which offers a lower purchase and operating costs and is more compact on site.



Tadano ATF 360G

There is a lot of work in the UK for the 300-500 tonne sized crane. The in-demand AC300/6 is finding success with the largest crane rental company Ainscough Crane Hire which is adding at least one unit to its fleet. Whilst it is a devoted Liebherr customer, Ainscough bought the unit while waiting for Liebherr to launch its new 300/350 tonner into the market.

The overall length of the AC300/6 is 16.44 metres, making it the shortest six axle and most compact 300 tonne mobile crane on the market. The unusually tight turning radius is achieved thanks to its length, a less than two metre front overhang and speed-dependent rear-axle steering. Tadano has also entered this mid range market with the launch of its six axle 360 tonne ATF360G-6 which should be launched at the end of this year following extensive



**Experience the Progress with Liebherr:**  
The LTM mobile cranes are convincing  
by their manoeuvrability, performance  
and safety. Advanced Technologies are  
our Business.

**Liebherr-Great Britain Ltd.**  
Normandy Lane, Stratton Business Park  
Biggleswade, SG18 8QB  
Phone: 01767 602100  
Fax: 01767 602110  
[www.liebherr.com](http://www.liebherr.com)



**Experience the  
Progress.**



**LIEBHERR**  
The Group



John Moynihan with Ireland's first GMK4100-L

Terex claims its four axle AC100/4 is the strongest of its type on the market. It certainly has an impressive lift chart but at 50 metres, sports the shortest boom. In the UK the unit can travel on the road with more than 21 tonnes of counterweight, boom extension, hook blocks and slings. In this configuration it can still handle 12 tonnes on its fully extended main boom, nearly 28 tonnes at 10 metres and 1.5 tonnes at 44 metre radius.

Grove has several machines in this sector and if boom length is your prime requirement then the four axle GMK4100L and the five axle GMK5095 both have 60 metres.

J. Moynihan Crane Hire has taken delivery of the first Grove GMK4100-L all-terrain crane in Ireland. The company, which operates across the Cork and Kerry regions of the country, runs five cranes including the GMK4100-L and a GMK5100. Company owner John Moynihan said: "It's got 60 metres of boom and only four axles so it's easy to move around even the tightest areas of the city. Since we've had it, it's been very busy and working well."

Liebherr also has several four and five axle machines around this 100 tonne mark. At three metres both of its four axle units - the LTM 1090-4.1 and LTM 1100-4.1 - are rated at 90 tonnes, while its two five axle units are rated at 95 tonnes. The LTM 1090 is more popular in the UK in that it can carry more counterweight on board than the LTM 1100, however it has two metres less boom and sacrifices mid range lift capacity.



Tadano-Faun has two models including the 90 tonne ATF90G-4 and the 110 tonne ATF 110G-5. The ATF90G offers solid performance with its 73 metre maximum boom and extension length the only area that it is noticeably less than the competition. The unit also offers Tadano's Lift Adjuster system which automatically compensates for boom deflection as the load is lifted. Tadano's UK distributor Cranes UK has made some major strides in the past two years or so breaking into many of the mid to large hire fleets and becoming increasingly popular.



Grove's latest AT the GMK 5170

In fact its ability to win a greater share of the UK market is largely limited by availability.

Link Belt is another company offering a wider range of All Terrains and its 110 tonne ATC 3130 competes in this dynamic part of the market. The company is currently testing the European waters and has so far concentrated on its TT truck terrain model a truck crane with some AT features and will show its HTT 8690 truck crane at SED in May.



XCMG QAY240

New products take a breather

After several years of frenetic new product development this year is showing signs of the industry taking a new All Terrain product breather. Even last month's Conexpo only saw one new All Terrain crane, the Grove GMK5170, which it says boasts the strongest load chart and the longest boom in its class at 64 metres and can achieve tip heights up to 100 metres with extensions.



Zoomlion's AT cranes will not be seen in the UK for some time

On-site flexibility is aided with a choice of four outrigger width settings. The unit also features Groves Megatrak suspension, ECOS electronic control, all-wheel steer and Twin-Lock boom pinning.

XCMG is by far and away China's largest crane producer and has a range of All Terrains that stretch from the two axle 25 tonne QAY 25 through three, four and five axle machines up to the seven axle 240 tonne QAY 240 and 300 tonne QAY 300.

China's number two manufacturer of mobile cranes Zoomlion has reorganised its crane operations and is gearing up for export. Aiming to be a global company, it concentrates on mid-range cranes, exporting a total of about 750-800 cranes of all types last year. It is said to be developing 200 tonne and 250 tonne AT cranes, although the company is establishing itself with its well-proven smaller truck and crawler cranes.

Perhaps the biggest development in the All Terrain sector is the growing presence of Chinese manufacturers. Companies such as XCMG and Zoomlion have been developing their ranges, primarily to satisfy the huge demand from the home market. But with increased production capabilities they are now also looking at tackling exporting markets.

The major producers - Liebherr, Terex, Grove and Tadano - could begin to see some increasingly

serious competition which is rapidly improving in terms of quality and performance, while already being ahead on price and delivery times. With the current insatiable global demand for cranes, means delivery for major brand cranes already stretches into 2010 with no sign of this slowing. This naturally creates an opportunity for new entrants and the Chinese manufacturers are determined to do all they can to take advantage of that opportunity.

So will the All Terrain still be as dominant in a few years? When it comes to 80 tonnes and up, the line between All Terrains and Truck cranes begins to blur and the AT looks to be firmly entrenched. One thing that is for sure though is that the truck crane looks set to regain a share of the under 60 tonne and under market and it looks likely that a fair share of those will be made in China particularly if they maintain their price advantage and provide a good parts and service back-up.



Marsh Plant took the last order for Japanese truck cranes in the UK

# Maeda Mini Cranes now in, small, medium, large, x-large, x-x-large.

Consider the possibilities.....

A crane narrow enough to fit through a standard doorway yet powerful enough to lift up to 1 ton in weight, a crane with diesel/electric operation allowing you to work safely both indoor and outdoors, a wide array of below the hook accessories available including vacuum lifters for glass handling and cladding and remote control operation as standard on all machines.

From specialist applications such as, glazing installations, panelling or cladding right through to general lifting work, the Maeda Mini Crane excels in all areas of operation and saves you both time and money.

..... how could Maeda Mini Cranes help you??



**MC104 - 1 Ton Mini Crane**  
Capacity (kg/m): 995/1.1  
Max Radius (m): 5.10  
Max Height (m): 5.50  
Engine: Petrol  
Electric  
Petrol / LPG



**MC285 - 2.8 Ton Mini Crane**  
Capacity (kg/m): 2820/1.4  
Max Radius (m): 8.21  
Max Height (m): 8.70  
Engine: Diesel / Electric



**MC305 - 3 Ton Mini Crane**  
Capacity (kg/m): 2980/1.4  
Max Radius (m): 12.16  
Max Height (m): 12.66  
Engine: Diesel / Electric




**MC405 - 4 Ton Mini Crane**  
Capacity (kg/m): 3830/2.7  
Max Radius (m): 16  
Max Height (m): 16.8  
Engine: Diesel / Electric



**LCT85 - 5 Ton Mini Crane**  
Capacity (kg/m): 4900/2.1  
Max Radius (m): 14.52  
Max Height (m): 16.35  
Engine: Diesel

..... Interested?  
Find out all about Maeda and why  
they are the best selling Mini Cranes in the World

**CALL US NOW**

Kranlyft UK +44 (0)117 982 6661   
Kranlyft Sweden +46 (0)31 807 000

or visit [www.maedacranes.com/uk](http://www.maedacranes.com/uk)  
to find your local distributor



Come and visit us at a show this year and see, feel and touch the full range of Maeda Mini Cranes for yourself !!



# A load off your mind?

The ubiquitous loader crane is currently more popular than it has ever been. With increasing sales, machines have become more powerful and capable of lifting to ever increasing heights and distance from the truck. But what if you just need to lift a tyre, generator or concrete slabs off the back of your flatbed, 4x4 or out the back of a Transit van?

There is a serious and often underestimated problem with the manual handling of smaller loads. According to statistics compiled by the Health & Safety Executive (HSE) and local authorities, more than one third of all reported 'over-three-day' injuries are caused by manual handling, defined as "the transporting or supporting of loads by hand or bodily force". This is a significant figure considering just four percent of three-day injuries are caused by falls and 23 percent by trips. Or to put it another way 12.3 million working days are lost by the 1.1 million people in the UK suffering from musculoskeletal disorders (MSDs) - the type of injuries caused by incorrectly handling 'heavy' loads.

Manual handling injuries can occur whenever people are at work and have been identified as a priority by the Health and Safety Commission.

### How much are you supposed to lift?

In the crane, access and telehandler industries, sizeable items are often transported between sites and therefore continuously need to be loaded and unloaded from vans and 4x4's. According to information in the Manual Handling Regulations, there is no such thing as a 'completely safe' manual handling operation. Unless you have read the Regulations - and I suspect not many have - you may be surprised that the 'most' a man should lift off the floor - without the need for a more detailed assessment - is 10kg. That is half the weight permitted for your suitcase on a budget airline!

The often cited figure of 25kg is in fact the maximum permitted for a person to carry a load close to the body - not picking it up or twisting the body while carrying it. This figure reduces further to 15kg if the load is held away from the body.

It is no surprise that there are now several companies offering lifting devices to reduce the risk of manual handling, including several recently launched products - in this case in the form of cranes for commercial vehicles.

### Little loaders

AL-Vac UK has a comprehensive range of lifting products for the industrial and construction sectors. One of its latest models is its 160kg capacity mini truck and van crane. The crane is installed in a square socket which is typically located at the rear of a truck but which can be positioned anywhere on the vehicle body. Similarly, the unit may be located inside the rear doors of a suitably-sized van, with different versions available for a wide range of vehicles.



Vacuum lifting attachments help unload slabs and kerbs



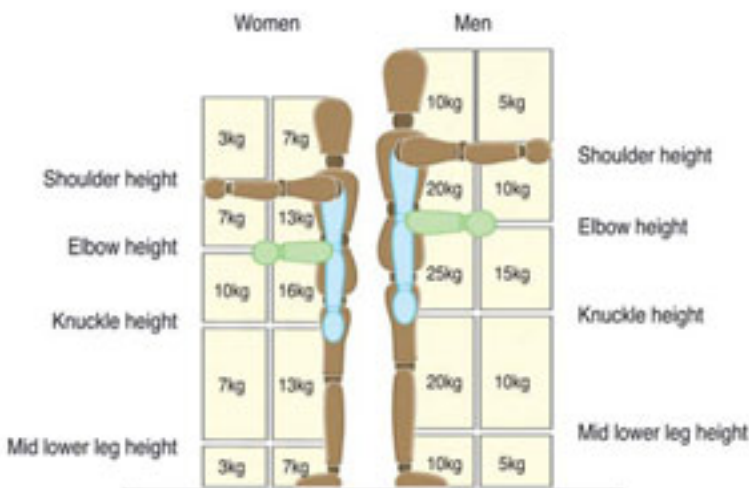
AL-Vac mini crane

an important factor when carrying out reinstatement work. The Mini loader crane can be supplied with 12 or 24 volt electrics.

### Pennys for pounds

Penny Hydraulics which claims to be the last remaining UK loader crane manufacturer, offers a range of small Swing Lift vehicle-mounted cranes that can handle loads up to 2,000kg on most commercial vehicles including panel and box vans, pick-ups, flatbeds, tippers. These vehicles are widely used to support delivery, service and engineering applications and when fitted with a crane can help operators handle loads safely and efficiently as well as comply with manual handling regulations.

Although the crane has a conventional hook it is normally supplied to civil engineering and local authorities - the major customers for this product - with a vacuum lifting attachment. In this format it has the ability to lift kerbs and slabs onto and off the host vehicle. The twin joint swing arm gives a wide range of movement (rather than just swing in an arc) allowing loads to be placed precisely -





Miniloader 250

Four basic designs are available including the Kerb Grab, Miniloader, Foldaway and V Range models as well as a number of special variations. Designed and manufactured by Penny Hydraulics, at its Chesterfield facility, the cranes are durable and robust as well as being competitively priced.

The electric Miniloader can handle loads up to 500kg and being lightweight and compact, it can be installed on almost any vehicle without affecting the storage area and carrying capacity. The unit folds away when not in use while an optional below-floor mounting means it can be removed for use on another vehicle or to provide a clear the load area. The unit can also be mounted on a ladder gantry without a pillar.

The 150kg and 250kg capacity Miniloaders have a 900mm boom as standard with alternative pillar heights and boom lengths available to suit operators' specific applications. The standard rope length is 4.5 metres with an option of nine metres allowing the crane to handle loads below ground level. The 500kg model has manual boom extension with three height settings and a boom length up to 1.5 metres. Standard rope length is six metres with options up to 12 metres.

Available with either 500kg or 1,000kg capacity, the Foldaway as its name implies, folds away when not in use to help maximise the vehicle load area and has a similar specification to the 500kg Miniloader. Its 'easy swing' action allows one man to load and unload safely and independently to save time and manpower. With up to 340 degree manually controlled rotation it can handle loads to the rear and both sides of the vehicle. There us a choice of hand or hydraulic powered slew.



A Penny Foldaway crane

### Moving up

The largest crane in Penny range is the SwingLift V with capacities from 440 to 2,000kg. These cranes have reaches between 1.1 and 3.5 metres with manual or hydraulic extensions and fully hydraulic slewing. The unit folds down to the king post when not in use to maximise the available floor and load space and has a fully retractable lifting hook.



SwingLift V Range

With the Foldaway and V-Range models the hydraulic reservoir and motor pump are integrated and fully enclosed in the crane body to ensure a compact design. They are available in either 12V or 24V versions (PTO as an option on V-Range) with a choice of remote with wandering lead or radio control. Other options include hydraulic or electric winch and manual or hydraulic stabiliser legs.

All Penny Hydraulics cranes feature a patented overload protection device, automatic braking in the event of power loss, circuit overload protection, remote control and overwind protection.

### Nissan with crane

An agreement between Penny Hydraulics and Nissan means that UK commercial vehicle customers can now specify and purchase any combination of Nissan light commercial vehicle and Penny Hydraulics product from a single source.

"This agreement gives our customers a one-stop-shop for their load handling requirements and helps our specialist dealer network offer something locally that some other manufacturers cannot," says Mark Lovett, sales and marketing manager for Nissan

Commercial Vehicles in the UK. "We are currently in the process of growing our commercial vehicle dealer network to reach more customers and offering bespoke adaptations that add value to our vehicles."

Two demonstrators have been prepared - a Nissan Pickup with a Swing Lift Miniloader 250 crane and Easyloader Tail Lift and a Nissan Cabstar with the higher capacity Foldaway 500 and V Range cranes as well as an Easyloader Tail Lift - and will be available at Nissan Commercial Vehicle Dealers during 2008.

"We can offer an excellent combination which represents good value for a wide range of customers



Tramped extendable platform

and lift trucks. As an employer you need to consider the risks from manual handling to the health and safety of your employees. If there are risks, the Regulations apply.



Maxilift Ant 50 can lift 500kg

Like most similar legislation the preferred solution is to avoid the need for hazardous manual handling at all - so far as is reasonably practicable; assess the risk of injury with any heavy manual handling that can't be avoided; and finally do all you can practically to reduce the risk of injury from any



Always assess the risks...

potentially hazardous manual handling that cannot be avoided.

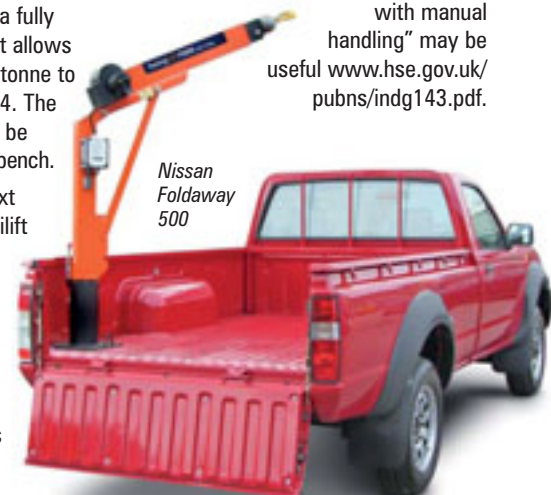
For more information on manual handling the HSE "Getting to grips with manual handling" may be useful [www.hse.gov.uk/pubns/indg143.pdf](http://www.hse.gov.uk/pubns/indg143.pdf).

who need to handle loads on and off their vehicle," says Richard Short, sales director at Penny Hydraulics. "Utility customers often have to go off-road in order to service equipment while builders typically need to unload at site. The new range of lifting equipment designed for the Nissan LCVs helps us to satisfy the needs of our customers from large fleets to sole traders."

