

cranes & access

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April 2009 Vol. 11 Issue 3

Phillip James
two years on

Mast booms

All Terrain cranes

SED preview

...First Liebherr, Tadano & Locatelli crane pictures...New Hinowa truck mounted lift...Terex Fantuzzi deal back on...



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On the cover:

JLG's latest Toucan model the 10E mast boom at work in a French supermarket.



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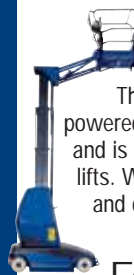
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Mark Darwin hears about the progress made so far and his plans for the future.



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Britcom has become an increasingly significant player in the loader crane market having taken on the Effer account last year. However the company also offers so many related services that it is truly a 'one stop truck shop'.

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c&a
comment

When is pricing predatory?

The Elevating Work Platform

Association of Australia has recently amended its constitution to include a

clause covering 'Interference with existing rental contracts'. The written code of practice actually makes such an action 'a breach subject to disciplinary action which could include suspension'.

For some reason the crane and aerial lift rental markets are a push-over when it comes to enforcing a significant deviation from an agreed contract period, often due to poor paperwork. All too often a customer obtains a highly competitive price to rent a number of machines on a long term basis but just three weeks into a six month project calls to off-hire the equipment - because a competitor's salesman has offered cheaper rates. The rental company either feels obliged to match the price or collect the machines as the duration is not specified in the rental contract.

Such activity is both inefficient - potentially disrupting a project for a few pounds - and dangerous, with operators having to get used to different equipment mid project while doubling up the loading and unloading of equipment.

If the offending rental company is a large national player and the offended company a local or regional player, there might also be a case of predatory pricing to answer against the larger business, an aspect of competition law that tends to take a back seat to price fixing.

This subject is no easy matter, but the EWPA has at least laid down a marker. Its new clause states: 'Whilst competition between members is encouraged in accordance with the law, this Code is breached where any member intentionally and wrongfully induces a customer to breach an existing contract with another supplier. Such action may also lead to civil liability where a contract is actually breached as a result, and the original supplier suffers damage'.

It is clear that rates are under pressure, given a slower market, however if rental companies take a calm and rational approach, keeping a sensible balance between rates and utilisation/contract term, while maintaining discipline over rate policies, the company and the industry as a whole will benefit. Once again this is where the top five or 10 rental companies can set a good example - something that, at least anecdotally, they are not doing at the moment. The CPA and IPAF might also look to follow the EWPA's lead in helping improve the industry's professionalism in this area.

Mark Darwin

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

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CMC/SUP Elefant enter UK

Italian truck and spider lift manufacturers CMC and SUP Elefant have appointed Baker Access as their distributor in the UK. Both companies are based near Bari in south east Italy, have ownership links and also work together with Barin, the underbridge inspection platform specialist.

Baker Access is a new company owned by Nigel Baker, which has taken over the assets of spider lift sales and rental company Max Access that went into administration earlier this year. Baker Access is currently based in temporary premises in Oxford. Baker had put Max Access into a voluntary arrangement, was paying down debts and restructuring the business when three of its customers 'went under' leaving the company with bad debts that it could not sustain.

Key products for the UK are likely to include the S15/S19 - 15 and 19 metre SUP spider lifts and 20 metre CMC TB200 articulated truck mount on a Cabstar 3.5 tonne chassis. The S15 includes a dual riser, telescopic boom and articulating jib and 200kg unrestricted platform capacity, while the S19 offers almost 12 metres of outreach. Baker Access is looking to launch in the UK with a last minute stand at SED and at Vertikal Days on June 24th/25th.



The SUP Elefant S15 will be one of the more popular models

The CMC TB200 20 metre platform



Haulotte to distribute Holland Lift

Holland Lift has confirmed that Haulotte will distribute its heavy duty scissor lifts in France, Italy and the former Yugoslav states. Stefano Di Santo Haulotte's area general manager for Southern Europe said: "The agreement we have reached is an extension of an existing relationship and allows us to complete our scissor lift range, especially in the big scissor sector."

Menno Koel, sales director of Holland Lift, added: "The choice of Haulotte as our dealer is part of our plan to extend our market coverage and stay as close as we can to our customers, profiting from the history and position of Haulotte in those specific markets."

Haulotte will exhibit at least one Holland Lift on its stand at Intermat. This deal follows the licensing agreement for certain Holland Lift products announced at Intermat 2006. Holland lift bought those rights back and this latest move is probably better suited to both companies.



Haulotte is to distribute the Holland Lift heavy duty scissor lifts in France, Italy and the former Yugoslav states.

Kobelco SL4500 spotted

These are the first pictures of Kobelco's all-new 400 tonne crawler crane that will debut at Intermat next week. The unit has been purchased by Scottish-based Weldex and has been assembled in Paris ready for the show.



Weldex of Scotland has purchased the first unit.

The new model is part of Kobelco's ongoing programme to redesign, upgrade and improve all of its crane models from 300 tonnes up to 800 tonnes.

The SL4500 has a maximum load moment of 4,700 tonne/metres and a maximum boom and jib configuration of 84 metres main boom with 54 metres luffing jib, or 78 metres main boom with 66 metres luffing jib, resulting in a total 144 metres total boom/jib length.

The first Kobelco SL4500 rigged ready for Intermat



10 years of Cranes & Access

In May we will be celebrating 10 years of Cranes & Access, May/June 1999 was the first issue of the magazine, which added access equipment to the popular crane magazine - Cranes UK. Telescopic handlers were added a few years later. The first issue featured Martin Ainscough and David Barras on the front cover debating how well cranes and access equipment mix in a rental fleet.

If you have any comments or ideas on what to include in the next issue, please do let us know.



The last cover of Cranes UK and first Cranes & Access.

Truck mount Hinowa

Italian spider lift and tracked undercarriage manufacturer Hinowa will unveil a new truck mounted lift at Intermat. The new model which has been a closely kept secret will be the Orchid lift

21:11 with 21 metres working height and up to 11 metres of outreach.



An artists impression of Hinowa's first truck mount.

Big new Wolff

German tower crane manufacturer Wolffkran, recently unveiled its Wolff 1250B luffing jib tower crane with up to 60 tonne lift capacity and 80 metre jib.

Wolffkran says that it is reacting to the growing demand for extra large 'XXL' luffing cranes for the erection of power stations and structural engineering projects. The first of the new heavy-weights will go to work on a site in Germany later this year.

The new 1,500 tonne/metre crane can handle its 60 tonne maximum capacity at a radius of 25 metres making it a true heavyweight. The counter-jib has a relatively compact length of just 9.8 metres, permitting its use in many locations with restricted space. Wolff has also developed and design protected 're-reeving assistance' which reduces re-reeving time when changing from two to three rope operation for heavier loads. Although the new crane is equipped with an enhanced 132 kW hoisting gear, and can handle 20 tonnes on single line, (40 tonnes on two falls and 60 tonnes on three) an extra four-fall operation for 80 tonnes is also possible.

When used on single line work, hook speeds are 190 metres a minute the fastest for a crane of this size. It is also stepless - no gear changing.

With a standard rope storage capacity of almost 1,000 metres, the crane can be deployed for building heights of up to 800 metres in single fall operation, 400 metres in two fall and even 260 metres in three fall operation for loads up to 60 tonnes. Despite its size, it can be erected completely within two days helped by the fact that main components weigh no more than 15 tonnes. Wolffkran

aims to build between 10-15 cranes per year to keep pace with demand.



Wolffkran's largest luffing tower crane the Wolff 1250B



The Tadano Faun ATF130G-5



The Tadano Faun HK70

Two new Tadano mobiles

Tadano Faun has released details of its latest cranes, the 130 tonne ATF130G-5 All Terrain and 70 tonne HK70 five axle truck crane on a commercial carrier. The ATF130G-5 slots into its expanding All Terrain range between the popular 110 tonne ATF 110G-5 and 160 tonne 160G-5.