### Slide it off

Another aid to help reduce manual handling injuries was spotted at the Conexpo Show. Not yet available in Europe, the Tramped is a fully extendable platform that allows loads of more than one tonne to be 'slid' into a van or 4x4. The extendible bed can also be used as a portable workbench. Italian manufacturer Next Hydraulics has the Maxilift range and in particular the Ant 50. The unit weighs just 60kg yet can lift 500kg and can be mounted on almost any vehicle.

There are many devices that can reduce manual handling from a simple trolley to conveyors, hoists



Nissan Foldaway 500

# The smaller the better

As the world market in loader cranes continues to increase, its growth is mirrored by the development of larger cranes, topped by the mother of them all - the 200 tonne/metre Cormach 225000E. But are the loader manufacturers catering for the opposite end of the market? Here we take a look at some of the smaller and alternative machines on the market.

In a spectacular new product launch at SAIE last year, Palfinger unveiled its High Performance models which included several new compact cranes - between two and four tonne/metres. The models, the PK2900, PK3400 and PK4200 are designed for light commercial vehicles with the dead weight of the cranes reduced by up to 27 percent but with 20 percent greater load capacity when compared with previous models.

PK 3400 and PK 4200 feature outreaches of up to 9.8 metres, claimed to be the best in class. With a width of 1.6 metres, the PK 2900 is the narrowest crane available for its capabilities, enabling it to be mounted on narrow carrier vehicles which until now were not considered for crane operation.

The completely redeveloped control valve of the compact crane series reduces all pressure peaks and thus considerably prolongs the service life of the crane and its components.

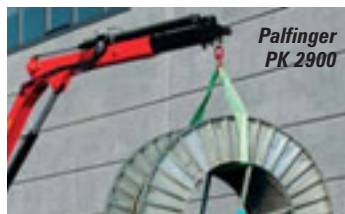
Fassi's nine model Micro range offers 300kg to 3.55 metres with the Micro M10A and up to 360kg at 6.8 metres with the optional jib extensions on the M30A.13. Depending on the individual installation requirements, assembly and stabiliser kits are available for

various applications, as well as a version powered by either a 12 or 24 volt electro-hydraulic pump. The range of original accessories, such as hydraulic winch, supplementary controls for operating hydraulic accessories, remote control systems and hydraulic moment limiter make the crane particularly versatile and easy to use.



Fassi micro

Italian loader crane manufacturer KLM has extended its range of small loaders since starting production in 2005. The company supplies three models which are badged by Terex - the Atlas 26.2, the 36.2A and the 46.2. The smallest model, the 26.2 - has a capacity of 280kg and an



Palfinger PK 2900



Hiab 013T



Terex Atlas and KLM



Palfinger PC801 Compact

impressive maximum outreach of 7.3 metres. KLM's reciprocal relationship with Terex-Atlas means that KLM distributes Terex cranes in Italy, while Terex-Atlas distributes KLM cranes overseas.

KLM claims that its loaders are unique in that they can extend the first and second booms beyond the vertical - a feature that is useful for loading close to the crane perhaps as close as a metre from the centre of rotation.

Hiab's range of 'T' cranes range from 900kg to 3.3 tonne/metres and are both lightweight and compact. All the T cranes are powered by the vehicle's PTO for continuous operation but can also be equipped with a separate electro-hydraulic power pack. The cranes also feature secure and easy to disconnect JIC couplings, for servicing, standard fitting on most Hiab cranes. The T models feature Hiab's hexagonal boom profile and large wear pads for a rigid smooth telescoping boom. A plus point is that the boom system does not require lubrication.

PM launched new versions of its classic line - the 10, 14, 16 and 19P models - at SAIE last year. However it is the smaller 'Idea', 2, 3, 3.5 and 4 that would be more applicable to mounting on 3.5 tonne vehicles.

The Idea is a 2.4 tonne metre machine that has a lift capacity of 220kg at seven metres and is the smallest in the PM range.

Variations using small loaders include the Copma 110T crane mounted on a small trailer that was also seen for the first time at SAIE. The unit can be towed behind a 4x4 and left on site to continue its lifting duties. With a drive assist feature on the trailer wheels, the unit can move under its own steam. The crane is aimed at building and rental companies with a 20 metre hook height and up to 14 metres outreach but is not currently available in the UK, although that may change if the concept catches on.

As the EU manual handling regulations begin to 'bite' companies are looking more seriously at reducing the risk to its employees of lifting smaller loads. With all the major manufacturers now concentrating on these compact cranes, this sector is set to grow in the years ahead.



Trailer mounted Copma

Making the best  
even better!



**PALFINGER CRANE**



More shape, strength and speed:  
*PALFINGER High Performance* –  
the best crane range of all times!

With the *High Performance* crane range PALFINGER once again sets a new milestone. The functional design provides an even higher level of operating comfort. The increased lifting capacity enables even more power with roughly the same deadweight. Innovative technical details such as a maintenance free extension boom system allow jobs to be carried out even more efficiently. Quite the best crane range of all times – just as you would expect from the market and technology leader! [www.palfinger.com](http://www.palfinger.com)





**ORMIG** PICK and CARRY

Agent UK  
**Crowland Cranes Ltd.**  
The Complete Crane Company

Crane Hire - Conford - Herefordshire - United Kingdom - HR12 9BA  
Tel: 01733 21981 (3 lines) Fax: 01733 211732 Fax: 01733 211688



ORMIG S.p.A. PIAZZALE ORMIG  
P.O. BOX 63 - 15076 OVADA (AL) ITALY  
TEL. (+39) 0143.80051 r.a. - FAX (+39) 0143.86568  
E-mail: mktg@ormigspa.com - sales@ormigspa.com  
www.ormig.com - www.pickandcarry.com

# Hook, bulk bag and magnet

Barcelona-based Elebia, has developed and patented an innovative system for loader cranes that allows them to automatically hook onto and release a load, including bulk aggregate bags (Flexible Intermediate Bulk Containers), pallet forks and even kerb stones.

The system comprises two elements - the Elebia hook and the Elebia textile sling which has a ferromagnetic insert. The motorised hook rotates through 135 degrees in the vertical plane, from being fully closed to fully open, while the base of the hook block, which contains a permanent magnet, attracts, aligns and orientates the sling.



The Elebia sling

Next, the hook closes around the sling and the crane then lifts and places the load. Once the load has been lowered and weight released from the hook, it can be opened allowing the sling to be dropped. The motor that opens and closes the hook is not powerful enough to move when under load, eliminating any possibility for inadvertent release and dropping of the load.

The Elebia hook is powered by the crane/truck's electrical system via a cable reel, but a battery version is also being developed to provide a completely independent option. The hook can be operated either with its own separate remote control or it can use a free channel on the crane's main controller.

Elebia says that working with the hook is totally intuitive and easy to use even at the first attempt. The company cites improved productivity making one-man operation very easy and practical eliminating the need to climb onto the bed of the truck to attach or release slings.

This also improves safety, by dispensing with the need to be on the truck bed, but also because the operator does not need to be near the load or risk trapping fingers or hands while attaching traditional slings. The hook is also safer in that when it is closed the sling is held in a fully closed ring, rather than a traditional hook and spring loaded latch.

Elebia has also patented a Flexible Intermediate Bulk Container (FIBC) with a specially designed loop configuration that includes an Elebia sling. This design combines an open top with a single



Elebia is currently designing slings for other standard items.



Hook open



Hook closed

The Elebia hook releases the sling

point lift so you only have to hook once and never need to use a four leg sling. The company claims that its FBIC is superior to a standard

open top four loop FIBC, even when it is not used with the Elebia hook.

The company says that its bag and sling are only marginally more expensive than standard bags, quoting €3.5 each for medium volume orders, compared to around €3 for standard bags, so that the efficiency and safety benefits

give a rapid pay back. It also says that even if its hook is used with standard bags, there is a benefit when loading the truck of not needing to climb on to the truck to unhook.

Elebia presented the first working prototype of its automatic hook and magnetic sling at Construmat 2007. It is now looking for distributors throughout the European Union with plans to begin shipments later this year.



1. Move the lifting hook until the magnet attracts the sling



2. Adjust the lifting hook...



...and elevate the load



Remember

**Vertikal**  
**days**

**Haydock Park**

June 25th & 26th 2008

[www.vertikaldays.net](http://www.vertikaldays.net)



# Don't miss the UK lifting event

Access equipment - Cranes - Telehandlers

Vertikal Days  
Haydock Park

June 25th & 26th 2008

If you buy, use or have a professional interest in access equipment, working at height, Mobile cranes, Tower cranes and Loader cranes, not to mention telehandlers then register now for the UK and Ireland's event for lifting professionals – Vertikal Days. See the latest equipment and services, meet the experts and enjoy a day of networking, deal-making and socialising.



Be part of the UK's only specialist lifting equipment event.  
Register on-line today for your FREE visitor ticket

[www.vertikaldays.net](http://www.vertikaldays.net)

email the Vertikal Team at

[info@vertikaldays.net](mailto:info@vertikaldays.net)

Telephone: UK Office +44 (0) 8707 740436

Germany Office +49 (0) 761 89786615

**Vertikal**  
**Days**



**U.S. Battery**  
Manufacturing Company

U.S. Battery's breakthrough *Diamond Plate Technology* has been designed to provide you with the highest rated batteries in the class.

The **X2** line of batteries has been packed with enhanced features, which dramatically improve battery performance in any application.

Manbat Ltd. after more than 55 years in the battery business, is certainly a name you can trust. With nine wholly owned branches spread across the U.K. our pre and post purchase service is second to none.

**Branches At:**  
**Scotland**  
0141 6479700  
**North East**  
0191 5658734  
**North Wales**  
01745 832174  
**South**  
01483 504965  
**South East**  
01462 851225  
**South West**  
01179 776477  
**North West**  
0161 2732235  
**East Midlands**  
01246 452522  
**West Midlands**  
01743 460790

[www.manbat.co.uk](http://www.manbat.co.uk)

**UK Generators Limited**

## UKG Hydraulic Generator

The UKG Hydraulic Generator is a 3.5 kVA hydraulically driven, single phase onboard ac power supply designed for installation onto most access platforms.



- ✓ No additional fuel costs
- ✓ Reduction in service and maintenance costs
- ✓ No noise emissions
- ✓ Quick & Easy installation
- ✓ Pressure Compensated Flow Control Valve and on/off solenoid valve
- ✓ Earth leakage circuit breaker protection
- ✓ Choice of either 110v/220v, 50/60 hz models.

**Tel: 01536 747500**  
[sales@ukgenerators.co.uk](mailto:sales@ukgenerators.co.uk)



Visit: [www.wl-industries.com](http://www.wl-industries.com)

**WORLDLIFT INDUSTRIES AS**

# The perfect combination

## DENKA LIFT AND FALCK SCHMIDT

**WORLDLIFT INDUSTRIES AS** is the result of the merger of Denka Lift A/S and E. Falck Schmidt A/S. Both companies have always been known for their high quality products. Together they are the perfect combination.

**DENKA TRAILERS**  
Working height from 12 to 30m. The new DLX15 is the only trailer mounted lift with jib-arm, thus combining the best of articulating and telescoping principles.

**FALCK SCHMIDT SERIES**  
Truck mounted, total weight 3500kg with working heights up to 21m, as well as highly sophisticated utility platforms mounted on truck or van.

**FALCON SPIDER/NARROW**  
Compact track or wheeled lifts developed for indoor and outdoor use. Down to 0.79m wide you can access everywhere. Working height from 19 to 55m.

Quality

Innovation

Reliability

Odense + 45 66 13 11 00 Holbæk + 45 59 45 55 00

# Better nuts and bolts

Jergens of the USA has launched a new flange locking bolt called the Spinner-Grip, joining its Spinner-Grip locknut range launched in late 2006. The patented locking flange on both the bolt and the nut works without a serrated or friction surface and so does not damage or cut into the surface it is locking onto - a typical problem with normal flange type bolts and nuts which can lead to corrosion.

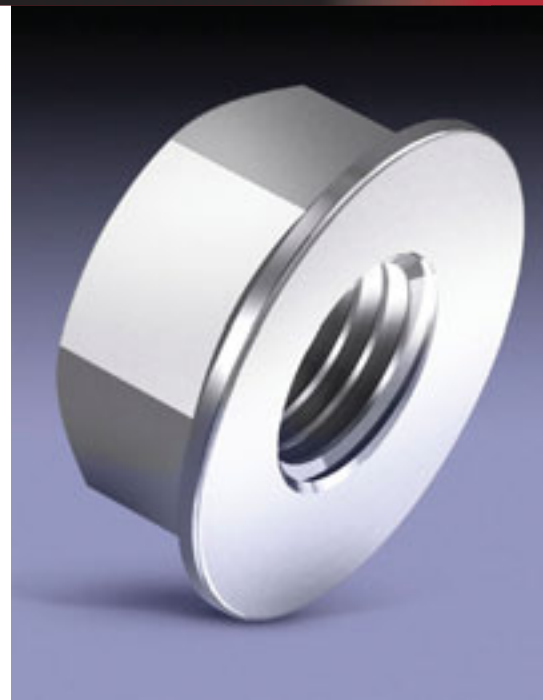
The Spinner flange is conical and has a degree of flexibility so that the concave shape flattens out when fully tightened onto the base material, creating a grip and locking action that the company says out-performs nylon locknuts, spring chemical

The Jergens Spinner Bolt.



treatments in its resistance to vibration. The benefits of the Spinner hardware includes:

- The elimination of both flat and spring washers in all but slotted applications, thanks to the flange.
- The ability to spin the nuts on and make them hand-tight without using a wrench. This also avoids the slippage problem that can occur when starting to tighten down nylon locking nuts with hand tools.
- Unlike nylon locking nuts the Spinner nuts are all steel and are not therefore subject to damage by high temperatures or humidity and unlike serrated flange nuts or bolts or serrated washers they will not damage the surface of the material they are being clamped down upon.
- The Spinner nut has no effect on the bolt thread and can therefore be re-used time and again without losing any anti-vibration performance according to the manufacturer.



The nuts are Grade 8 strength and quality and 28 - 38 Rockwell hardness. They can be specified with various types of plated finish or ordered in 18-8 stainless steel for highly corrosive applications.

## Condoms for hoses



The Conduit Cover

Moore Industries has launched a new patented product for protecting open hydraulic hoses and tubes

from contamination. The device functions like a universal cap or plug to quickly and easily cover the open ends of all types of hoses, pipes, lines, fittings and connectors as soon as they are opened to the elements.

In contrast to traditional plastic caps and plugs which require an exact fit, the Conduit Covers will

quickly tighten over almost any size of opening. The product itself looks very simple - heavy-duty polyethylene bags with a built in flexible tie strap. The bag is easily slipped over the open-end of the hose or fitting and the tie pulled tight automatically adjusting to the size or even shape of the hose or fitting creating a tight protective fit. The covers are currently offered in a 100mm (4") wide version that covers hoses up to 63.5mm (2.5") in diameter. The company is also launching 200mm and 300mm (8 and 12 inch) covers for larger tubes and hoses.

The protective covers come in a heavy-duty slide-seal poly bag package that eliminates the need to purchase and manage divider storage boxes. The slide seal packaging bag can be conveniently stored in a service truck or tool tray. Benefits of the Conduit Covers include quick and easy installation, cutting the time taken to properly protect open lines; any small amounts of residual oil or liquid is caught in the bag preventing leakage and finally, the bags are recyclable.

## Electronic motion alarm

E2S has developed a new rugged horn for use as a motion alarm. E28 says that the GPH (General Purpose Horn) is a long-life, ultra-reliable electronic alternative to electromechanical warning devices.

The electronic circuitry and matching piezo driver combine to produce a sound that mimics traditional warning

devices that is ideal for use in areas with a high ambient noise. In addition to the conventional pulsing output, the GPH generates two alternative warning tones, giving the installer or manufacturer greater flexibility in providing effective warning signals. The GPH operates from 24 volt DC or 115/230 volt AC, is

continuously rated and offers long operational life as there are no moving parts, diaphragms or contacts to wear out.

The device is manufactured from high-grade, fire resistant polycarbonate with CE and UL approvals. It can be surface or flush mounted and is protected to IP66 (UL Type 4/4X/13) when used with the weatherproof back box, making it suitable for use in harsh environments.



The E2S General Purpose Horn

**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.



# INSTANT

## quality & strength you can trust

For sixty years Instant UpRight has provided innovative access tower solutions to the world's rental market. Our tower systems are highly developed, with each and every component designed for a long and productive life. Balancing strength with durability, we design a diverse range of access systems which include:

- Mobile Access Towers
- Aviation Access
- Boiler & Power Generation Access
- Engineering Solutions including Walkway Access
- Safety & Work At Height Training



T: +353 (0)1 6209300  
[www.instantupright.com](http://www.instantupright.com)

**INSTANT  
UPRIGHT**

GLOBAL PROVIDER OF ACCESS TOWER SYSTEMS

# PASMA regional workshops

c&a

PASMA focus

Following a period of consultation and review, a series of PASMA workshops is now in full swing to introduce approved instructors and training centre staff to the revised Training Scheme Procedures Manual and associated documents.

Led by Stuart Hopkins, PASMA training scheme manager, the workshops also cover such topics as Continuing Professional Development (CPD), online registration and audit team visits.

Hopkins said: "Although not mandatory, I strongly recommend these workshops to all our training centres and instructors. They represent a quick and convenient way of keeping up-to-date, not only about procedures, but about the future plans of the association in general."

Anyone wishing to reserve a place can do so by going to [www.pasma.co.uk](http://www.pasma.co.uk)

## 12th Manufacturing Member

Swansea-based ladder and tower manufacturer Lyte Industries has upgraded its membership of the association to manufacturing member. Founded in 1947, Lyte is a major UK manufacturer of aluminium and glass-fibre access towers, ladders and stepladders.

## Manufacturers' Technical Committee Meeting

At a recent meeting of the manufacturers' technical committee, held at Aliscaff's premises in Harlow, Essex, the following topics, amongst others, were discussed:

- Progress on technical/safety guidance notes relating to towers used in façade structures and the earthing of mobile access towers
- PASMA advanced modules
- Hirer/dealer membership criteria and guidance
- Product standards for low level access units

## Access in action

### Annual General Meeting

Tuesday, 15 July 2008, at Moxhull Hall, Sutton Coldfield, is the date and venue for this year's AGM. To reserve your place go online to [www.pasma.co.uk](http://www.pasma.co.uk)

## PASMA at Access Live

As a founder member of the Access Industry Forum (AIF), PASMA will once again be a major contributor to Access Live and the Access Village at the Safety & Health Expo 2008, 13 - 15 May, at the NEC.

The association will also present a series of papers on mobile access towers in the Working at Height Seminar Theatre. For full details please go to [www.accessindustryforum.org.uk](http://www.accessindustryforum.org.uk)

## PASMA Profile

This month we turn the spotlight on Council member, Andy Weaver, SGB group product marketing manager.

Employed in the access industry for the last 35 years, Weaver has direct experience of sales, marketing and business development in the UK, Netherlands and France, and has been actively involved in exporting to virtually all of the major international markets.

He has played a key role in developing and marketing the complete range of SGB products, including aluminium towers, steel scaffolding systems, powered access, suspended access and mast-climbing work platforms. He is currently chair of the PASMA Training Committee.



## PASMA People

**Peter Bennett**  
Managing Director  
[peter.bennett@pasma.co.uk](mailto:peter.bennett@pasma.co.uk)

**Stuart Hopkins**  
Training Scheme Manager  
[stuart.hopkins@pasma.co.uk](mailto:stuart.hopkins@pasma.co.uk)

**Chris Smith**  
Northern Regional Auditor  
[northernauditor@pasma.co.uk](mailto:northernauditor@pasma.co.uk)

**Joy Jackson**  
Central Regional Auditor  
[centralauditor@pasma.co.uk](mailto:centralauditor@pasma.co.uk)

**Paul Dechastelain**  
Southern Regional Auditor  
[southernauditor@pasma.co.uk](mailto:southernauditor@pasma.co.uk)

**Karen O'Neill**  
Administration Manager  
[admin@pasma.co.uk](mailto:admin@pasma.co.uk)



# Approved Hydraulics

## BALTROTORS



Complete range of Hydraulic Rotators in stock. Distributed throughout the UK.

Visit us at  
**SED SHOW**  
13-15 May 2008  
Stand 733  
Avenue Q

- Grapple rotators from 1 tonne - 16 tonne capacity
- Harvester rotators from 4 tonne - 16 tonne
- Full range of Links

**Tel:** 0161 273 1999 - **Fax:** 0161 273 7979  
**Email:** sales@approvedhydraulics.co.uk  
**www.approvedhydraulics.co.uk**

 [www.britcomservices.co.uk](http://www.britcomservices.co.uk) 

**A Wide Selection of  Cranes Available Now**

**Immediate Delivery + Installation**



www.britcom.co.uk

**EFFER 585 6S**  
With Radio Control  
16,475kg @ 2.92m  
2,500kg @ 17.13m

Call Now For Competitive Quote



**EFFER 30 2S**



**EFFER 250 4S**



**EFFER 305 3S**

See Us At  
**SED 2008**  
Stand N 652

**SED 2008**  
AUG 13-15 & 16  
THE NATIONAL EVENT FOR CONSTRUCTION

Contact: **Brent Carmichael**  
☎: 01430 871010 / 07831 762683  
brentcarmichael@britcom.co.uk

  
Britcom International Limited, York Road, Market Weighton,  
East Yorks, YO43 3QX. Tel: 01430 871010 Fax: 01430 872492



## ALLMI accredited Lorry Loader Operator Training Providers

Nationwide

### T H WHITE

Contact: David Ottaway 01380 722381

Email: cranes@thwhite.co.uk

www.thwhite.co.uk

Nursted Road Devizes

Wilts SN10 3EA



Ireland



Church Road, Tullamore, Co. Offaly, Ireland

Tel: 086 2500 825 Mobile: 086 1042 787

Nationwide



Wharfedale Road, Euro Way Ind. Est. Bradford. BD4 6SL

Tel: 0870 017 0606

Web: www.atlascranes.co.uk

Nationwide



Hiab Ltd

Cargotec Industrial Park, Ellesmere, Shropshire, SY12 9JW

Tel: 01691 626427 Fax: 01691 626472

e-mail: training.uk@hiab.com • Web: www.hiab.co.uk

Are your Lorry Loader Operators properly trained? Call a certified ALLMI training provider and Insist on the ALLMI card.

### The training accreditation service of Lorry Loader Manufacturers and Importers

ALLMI Unit 7b, Prince Maurice House, Cavalier Court, Bumpers Farm, Chippenham, Wiltshire SN14 6LH  
Telephone: 01249 659150 Fax: 01249 464675 email: enquiries@allmi.com web: www.allmi.com

# ALLMI Forum General Meeting

This years ALLMI Operators Forum General Meeting is scheduled for the 21st May and will see a focus on the ALLMI Buyers Co-operative, with a presentation from Colin Christie of Lifting Gear Products, which is working with ALLMI with a view to becoming the Association's preferred supplier for lifting accessories. Providing members with significant savings on its products. Following the meeting, Christie will carry out an in-depth survey of members in order to help tailor a package to members' needs.

The meeting will also be attended by Barbara Edwards of AIPS. Having been ALLMI's preferred supplier for Insurance services for the past two years, AIPS has achieved significant savings for numerous

members, as well as providing them with an improved level of cover. John Allum, managing director of Allum Plant Hire, said: "We've received huge benefits through using AIPS, not only by way of



c&a

ALLMI focus

saving money, but also in terms of drawing upon their expertise within the insurance industry, which has resulted in us having a much better policy for our business." Edwards will be reporting on the various

success stories with members, but more importantly she will also be providing an analysis on what the year ahead holds for the insurance market; a report that is sure to be of interest to everyone.



## Training & Technical Committee updates

Progress from the ALLMI Training Committee continues with further developments being made to the ALLMI Slinger/Signaller manual which is handed to all Slinger/Signaller course attendees. In addition to the in-depth information already provided, the manual will soon include a useful check sheet for pre-use inspections on lifting accessories, as well as a page containing the Beaufort scale for gauging wind speeds.

Changes are also being made to the content of the ALLMI lorry loader programme with a new set of questions to assess candidates' knowledge of remote controls. Committee member, Steve Francis, said: "The use of remote controls with lorry loaders is becoming increasingly common, and whilst the ALLMI scheme has always contained information on their safe use, we thought it would be beneficial to develop a set of questions that demonstrates that candidates have retained the relevant information."

The ALLMI Technical Committee continues with the revision of the ALLMI Code of Practice, which is nearing completion, as well as the development of ALLMI Guidance Notes for Stabiliser Forces and Ground Pressure. The Committee has also carried out an extensive review of the ALLMI Thorough Examination and Load Test Training scheme, which resulted in members' engineers receiving updated information on various aspects of the course, including clarification on the issues surrounding dynamic testing, testing loader cranes with fly jibs, and the requirements for slew restriction/stability systems and platform protection systems. Engineers will soon benefit from a new set of template report forms and check sheets to work from.

Wch	SPW	EPW	Residual	Scale	Description
4	3	14	9		Carriage beams, bases and legs in motion.
6	13	22	8		Workable beams, cast steel and loose parts.
8	18	28	5		Work beams, small items in full range to test.
10	22	36			Strong beams, large searches in motion, including load in self-aligning, unbalanced and with difficulty.
12	27	43			
14	31	52			New jobs, which test in motion, incorporating full when walking against wind.
16	40	65			Side beam legs off from, generally require strong.
20	48	72			
22	49	74			Strong jobs, light steel beam legs, which are not allowed to be removed.
24	54	80			
25	58	84	10		Items.

## British Standards revision commences

As reported in the February edition of ALLMI Focus, a specialist working group was formed in January this year to revise the British Standard for Lorry Loaders, BS7121 Part 4. The first meeting was held on the 3rd April at Terex-Atlas in Bradford. With representatives from ALLMI, the Health and Safety Executive (HSE), the Construction Plant-Hire Association (CPA) and the Modular Portable and Building Association (MPBA) in attendance. The revision is looking at the issues surrounding basic, standard and complex lifts, which when resolved, should provide operators with much needed clarity on the subject. Further meetings are planned for May and June, with the aim to provide BSI with the first draft by the fourth quarter 2008. ALLMI chairman, Mark Rigby, said: "We made good progress at the first meeting and we're looking forward to further developing Part 4 over the next couple of months. All ALLMI members will be provided with copies of the draft as the revision progresses and be included in the consultation process."

Look out for further updates in future editions of ALLMI Focus.

## Membership on the rise

Following impressive membership growth in 2007, the trend has continued into 2008 with 13 new members joining ALLMI in first quarter. Membership director, Lee Maynard, said: "We're extremely pleased with the level of growth that the Association is experiencing. The fact that more companies are joining is a testament to ALLMI and its work. A larger membership puts us in a much better position to raise standards throughout the industry."

## Operators Forum survey

In addition to the discussions on the Co-operative, the results of the Forum membership survey, which is due to commence shortly, is on the agenda. The survey is designed to obtain feedback on any developments that can be made to the Operators' Forum. Forum chairman, Steve Frazer-Brown, said: "We've come a long way since the formation of the Operators' Forum two years' ago, but we're continually looking for

ways to develop the flow of information to members, which in turn will help to achieve ALLMI's overall aim of raising standards in the industry. General meetings provide the ideal platform for us to do this, but in order to make the best use of the time available on the 21st, we felt that a survey carried out before-hand would help us to achieve maximum feedback and better quality discussion."

# Are your staff **properly trained?**

**Don't risk it** call a certified local company today



Tel: 08707 871511  
Email: [training@afi-uplift.co.uk](mailto:training@afi-uplift.co.uk)  
[www.afi-uplift.co.uk](http://www.afi-uplift.co.uk)



Hull  
Tel: 01482 227333 • Fax: 01482 587710  
Email: [enquiries@peter-hird.co.uk](mailto:enquiries@peter-hird.co.uk)  
[www.peter-hird.co.uk](http://www.peter-hird.co.uk)



0844 856 0000  
[training@panther.uk.com](mailto:training@panther.uk.com)  
[www.platform-rentals.co.uk](http://www.platform-rentals.co.uk)



Tel: 0845 601 1032 • Fax: 0116 286 9038  
Email: [training@nationwideaccess.co.uk](mailto:training@nationwideaccess.co.uk)  
[www.nationwideaccess.co.uk](http://www.nationwideaccess.co.uk)



Tel: 01793 766744  
Email: [training@hi-reach.co.uk](mailto:training@hi-reach.co.uk)  
[www.hi-reach.co.uk](http://www.hi-reach.co.uk)



Tel: +44 (0) 1480 891251 • Fax: +44 (0) 1480 891162  
Email: [sales@accessplatforms.co.uk](mailto:sales@accessplatforms.co.uk)  
[www.accessplatforms.co.uk](http://www.accessplatforms.co.uk)



[AccessPlatforms.com](http://AccessPlatforms.com)



Tel: +44 (0) 1291 421155 • Fax: +44 (0) 1291 423236  
Mike Fenn Mobile: +44 (0) 7980 764021  
Email: [training@accessplatforms.com](mailto:training@accessplatforms.com)  
[www.accessplatforms.com](http://www.accessplatforms.com)



Dublin: +353 01 459 46 46 • Cork: +353 021 488 66 46  
Limerick: +353 061 30 46 46 • Galway: +353 091 50 46 46  
Email: [training@skylift.ie](mailto:training@skylift.ie) • [www.skylift.ie](http://www.skylift.ie)



instant training  
Tel: 0845 068 4594 • Fax: 0845 815758  
Email: [info@instant-training.com](mailto:info@instant-training.com)  
[www.instant-training.com](http://www.instant-training.com)



Freephone: 0800 0 28 18 00  
Unit 22/23, Progress Business Park, Whittle Parkway,  
Slough, Berkshire. SL1 6DQ.  
[www.platformcompany.co.uk](http://www.platformcompany.co.uk)



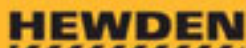
Tel: 0800 0181823  
Email: [rod@amp-access.co.uk](mailto:rod@amp-access.co.uk)  
[www.amp-access.co.uk](http://www.amp-access.co.uk)



ACCESS SAFETY TRAINING COURSES  
AVAILABLE NATIONWIDE



E > [accesstrainingcentre@aplant.com](mailto:accesstrainingcentre@aplant.com)  
T > 0845 600 8573 Web > [www.aplant.com](http://www.aplant.com)



Contact: Access Training  
Tel: 01925 860826  
Email: [accesstraining@hewden.co.uk](mailto:accesstraining@hewden.co.uk)  
[www.hewden.co.uk](http://www.hewden.co.uk)



Tel: 01324 889000 Fax: 01324 888901  
e-mail: [mailbox@outreachltd.co.uk](mailto:mailbox@outreachltd.co.uk)  
Web: [www.outreachltd.co.uk](http://www.outreachltd.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

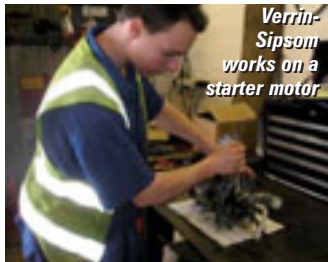


# Apprentices progress with rebuilds

C&A

Training

The two A.M.P Access apprentices rebuilding the two Nifty lift HR12, Chris Verrin-Sipsom based in Liskeard and Sam Lee based in Taunton, are on schedule to show their 'like new' rebuilt machines at SED and Access Days in May and Vertical Days in June (See page 53 C&A March). The two have got off to a strong start with the first stages of the job, including the removal of the superstructures, cleaning and removing chassis components, carrying out a detail structural inspection and then checking out which major components can be reused, rebuilt or that need replacing.