Available with either a 10x6x10 or 10x8x10 drive/steer configuration, the all-wheel steering system avoids the need to raise the central axle during crab steer. The crane is equipped with a six section, 60 metre main boom with single cylinder telescope system, providing a full extension time of less than seven minutes. A 10 to 18 metre swingaway extension - which can be extended to 32 metres - is available with mechanical or hydraulic offset.

The 130G is also available with a 3.8 metre, 40 tonne, heavy-duty stubby extension with 20 or 40 degrees of offset, which is ideal for handling bulky loads. In its Taxi version which meets 12 tonne axle loads, the 10x8 ATF130G-5 can carry six tonnes of counterweight (full counterweight is 42 tonnes), the 10/18 metre extension, 63 tonne hook block and 10 tonne swivel hook. In the UK the crane should be able to travel with up to two thirds of its full counterweight under STGO rules.

The HK 70, the only five axle 70 tonne truck crane made in Germany, has been developed following a request from and in strong cooperation with Dutch crane company, Mammoet. It features the same 44 metre main boom and 61 metre tip height - as the ATF 65G-4 All Terrain with which it shares a superstructure.

The crane weighs a total of 52 tonnes, complete with its maximum counterweight of 15 tonnes the nine to 16 metre extension, a 32 tonne hook block plus 10 tonne swivel hook, leaving up to two tonnes for additional lifting tackle etc.

Terex Fantuzzi deal back on

Terex has announced that it is resuscitating its plan to acquire the Fantuzzi port equipment business. The company says that it has reached a non-binding agreement to acquire the business for €175 million - €40 million less than the original deal it struck last August, which was terminated in January. Term sheets have been agreed with Fantuzzi's bank creditors for long-term financing which will provide almost all the funds needed to complete the deal. As all approvals have already been obtained the two parties are looking to complete by the end of April.

Raimondi rebounds

Italian tower crane manufacturer, Carlo Raimondi, which recently went into administration, has reorganised under a modified name - Raimondi Cranes S.p.A - and restarted production at its Legnano plant, following a capital injection from the 30 company strong Ramco Group of Qatar.

"Following the recent demise of

Carlo Raimondi fu R. S.p.A., after the unfruitful takeover and management by SIME in 2006, we are pleased to advise that the production of Raimondi tower cranes has restarted at the factory in Legnano," said a company spokesman. "The manufacture of the Raimondi brand is being reorganised under new management with the backing of the Ramco Group."

The Ramco Group will initially manufacture 100 cranes for its own civil engineering operations in the Middle East.



Liebherr employees including Willi Liebherr (third from the left) and customers at the unveiling of the new LTR 11200.

Liebherr tracks out new LTR 11200

Liebherr has unveiled the prototype of its new 1,200 tonne LTR 11200 telescopic crawler crane, emerging from the newly constructed large-crane assembly shop at its Ehingen plant.



The first Liebherr LTR 11200 telescopic crawler crane

Liebherr developed the 4.8 metre wide, narrow-tracked crawler crane following a request from wind power plant manufacturer Enercon. The 100 metre telescopic boom and superstructure have been taken from the LTM 11200-9.1 All Terrain crane launched at Bauma 2007.

During lifting operations the LTR 11200 is supported on a 13 metre by 13 metre star-shape outrigger base. The boom system has Y-suspension as well as the fixed and luffing lattice fly jibs similar to those on the LTM 11200.

Liebherr president Willi Liebherr emphasized the importance of wind power as the main operational area for the new LTR 11200 in his speech at the unveiling.

Atlas moves to Terex cranes

Terex has moved its Atlas loader crane business into its Terex Cranes division which also includes Terex Demag, Bendini, PPM, Comedil and Terex Cranes Waverly. Terex Atlas, acquired by Terex in late 2001, is based in Delmenhorst, North Germany and until now has been part of the group's construction division.

Jim Robbins, general manager of operations said: "With the transition to our cranes segment, we are well positioned for our experts to work together to respond to customer and market needs. Terex Cranes is truly a one stop shop for a wide range of lifting equipment and this is a benefit to all customers."



A Terex Atlas loader crane

CPA/HSE to launch new Best Practice guidance at Vertikal Days...

The UK's Construction Plant-hire Association (CPA) and Health & Safety Executive will launch two major new Best Practice Guides at Vertikal Days 2009, one for cranes and one for hoists. As part of the launch the CPA will run two important seminars on the first day of the show at Haydock Park - Wednesday 24th June.

The morning seminar will launch a major revision to the CPA's Best Practice Guide for Crane Hire and Contract Lifting. The document has been revised in conjunction with the HSE and sets out the steps to be taken by crane owners to ensure that those hiring mobile cranes are fully aware of their duties and responsibilities.

The open seminar will include presentations from both the HSE and the CPA's Crane Interest Group, and will include details of a series of training sessions for hire desk staff on the application of the Best Practice guidance. These will be held at various locations around the UK in the second half of this year.

In the afternoon Gordon Gedling, chairman of the CPA's Construction Hoist Interest Group (CHIG), will launch a Best Practice Guide on Work at Height on Construction Hoists. This has been produced in conjunction with the HSE and provides practical guidance on meeting the requirements of the Work at Height Regulations when installing, using, maintaining examining and dismantling construction hoists.

...And IPAF to host rental meetings

IPAF has also confirmed that it will be holding its Hirers committee open meeting at Vertikal Days on Wednesday 24th June with a special 'Hire +' meeting in the afternoon.



The new Nifty SD120T

We now have photographs of Niftylift's new 12 metre working height SD 120T lightweight self propelled boom lift, unveiled at the ARA last month.

Developed with the arboriculture sector in mind it combines the superstructure and working envelope of the popular HR12 with a new low-weight SD chassis which features four wheel drive, 45 percent gradeability, high flotation tyres and outriggers.

The SD120 has an outreach of 6.1 metres and weighs just 1,850kg, which should make it popular for applications that require a soft footprint and the ability to level up on uneven or rough ground. The lift is also available with almost any power combination, including battery, Diesel, Bi-Energy, Tri-energy or propane/petrol.



The Nifty SD120T in action



The SD120T's light weight and 4x4 drive make it ideal on soft ground.



Four of the key speakers (L-R) Pat Cox, John Ball, Michael Kneeland and Kevin O'Shea

A record turnout for the IPAF summit held in Dublin was followed in the evening by the presentation of the International Access Awards.

Delegates listened to a variety of high powered speakers including Peter Power, Ireland's minister for overseas development, who opened the summit saying he was proud that an Irishman had been appointed as president of the international federation and apologised that the prime minister had not been able to attend due to the emergency budget preparations. The day also included presentations from IPAF president John Ball, Kevin O'Shea, the chief executive of United Rentals, the world's largest rental company Michael Kneeland and Pat Cox, ex president of the European Parliament.

The winners at IPAF international access awards included:

Best marketing campaign for IPAF training - **Camillo Vismara of Switzerland**

IPAF instructor of the year - **Mauro Potrich of CTE, Italy**

Access industry training award - **A-Plant, UK**

New product of the year - **JLG Liftpod**

Contribution to safe working at height (Manufacturer) - **Skyjack**

Contribution to safe working at height (Rental company) - **Lavendon Access Services, UK**

Mastclimber achievement award - **Mastclimbers, USA**

IPAF safety champion of the year - **Andy Studert, NES Rentals, USA**

Access rental company of the year - **Riwal, Holland**

Lifetime achievement awards - **Dennis Ashworth, previously of Simon and John Fuller, until recently with Genie**

Full coverage of the IPAF summit along with our popular photo album will be published in the May issue.



Award winners at this year's IPAF summit

Tanfield up 18% takes major write downs

Tanfield - the owner of UpRight and Snorkel - has reported full year revenues up 18 percent to £146 million largely due to the full year contribution of Snorkel. Pre tax profits before the write offs fell 87 percent to £1.7 million. The write downs, which include writing off almost all of the Snorkel goodwill, and taking inventory and debtor write downs, resulted in a final pre-tax loss of £88.8 million.