*Verrin-Sipsom works on a starter motor*

The rebuild project is sponsored by Nifty Lift and is aimed to encourage and highlight the need for the aerial lift industry to bring more young people into the business and then provide them with a first class training programme.

The rebuild project is sponsored by Nifty Lift and is aimed to encourage and highlight the need for the aerial lift industry to bring more young people into the business and then provide them with a first class training programme.



*A daunting task lies ahead*



*Sam Lee pressure washes the chassis*



*Chris Verrin-Sipsom with his bare chassis*

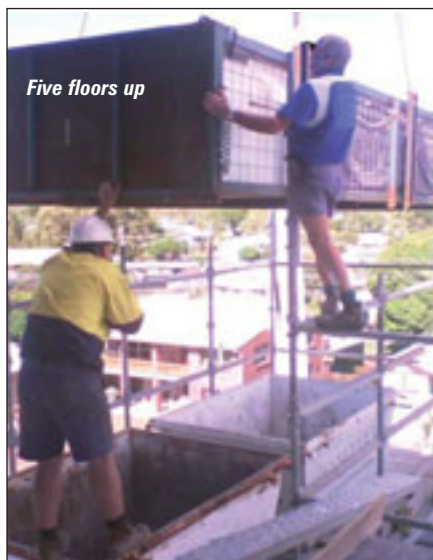
## A bucket is not a platform

When three gold mine workers in New Zealand were asked to clean the grease off the boom of an excavator, they were given a front end loader to use as a form of powered access to reach to lowered boom which was around three metres above the ground.

Two of the men climbed into the loaders bucket, while the other operated the loader. When the task was complete, the driver was asked to reverse the loader, as he released the handbrake he inadvertently touched the bucket crowd control tilting the bucket, the loader also rolled forward. One of the men was trapped between the top edge of the bucket and the excavator boom. The victim was left dangling for 10-15 seconds. When the loader did reverse he fell to the ground landing on his feet then falling heavily on his face. He suffered serious face, head and internal injuries.

The New Zealand Department of Labour has published a warning against using equipment such as loaders as a form of access equipment. The cost of this accident will clearly be substantially more than the rental of a fleet of aerial lifts, not to mention the trauma and permanent injuries to the victim.

## Who trained these guys?



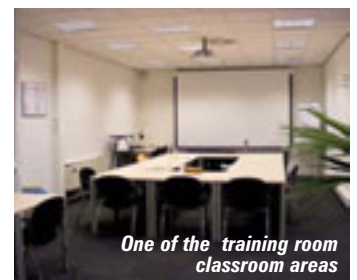
*Five floors up*

With this example of poor practice it is hard to know where to begin. The two men are five floors up on a scaffold. They are guiding a 2.5 tonne load into position. One man is standing on the guardrail with no fall protection and a five metre drop to the next scaffold platform down. The other man is standing on the rim of a skip, with one hand on the load and the other is holding his two way radio. An accident waiting to happen?

## New training centre for Riwal

Dutch access specialist Riwal has opened a brand new training centre close to its headquarters in Dordrecht, Holland. The new facility is aimed primarily at providing IPAF operator training, but the company also offers a number of other courses, including courses for forklift and telehandler operation.

The facility includes a training room that can accommodate two groups simultaneously, a fully equipped



*One of the training room classroom areas*



*Hans Aarse of IPAF and Jur Kamsteeg of Riwal.*

canteen and a good sized high ceiling indoor driving course to allow the practical training and evaluations to take place indoors



*Riwal has a special area for practical training with racks*

in the case of bad weather. The space includes sections of warehouse racking to simulate loading and unloading routines. Jur Kamsteeg, Riwal's training manager says that the centre is now carrying out up to six courses a week, as demand for the PAL card in Holland continues to grow.

*A training course indoor practical session in full flow.*



# Rough terrain? Sloping ground?

When other machines don't make the grade, you can rely on the **UpRight Speed Level**.

The unique oscillating axles can cope with most rough terrain and will automatically self-level the machine at gradients of up to 35%. This heavy duty lift also boasts a large platform area, making any working at height task both safe and easy.

## KEY FEATURES:

WORKING HEIGHT  
UP TO 11M

AUTOMATIC PLATFORM  
LEVELLING ON SLOPES  
OR UNEVEN GROUND

ROUGH TERRAIN  
FEATURES INCLUDE  
4WD, OSCILLATING FRONT  
AXLE, HIGH GRIP TYRES  
19°/35% GRADEABILITY

PROPORTIONAL  
DRIVE/LIFT CONTROLS  
FOR SMOOTH, PRECISE  
OPERATION  
DIESEL POWER

Universal Aerial Platforms now offer the UpRight Speed Level for hire or purchase. For more information on this or any other machine call today or visit [www.universalplatforms.com](http://www.universalplatforms.com)

# Universal

0800 866 587

[www.universalplatforms.com](http://www.universalplatforms.com)



# MAT & TIMBER SERVICES



**CRANE MATS**

**OUTRIGGER MATS**

**TEMPORARY  
ACCESS ROADS**

**RAMPS**

**For all types of  
cranes under any  
application -  
Nationwide and  
Overseas**



**TEL: +44 (0) 1264 811005**

**FAX: +44 (0) 1264 810600**

e-mail: [info@sarumhardwood.co.uk](mailto:info@sarumhardwood.co.uk)

web site: [www.sarumhardwood.co.uk](http://www.sarumhardwood.co.uk)

# Only dummies don't wear harnesses

**c&a**

**IPAF focus**

IPAF took a dramatic version of the Clunk Click message to the Conexpo show in Las Vegas. The IPAF Safety Zone featured live demonstrations in which a crash dummy fitted to a specially modified Skyjack boom showed the effects of driving over an obstacle on the ground.

The demonstration had a strong impact on those who saw it.

At least one operator was reported saying that this was something he would never forget and that he would always wear a harness from now on. Some 18 machines from member manufacturers were on display at the IPAF Safety Zone.

"We thank all our members for their participation," said IPAF managing director Tim Whiteman. "We especially thank the Association of



**Don't be a dummy; wear a harness on boom type platforms. Conexpo video available at ipaf.org**

Equipment Manufacturers (AEM) and the Conexpo organisers for their support. The demo was well-received and we had several good and significant meetings." Half a dozen officials from the US

Occupational Safety & Health Administration (OSHA) received PAL Card operator training from Skyjack during the show as part of its initiative to offer free training to North American regulatory bodies.

**Win a stunning new iPhone**

The IPAF 25th Anniversary Photo Competition

2nd Prize: The amazing iPhone

3rd Prize: 1 of 10 new digital picture frames

## Can you take a good picture?

IPAF is celebrating its 25th anniversary this year with a photo contest to promote the safe and effective use of aerial platforms.

The photo contest runs until 30 September 2008. IPAF is looking for dramatic pictures that show mobile elevating work platforms or mast climbing work platforms being used correctly.

There are two categories for entries: one for general users of powered access (Public) and one for the media, i.e. journalists and photographers (Press). Prizes will be awarded in each category and include iPhones, Sling Boxes and digital picture frames.

"For 25 years, IPAF has worked with its members to bring the safe and effective use of powered access to the forefront," said Tim Whiteman, IPAF managing director. "Pictures are a marvellous way of showing what these specialised machines can do, and the photo contest is intended to be a celebration of the safe and correct use of aerial platforms. I challenge the readers and editors of Cranes & Access to send in some world-class photos!"

Details on the photo contest are at [www.ipaf.org/photo](http://www.ipaf.org/photo)

## Machine safety at SED

IPAF will focus on machine safety and the CAP Card (Competent Assessed Person) programme at the SED show in May.

Access equipment used to lift people must be thoroughly examined by a competent person every six months. IPAF's CAP Card programme certifies that the holder has been independently assessed as being knowledgeable and able to carry out thorough examinations of platforms in the context of current legislation.

The assessments focus on machine safety and are for experienced engineers.

Visit the IPAF stand (800, Avenue L, Cranes & Access Zone) to find out about this and IPAF's established PAL Card (Powered Access Licence) operator training programme.



## US magazine endorses Click It!

The US magazine Construction Equipment gave a strong endorsement of IPAF's Click It! harness campaign to time with Conexpo. Click It! stickers for boom type platforms were distributed with the magazine, with editor Rod Sutton saying: "This sticker serves a serious purpose: it's designed to save lives. Give it to your operator, or better yet, put it on your access equipment yourself."

Construction Equipment joins the many magazines that have supported the campaign, such as Cranes & Access, Access International, American Lift & Handlers and Contract Journal. Click It! is the US version of the Clunk Click campaign for harnesses on booms.

## Stunning spectacle at IPAF Summit

The IPAF Summit on the theme of thorough examinations was held on 15 April at Whittlebury Hall, about the time this magazine was printed. The annual dinner ended with a stunning spectacle to mark IPAF's 25th anniversary. Photos will be in the next issue of Cranes & Access.



**IPAF**, Bridge End Business Park, Milnthorpe, LA7 7RH, UK  
Tel: 015395 62444  
Fax: 015395 64686  
[www.ipaf.org](http://www.ipaf.org)  
[info@ipaf.org](mailto:info@ipaf.org)  
Offices in France, Germany, Italy, the Netherlands, Spain, Switzerland and the USA.

**SUMMIT DATE: 15th April 2008**

## Europlatform 2008 venue confirmed

The Grand Hotel de l'Empereur in Maastricht, the Netherlands, will host the Europlatform 2008 conference on 16th September.

The one-day conference focuses on access rental management and safety issues and is targeted at senior and middle managers of Europlatform rental companies. Don't miss this education and networking event to be held the day before the start of the APEX show.

The Grand Hotel de l'Empereur is directly opposite the Maastricht railway station and within easy distance of the Maastricht Exhibition and Convention Centre (MECC).

Full details of the programme and how to book tickets or hotel accommodation can be found at [www.europlatform.info](http://www.europlatform.info)



## PDS date

The Professional Development Seminar (PDS) for UK instructors will be held on 24 September 2008 at the Best Western Moat House, Stoke on Trent ST1 5BQ. Quote "IPAF Seminar" for a discounted rate of £99 for a hotel room. Attendees must book four weeks before the seminar to get the discount. Details at [www.ipaf.org/events](http://www.ipaf.org/events)

# Model Sunshine

Sunshine Corporation has introduced a limited edition 1:48 working scale model of its tilt up spreader. The pick points on the bar are adjustable to allow them to be set for different loads. Even the markings have been duplicated for complete authenticity.

The spreader bar measures around 150mm x 38mm (6" X 1 1/2") and comes complete with rigging, functional load blocks and a tilt wall panel that includes a passenger door cut out. This accessory set has been designed to match up with Classic Construction Model cranes. Only 100 models, have been built so supply is limited.

The beam is available from Classic Construction Models for \$139.95 plus \$15 shipping.  
Tel : +1 (503) 626-6395 Fax: + (503) 644-9223 web: www.ccmodels.com



The 1/48th model of a Sunshine tilt up lifting beam.

# Heavy metal

The Tadano Faun ATF 160G-5 is a five axle all terrain mobile crane with a maximum lifting capacity of 160 tonnes, and it has been modelled in 1:50 scale by the German model maker Conrad.

The model was well packed in its picture sleeved box but there were no instructions provided to guide a novice collector as to how the different parts such as counterweight and fly jib should be attached, although fortunately this is not too difficult to work out.



On the road

First impressions of the model are that it is a typical Conrad model, solid, heavy, and with a good level of detail. Wing mirrors and orange

beacon lights add to the general external appearance, and the carrier deck has a nice textured surface. The only significant disappointment in the model are the two stage outrigger beams which are plastic and make this part of the model appear a little cheap. The metal outrigger beams found in many Chinese built scale models are superior.

Moving to the crane, the counterweight consists of a number of slab plates which have lifting lugs so the model can be posed loading its own counterweight. Different configurations of counterweight are possible which is a good feature, and the accurate scaling of the parts here allows the model to fit together very well.

Detail on the boom is fairly simple with a few facets contained in the casting but, for example, there is no control cable drum which is a more common detail on newer models. The boom is a six stage telescope and all parts work very smoothly. The lattice swingaway extension can be set up in two configurations,

either with just the short heavy lift base section or with both sections for longer reach, both are very good castings. The swingaway is also equipped with an offset mechanism so it can be straight, or set at one of two offset angles.

The paintwork and graphics are of a very good standard. In fact this is



Loading the counterweight

one of the model's strong points as it does look very sharp in the blue and white Tadano Faun colours. Overall the model is reasonable value although not quite as good value as Liebherr's LTM1200 model which was introduced at the same time and for the same price of around €145,

but offering more detail and features. Nonetheless the Tadano Faun is recommended to collectors, particularly for the striking livery.

To read the full review of this model visit [www.cranesetc.co.uk](http://www.cranesetc.co.uk)

### Cranes Etc Model Rating

Packaging (max 10)	6
Detail (max 30)	21
Features (max 20)	15
Quality (max 25)	17
Price (max 15)	11
Overall (max 100)	70%



Ready to lift

# Tiny but comprehensive Tower Crane guide

The UK's Construction Plant-Hire Association (CPA) has published a shirt pocket sized handbook for tower crane operators. The 30 page handbook will fit into any pocket or even slip into a wallet and yet it contains all of the vital information that a tower crane operator will need on a day to day basis.

In fact the book contains sufficient

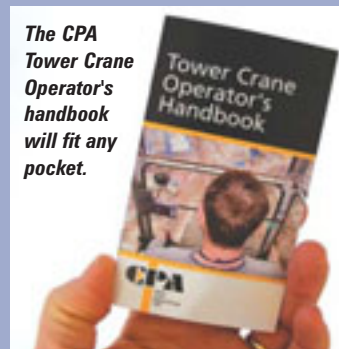
information that even if this was the only guide a tower crane operator had, he would not go far wrong, as long as he followed all of the advice it contains. In addition to setting out the responsibilities of the lifting team on site, it runs through all of the main points to consider when operating a crane in a clear concise manner, highlighting good and bad practice. It also includes a signals guide and a wind conversion chart.

The handbook can be read in 15 to 20 minutes or less and is a handy reference piece for all tower crane operators to keep on them at all times.

Copies of the book can be obtained from the CPA for £0.50p each or downloaded free of charge from the CPA website:-

[www.cpa.uk.net/downloads/286\\_Tower%20Crane%20Operator's%20Handbook%20LR.pdf](http://www.cpa.uk.net/downloads/286_Tower%20Crane%20Operator's%20Handbook%20LR.pdf)

The CPA Tower Crane Operator's handbook will fit any pocket.



# Letters



Dear Sir,

I read with great interest your report on the control covers on Aichi boom lifts and also more recently your item on your web site about Broken Hill insisting that aerial work platforms are fitted with bars over the control box due to some recent accidents. While I have heard, of course, of accidents where a machine operator is crushed against the controls it is a rare occurrence.

The trouble with adding things such as grids or bars over the top of the controls is that while meaning to stop one type of accident it might just kick off another problem? For example trapping hands or arms under the cover or encouraging the use of the bar as a resting support for awkward items like long tubes, that might then fall from the platform?

I think you have to be careful when adding something like this to solve what is - it seems - a rare problem that you do not then trigger the cause of a more common problem.

I do agree that this is something that should be discussed by the industry but we should keep our eyes wide open regarding the knock-on effects. Keep up the good work.

**Roy Williams**  
Aberdeen

Hi,

You might have already heard of this tower crane accident in Russia (Ekaterinburg), if not the details are here for you to see. Guy you do some great work. I only hope in our country will be some more interest about safetiness. My husband is very skillful operator here, claimed to be one of the best. He works only as substitute operator calling on site when other ones want some free time. Because of that they are working from minimum 10 to 14 hours daily... That is very sad. We've heard about one guy who has made 435 hours in one month!

This is because of companies which are working these hours and unfortunately the greed of some operators.

Joanna \*\*\*\*\* wife of a crane operator from Poland, fortunately still, I hope, safe - now at work.

*The full name was supplied but we decided not to publish it just in case*

**Ed:** We also received a phone call on this issue from a reader in Southern England who made a similar point, regarding operators placing or resting things on the lean bar. We are planning a new editorial and poll on this subject in the coming weeks and would appreciate you sending us your comments.

## 'Lies, damn lies and statistics'

Despite a very positive feed-back on the spider crane feature in last month's *Cranes & Access* we incorrectly omitted some tabular information. Kranlyft - Maeda's European master distributor - spotted that we failed to include the fact that its range of machines are all available with electric power as well as the diesel/petrol engines we listed.

Publishing charts and tables is a quick and easy method for readers to compare a vast amount of information. However it is also a minefield as compiling this information will occasionally result in the odd error. Missing key information is serious as we always try to provide as much information as possible.

Kranlyft also questioned the fact that we suggested that Unic cranes might have the edge in terms of European sales. As there is no official exchange of sales figures, there is a 'grey area' around any figures given. No-one disagrees that Maeda has about 75 percent of the global market, and over the last 12 months Kranlyft has certainly won a significant number of multiple orders.

Based on the information we have been given since the article, we would estimate that Kranlyft has around 45 percent of the European market for the period just ahead of Unic, with the others - primarily Jekko - making up the rest.

Until sales figures are openly and honestly exchanged between manufacturers, there is always room for disagreement. Hopefully this has addressed the problem, however by quoting a percentage figure we may well be opening ourselves up to more disputes? C'est la vie!

### Letters to the editor:

Please send letters to the editor: *Cranes&Access*: PO Box 6998, Brackley NN13 5WY, UK. We reserve the right to edit letters for length. We also point out that letters are the personal views of our readers and not necessarily the views of the Vertical Press Ltd or its staff.

**PLUS SERIES**

**The Best Just Got Better!**

Trojan's Plus Series offers the same premium performance you have come to expect from Trojan, plus the added features you asked for.

<p>Convenient SureVent™ flip-top caps</p>	<p>Precise maximum water level indicator</p>	<p>Durable embedded terminals</p>
---	--	-----------------------------------

**Trojan**  
BATTERY COMPANY

For more information contact Energy Batteries on 01536 408901  
www.energy-batteries.com  
enquiries@energy-batteries.com

# Getting it right

**Much has been written about the increasing threat of the Chinese-crane invasion helped by the inability of the major European and North American manufacturers to satisfy current demand levels. Yes, the Chinese machines tick all the boxes in terms of price and delivery, but quality and fear of the unknown is a major issue.**

**Churning out thousands of machines is impressive, but has a downside - not necessarily in the quality of components, many of which are the same brands used by the 'major' manufacturers - but in the final finish and in particular the paint.**

Zoomlion is China's second largest crane manufacturer but appears to have made more strides in the export market than leading producer XCMG. In the UK and Ireland the name has been around for a while but the product is only just starting to arrive in any numbers.



One of the recently sold Zoomlion QY30 truck cranes

Last September the company appointed Universal cranes - a division of Crowland Cranes - as its distributor for the UK and Ireland. Perhaps surprisingly Zoomlion did not appoint a pure sales company. Instead it went with a very experienced crane business that deals with all aspects from inspections, service and repair; operates a 16 strong crane rental fleet up to 180 tonnes; runs a lifting supplies company (TMC Lifting Supplies) as well as being UK distributor for Ormig industrial cranes. Surprising? Not when Peter Issitt, Crowland's managing director explains the situation.

"We first saw the Zoomlion cranes about four years ago at Bauma, long



Peter Issitt

before anyone was interested in Chinese cranes," he said. "The truck crane looked sensible so we tried to get more information from the factory with a view to selling them in the UK and Ireland. At this point in time, Zoomlion was not ready for exporting and though we continually contacted the factory, there was very little response."

Crowland's customers had been asking increasingly for simple cranes that didn't need lap-top computers when they went wrong, mainly as good crane engineers were ever harder to find. Issitt was

At Bauma last year, Crowland again saw Zoomlion which was this time showing the 70 tonne QY70 truck crane which Issitt thought 'looked good'.

"We were very surprised when instead of being ignored, as we had been since the previous show, we were made very welcome and they asked us to come to the factory with a view to distributing the machines."

What happened next highlights the ongoing problems trying to introduce large products built outside of Europe into the UK.

"CE marking which should have been completed just after the show was delayed a few months and then a few more," said Issitt. "Modifications for the UK market also needed to be carried out but again, it was painfully slow mainly because of the language barrier but also because it was so difficult to speak directly to the right people at the factory."

By January 2007, Crowland decided that the only solution was to buy two cranes - a 25 and a 30 tonner - and help the Zoomlion factory go through the whole CE certification process. With its experienced staff and base just outside Peterborough, Crowland had access to everything required - but still it was a big commitment with no guaranteed result.

also convinced that there was room for a truck crane which historically had been used as a starter crane for operators before graduating onto more expensive All Terrains. Crane prices were also increasing along with delivery times.

Part of the Crowland Crane Hire fleet.



Using Laidler Consultants the process was completed surprisingly quickly. "There was a lot of paperwork involved, but most of the processes required for the CE certification - such as the drop loading of the cab - had already been carried out in China, we just needed the appropriate certification."

A brake modification was needed but was sorted by calling a local specialist.

Crowland soon realised that when the Chinese geared up to make thousands of cranes, it was very difficult to get them to make changes just for the UK market. It was far easier to order the stock machine and then modify it.

This was the case with the Safe Load Indicator which now uses a PAT Kruger system installed by Crowland. Other modifications



*Aluminium fuel tank and outrigger lighting are recent Zoomlion additions.*

include a foot slew brake and a deadman's slew switch in the bottom of the operator's seat.

"You have to modify the basic product if you want to sell into the UK," said Issitt. "Anyone who thinks they can just import and sell this type of crane without any further improvement work is mad. We currently put about 300 man hours into each crane which includes a full respray. This amount of work will reduce as more and more machines are brought in but it is still going to be significant."

Fortunately Crowland has an extensive range of facilities so is ideally positioned to carry out this sort of work.

Once all the upgrades had been carried out to the two units, they were given a thorough testing. The 25 tonner was placed with a customer in Newcastle and despite working



*The paint shop carries out a full respray*

hard had just one electrical switch fail. The other unit - the 30V - was put into Crowland's own fleet and again performed well.

"We wanted to put 12 months work on the cranes to see how they would perform under UK conditions so that we could be confident when selling the machines," said Issitt. "Both cranes performed exceedingly well so we ordered 10, QY30 machines which arrived at the end of last year. All were sold and to date there have been only a few minor faults such as a leak in the front window seal and a windscreen wiper motor failing. We now make suitable modifications to all new machines so that these minor problems don't re-occur."

Crowland now orders machines from the factory in batches of five, each batch taking about 10 weeks from order to arriving in the UK.

"The whole process has been more complicated and longer than we imagined but the end result has been worth it," said Issitt. "After all the modifications and work has



*New parts facility just starting to be stocked*

been carried out, these cranes are good quality and reliable and excellent value at about 30-40 percent less than a similar-sized All Terrain crane."

The 10 QY30's are now in fleets from Glasgow to Towcester and all performing well. The machine - rated at 32 tonnes at three metres - has very good performance and has simple technology. Crowland has made a big investment in establishing the marque, carrying out the required upgrades as well as improving the overall quality of the machine and has also invested in putting a lot of spare parts on the shelf. The end result is that of the 12 machines now operating in the UK, no crane has yet been off the road waiting for any part.

Crowland estimates that it will conservatively sell 20-25 units this year, primarily the QY30 but there



*The impressive Zoomlion test facility*

are also other Zoomlion machines on the way.

"At SED we will be launching the new QUY70 tonne crawler crane which has already been sold to London-based PJ Plant Hire. The unit is going on a long-term hire in a concrete stockyard in the Peterborough area. A 50 tonne crawler will also be added to the range although this has not yet been through the CE process."

Orders are also expected for the 50 tonne, 50V truck cranes at SED and a 70 tonner is coming to the UK for evaluation. So the line-up later in the year should be five machines - the QY30, QY50 and QY70 tonne truck cranes and a QUY50 and QUY70 tonne crawler.

In spite of a tax increase on cranes from China, Crowland has seen very little increase in his landed cost, thanks to the dollar based prices. A significant advantage compared to the Euro based producers.

my trip to the factory I did see a small, two axle AT. If they decided to market this at about £160k, customers would be queuing up for it."

The sophistication and expectation of UK crane customers means that trying to sell a machine such as the Zoomlion straight out of the 'crate' would have been doomed to failure. However, by bringing the machines up to the standard required by customers - even if that means almost rebuilding each unit - coupled with a significant price advantage, reliability, availability and a solid parts and service backup, they look set to sell well, satisfying a growing demand for smaller truck cranes.

It is easy to sell one of anything. Crowland now has existing customers ordering their second and more machines - evidence that it has got the whole package right.



*70 tonne crawler in China*

"Hirers want a reliable machine that does a job and the Zoomlion now fits the bill," said Issitt. "We have customers that get £400 a day for the QY30, which makes much more financial sense than a 35 tonne AT. Zoomlion does have two larger All Terrain machines - a 160 tonne and 240 tonne - but these are too big and we have no intention of bringing them into the UK. However, during

The Group is also growing and investing in other areas including the development of a new four acre crane test site, additional workshop inspection pits with built-in rolling road for brake testing and axle weighing and increasing the hire fleet to 20 units and adding a larger 220 tonne crane into the hire fleet. With all the basics in place, could this be the start of the Chinese invasion?

# Whats on?

## IPAF Summit

Annual Summit for International Powered Access Federation  
April 15, 2008 Whitebury, UK  
Phone: +44(0)1539562444  
Fax: +44(0)1539564686  
E-mail: info@ipaf.org



## Smopyc 2008

International Public works, construction and mining show  
April 22-26, 2008 Zaragoza, Spain  
Phone: +34 976 76 4700  
Fax: +34 976 33 0649  
E-mail: info@feriazaragoza.com

## Access Days

Open day event  
May 13-15, 2008, Milton Keynes, UK  
Phone: +44 (0) 1908 2234  
Fax: +44 (0) 1908 312733  
E-mail: info@niftylift.com

## SED 2008

UK's premier construction equipment exhibition  
May 13-15, 2008  
Rockingham Speedway, Corby, UK  
Phone: [44] 020 8652 4810  
Fax: [44] 020 8652 4804  
E-mail: jackie.hanford@rbi.co.uk



## Safety & Health Expo

Health and safety show  
May 20-22, 2008  
Birmingham, UK  
Phone: +44 (0)207 921 8067  
Fax: +44 (0)207 921 8058  
E-mail: tbond@cmpinformation.com

## CTT

Russian equipment show,  
June 17-21, 2008. Moscow, Russia  
Phone: +49 89 949 22 116  
Fax: +49 89 949 22 350  
E-mail: miedaner@imag.de

## Vertikal Days

Meeting for the UK crane and access industry  
Haydock Park  
June 25/26th 2008  
Tel: +44(0)8707 740436  
Fax: +44(0)1295 768223  
E-mail: info@vertikal.net  
Web: www.vertikaldays.net



## Platformers days

German access equipment meeting  
August 29-30, 2008  
Hohenroda, Germany  
Phone: +49 (0)5031972923  
Fax: +49 (0)5031972838  
E-mail: 2008@platformers-days.de



## Europlatform

IPAF central Europe Summit  
September 16, 2008  
Maastricht, Holland  
Phone: +44 (0)15395 62444  
Fax: +44 (0)15395 64686  
E-mail: info@ipaf.org



## Apex

International powered access fair  
September 17-19, 2008  
Maastricht, The Netherlands  
Phone: +31 (0)547 271 566  
Fax: +31 (0)547 261 238  
E-mail: Joyce@ipi-bv.nl



## SAIE 2008

Bologna Fair, Italian Building products exhibition. October 15-18, 2008  
Bologna, Italy  
Phone: +39 051 282111  
Fax: +39 051 6374013  
E-mail: saie@bolognafiere.it



## ARA / Rental Show 2008

ARA / Rental Show 2008  
Atlanta Georgia March 3-5th  
Tel: +1800 334 2177  
Fax: +1309 764 1533  
E-mail: info@therentalshow.com

## Intermat 2009

International construction equipment show  
April 24-29, 2009 Paris, France  
Phone: +33 1 49685248  
Fax: +33 1 49685475  
E-mail: info@intermat.fr

## Bauma 2010

World's largest construction equipment show April 19-25, 2010  
Munich, Germany  
Phone: +49 (0)89 51070



## Conexpo 2011

The leading American equipment show  
March 22-26 2011  
Las Vegas, Nevada, USA  
Phone: +1 414-298-4133  
Fax: +1 414-272-2672  
E-mail: international@conexpoconagg.com



# Marketplace

USED EQUIPMENT • SPARE PARTS • RECRUITMENT • RECONDITIONING • HIRE • WANTED

RECONDITIONING • HIRE • WANTED • USED EQUIPMENT • SPARE PARTS • RECRUITMENT

## ADVERTISEMENT

**M. Sternick GmbH**  
Kran- u. Baumaschinenhandel

**CRANES FOR SALE**

**Crane's Worldwide**

**ALL TERRAIN-CRANES**

Make / Type	y. o. m.	Drive	Boom / Fly Jib
30 t Kato KA 300 E	1990	4x4x4	26,40m + 7,30m
30 t PPM ATT 335	1997	4x4x4	27,40m + 15,00m
30 t PPM ATT 350	2000	4x4x4	30,40m + 15,00m
50 t Faun ATF 50-3	1997	6x6x6	38,00m + 16,00m
50 t PPM ATT 600	2000	6x6x6	40,00m + 15,00m
50 t Grove GMK 3050	2001	6x6x6	38,00m + 9,00m
60 t Faun ATF 60-4	1999	8x8x8	40,20m + 16,00m
70 t Grove TT 865	1997	8x8x8	38,00m + 18,50m
70 t Faun ATF 70-4	1999	8x8x8	40,50m + 16,00m
80 t Faun RTF 80-4	1994	8x8x8	42,10m + 16,00m
80 t Demag AC 80-1	1999	8x8x8	50,00m + 17,60m
90 t Faun ATF 90-4	1995	8x8x8	42,10m + 16,00m
100 t Demag AC 265	1991	8x8x8	45,00m + 17,00m

**TELESCOPIC - TRUCK CRANES**

Make / Type	y. o. m.	Drive	Boom / Fly Jib
25 t Tadano TL 250 E	1996	6x4x2	30,00m + 7,50m
35 t Faun HK 35	2004	6x4x2	25,30m
40 t SGM T40	1983	8x4x4	32,00m + 10,00m
50 t Kato NK 500E-III	1997	10x4x4	40,00m + 15,00m
60 t Grove TM 760 E-N	1985	10x4x6	35,00m + 9,75m

**REACHSTACKER**

Make / Type	y. o. m.	Drive	Boom / Fly Jib
40 t PPM 40 GMI	1991		4x2x2 4 th height

**BOOMLIFTER**

Make / Type	y. o. m.	Boom / Fly Jib
3 t JCB Telehändler 535-95	2003	9,50 m

**AIRMASTER**

Make / Type	y. o. m.
0 t JCB Airmaster 2CX	2003
0 t JCB Airmaster 2CX	2005

Tel.: +49-2364 - 108203  
Fax: +49-2364 - 15546  
Mobile: +49-172-2332023  
e-Mail: info@sternick-krane.de  
Internet: http://www.sternick-krane.de

M. Sternick GmbH  
Kran- u. Baumaschinenhandel  
Import - Export  
D-45721 Haltern / Germany

Import • Export

## Visit

[www.Vertikal.net/en/events](http://www.Vertikal.net/en/events)  
for a full listing of events with  
direct links to the organisers.

# cranes & access

FOR UK USERS & BUYERS OF LIFTING EQUIPMENT

reaches over six times as many  
UK/Irish buyers of lifts and lifting  
equipment than any other lifting  
magazine.