Tanfield chairman Roy Stanley said: "The balance sheet after the impairments remains strong with net assets of £85.8 million and excess of current assets over current liabilities of £61.5 million. Cash at 31 December 2008 was £11.1 million and this position is being maintained."

"This has been a challenging year for the Group. However, we are a business that is lean, nimble and focused, with a highly experienced management team, which reacted promptly and decisively to the adverse market conditions. Tanfield is well placed to trade through the downturn and to move rapidly when its end markets improve."

UK tower crane company found guilty

After years of waiting UK-based tower crane rental company W D Bennetts has been found guilty of health & safety breaches following the death of two men in a tower crane accident at Durrington High School in Worthing, West Sussex dating back to February 2005.

Bennetts was charged alongside Eurolift (Tower Cranes Ltd) an affiliate, which pleaded guilty to two health and safety breaches at the beginning of the trial. Both companies were found guilty of breaching the Health and Safety at Work Act 1974 for failing to ensure, the health, safety and welfare of its employees and other workers on the site. Both companies will be sentenced on a date yet to be set.

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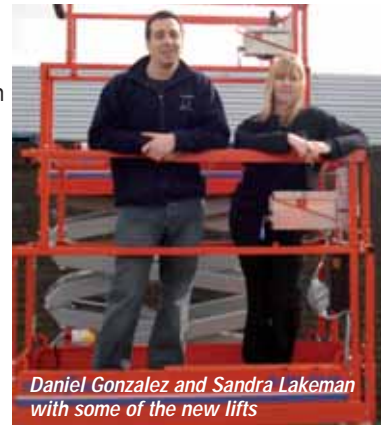
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Elevation on the up

Milton Keynes-based aerial lift rental company Elavation has taken delivery of 20 new Skyjack electric scissor lifts, the first batch of units that it plans to add to its fleet this year. The platforms are mostly small battery electric models, which along with specialist boom lifts form the bulk of the company's fleet.

Elavation is the Access Link member for the Home Counties and says that business circulated through the Link has been a major benefit in the slower market.



Dispatchers Sandra Lakeman and Daniel Gonzalez said: "This particular batch of machines was ordered for a specific long term contract. The client demanded light, compact machines for lift access and wanted the added security of quick release control boxes. The Skyjacks fitted the criteria perfectly."

Elavation was founded by Mani Gonzalez and Barry Brady almost five years ago and has built up a rental and training business with a fleet of more than 250 units operating from a single location.

New records for Vertikal.Net

March was another record month for Vertikal.Net readership exceeding 100,000 visitors for the first time and almost 5 million hits.

The actual numbers were:- 4,845,894 hits, 1,938,224 pages viewed and 102,172 visitor from 46,902 unique IP addresses. Total bandwidth consumed was 157.84 GB.



Rogue trader shut down

Irons Design & Build, the Northampton-based contracting company that disappeared in February with at least one rented aerial lift - an UpRight AB62 articulated boom lift belonging to Nationwide Platforms - serial number 1346, has been 'wound up'. The company - owned by Jamie Irons of 100 Leybourne Drive, Bestwood, Nottingham, NG5 5GP - had a trail of debts and fraudulent activity to its name and was finally placed into liquidation earlier this month. As far as the know the lift is still missing.

Gang steals two truck mounts

A well organised gang broke into the premises of Loxam UK's Pontefract/Leeds branch on the night pf April 6th after cutting the phone lines.

The stolen units were a 2007, 34 metre Bronto S34MDT, GB registration FJ57 NHV - serial number 5543-469 mounted on an Iveco chassis and a 22 metre GSR/Skyking 198PX mounted on a Nissan Cabstar chassis - GB registration number FM07 FBE, serial number AP1038.

If you are offered them or spot them call your local police station or contact Loxam direct.



CTE UK relocates



The CTE UK team outside of the new premises

Aerial lift equipment supplier CTE UK has completed the relocation of its operations to larger premises at Enderby near Leicester.

The new headquarters provide more space for storage, display and preparation of the company's range of vehicle mounted and tracked access platforms. Larger workshop and office areas will also allow the company to expand its customer support facilities. The new location is close to the M1, M6 and A14. "Our business is continuing to grow and these new headquarters facilities will enable us to provide a better service to all of our customers," said CTE UK sales manager Jonathan Wiseman

Gehl may file Chapter 11

Telehandler and access manufacturer Manitou has issued an updated financial bulletin which also says that Gehl has breached its loan covenants, resulting in its banking syndicate demanding repayment of its loans at the end of March.

As a result Manitou says that Gehl may file for protection under Chapter 11 of the bankruptcy code, if a suitable renegotiation of its loan covenant was not completed.

However Manitou is pursuing discussions with its banking partners in both the United States and Europe with the aim of securing the Gehl financing while continuing to contain the risk in the United States.

Manitou group revenues rose 1.4 percent to €1.28 billion, €20 million of which came from Gehl. After a strong start to the year with sales at the nine month stage still up 6.6 percent, however the fourth quarter saw a steep downturn which brought revenues down close to last year's level.

Profit before exceptionals was down 15.7 percent to €128 million, (down 12 percent to €133 million without Gehl). Net after tax profits before taking a €52 million goodwill write off at Gehl were down 35 percent to €56 million (down 28 percent without Gehl).

Sherlock and Huddart team up

Brian Sherlock and Alan Huddart, previously colleagues at UK rental company Hewden, have launched a new business - Spa Asset Management.

The new business will offer a wide range of services, from organising equipment disposal auctions to rental consultancy. The business already has its first auctions lined up.

Before his departure, Sherlock was managing director of Hewden Stuart having also served as director of operations and managing director of

Hewden Hire Centres. Huddart had been head of technical services and operations director for Hewden Instant Access.



Brian Sherlock (L) and Alan Huddart

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Half a Penny crane

Goodwill write down

Oshkosh is anticipating taking a \$1.2 to \$1.5 billion non-cash goodwill write-down/impairment in its second quarter for several of its business units, although JLG will represent by far the largest portion of the write down. It also expects the impairment charges to be largely non-deductible for tax purposes.

The company is working with a third-party valuation firm to assess the fair values of the company's reporting units and plans to complete the impairment analysis prior to the release of its second fiscal quarter results. Oshkosh paid \$3.2 billion for JLG in late 2006.

Wacker Neuson up 17%

Light equipment and telehandler manufacturer Wacker Neuson has reported 2008 revenues up 17.3 percent to €870 million, but pre-tax profits slipped 28.8 percent to €62.1 million. The company says that it is optimistic about the future and that it is in good shape financially to pull through the current downturn, ready to exploit what it believes will be a strong upturn in late 2009 or early 2010.

Dr Georg Sick, Wacker's chief executive, said: "Although business in 2008 initially developed in line with predictions, the second half of the year was characterised by a significant downturn. We subsequently revised our forecast back in July 2008, and, thanks to our strict cost management strategy, were able to exceed this target."

UK-based loader crane maker, Penny Hydraulics and Italian tracked undercarriage manufacturer Hinowa have teamed up to produce a small tracked crane.

The new HS400/V12 Mini crane combines Hinowa's HS400 dumper chassis with Penny Hydraulics' V12 crane.

The battery powered unit has a three section, 2.9 metre telescopic boom with maximum lift capacity of 630kg. The crane uses two front outriggers set at 45 degrees, allowing 90 degrees of slew. Lift capacity at maximum radius is 240kg and all crane functions are hydraulic. Overall stowed dimensions are 790mm wide by 1.57 metres long and 1.84 metres high.

The crane can also be quickly and easily demounted, allowing the HS400 to operate as a compact rough terrain lift truck or with other attachments. The operator will normally operate the crane from the controls on an umbilical cord, although there is a platform for the operator to stand on during travel.



The Penny HS400/V12.