## ADVERTISING:

The Vertikal Press Ltd.  
PO Box 6998, Brackley,  
NN13 5WY UK.  
Tel: +44 (0)8707 740436  
Fax: +44 (0)1295 768223  
E-mail: info@vertikal.net

**Vertikal**  
.net







QUALITY USED  
ACCESS MACHINERY FOR

# sale



Hire • Sales • Training Hire • Sales • Training Hire • Sales • Training Hire • Sales • Training Hire



**Snorkel ATB60 Diesel Articulated Boom**  
4 wheel drive  
20M working height



**Snorkel TB60 Diesel Stick Boom**  
4 wheel drive  
20M working height



**Snorkel TB42 Diesel Boom**  
4 wheel drive  
14.5M working height



**Upright SL26 Diesel Scissor**  
10M working height



**Skyjack 40C Electric Articulated Boom**  
14M working height



**Skyjack 6832 Electric Single Deck Extension Scissor**  
11.8M working height



**Skyjack 4626 Electric Single Deck Extension Scissor**  
10M working height



**Snorkel 4084 Diesel Single Deck Extension Scissor**  
4 wheel drive jack legs  
14M working height



**Snorkel 2770 Diesel Single Deck Extension Scissor**  
4 wheel drive jack legs  
10M working height



**Skyjack 8841 Diesel Double Deck Extension**  
jack legs  
14.5M working height



**Genie V-2470 Electric Scissor**  
none marking tyres  
9.1M working height

Units 17 & 18a Bradley Hall Trading Estate  
Bradley Lane Standish Wigan, WN6 0XQ

**T: 01257 427800**  
**W: [www.kimberlyaccess.co.uk](http://www.kimberlyaccess.co.uk)**  
**F: 01257 428711**

the art of elevation!

# www.vertikal.net

on line Access&Lifting directory – Visit these companies in one click

## ACCESS EQUIPMENT MANUFACTURERS

Aichi	<a href="http://www.aichi.de">www.aichi.de</a>
AIRO	<a href="http://www.airo.com">www.airo.com</a>
Alimak	<a href="http://www.alimak.co.uk">www.alimak.co.uk</a>
Altrex B.V.	<a href="http://www.altrex.co.uk">www.altrex.co.uk</a>
A Ruthmann	<a href="http://www.ruthmann.de">www.ruthmann.de</a>
Barin	<a href="http://www.barin.it">www.barin.it</a>
Basket	<a href="http://www.basket-platforms.com">www.basket-platforms.com</a>
Biljax	<a href="http://www.biljax.com">www.biljax.com</a>
Bison - Palfinger	<a href="http://www.bisonpalfinger.com">www.bisonpalfinger.com</a>
Bravi	<a href="http://www.braviisol.com">www.braviisol.com</a>
CTE	<a href="http://www.ctelift.com">www.ctelift.com</a>
Denka Lift	<a href="http://www.wi-industries.com">www.wi-industries.com</a>
Dino Lift	<a href="http://www.dinolift.com">www.dinolift.com</a>
Esda	<a href="http://www.esda-fahrzeugwerke.de">www.esda-fahrzeugwerke.de</a>
Genie	<a href="http://www.genieindustries.com">www.genieindustries.com</a>
GSR Spa	<a href="http://www.gsrspa.it">www.gsrspa.it</a>
Haulotte	<a href="http://www.haulotte.com">www.haulotte.com</a>
Holland Lift	<a href="http://www.hollandlift.com">www.hollandlift.com</a>
Iteco	<a href="http://www.itecolift.it">www.itecolift.it</a>
JLG	<a href="http://www.ilgeurope.com">www.ilgeurope.com</a>
Leguan Lifts	<a href="http://www.leguanlifts.com">www.leguanlifts.com</a>
Matilsa	<a href="http://www.matilsa.es">www.matilsa.es</a>
MEC	<a href="http://www.mec-awp.com">www.mec-awp.com</a>
Nifty Lift	<a href="http://www.niftylift.com">www.niftylift.com</a>
Omega Platforms	<a href="http://www.omegaplatforms.com">www.omegaplatforms.com</a>
Ommelift	<a href="http://www.ommelift.dk">www.ommelift.dk</a>
Ranger tracked access	<a href="http://www.tracked-access.co.uk">www.tracked-access.co.uk</a>
Skyhigh	<a href="http://www.skyhigh.be">www.skyhigh.be</a>
Snorkel	<a href="http://www.snorkelusa.com">www.snorkelusa.com</a>
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.uprightteuro.com">www.uprightteuro.com</a>
Versalift distributors (UK) Ltd	<a href="http://www.versalift.co.uk">www.versalift.co.uk</a>
Worldlift	<a href="http://www.wi-industries.com">www.wi-industries.com</a>

## MAST CLIMBERS AND HOISTS

Alimak-HEK	<a href="http://www.alimakhek.com">www.alimakhek.com</a>
Safi	<a href="http://www.safi.it">www.safi.it</a>

## PLATFORM RENTAL

2 Cousins Access Limited	<a href="http://www.2cousins.co.uk">www.2cousins.co.uk</a>
Access Platforms Direct	<a href="http://www.accessplatformsdirect.co.uk">www.accessplatformsdirect.co.uk</a>
Bucks Access Rentals Ltd	<a href="http://www.bucksaccessrentals.co.uk">www.bucksaccessrentals.co.uk</a>
Easi up Lifts	<a href="http://www.easiuplifts.com">www.easiuplifts.com</a>
Facelift	<a href="http://www.facelift.co.uk">www.facelift.co.uk</a>
Hi-reach	<a href="http://www.hi-reach.co.uk">www.hi-reach.co.uk</a>
Manlift Hire	<a href="http://www.manlift.ie">www.manlift.ie</a>
Max Access	<a href="http://www.maxaccess.co.uk">www.maxaccess.co.uk</a>
Nationwide Access	<a href="http://www.nationwideaccess.co.uk">www.nationwideaccess.co.uk</a>
Rapid Platforms	<a href="http://www.rapidplatforms.co.uk">www.rapidplatforms.co.uk</a>
Skylift Hire	<a href="http://www.skylift.ie">www.skylift.ie</a>
Panther Platform Rentals	<a href="http://www.platform-rentals.co.uk">www.platform-rentals.co.uk</a>

## NEW & USED PLATFORMS

Access Business	<a href="http://www.accessbusiness.nl">www.accessbusiness.nl</a>
Access Platforms Direct	<a href="http://www.accessplatformsdirect.co.uk">www.accessplatformsdirect.co.uk</a>
Access Platform Sales	<a href="http://www.accessplatforms.co.uk">www.accessplatforms.co.uk</a>
Access Sales International	<a href="http://www.accesssalesint.co.uk">www.accesssalesint.co.uk</a>
AFI Resale	<a href="http://www.afi-platforms.co.uk">www.afi-platforms.co.uk</a>
A.J. Access Platforms	<a href="http://www.accessplatforms.com">www.accessplatforms.com</a>
Baulift	<a href="http://www.baulift.de">www.baulift.de</a>
Easi-uplifts	<a href="http://www.easiuplifts.com">www.easiuplifts.com</a>
Facelift	<a href="http://www.facelift.co.uk">www.facelift.co.uk</a>
Flesch	<a href="http://www.Flesch-Arbeitsbuehnen.de">www.Flesch-Arbeitsbuehnen.de</a>
Genie	<a href="http://www.genieindustries.com">www.genieindustries.com</a>
JLG	<a href="http://www.ilgeurope.com">www.ilgeurope.com</a>
Kermco	<a href="http://www.kermco.co.uk">www.kermco.co.uk</a>
Kunze GmbH	<a href="http://www.KUNZEGmbh.de">www.KUNZEGmbh.de</a>
Manlift Sales	<a href="http://www.manlift.ie">www.manlift.ie</a>
Max Access	<a href="http://www.maxaccess.co.uk">www.maxaccess.co.uk</a>
Nationwide Access	<a href="http://www.nationwideaccess.co.uk">www.nationwideaccess.co.uk</a>
Peter-Hird Ltd	<a href="http://www.peter-hird.co.uk">www.peter-hird.co.uk</a>
Tracked Access	<a href="http://www.trackedaccess.com">www.trackedaccess.com</a>
Platform Sales	<a href="http://www.platformsales.co.uk">www.platformsales.co.uk</a>
Promax Access	<a href="http://www.promaxaccess.com">www.promaxaccess.com</a>
Rapid Platforms	<a href="http://www.rapidplatforms.co.uk">www.rapidplatforms.co.uk</a>
Ritchie Bros auctions	<a href="http://www.rbauktion.com">www.rbauktion.com</a>
Skylift Hire	<a href="http://www.skylift.ie">www.skylift.ie</a>
Thanner	<a href="http://www.USED-Worklift.com">www.USED-Worklift.com</a>
Turner Access	<a href="http://www.turner-access.co.uk">www.turner-access.co.uk</a>
TVH - Group Thermote & Vanhalst	<a href="http://www.tvh.be">www.tvh.be</a>

## ALLOY SCAFFOLD TOWERS

Altrex	<a href="http://www.altrex.nl">www.altrex.nl</a>
Instant	<a href="http://www.instantupright.com">www.instantupright.com</a>
Safe2Reach	<a href="http://www.safe2reach.co.uk">www.safe2reach.co.uk</a>
Svelt	<a href="http://www.svelt.it">www.svelt.it</a>
Turner Access	<a href="http://www.turner-access.co.uk">www.turner-access.co.uk</a>
UpRight	<a href="http://www.uprightteuro.com">www.uprightteuro.com</a>

## SPECIAL/BESPOKE ACCESS AND LIFTING SOLUTIONS

Kermco	<a href="http://www.kermco.co.uk">www.kermco.co.uk</a>
Platform Sales	<a href="http://www.platformsales.co.uk">www.platformsales.co.uk</a>
H&A Height Services	<a href="http://www.ha-heightservices.com">www.ha-heightservices.com</a>

## SPECIAL AND NICHE PLATFORM RENTAL

BAC Verhuur	<a href="http://www.bachoogwerkers.nl">www.bachoogwerkers.nl</a>
Easi UpLifts	<a href="http://www.easiuplifts.com">www.easiuplifts.com</a>
Max Access	<a href="http://www.maxaccess.co.uk">www.maxaccess.co.uk</a>
Panther Platform Rentals	<a href="http://www.platform-rentals.co.uk">www.platform-rentals.co.uk</a>
Tracked Access	<a href="http://www.trackedaccess.com">www.trackedaccess.com</a>
Rapid Platforms	<a href="http://www.rapidplatforms.co.uk">www.rapidplatforms.co.uk</a>

## TRAINING CENTRES AND TRAINERS

Access Platforms Direct	<a href="http://www.accessplatformsdirect.co.uk">www.accessplatformsdirect.co.uk</a>
Access Platform Sales	<a href="http://www.accessplatforms.co.uk">www.accessplatforms.co.uk</a>
Active Safety	<a href="http://www.activerentals.co.uk">www.activerentals.co.uk</a>
AFI	<a href="http://www.afi-platforms.co.uk">www.afi-platforms.co.uk</a>
Ainscough	<a href="http://www.ainscoughtraining.co.uk">www.ainscoughtraining.co.uk</a>
AJ Access	<a href="http://www.accessplatforms.com">www.accessplatforms.com</a>
Avon Crane	<a href="http://www.avoncrane.co.uk">www.avoncrane.co.uk</a>
Central Access	<a href="http://www.central-access.co.uk">www.central-access.co.uk</a>
Facelift	<a href="http://www.facelift.co.uk">www.facelift.co.uk</a>
Genie	<a href="http://www.genieindustries.com">www.genieindustries.com</a>
HCS	<a href="http://www.hydrauliccraneservices.co.uk">www.hydrauliccraneservices.co.uk</a>
Heightmaster	<a href="http://www.heightmaster.uk.com">www.heightmaster.uk.com</a>
Hi-Reach	<a href="http://www.hi-reach.co.uk">www.hi-reach.co.uk</a>
Hiab	<a href="http://www.hiab.com">www.hiab.com</a>
Hird	<a href="http://www.peter-hird.co.uk">www.peter-hird.co.uk</a>
JLG Training	<a href="http://www.ilgeurope.com">www.ilgeurope.com</a>
Kingfisher Access	<a href="http://www.kingfisheraccess.co.uk">www.kingfisheraccess.co.uk</a>
L&B Transport	<a href="http://www.lbtransport.co.uk">www.lbtransport.co.uk</a>
Lifting Equipment Training	<a href="http://www.letltd.co.uk">www.letltd.co.uk</a>
Nationwide	<a href="http://www.nationwideaccess.co.uk">www.nationwideaccess.co.uk</a>
Norfolk Training Services	<a href="http://www.norfolktraining.co.uk">www.norfolktraining.co.uk</a>
Panther Platform Rentals	<a href="http://www.platform-rentals.co.uk">www.platform-rentals.co.uk</a>
Rapid Platforms	<a href="http://www.rapidplatforms.co.uk">www.rapidplatforms.co.uk</a>
Skylift Hire	<a href="http://www.skylift.ie">www.skylift.ie</a>
Southern Crane & Access	<a href="http://www.southerncranes.co.uk">www.southerncranes.co.uk</a>
TH White	<a href="http://www.thwhite.co.uk">www.thwhite.co.uk</a>
Terex Atlas (UK) Ltd.	<a href="http://www.atlascranes.co.uk">www.atlascranes.co.uk</a>
The Platform Company	<a href="http://www.platformcompany.co.uk">www.platformcompany.co.uk</a>
Turner Access	<a href="http://www.turner-access.co.uk">www.turner-access.co.uk</a>

## TRAINING ASSOCIATIONS AND NETWORKS

Allmi	<a href="http://www.allmitraining.co.uk">www.allmitraining.co.uk</a>
AWPT	<a href="http://www.awpt.org">www.awpt.org</a>
IPAF	<a href="http://www.ipaf.org">www.ipaf.org</a>
Pasma	<a href="http://www.pasma.co.uk">www.pasma.co.uk</a>

## CRANE MANUFACTURERS

Grove	<a href="http://www.grovetworldwide.com">www.grovetworldwide.com</a>
Kobelco	<a href="http://www.kobelco-cranes.com">www.kobelco-cranes.com</a>
Maeda	<a href="http://www.maedaminicranes.co.uk">www.maedaminicranes.co.uk</a>
Mantis Cranes	<a href="http://www.mantiscranes.ie">www.mantiscranes.ie</a>
Tadano Faun	<a href="http://www.tadanofaun.de">www.tadanofaun.de</a>
Terex-Demag	<a href="http://www.terex-cranes.com">www.terex-cranes.com</a>
Unic Cranes	<a href="http://www.unic-cranes.co.uk">www.unic-cranes.co.uk</a>
Valla	<a href="http://www.valla-cranes.co.uk">www.valla-cranes.co.uk</a>
Vanson	<a href="http://www.vansoncranes.com">www.vansoncranes.com</a>

## CRANE HIRE

Ainscough	<a href="http://www.ainscough.co.uk">www.ainscough.co.uk</a>
City Lifting	<a href="http://www.cityliftng.co.uk">www.cityliftng.co.uk</a>
Hewden	<a href="http://www.hewden.co.uk">www.hewden.co.uk</a>
Ladybird tower crane hire	<a href="http://www.ladybirdcranehire.co.uk">www.ladybirdcranehire.co.uk</a>
Mantis Cranes	<a href="http://www.mantiscranes.ie">www.mantiscranes.ie</a>
McNally crane hire	<a href="http://www.cranehire-ireland.com">www.cranehire-ireland.com</a>
Port Services Ltd Heavy Crane division	<a href="http://www.portservices.co.uk">www.portservices.co.uk</a>

## MINI CRANE HIRE

JT Mini Crane Hire	<a href="http://www.jtminicranes.co.uk">www.jtminicranes.co.uk</a>
--------------------	--

## NEW & USED CRANES

AGD Equipment Ltd	<a href="http://www.agd-equipment.co.uk">www.agd-equipment.co.uk</a>
Cranes UK	<a href="http://www.cranesuk.net">www.cranesuk.net</a>
Crowland Cranes	<a href="http://www.crowlandcranes.co.uk">www.crowlandcranes.co.uk</a>
Jones-Iron Fairy	<a href="http://www.jonesironfairy.co.uk">www.jonesironfairy.co.uk</a>
Kobelco	<a href="http://www.kobelco-cranes.com">www.kobelco-cranes.com</a>
Mantis Cranes	<a href="http://www.mantiscranes.ie">www.mantiscranes.ie</a>
M. Stemick	<a href="http://www.stemick-kranen.de">www.stemick-kranen.de</a>
P.V. Adrighem BV	<a href="http://www.adrighem.com">www.adrighem.com</a>
Terex Demag	<a href="http://www.terex-cranes.com">www.terex-cranes.com</a>
Used Cranes CCK	<a href="http://www.used-cranes.de">www.used-cranes.de</a>
Valla UK Ltd	<a href="http://www.valla-cranes.co.uk">www.valla-cranes.co.uk</a>
UCM	<a href="http://www.ucmholland.nl">www.ucmholland.nl</a>

## SELF ERECTING TOWER CRANES

Airtek safety	<a href="http://www.airteksafety.com">www.airteksafety.com</a>
City Lifting	<a href="http://www.cityliftng.co.uk">www.cityliftng.co.uk</a>
Ladybird tower crane hire	<a href="http://www.ladybirdcranehire.co.uk">www.ladybirdcranehire.co.uk</a>
Mantis Cranes	<a href="http://www.mantiscranes.ie">www.mantiscranes.ie</a>
Vanson	<a href="http://www.vansoncranes.com">www.vansoncranes.com</a>

### LORRY/TRUCK LOADER CRANES

Effer  
Fassi UK  
Hiab  
Palfinger

[www.effer.it](http://www.effer.it)  
[www.fassiuk.com](http://www.fassiuk.com)  
[www.hiab.com](http://www.hiab.com)  
[www.palfinger.com](http://www.palfinger.com)

### TELESCOPIC HANDLERS

Dieci  
Genie  
JLG  
Mec Telehandlers  
Merlo

[www.dieci.co.uk](http://www.dieci.co.uk)  
[www.genieindustries.com](http://www.genieindustries.com)  
[www.jlgeurope.com](http://www.jlgeurope.com)  
[www.mecawp.com](http://www.mecawp.com)  
[www.merlo.co.uk](http://www.merlo.co.uk)

### OUTRIGGER PADS

Eco power pads  
TMC lifting supplies

[www.outriggerpads.co.uk](http://www.outriggerpads.co.uk)  
[www.crowlandcranes.co.uk/tmc](http://www.crowlandcranes.co.uk/tmc)

### USA DISTRIBUTION AND LOGISTICS

Pacific Equipment Logistic

[www.pacificlogistic.com](http://www.pacificlogistic.com)

### NEW AND USED TELEHANDLERS

Skylift Hire  
VHS Vissers Heftruck Service

[www.skylift.ie](http://www.skylift.ie)  
[www.vhsbladel.nl](http://www.vhsbladel.nl)

### PARTS AND SERVICE SUPPLIERS

Crowland Cranes  
IPS  
JLG  
TVH - Group Thermote & Vanhalst

[www.crowlandcranes.co.uk](http://www.crowlandcranes.co.uk)  
[www.ips-ltd.biz](http://www.ips-ltd.biz)  
[www.jlgeurope.com](http://www.jlgeurope.com)  
[www.tvh.be](http://www.tvh.be)

### SAFETY EQUIPMENT

Airtek equipment  
SMIE

[www.airteksafety.com](http://www.airteksafety.com)  
[www.smie.com](http://www.smie.com)

### STRUCTURAL REPAIRS

Avezaat Cranes  
Crowland Cranes  
John Taylor Crane Services Ltd

[www.avezaat.com](http://www.avezaat.com)  
[www.crowlandcranes.co.uk/tmc](http://www.crowlandcranes.co.uk/tmc)  
[www.jtcranes.co.uk](http://www.jtcranes.co.uk)

### WIRE ROPE

Teufelberger Seil  
Casar

[www.teufelberger.com](http://www.teufelberger.com)  
[www.casar.de](http://www.casar.de)

### BATTERY MANUFACTURERS/SUPPLIERS

Optima Batteries  
Trojan Battery

[www.optimabatteries.com](http://www.optimabatteries.com)  
[www.trojanbattery.com](http://www.trojanbattery.com)

### CONTROL SYSTEMS

Intercontrol

[www.intercontrol.de](http://www.intercontrol.de)

### EQUIPMENT AUCTION HOUSES

Ritchie Brothers

[www.rbauktion.com](http://www.rbauktion.com)

### INDUSTRY ASSOCIATIONS

ALLMI  
IPAF  
OSHA  
PASMA

[www.allmitraining.co.uk](http://www.allmitraining.co.uk)  
[www.ipaf.org](http://www.ipaf.org)  
[www.osha.gov](http://www.osha.gov)  
[www.pasma.co.uk](http://www.pasma.co.uk)

### RENTAL MANAGEMENT SOFTWARE

Insphire

[www.insphire.com](http://www.insphire.com)

### ANCILLARY EQUIPMENT

TMC lifting supplies

[www.crowlandcranes.co.uk/tmc](http://www.crowlandcranes.co.uk/tmc)

### EVENTS

Vertikal Days  
SED  
Platformers Days  
Conexpo

[www.vertikaldays.net](http://www.vertikaldays.net)  
[www.sed.co.uk](http://www.sed.co.uk)  
[www.platformers-days.de](http://www.platformers-days.de)  
[www.conexpoconagg.com](http://www.conexpoconagg.com)

# Vertikal .net

## OVER 3.8 million Hits a Month OVER 80,000 Visitors a Month

To arrange your listing in the ACCESS and LIFTING EQUIPMENT DIRECTORY: Tel: 08707 740436 Fax: 01295 768223 Email: [info@vertikal.net](mailto:info@vertikal.net)

An entry in our online directory with hot-link to your website and publication here costs just £175/€280 for a whole year

# Subscribe to cranes & access

The only way to  
guarantee  
that you  
receive  
every  
issue.

Vertikal  
.net

Subscribe online at [www.vertikal.net](http://www.vertikal.net)



## Subscription Application Form

Please complete this form and either fax back on +44 (0) 1295 768223 or +49 (0) 7618 866814 or post to The Vertikal Press, PO Box 6998, Brackley, NN13 5WY, UK. Tel: +44 (0)8707 740436

Name \_\_\_\_\_

Company \_\_\_\_\_

Job Title \_\_\_\_\_

Telephone \_\_\_\_\_

Address \_\_\_\_\_

Country \_\_\_\_\_

Telefax \_\_\_\_\_

Email \_\_\_\_\_

Please start my one year subscription to Cranes & Access at the rate of:

£40.00/€60 (UK and Irish addresses only)

€75.00 (Rest of Europe)

\$110.00 / £60.00 (Other regions)

I enclose a cheque made payable to The Vertikal Press

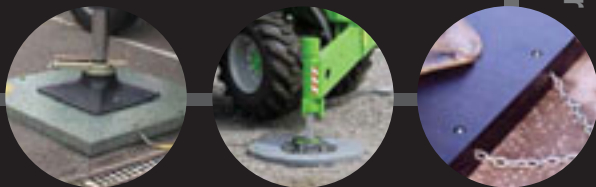
Please invoice me

I enclose an international money order

# ECO LIFT outrigger pads

- Manufactured in Germany to the highest standards from regenerated polyethylene
- Safe and easy to handle will not splinter
- No water absorption
- High resistance to impact and vertical pressures
- Under normal working conditions unbreakable
- Inbuilt memory, adapting to working surface
- Custom sizes available
- Supporting - mobile cranes, self erecting tower cranes, loader cranes, aerial work platforms, concrete pumps, tele handlers
- Load bearing capacities from 5 to 300 tonnes
- 3 year warranty against breakage

The UK's Leading Supplier



Bill Green @ PLC Sales

Tel: +44 (0) 1449 674 154 Mob: +44 (0) 7885 020 582

Fax: +44 (0) 1449 674 173

Email: sales@outriggerpads.co.uk Web: www.outriggerpads.co.uk

## Economic wind speed and direction



Complete wind speed and direction systems utilising ultrasonic technology - so no moving parts or reduction in accuracy due to wear. Data is viewed on a dedicated display. High or low wind speed alarm function. For quick and easy installation, systems include options for cabling, mast, alarm, datalogger and radio communications.

Range of accurate hand held anemometers for wind speed, (current, maximum and average) with options for temperature, humidity & pressure available



Richard Paul Russell Ltd - New Harbour Building, Bath Road, Lymington, SO41 3SE  
Tel: 01590 679755, Fax: 088577 sales@r-p-r.co.uk

www.r-p-r.co.uk



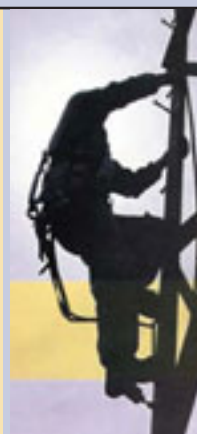
HEIGHT SERVICES LIMITED

8 Snowdon Road, Middlesbrough,  
Cleveland TS2 1LP

Tel: 01642 218607 Fax: 01642 217149

E-mail: info@ha-heightservices.com

Web: www.ha-heightservices.com



# WELEX: SPECIALIST IN EKKI MATS

**W**ellex is one of the oldest European companies concerned with the import and export of hardwoods and manufacturing ekki mats.

For many years we have been providing companies throughout the world with ekki mats for construction work, crane gantries, pipeline installations and bridge building.



**FOR SALE**  
**FOR HIRE**

**B**y manufacturing the mats ourselves we are able to work in an extremely cost efficient manner. We can carry out the transport, laying out and picking up of the mats for your project.

**A**s you can see from the above, we can be of service to you in many ways. We are also pleased to assist you by providing advice and management consultancy.



Welex, Heicopperweg 38A, 4128 LP Lexmond, Holland  
Phone +31(0) 347-341 215, fax +31(0) 347 342 363  
E-mail: welex@welex.nl, website: www.welex.nl

**SKYLIFT**  
HIRE SALES TRAINING

www.skylift.ie

**Genie** Authorised Distributor

		
<b>GENIE BOOMS</b> Z45 / S65 / S85 / S125		
		
<b>GENIE SCISSORS</b> 1932 / 3268 / 5390		

**USED MACHINERY**

Enquire about our vast array of used equipment  
All fully serviced and certified



**07 JCB LOADALL SALE** HUGH DISCOUNTS ON 07 JCB'S



DEPOTS: DUBLIN, CORK, LIMERICK

CALL SALES: 00 353 (0) 61 30 46 46

EMAIL: sales@skylift.ie





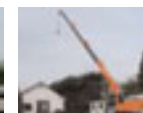
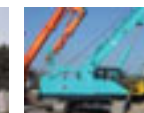


Coolowen, Blarney,  
Co. Cork, Ireland  
info@rivertekservices.com  
www.rivertekservices.com

## **RIVERTEK SERVICES LTD.**

(International Code: + 353 21 4385342 or +353 21 4381314)




Telephone: (021)-4385342  
or (021) 4381314  
Fax: (021) 4381504

**HYDRAULIC CRAWLER CRANES**






 <b>1994 SUMITOMO SC500-2 Tower Boom</b>	 <b>1994 SUMITOMO SC500-2 Tower Boom</b>	 <b>NEW HSC 80 TON Crawler Crane</b>	 <b>1997 HITACHI EX60LCT Crane</b>	 <b>NEW HITACHI ZAXIS 160 LCT Crane</b>	 <b>1999 IHI CCH500 Crawler Crane</b>	 <b>2001 KOBELCO TK550 Crawler Crane</b>	 <b>2007 IHI CCH700 70 TON Crawler Crane</b>
--	--	--	--	---	--	--	--

**TELESCOPIC CRAWLER CRANES**







**MINI-TELESCOPIC CRAWLER CRANES**

 <b>KOBELCO CK90UR 15m Boom</b>	 <b>1999 &amp; 1998 KOMATSU Mini Crawler Crane</b>	 <b>2005 HSC SCX400 40 TON Crawler Crane</b>
---	--	--

**CITY CRANES / ROUGH TERRAIN CRANES**

 <b>1997 KATO 25 TON City Crane</b>	 <b>2001 KATO 10 TON City Crane</b>	 <b>2001 KATO 25 TON City Crane</b>	 <b>2002 KATO 25 TON City Crane</b>	 <b>NEW KATO SR200 Rough Terrain Crane</b>
---	---	--	---	--

**TRUCK CRANES**

 <b>1992 KATO 25 TON Truck Crane</b>	 <b>1994 KATO 25 TON Truck Crane</b>	 <b>11 TON KOBELCO Tele-Crawler Crane</b>	 <b>1995 KATO 30 TON Truck Crane</b>	 <b>1996 KATO 30 TON Truck Crane</b>	 <b>1998 KATO 25 TON Truck Crane</b>
--	--	---	--	--	---

**ALSO IN STOCK**

- 1996 HITACHI KH125-3, 35 TON Crawler Crane with 37m Boom.
- 1998 KATO NK75M-V2, 7.5 TON Truck Mounted Crane.

**ALL CRANES ARE SUPPLIED WITH NEW TEST CERTIFICATES, FULLY SERVICED & CE MARKED.**

**CRANE PARTS : EXTENSIVE RANGE OF GENUINE NEW & USED JAPANESE CRANE SPARE PARTS IN STOCK, including Engines, Gearboxes, Slew Rings, Transmissions etc.... call for details.**

**WE CAN SHIP TO MOST WORLDWIDE DESTINATIONS**

## ALLAN ACCESS LIMITED

Welham Lane, Great Bowden, Market Harborough, Leicestershire, LE16 7HS.  
Tel: 01858 469 400 Fax: 01858 410 646 Web: www.allanaccess.com



**ALLAN ACCESS**

*Our unique experience brings together a full and versatile range of vehicle and crawler mounted access platforms for a comprehensive end user portfolio, backed by our first class after sales support service.*



Large Truck  
upto 85 meters



3.5 tonne models  
upto 23 meters



Insulated &  
4x4 models



Full  
Crawler  
Range

## YOUR Direct Route to Access.....



- Sales of **New** and **Used** access platforms
- **Training** and **Instruction** anywhere in the UK
- Equipment **Finance options** include Spot Hire, Contract **Rental & Buy-back** (subject to status)
- Worldwide **Export** with in-house shipping service
- Wir Sprechen Deutsch...Se Habla Español....
- Parliamo Italiano.....
- **Experienced** Access people



**T:** 01483 475390  
**F:** 01483 486468  
**M:** 07717-779541  
**E:** info@accessplatformsdirect.co.uk

[www.accessplatformsdirect.co.uk](http://www.accessplatformsdirect.co.uk)





**JOHN TAYLOR** **CRANE SERVICES LTD**  
**MINICRANE HIRE**

Additional Services:  
**Crane Testing • Crane Repairs**

**Tel: +44 (0)1767 677155**  
 Berrys Yard, Caxton Road, Great Gransden,  
 Sandy, Bedfordshire SG19 3BH

**www.jtminicranes.co.uk**



**The most compact cranes in the world!**

**McNALLY CRANE HIRE**



**McNALLY CRANE HIRE**

Offer lifting solutions with our skilled team of personnel across Ireland and England.  
 Specializing in Wind turbine erection.

We have a modern fleet of cranes from 25t to 1000t capacity.

**www.windhoist.co.uk**  
 Email: info@windhoist.co.uk

**Services**

- Turbine mechanical erection packages
- Heavy cranes
- Maintenance
- Engineering
- Windfarm Decommissioning

**WINDHOIST Ltd.**  
 Ayrshire Innovation Centre  
 Irvine, Ayrshire, KA11 5DA  
 UK  
 Tel: +44 2890 232 595  
**McNALLY's Crane Hire**  
 Dawson Street  
 Monaghan  
 Ireland  
 Tel: +353 47 81000




**Manitowoc Crane Group UK**  
**USED MOBILE CRANE SALES**




**www.manitowoccrane.com**

For further information please contact:  
**Mr. John Cantle**  
 PH.: +44 77 1308 4948

**GROVE**

**SPIERINGS**  
 MOBILE CRANES



**SPIERINGS**  
**a new generation mobile cranes**

For information  
**0031 - 412 - 62 69 64**  
**www.spieringscranes.com**  
 or call your crane hire company

**Spierings folding crane, the best solution**

• USED EQUIPMENT • SPARE PARTS • RECRUITMENT • RECONDITIONING • HIRE • WANTED • USED EQUIPMENT • SPARE PARTS • RECRUITMENT • RECONDITIONING • HIRE • WANTED •



**Access Platform Sales**  
NEW • USED • TRAINING • SERVICE



Library picture

**SNORKEL SR2770 (2001)**  
Scissor lift.  
33' working height. Diesel.  
Repainted, serviced & tested.



Library picture

**GENIE CWP155 (1999)**  
Personnel lift.  
21' working height. Battery.  
Serviced & tested.



**NIFTYLIFT HEIGHT RIDER 12 NBE (1999)** Self propelled boom.  
40' working height. Narrow, bi-energy.  
Repainted, serviced & tested.