First photo of new Liebherr



Liebherr has issued the first photos of its new MK88 which replaces the MK80. The new model has a maximum capacity of eight tonnes, a maximum radius of 45 metres and standard hook height of 30 metres which can be extended to 59 metres at maximum 45 degrees jib elevation. Jib tip capacity is more than 2,000kg.

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New Boom Truck

Omaha, Nebraska-based boom truck and aerial lift manufacturer, Elliott Equipment, has launched a new 50 ton boom truck. The 50105 has a 105ft (32 m) full powered main boom and standard 32ft (9.7m) to 49ft 14.8m) two piece jib and load moment indicator.

"This 50 ton model demonstrates Elliott's commitment to developing the best performing line of material handling solutions in the industry," said Elliott president Jim Glazer. "Now more than ever, Elliott is working to develop innovative solutions to help our customers be more productive than ever before."



Manitowoc sells ice business and issues profit warning

Manitowoc has stated that its first quarter earnings may be 50 percent below estimates and confirms that it has sold the Enodis ice business to Warburg Pincus Private Equity for \$160 million.

The company says that global demand for the company's cranes continues to decline further than previously anticipated due to the continuing global recession and no longer believes that it will be able to achieve its previous guidance for sales, earnings per share or cash flow.

Chief executive Glen Tellock said: "We have reached an agreement to fulfil our obligation to sell the Enodis ice business and can now focus entirely on operating our two strategic lines of business: cranes and commercial food service equipment. Manitowoc has been through downturns before. Although the pathway out of this downturn will be challenging, I am confident that Manitowoc will emerge as the leader in its industries, stronger than it was before."

Easi truck rental

Dublin-based international access and lifting company Easi UpLifts is setting up a new truck mounted aerial lift rental fleet in the UK. The operation will be based at its new London location. Harry McArdle the major shareholder and chairman told Vertikal.Net that it wants to build on its long experience in the truck mounted market in Ireland and is looking for a hands on person to lead this part of the business. The company currently runs a fleet of 88 vehicle mounted lifts ranging from small van mounts up to a 70 metre Bronto S70MDT.





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- **SGB** has scooped £2.7 million worth of new scaffold rental orders in the UK and Ireland which are due to start in the next two months.
- **Speedy Hire**, the UK's largest general rental company has agreed an amendment to its loan covenants and issued a trading update.
- **Haulotte UK** has appointed Shayne Wright as general manager
- **Ashtead** has appointed **Joe Phelan** as president and chief executive of **Sunbelt Rentals**, its US subsidiary, replacing **Cliff Miller**, who departs after 13 years with the group.
- A man has survived a 12 metre fall from an aerial lift after he was catapulted out of the platform in Ipswich, **Australia**.
- A tractor driver died after his tractor was hit by a runaway All Terrain crane near Bradford, UK - the crane was owned by **Baldwins Crane Hire**.
- US crawler crane rental company, **Essex Crane** has reported a 27% rise in 2008 rental revenues, but posted a \$4.7 million pre-tax loss for the period.
- **Wynne Systems**, owner of **Rentalman** rental software, has appointed **Kris Brusselmans** as general manager, Europe, Middle East and Africa.
- Equipment rental company **Speedy Hire** has appointed **James Morley** as a non-executive director.
- Boom truck manufacturer **Manitex** has received an order for 20 of its 17 ton boom trucks from **Allied Crane & Machinery**.
- **Kranlyft**, the European master distributor for **Maeda** cranes, has appointed **Jackie Haley** as marketing manager.
- Aerial lift company, **Snorkel Australia**, has moved its Queensland operation into new, larger premises in Meadowbrook, south of Brisbane.
- German-based mini crane and glass handling company, **Riebsamen**, has broken ground on a new facility extension at the company's Allmannsweiler plant near Biberach, Baden-Württemberg.
- Dutch aerial lift rental company **Debru** has taken delivery of a second 53 metre Wumag WT530 truck mounted aerial work platform.
- **UpRight** powered access has appointed **Alpe Slovakia** as the distributor for its full aerial lift product range in Slovakia.
- **Kranlyft** - the master distributor for **Maeda** mini crawler cranes - has appointed **Vincent Vercaemst** as international sales manager for South West Europe.
- UK-based aerial lift rental company **AFI-Uplift**, has appointed **Richard Onslow** as account manager for the south at **AFI-Resale**.
- **Street Crane Company** has launched a new 25 tonne hoist.
- German-based **Beyer Mietservice** has added 15 more **Maeda** spider cranes to its fleet making it one of the largest in Europe.



Shayne Wright



Jackie Haley



Richard Onslow

- **Ahern Rentals** of Las Vegas has reported 2008 revenues up 12% while profits slumped 69% and 2009 got off to a poor start.
- **Dubai's Roads & Transport Authority** has fined a contractor Dh 200,000 (\$54,000) fine following a crane accident in February 2008.
- **Socage** has delivered six new 35 metre truck mounted lifts to Russia mounted on Kamaz trucks.
- **Kennards Hire** of Australia has acquired **Complete Hire** of Redcliffe near Brisbane, Queensland.
- **Collé Rental & Sales** has been appointed as the Dutch distributor for Palfinger's aerial lift products from **Wumag** and **Bison**.
- **Tanfield**, owner of **UpRight** and **Snorkel**, has announced that its North American venture, Smith Electric Vehicles U.S. Corp, will locate its new assembly plant in Kansas City, Missouri.
- **Gunther Van Den Hove** has joined Belgian-based sales and rental company **Heli** as sales representative for **Maeda** products.
- **Skyjack** has appointed two more new North American telehandler dealers - **West Coast Equipment** to handle its Zoom Boom range and **MacAllister** for its VR line.
- **IPAF** is organising a Rental Plus open meeting at **Vertikal Days**, Haydock on June 24th
- **The Queensland Mines Inspectorate** has released a safety alert warning operators of the risks associated with aerial work platform attachments falling from telehandlers.
- Powered access and crane rental company, **Peter Hird & Sons** has appointed **Allan Hemmings** as managing director.
- A length of façade scaffold collapsed on a line of cars in **Exeter**. No-one was injured although considerable damage was done.
- **Lavendon**, the aerial lift rental specialist, has agreed a restructuring plan for its UK operations following a period of consultation with its employees.
- **Loxam** has reported revenues in 2008 of €848 million, 15% up on 2007, while net profits fell 32% to €37.1 million.
- The first production unit of the new **JLG Toucan 10E** mast boom has been delivered to **Stirmimann**, the JLG distributor for Switzerland.
- **Konecranes UK** has secured three power plant orders, two in the Middle East and one in Ireland.
- The restored **Titan Crane** in Clydebank, Glasgow, has received a Civic Trust Award.
- **Chuck Martz**, president of Link-Belt, has been appointed as a vice president of **Sumitomo Heavy Industries**.
- **Hertz Equipment Rental** has acquired **Rent One**, a Spanish power generation company based in Cheste, Valencia.



Allan Hemmings



Chuck Martz



Clare Engelke

- **Clare Engelke** has joined the sales team at the **Vertikal Press**, publishers of **Vertikal.Net** and **Cranes&Access**.
- **IPAF** has announced that it is organising the Europlatform conference in September. This year's venue will be in Milan.
- **AmQuip Crane Rental** has appointed **Josh Dressler** as its Southeast crane rental specialist, based in Atlanta.
- **Australia's Elevating Work Platform Association** has updated its code of conduct and is urging members to take a more professional approach to rental agreements.
- **Mike Wishart** has sold his stake in **Eazzi Lift**, the recently formed push around scissor lift company.
- The fourth **Middle East Cranes** conference will take place in Dubai on February 23 and 24th 2010.
- **Potain** has appointed **Select Equipment** of Richmond Virginia and **Allstate Crane Rental** of Charleston South Carolina to sell its self erecting tower cranes.
- R2 the sales company owned by **Russell Rowley** will be appointed as UK distributor for **Custom Equipment's** Hy-Bryd line of low level scissor lifts.
- **Terex Equipment Middle East**, is relocating to a larger facility in the Dubai Investments Park.
- **JLG**, the aerial lift and telehandler manufacturer, has opened a new sales and service facility in Singapore.
- UK access industry veteran **Bob Elcome** has joined **GGR Unic** the **Unic** and **Galizia** mini crane distributor.
- **Teupen Hungaria** is introducing a range of spider lifts and a van mount under the **Traklift** brand and has appointed **Hi-Lift Access** of Mansfield as its UK distributor.
- Suspended platform company, **Spider** has promoted **Scott Ryder** to district sales representative at its Boston location.
- **Terex Aerial Work Platforms** has appointed **David Gillrie** as global general manager for its **Genie/Terex** telehandler product line.
- **JLG** has published a guide to telehandler attachments and accessories for its North American product lines.
- UK rental company **AFI** has purchased its first batch of 20 **Bravi Leonardo** self propelled lifts.
- **John Turner** has rejoined **Valla UK** as training manager.



David Gillrie

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Booming masts

It has been some time since we took an in depth look at the products we call mast booms. Looking back to our first feature in 2004, it is clear that little has changed, apart from a few refinements there have been no significant breakthroughs or new entrants.

What is clear is that the sector itself is often confused in peoples minds, focusing more on the method of elevation than what the product does. To us a mast boom is an aerial lift that uses a mast to obtain its vertical height, but then features a jib or boom on top of that in order to provide a variable outreach. Ideally the mast or superstructure should also be capable of slewing, at least through 180 degrees, preferably more.

A fixed mast lift - along the lines of an UpRight TM12, JLG1230ES or Genie Runabout - is not a mast boom. We have always grouped those handy tools into the scissor lift category. True, it does not have a scissor lift mechanism, but then nor does a self propelled sigma lift. But the fact is that they perform in an identical manner. So having identified the sector, lets move on.

Some 18 years or so since the Delta Toucan took the concept into the modern age and started to make it popular, the product remains something of a niche item. Why remains something of a mystery.



ATN Pfaf 1000R machines

When the product is readily available and users are aware of what it can do, the market grows substantially. For many applications, both industrial and construction finishing trades, it is the lift of choice, but only when users realise its benefits and can get hold of it easily.

So why has the mast boom lift not taken the overall market by storm? One reason might be that it is more costly than a scissor but not as versatile as a small boom lift. While this might not deter an end-user for which it may be the perfect platform, it tends to put off your average rental company which evaluates the rental rate versus its height. Add to this the fact that its outreach is limited so it has a specific set of customers/applications and that the majority of users in Western Europe and North America prefer to rent their equipment than buy it. So if the rental companies don't stock it and it is not on the lips of rental salesmen, it will not be adopted, plain and simple.

In spite of this more and more users are discovering the concept, albeit gradually, and most manufacturers have remained in the market,



c&a

mast booms



although it is increasingly dominated by French suppliers. This might seem odd especially when you understand that the dominance has nothing to do with the fact that Europe's largest aerial lift manufacturer - Haulotte - is French. The dominant player in this market is JLG, which acquired the Toucan product and its Tonneins production facility from Grove/Manitowoc in 2004. Grove had acquired the same assets from Delta a few years earlier, before being acquired by Manitowoc in 2002.

No, the real reason that France dominates the mast boom market is down to one company and in essence one man, Daniel Duclos. As a young design engineer he had the brief to produce an improved and less expensive version of a concept pioneered by North American specialist manufacturer Lift-A-Loft. Having designed the product and built the prototype something happened between the client - Alexis Biramian of ABM and Duclos, the facts of which remain

hazy. The outcome though was that Duclos took over the prototype and started to market it under the Delta banner, using a toucan as part of his marketing campaign. Perhaps its long beak looked like the mast booms jib?



Driving a Toucan



Manitou 100VJR Evolution

The new products took off well enough selling to end users but for reasons we have already discussed, not with rental companies. Selling aerial lifts on a one by one basis to end users who might have a two year budget procedure is something of a slog. So when the French economy slowed a little in the mid 1990's Duclos decided to start renting as well as selling them. He figured that having failed to persuade any rental company to take the product seriously he would disregard concerns about competing with them and show them how it was done. Sure enough the rental operation was a success and the expanding fleet (which eventually morphed into Access Industrie) spread the word, eventually forcing other rental companies to invest in them, which in turn, further boosted awareness.

As a result the French market takes the product very seriously and mast booms are widely used. Other locally based manufacturers, including Manitou, Haulotte and ABM all introduced similar products.

ABM - owned by Biramian, Duclos' original client - was acquired by Haulotte and the product lines merged.

In spite of this success it has not been emulated anywhere else. Ian James, now with APS the Omme, Hinowa and UpRight distributor, began to build a dedicated mast boom rental fleet in the UK under the Delta Rentals Name, (albeit in a more conservative manner to Duclos), after Grove appointed him as its UK distributor. However then JLG took over the Toucan distribution and James made his move to APS. As a result of that move the UK and for that matter Ireland, no longer has a rental company that really champions this type of machine. Haulotte says that it is having increasing success with its Star 10 mast boom (See the James gang - page 22) to institutional and retail clients, largely on a sales basis. As the owner of UK Platforms it has more potential than anyone to 'champion' the concept in a major way as Duclos did in France, but is not showing any inclination to do so.



Haulotte is having increasing success with its Star 10 mast boom

Many other rental companies do have one or two or even several units in their fleets but none have enough to make it painful if they are not rented out. Until they do the concept is likely to remain a small specialist niche outside of France.

So what's new?

There are four principle manufacturers of mast booms plus a handful of niche producers including Duclos himself as an investor in ATN which builds units mounted on wheels and rubber tracks. The past 12 months have seen two new models enter the market, the first came last summer from Manitou which completely revamped the two models in the VJR Evolution series.

Manitou Evolution

The eight metre working height 80 VJR and 10 metre 100 VJR mast booms both offer up to three metres of outreach.

However the new offerings look so similar to the ones they replace that you could be forgiven for thinking that they have simply been 'refreshed'. However you would be very wrong. Although the Manitou products performed well, had a strong reputation and were beautifully made and finished, many prospective buyers said they were too heavy. So Manitou literally started again,

completely redesigning them under the skin and reducing the overall weight to 2,250kg and 2,600kg respectively. At the same time it clipped a few centimetres off the height and extended battery life between recharging through an improved electrical system. Given that manufacturers - other than JLG - claim that it is hard to make a decent margin on their mast booms, one assumes that Manitou also took the opportunity while redesigning to reduce the build cost? If they did it certainly doesn't show in the product itself, which appears to be every bit as good, if not better than the models they replace.

JLG Toucan

Then in September at the APEX show, JLG unveiled its latest 10 metre offering the Toucan 10E which is just now beginning to ship. The Toucan range has always been different from the offerings built by other producers in that it uses a forklift rail type mast assembly, while the others all use telescopic box type masts. The argument is that the box offers more rigidity, as well as avoiding the stacking effect of a fork lift mast design. However the Toucan masts have been honed and fine tuned by both Delta and Grove to the point where it has become a strong feature that the company



Manitou completely revamped its two mast boom models last year

uses to sell against the boxes, also pointing out that inspection and maintenance of the telescope mechanism is much simpler with an open mast than with a closed box. One of the major changes is its direct electric AC drive fitted with two brushless AC motors, the first time that JLG has used this technology. Its other direct drive products use DC motors. Other benefits include a faster 5.5 kph drive speed and more rapid battery recharging.

The onboard diagnostics 'advanced design electronics' (ADE) control system is said to give smoother machine control, while the standard LCD display gives added troubleshooting capabilities. JLG's engineering team has also simplified the hydraulic system with potential leak points reduced by 75 percent - now only six hydraulic hoses run throughout the entire machine.