**LIFTLUX SL105-10 (2002)** Self propelled scissor lift.  
41' working height. Battery.  
Repainted, serviced & tested.



**JLG 120HX (1998)** Self propelled boom.  
126' working height. Diesel.  
4 wd. Serviced & tested.



Library picture

**SNORKEL S1930 (2003)** Self propelled scissor lift.  
25' working height. Battery.  
Serviced & tested.



**SPIDER TST29 (1999)** Special high reach platform, 94' working height, Battery/mains electric.  
Repainted, serviced & tested.



Library picture

**GENIE Z45-22 DRT (1990)** Self propelled boom.  
51' working height. Diesel.  
Repainted, serviced & tested.



Library picture

**SNORKEL S2545 (2001)** Self propelled scissor lift.  
31' working height. Battery.  
Repainted, serviced and tested.



Library picture

**TEREX TA30N (1999)** Self propelled boom.  
36' working height. Battery.  
Repainted, serviced & tested.



Library picture

**GENIE GS-2646 (2000)** Self propelled scissor lift.  
32' working height. Battery.  
Serviced & tested.



Library picture

**GROVE SM3146E (1996)** Self propelled scissor lift.  
31' working height. Battery.  
Repainted, serviced & tested.

Leewood Business Park, Upton, Huntingdon, PE28 5YQ  
Tel: +44 (0) 1480 891251 Fax: +44 (0) 1480 891162  
e-mail: sales@accessplatforms.co.uk

[www.accessplatforms.co.uk](http://www.accessplatforms.co.uk)

**COMPETITIVE INSURANCE**

Specialist Insurance For :

- Mobile Crane
- Telescopic Crane
- Tower Crane
- Hammerhead Crane
- Truck Mounted Crane
- Crawler Crane
- Jib Crane



We are able to offer :

- Statutory Inspection Contracts
- Road Traffic Act Cover
- Public Liability & Employers Liability

Wide Wording with A Rated Insurers, Discounts for CESAR Registered Plant

Contact James Brown Day on



Tel 0871 508 1204  
Fax 01702 437788  
Email planhire@fmlinsurance.com

FML Insurance Services LTD

Authorised and regulated by the Financial Services Authority 009970

**WEAVING MACHINERY**  
**HYDRAULIC 'SELF-ERECT' CRANES**

- FAST & EFFICIENT
- QUIET & COMPACT
- GALVANISED JIB & TOWER
- TRAINING PROVIDED
- AFTER-SALES SUPPORT



Join the silent revolution  
from only £25,000!

01386 49155 07817 255 730

Lift your image!




**MTI-LUX S.A.**  
 2a, Rue Prince Henri  
 L-6735 Grevenmacher  
 Luxembourg  
 Tel. +352 / 267 454 80  
 Fax +352 / 267 454 83  
 MTLUX@aol.com  
 MTLUX@pt.lu  
 www.mti-lux.com

• USED EQUIPMENT • SPARE PARTS • RECRUITMENT • RECONDITIONING • HIRE • WANTED • USED EQUIPMENT • SPARE PARTS • RECRUITMENT • RECONDITIONING • HIRE • WANTED •

**FOR USED ...**  
**Not Abused Machines!**



**The AFI Assurance ...**

As one of the UK's largest powered access rental companies, AFI is able to offer an:

- Extensive range of used equipment
- Supplied in the condition you want
- With a range of Finance Options ...
  - Contract Rental
  - Lease Hire
  - Outright Purchase

What's more, our dedicated resale team make it simple for you to obtain the right machine - at the best value!  
 All AFI used machines are categorised into bands for quality assurance and to help you stay within budget restrictions, whilst allowing you to fulfil your application requirements

**Band A Supplied:**

- Fully tested
- Complete with new batteries (On electric machines)
- Re-painted, as good as new!



**Band B Supplied:**

- Fully tested
- Complete with new batteries (On electric machines)



**FOR AVAILABILITY ...**  
**CONTACT AFI RESALE:**  
**Tel: 08707 879835**  
**Fax: 08707 879836**  
**Or Email: resale@afi-uplift.co.uk**

AFI Aerial Platforms Limited  
 2nd Floor West Wing, Diamond House,  
 Diamond Business Park,  
 Thornes Moor Road, Wakefield WF2 8PT  
 www.afi-uplift.co.uk



**AccessPlatforms.com**

This is a small selection of our available stock. Please visit our regularly updated website to view our full selection.



[www.accessplatforms.com](http://www.accessplatforms.com)  
FILL WAY, SEVERN BRIDGE IND ESTATE, GILDOTE, Gwent NP23 5PU - UK

**+44 (0) 1291 421155**

**experts in  
powered access  
solutions**

	<p><b>Niftylift HR12 NDE</b>                  Self Propelled Articulated Platform                  2007, 12.2m (40.26ft) working height, Narrow Chassis, Bi-Energy</p>
	<p><b>Niftylift 140 HP</b>                  Trailer Mounted Platform                  2003, 14.2m (47.02ft) working height, Hydraulic Out Riggers</p>
	<p><b>Genie S85 4x4</b>                  Self Propelled Telescopic Platform                  2000, 27.7m (91.4ft) working height, 4 Wheeled Drive, Fly Jib</p>
	<p><b>Haulotte Star 6</b>                  Personnel Platform                  2007, 6m (19.8ft) working height, Non-Marking Tyres, Electric</p>
	<p><b>Skyjack 6832 RT 4x4</b>                  Self Propelled Scissor Platform                  2007, 11.8m (38.28ft) working height, 4 Wheeled Drive, Rough Terrain</p>
	<p><b>Upright X32N</b>                  Self Propelled Scissor Platform                  1999, 11.8m (38.94ft) working height, Re-painted, Slide Out Deck</p>
	<p><b>Liftlux SL20525</b>                  Self Propelled Scissor Platform                  2001, 22.5m (74.2ft) working height, Slide Out Deck</p>
	<p><b>AICHI SR210</b>                  Self Propelled Telescopic Platform                  1998, 20.3m (66.99ft) working height, Re-painted and repaired</p>

VANSON



**Self Erecting, Saddle & Luffing Jib Tower Cranes**



Call  
Crane Sales  
**01476 861011**  
Today...

Or Visit  
[www.vansoncranes.com](http://www.vansoncranes.com)

## HYDRAULIC TROUBLESHOOTER

New book describing how hydraulic components, systems and seals work and how to keep them working.

by  
Don Seddon and Nick Peppiatt  
25 Chapters 180 Pages

**£25 from**  
[www.arimapublishing.com](http://www.arimapublishing.com)

**44(0)1284 700321**

For all your parts... there's IPS online



See us at SED,  
Avenue L, Stand 797



**ips** partsonline.com

**IPS online** the easy way to ~~access~~ parts

+44 (0)845 108 4000



**PKS-600**

**Super-compact Aerial Work Platform**  
This super-compact work platform is ideal for working in tight spaces. Battery operated and driveable at full height, the PKS-600 weighs just 653kg and folds down to fit into a small van!

- Up to 6m of working height
- Compact - only 0.78 x 1.47m
- Easy to transport - stows to just 1.13m
- Battery operated for 'clean-air' and quiet operation

Call the KermCo team today for all your powered access needs - models range from 3m to 101m!

UK Distributor for Faraone aerial platforms  
Tel 01825-724489  
Mobile 07790 295081  
Email [info@kermco.co.uk](mailto:info@kermco.co.uk)  
[www.kermco.co.uk](http://www.kermco.co.uk)



**FARAONE**

**Vertikal days**

a meeting of minds.....  
for lifting equipment professionals

Haydock Park Racecourse  
Wednesday **25th** & Thursday **26th** June **2008**



Vertikal Days is a new two day event focusing solely on the lifting equipment industry where professionals from the fields of cranes and access can meet with suppliers and view the latest products.

For information on how to register -

visit our website [www.vertikaldays.net](http://www.vertikaldays.net)  
email the Vertikal Team [info@vertikaldays.net](mailto:info@vertikaldays.net)

Telephone: UK +44 (0) 8707 740436 • Germany +49 (0) 761 89786615

[www.vertikal.net](http://www.vertikal.net)

**SUCCESS WITHIN REACH...**

**WHY CHOOSE SPIDERLIFT?**

TO WORK ON DELICATE FLOORS, TACKLE ROUGH TERRAIN, ACCESS NARROW DOORWAYS AND SET UP ON UNEVEN GROUND

INTRODUCING  
**SPECIALIST ACCESS SOLUTIONS FROM**

**THE SPIDERLIFT COMPANY**

**CALL US NOW ON 0870 225 5554**

OR SEE OUR WEBSITE AT [WWW.SPIDERLIFT.CO.UK](http://WWW.SPIDERLIFT.CO.UK)

PART OF THE RANGERS GROUP OF COMPANIES

# Quality Used Access

- 30 years experience in the Access Industry
- Over 2,500 machines for sale
- All machines CE marked

- Machines sold tested and certified
- Lead-times a fraction of the manufacturers
- Packages/special offers available

## STOCK LIST

### BATTERY SCISSORS 7.6 - 17.3m

Genie GS1932	7.6m	2004/5/6/7
Genie GS2032	7.9m	2004/5/6/7
Genie GS2632	9.9m	2004/5
Genie GS2646	9.9m	2004/5/6
Genie GS3246	11.7m	2004/5/6/7
Lifflux 153-12	17.3m	2001/7

### Diesel Scissors 11.5m - 22.5m

Skyjack SJ6832	11.5m	2007
Genie GS3384	12m	2005/6/7
Skyjack SJ7135	12.5m	2007
Skyjack SJ9250	17.1m	2007
Genie GS5390	18.5m	2005/6/7
Lifflux 205-25	22.5m	1999

### Battery Booms 9.4m - 13.5m

Genie Z25/8	9.4m	1999/2000
Genie Z30/20n	11.1m	2005/6
Genie Z34/22n	12.5m	2005/6
UpRight AB38	13.5m	2004/5/7

### Diesel Booms 16m - 20.4m

Genie Z45/25 BI	16m	2002/3/4/5
Genie Z45/25RT	16m	2004/5/6/7
Genie S45	15.7m	2004/5/6/7
Genie Z51/30	17.6m	2007
Genie Z60/34	20.4m	2004/5/6/7

### Diesel Booms 21.8m - 43.1m

Genie S65	21.8m	2001/4/5/6/7
Genie Z80/60	26.4m	2004/5/6/7
Genie S85	27.9m	2005/5/6/7
Genie S125	40.1m	2003/4/5/6/7
Genie Z135/70	43.1m	2006/7

### Specialised Access 12.2m - 42m

Nifty TD120 TN	12.2m	2007
Scanlift SL185	18.5m	2000
Scanlift SL190	19m	2001
Omme 2200RBD	21.8m	2004/6/7
Denka DL22n	22m	2001/2
Scanlift SL240	24m	2000/1/4
Falck Schmidt FS290	29m	2003/5
Falck Schmidt FS290C	29m	2005
Omme 3000RBD	29.7m	2006/7
Falck Schmidt FS370	37m	2005
Falck Schmidt FS420C	42m	2005

### Telescopic Forklifts 4m - 21m

Manitou MT420	4m/2 ton	2002
Manitou SLT415	4m/1.5 ton	2002
Manitou MLT523	5m/2.3 ton	2004/5
Manitou MT932	9m/3.2 ton	2005
Manitou MT1030	10m/3 ton	2005
Manitou MT1335	13m/3.5 ton	2005
Manitou MT1740	17m/4 ton	2005
Manitou MRT2150	21m/5 ton	2005

### Vehicle Mounted 13m - 50m

Large choice of:	
Simon S220/263/300	1987 - 1999
Bronto S34/46/50	2002 - 2005

### Mini Cranes 2 - 3.5 tons

Maeda MC104 CRG	5.5m/1 ton	2006
Valla 20E	4.5m/2 ton	2003
Maeda MC285 CRME	8.7m/2.82 ton	2006
Maeda MC305 CRME	12.6m/2.93 ton	2006
Valla 35E	6.5m/3.5 ton	2003
Maeda MC405 CRM E	16.8m/3.83 ton	2007
Maeda LC785	16.35m/4.9 ton	2007



the access specialists

# Machinery For Sale



**Genie S45**  
Telescopic boom  
15.7m - 2004/5/6/7



**Genie S65**  
Telescopic boom  
21.8m - 2001/4/5/6/7



**Genie Z51/30**  
Articulated Boom  
17.6m - 2004/5/6/7



**Genie Z60/34**  
Articulated Boom  
20.4m - 2004/5/6/7



**Genie GS1932**  
Battery scissors  
7.6m - 2004/5/6/7



**Genie GS3246**  
Battery scissors  
11.7m - 2004/5/6/7



**Skyjack SJ7135**  
Diesel scissors  
12.5m - 2006/7



**Genie GS5390**  
Diesel scissors  
18.5m - 2005/6/7



**Manitou BT420**  
Diesel teleporter  
4m/2. tons  
2002/4



**Manitou MT1335**  
Diesel teleporter  
13m/3.5 tons  
2005



**Manitou MT1740**  
Diesel teleporter  
17m/4 tons  
2005



**Manitou MT2150**  
Diesel teleporter  
21m/5tons  
2004/5



**Omme RBD2200**  
Specialised spider  
21.8m - 2004/6/7



**Omme RBD3000**  
Specialised spider  
29.7m - 2006/7



**GSR 12.5RA (Iveco)**  
Truck mount  
12.5m - 2003



**Nifty 130VT (Nissan Cabstar)**  
Truck mount  
13m -2003

Coolquoy. The ward. Co  
DUBLIN. Ireland

Tel: +353 (0)1 835 2835  
Fax: +353 (0)1 835 2856

 **Easi UpLifts**  
LIMITED

[www.easiuplifts.com](http://www.easiuplifts.com)  
Email: [info@easiuplifts.com](mailto:info@easiuplifts.com)

the access specialists

# KOBELCO CRANES

## TOP PERFORMANCE ALL THE WAY

KOBELCO provides you with the best tools for any construction, marine, foundation and demolition job!

KOBELCO... cranes, designed to your spec:

- Excellent lifting duties
- Easy to transport, fast rigging
- Self-Assembly-System
- Powerful, wide-winches with oil-cooled, multi-disc brakes
- Superior hydraulics
- Powerful, fuel efficient engine
- Compact, well thought-out design
- Great operating comfort
- Excellent reliability



# KOBELCO

KOBELCO CRANES Co., Ltd.  
TOKYO, JAPAN  
Tel: 00-81-(0)3-5789-2130  
Fax: 00-81-(0)3-5789-3372  
info@kobelconet.com

KOBELCO CRANES Co., Ltd.  
Dubai Office for MIDDLE EAST  
Tel: 00-971-(0)4-881-3291  
Fax: 00-971-(0)4-881-3299  
okugawa\_takafumi@kobelconet.com

KOBELCO CRANES  
NORTH AMERICA INC  
Houston, Texas, U.S.A.  
Tel: 00-1-(0)713-856-5755  
Fax: 00-1-(0)713-856-9872  
jack\_fendrick@kobelconet.com

KOBELCO CRANES CO., Ltd.  
Singapore Office for South East Asia  
Tel: 00-65-(0)6268-8200  
Fax: 00-65-(0)6261-3719  
j\_l\_foo@kobelconet.com

KOBELCO CRANES CO., Ltd.  
Shanghai Office for CHINA  
Tel: 00-86-(0)21-5382-0120 or 0811  
Fax: 00-86-(0)21-5382-2090  
syo@kobelconet.com

KOBELCO CRANES EUROPE Ltd.  
For U.K. and Ireland:  
Tel: 00-44-(0)1473-716-302  
Fax: 00-44-(0)1473-716-301  
andrew\_brown@kobelconet.com

FOR MAINLAND EUROPE:  
Almere, Netherlands  
Tel: 00-31-(0)36-549-5510  
Fax: 00-31-(0)36-549-5520  
jos\_verhulst@kobelconet.com

[www.kobelco-cranes.com](http://www.kobelco-cranes.com)