The proportional drive and lift controls have also been improved as have the platform, jib and outreach. The Toucan 10E is rated for two people (200 kg) for both indoors and outdoor usage.

Loading onto trucks or trailers has been made easier thanks to the increased, 25 percent, gradeability and 105mm of ground clearance. But while the overall machine weight has been reduced to under 3,000kg, it is still a tad heavier than some competitors.

Haulotte Stars

Haulotte gave its mast booms a good going over some years back in order to make them easier to build and today the Star 10 is probably the second best seller after the JLG Toucan. While there are five machines in the Star range - 6, 8, 10, 11 and 12 - the smallest Star 6 does not have a jib and falls into another category. The Star 10 has almost identical specifications to the Toucan 10E - strange that. However the Toucan is slightly quicker across the ground and has 100 mm more working height but is 230kg heavier. The Star 10 has a best in class overall length of just 2.66 metres.

UpRight

UpRight entered the market in the late 1990's with a three model line up, the MB20N, MB20 and MB26. The MB20N was the first and only full size mast boom that kept its overall width down to single doorway proportions - 810mm - a feature that has always been in demand with small slab scissor lifts. The lifts also featured active pothole protection in order to provide greater ground clearance in the fully stowed travel position. In spite of this the MB20N never really sold that well, with most buyers going for the 10 metre working height MB26 with its more traditional 990mm overall width. The company virtually stopped making the MB in 2004 due to the poor margins it generated, but the range has been brought back under

Tanfield ownership and has done relatively well. The company has seen sales steadily improve since and recently landed a deal for seven units with one of Austria's leading crane and aerial lift rental company Felbermayer.

Lehmann

An early entrant in this market was Hanover-based Lehmann. The company introduced a very sophisticated product in the mid 1990's that it built in low volume for the German car plants. Dubbed the Emu for obvious reasons, the product was one of the first aerial lifts to feature full electric motor-controlled hydraulics. The problem was the combination of a high specification and low production volumes made them considerably more expensive than the Delta/



UpRight MB20N

The largest Lehmann machine features 5.15 metres of outreach



Toucan product. In spite of this the company has persisted with mast booms and today offers a model with a long telescopic jib for additional outreach. Four models with working heights between eight and 12 metres are available in the UK from Wakefield-based Northern Access. Its largest model - the Emu ST-K 1205 - is able to fit through standard doorway, has a 12 metre working height and an amazing 5.15 metres of outreach. Correspondingly it weighs 4.8 tonnes.

ATN

All the ATN platforms are built in Tonneins, France, only a short walk from the JLG Toucan plant. The company says that it has opted for a rugged all hydraulic design, capable of withstanding the knocks of the rental business. It has also reduced the amount of electronics used, saying that its battery powered 810, 880R and 1000R Pifaf units are easier and less expensive to fix should they go wrong. Covers are provided and any form of plastic



or ABS avoided. The company says that should a cover be damaged a hammer will often fix it!

ATN makes both tracked and wheeled machines - the R signifying wheels - with working heights from 8.1 to 10.04 metres. The Tracked models are it says a niche within a niche, and best suited for applications where low ground bearing pressures are required.

The Alley Cat

Niftylift was also a brief player in this market with a first class product in terms of specification and overall design. The aptly named Alley Cat was an excellent machine to use with a number of interesting features, however battery life was poor and it was produced at a time when Nifty was still pioneering its

electric controls. Its other products used full pressure hydraulic controls, so there were some very unNifty-like reliability issues. Add to this the fact that the company, like many others, found it difficult to turn a profit on them and it is not hard to see why it let the product fade from its line having built very few.

With the work the company has now done on the controls of its larger booms and the fact that it currently has the benefit of the exchange rate it would do worse than dust off the design and take a fresh look at the market? Interestingly last year it won a long battle with Caterpillar, winning the right to continue to use the Alley Cat name if it so wishes. However the battle was probably more one of principle than a precursor to a relaunch.

French scaffold manufacturer Comabi has also produced products at the lower end of the market, but has never really managed to get them off the ground.

So what of Lift A Loft the original producer for this type of machine? The company's mast booms were fairly rustic and had a legendary reputation for unreliability. This is not untypical of new concept products, the first All Terrain cranes for example were horrendously unreliable.

However the Lift A Lofts were also very expensive and the company was not the easiest to deal with at the time. No matter what might be said about Lift-A-Loft, it did and still does produce some highly original aerial lifts, some of which appear to defy gravity, the company is not presently active in Europe but does have a full and impressive range.

The future in rental

The modern mast booms are extremely reliable and first class products, much appreciated by those who know how to use them as well as those rental companies that have made a business out of them - largely in France.

Perhaps given the tough economic times we find ourselves in, where rental companies are looking for niche markets where better rates and conditions exist, the mast boom might become a more mainstream rental tool outside of its home market?

Quickspecs

Toucan 10E	
Working height:	10.10 m
Platform height:	8.10 m
Stowed height:	1.99 m
Overall width:	990 mm
Overall length:	2.82 m
Horizontal outreach:	3.08 m
Platform capacity:	200 kg
Standard platform size:	0.90 x 0.70 m
Ground clearance:	105 mm
Weight:	2,990 kg
Drive speed, lowered:	5.5 km/h
Dive speed, elevated:	0.75 km/h
Gradeability:	25%
Use:	Inside and outside, 2 persons.

Haulotte Star 10	
Working height:	10.00 m
Platform height:	8.00 m
Stowed height:	1.99 m
Overall width:	1,000 mm
Overall length:	2.66 m
Horizontal outreach:	3.00 m
Platform capacity:	200 kg
Standard platform size:	0.90 x 0.7 m
Ground clearance:	
Weight:	2760 kg
Drive speed, lowered:	4.5 km/h
Dive speed, elevated:	
Gradeability:	23%
Use:	Inside and outside use

Manitou 100VJR	
Working height:	9.90 m
Platform height:	7.90 m
Stowed height:	1.99 m
Overall width:	990 mm
Overall length:	2.82 m
Horizontal outreach:	3.00 m
Platform capacity:	200 kg
Standard platform size:	0.88 x 0.68 m
Ground clearance:	100 mm
Weight:	2,630 kg
Drive speed, lowered:	4 km/h
Dive speed, elevated:	0.6 km/h
Gradeability:	23%
Use:	Inside 2 person/ outside 1 person

ATN Piaf 1000R	
Working height:	10.04 m
Platform height:	8.04 m
Stowed height:	1.98 m
Overall width:	1,003 mm
Overall length:	2.88 m
Horizontal outreach:	3.46 m
Platform capacity:	200 kg
Standard platform size:	0.90 x 0.80 m
Ground clearance:	
Weight:	2980 kg
Drive speed, lowered:	4.8 km/h
Dive speed, elevated:	1.0 km/h
Gradeability:	20%
Use:	Inside (200kg) & outside use (120kg)

UpRight MB26	
Working height:	10.00 m
Platform height:	8.00 m
Stowed height:	1.98 m
Overall width:	990 mm
Overall length:	2.8 m
Horizontal outreach:	3.0 m
Platform capacity:	215 kg
Standard platform size:	0.78 x 0.73 m
Ground clearance:	
Weight:	2672 kg
Drive speed, lowered:	3 km/h
Dive speed, elevated:	0.7 km/h
Gradeability:	25%
Use:	Inside and outside



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The James gang

Two years ago Phillip James was appointed managing director of Haulotte UK - which includes rental company UK Platforms - from outside of the access industry. Since then he has set about improving various aspects of the business particularly service and backup. Mark Darwin finds out more.

It is difficult for a newly appointed managing director to have an instant effect on a company, rapidly changing the way it operates or fixing a perceived problem. Yet within a year or so of taking over Haulotte UK, James had not only changed the attitude within the company but had customers and users seeing the positive changes first hand.

In his time at Haulotte UK, the company has forged a good reputation for service and parts backup, something that was previously holding back its products with some of the major rental companies. Today with new products and a service-friendly attitude, it is in a strong position.

Perhaps the fact that James was not an industry insider helped? He has a solid and varied CV having performed a variety of senior roles, spending a good amount of time in each. He was born in Stratford upon Avon and started his career with Redditch-based air compressor

company Hydrovane where he spent six years, working on marketing and design development. The next five years as marketing manager with Unipart (part of the Austin Rover Group) developing new products and a distribution network in the UK. It was during his time product marketing and developing dealerships that he moved to Oxford, where he lives today.

Paint and bodyshops

While at Unipart, he became involved in the launch of a range of automotive paint products, a product that facilitated a move to Dutch-based multi-national Akzo Nobel, the world's largest paint coatings company. As a marketing manager based in Didcot, Oxfordshire, he was involved with selling its products into bodyshops and developing dealer/distribution networks. Successfully rising through the ranks, the opportunity then arose to run the French subsidiary which he did for the next five years, moving to and living in Paris.

"The business in France was selling to major car companies such as Peugeot, Citroen and Renault and focussed on after-sales service as well as advising customers. A three year stint running the Canadian part of the group then followed, living in Canada (where his fluent French came in very handy). He then returned to the UK as managing director. In all James was with Akzo for 16 years and although he had done a variety of jobs in different countries, he could not see himself 'in paint' for the rest of his career and



wanted to gain more experience in a different market.

"Although totally different products, there are a lot of similarities between Akzo Nobel and Haulotte," says James. When he first joined Haulotte UK he initially reported to Pierrick Lourdain, who had spent the previous three years stabilising the business following a disastrous period for the UK company's reputation, which has taken years to repair. It was during Lourdain's tenure that UK Platforms was brought into the fold.

A step up

James now reports directly to chief operating officer Alexander Saubot after his role was expanded to include regional manager of Northern Europe which covers the Benelux countries, Germany, Poland, Russia and Scandinavia as well as the Haulotte factories in Arges, Romania and Reims, France which produce electric and diesel scissors and vertical mast machines.

"This additional appointment meant a very heavy workload and I was travelling a large proportion of the time, but I have now appointed excellent local general managers in Russia, Poland and France which help me enormously," he says.

Covering a large area of Northern Europe gives James a good view on how the current economic

situation has impacted differently in various countries. Comparing two regions Germany and the UK, there are major differences.

He says sales in Germany are currently doing OK - although well down from its peak. The UK, has been worse than this, with significant sales to the major rental companies scarce. Consolidation in the UK rental market, including Lavendon's takeover of the Platform Company and subsequent order cancellations has hit many equipment suppliers hard, including Haulotte.



"This is the problem of having a few, large companies in the market," says James. "I would prefer a much wider customer base such as in Germany which remains a highly fragmented market and has been less severe."

One bright spot is the increasing demand for sophisticated electric machines - such as the Star 10 mast boom - particularly in shopping centres, supermarkets and with facility management companies where increased health and safety awareness is making an impact.



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Reduced sales

"When I first joined Haulotte, there were orders in the 200-500 unit range. Now we are looking at 5-10 machine deals which means that we have to realign our salesmen to current figures. There has been a poor start to this year, a combination of the way the Christmas holidays fell and then the snow. But we have seen an improvement in March with some money released as budgets are being spent before the April year end."



"This lack of significant new equipment sales means fleets are ageing, so machines need more maintenance and repair which all helps our service and parts business. This is also helped by the numbers of second hand machines being moved around Europe. However, our 'raison d'etre' is to sell machines so while these other areas help, it is not a solution to the current downturn."

He says that he has also seen a move towards larger equipment being used in infrastructure projects such as power stations. Europe is now looking for 31-42 metre used machines and it is difficult satisfying the demand.

So are there signs of a recovery? "It is too early to say," he says. "There may be a few access casualties yet, but I hope not, it would not be good for the industry."

Sales and service operations

Since James came aboard Haulotte has invested heavily in its sales and service operations, and this has included following the same blueprint right across Europe - even in Russia and Poland - which according to James, now offer



the same standard of support as can be found in the UK or elsewhere.

"This has been a good move for Haulotte, particularly in the current climate, even in difficult times, we are geared up and still able to support the customer. In today's market I think we have achieved what I set out to do but you cannot remain stationary and have to continue to develop."

In the UK there are now 25 staff with mobile engineers around the country - so machines are sorted on site with very few taken back to head office. All new machines receive a full PDI at the head office in Telford.

UK Platforms

James' other main interest is the hire company UK Platforms where, he says, utilisation is currently running at just over 50 percent - which he thinks is not untypical. "There is an excess of machines in the market which means getting a return on capital is difficult and budgets are tight for everyone."

"Many of our 2000/2001 machines have been sold to Eastern Europe as demand there has been quite high, but wherever the machines end up, customers still expect full support."

Bil-Jax

Following the Bil-Jax acquisition by Haulotte last year, Bil-Jax dealer Promax continues to distribute the

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range to end users and smaller rental companies, while Haulotte sells the products to larger rental companies as well as providing the parts and service in the same way as it does for Haulotte machines.

"The Bil-Jax machines are very good and complement the Haulotte range," says James, "It is good competition for Niftylift which we currently have in the rental fleet. The recently introduced alloy tower on the other hand, will be dealt with totally separately - we are not scaffolding people."

Telehandlers

Haulotte's other main equipment line is its telehandlers which according to James are performing

well but 'selling in hundreds rather than thousands'. He adds that the current slow-down gives Haulotte time to establish the brand, while expanding the range. Expect to see more new telehandler products over the next couple of years.

Personal downtime

So in between running the two businesses in the UK and looking after most of Northern Europe, what does James do to relax?

"My main passion is golf - I have a handicap of five. I also like watching sport and I am a keen skier - as are my three children - so it is a fantastic family holiday.

I am not a gadget person and would rather talk directly to people on the phone than email - hence I do have a huge mobile phone bill. I am not a huge music lover but the latest band I am listening to is The Killers. I still love living in Oxford and visiting the pubs and restaurants and its convenient for Heathrow airport.

Favourites:

Essential Gadget - *mobile phone*

Current Music - *The Killers*

Hobby - *Golf*

Latest Book - *The Reader by Bernhard Schlink*



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Intermat stop press

There is no question that now more than ever Intermat is the major European international equipment show of 2009. Despite a number of high profile companies not attending, it will still be a huge show with plenty of new crane, access and telehandler products to see. Numerous manufacturers delayed confirming their stands until as late as possible, or held back details of their exhibits until the last minute. This meant that they missed out on our Intermat feature last month. So here is the late entrant round-up.

Kobelco

We now have the first pictures of Kobelco's all-new SL4500 400 tonne crawler crane that will debut at the show. The unit, purchased by Weldex the UK's largest crawler crane rental company, has been assembled in Paris ready for the show. The new model is part of Kobelco's ongoing programme to redesign, upgrade and improve all of its crane models from 300 tonnes up to 800 tonnes.

SL4500 Super Lifter has a maximum load moment of 4,700 tonne/metres and a maximum boom and jib configuration of 84 metres main

boom with 54 metre luffing jib, or 78 metre main boom with 66 metre luffing jib, resulting in a total 144 metres total boom/jib length. The new model has been developed in close cooperation with several key buyers around the world, including the lead customer Weldex.

Dieci

Italian telehandler manufacturer Dieci is gearing up to expand on its current 110 model range with several product launches for the construction and ag industry. A new larger cab with greater glass area, better ergonomics, improved operator

Dieci's largest telehandler is the new 21 tonne capacity Hercules 210.10



The first pictures of Kobelco's all-new 400 tonne SL4500 shown here assembled in Paris ready for the show

comfort and reduced noise will be launched. Largest new machine at the show will be the Hercules 210.10 which extends the 160.10 and 120.10 model range first seen

the 70.11 with its maximum capacity of seven tonnes and 11 metre lift height. The Pegasus range is usually specified with work platforms and boom extensions.

The seven tonne capacity Pegasus 70.11 is the largest in its range



at SAIE last year. These models are aimed at large building sites, mines, quarries, ports and ship yards.

The 210.10 has a 21 tonne lift capacity, 146kW engine, a 10 metre maximum reach and weighs in at 27 tonnes.

Four new Pegasus, 360 degree telehandlers will also be launched at the show - the Pegasus 50.21, the 40.25 with its range topping 25 metres lift height, the 60.16 and

The new models feature 106kW Perkins engines, new booms, improved driver visibility, a new chassis and bodywork in addition to the wider cab.

GSR

Italian truck mounted manufacturer GSR will be exhibiting on its French distributor's stand - Nacelles Services - and will unveil several models. The E200PXS mounted on a Nissan Cabstar has a stowed

The E140TJV can either be truck or van mounted



height of less than 2.5 metres and extremely narrow footprint with the stabiliser footprint falling within the wing mirror width. Increased leveling capability is made possible by the new rear vertical outriggers. The company's popular E290PX will be shown on a 12 tonne Iveco Eurocargo 120 chassis. The company claims the machine is the only 29 metre, 250kg capacity, dual riser articulated lift with inboard stabilisers, using four vertical jacks. Also on the stand is the E140TJV - shown for the first time at APEX - which is now available on a Ford Transit van or chassis cab.

Mantis Cranes

Late entrant Mantis Cranes Ireland will be launching its new Mantis 36.10 which will replace the 35.10 that has been available for sometime. The new crane is in fact similar in design to the Mantis 32.10 to the point where the two units have interchangeable ballast units. The trolley motor on the 36.10 has been relocated to the bottom of the

tower making maintenance such as adjusting the trolley brake much easier. All the jib elements on the crane unfold/fold completely thus erecting and dismantling the crane requires little physical involvement and enables it to be operated with various jib configurations of 36, 32, 28 and 14 metres.

All the functions of the crane are frequency/inverter controlled which gives very smooth operation as well as reducing the size of the generator. The radio remote control unit displays lift information including weight on the hook, trolley distance, hook height and wind speed.

Sennebogen

Sennebogen is exhibiting with its French dealer Sygmat and will be launching its new 690 HD crawler crane. The company says that the 90 tonne capacity unit eschews complicated engineering and electronics and is aimed at demanding applications such as civil engineering, mining, demolition or materials handling.



The 90 tonne capacity Sennebogen 690HD is aimed at demanding applications.

A powerful 291 kW or 447 kW engine coupled to a modern four circuit hydraulic system with optional extra packages allows for custom configurations and almost any attachment. 16, 20 or 25 tonne capacity winches are available and feature mechanical winch synchronisation. Additional winches on the upper carriage and in the lower boom section provide customisation possibilities. Line speed is 115 m/min claimed to be the fastest on the market.

Other machines on the stand include the 40 tonne capacity, 30 metre boom 643 telescopic crane and the 830 R-HDD demolition unit.

MEC

California-based aerial lift and telehandler company MEC will be exhibiting with its European distributor PSE and has shipped over its two latest products, the 54ft platform height 5490RT its largest scissor to date which also features a 7.3 metre 'Ultra Deck' and its take on the UpRight Speed Level.

The Speed Level is based on UpRight's SL26 and SL30 Speed Levels the patent for which has now expired, with some additional improvements and features, including a battery electric version with four wheel drive. The unit on the stand will be a 30ft electric model, a version never offered by UpRight. It also has a little more

The MEC Speed Level

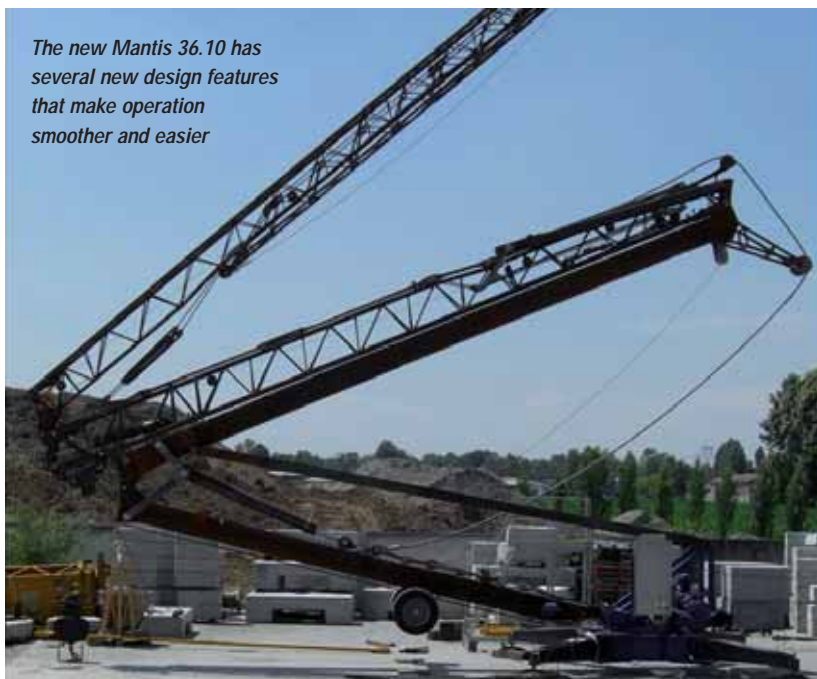


levelling ability - 14 degrees side to side, 10 degrees front to back thanks to slimmer equipment chests - a tighter turning circle, an extended platform support which helps with platform rigidity and the higher lift capacity courtesy of stronger gears in the arm articulation.

Skyjack

American platform manufacturer Skyjack has confirmed that will show its 16ft SJ16 mast type lift concept. The machine is the higher of two self propelled, steel masted lifts - the other has the classic 12 ft platform height - which will compete directly with products such as the UpRight TM12 and JLG 1230ES. However the model introduces a number of new ideas including a

The new Mantis 36.10 has several new design features that make operation smoother and easier



MEC 5490RT





Skyjack will be showing its SJ16 Concept.

traversing deck that offers up to 600mm outreach and good access to internal component without the need for slide out trays or side doors. The steering axle has also been moved to the opposite end to the mast to allow full 90 degree steering. A date for the start of production has not yet been set but is thought to be towards the end of this year.

Palfinger

More information from Palfinger reveals that it will be showing its new PK14002EH and PK18002 EH, two loader cranes in the 13 to 18 tonne metre range as well as the PK50002EH, the first in the new High Performance large crane range. It will also be showing its largest truck mounted loader crane, the PK 150002 Performance.

Palfinger PK18002EH



Palfinger PK14002EH



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The 18 metre Traklift TRA 18 in action

Traklift

Check out the new name in the tracked spider platform sector - Traklift - a new brand emanating from Teupen Hungarian not to be confused with German-based Teupen. The independently owned Hungarian-based manufacturer does produce a number of Teupen models under licence, but is now developing its own products and renaming its Teupen Leo based models to the TRA12, TRA15, TRA18. The company says that it will be showing an all new 21 metre tracked spider lift - the TRA 21- in its new blue livery. Advanced information on the product is limited so well worth stopping in to see what it is all about.

TVH

The Belgian based replacement parts supplier is pushing its aerial lift parts service and is also now stocking a range of stabiliser mats made from recycled synthetic materials for cranes and access platforms.



The Merlo MPR series has been significantly improved and refined.

Scanclimber

Finnish-based hoist and mast climbing platform manufacturer Scanclimber will be showing off the new SC4700 mastclimber which uses the same 1.5 metre long, 48cm wide mast section as the SC1432 and SC2032 hoists. The new platform has been introduced so that customers with these hoists can easily and cost-effectively add mast climbing platforms to their product offerings.

The new SC4700 has a maximum height of up to 150 metres and a deck length up to 10.8 metres. Maximum capacity is 1,800kg although this decreases at heights of more than 35.5 metres to 1,100kg.

Also on the stand - and using the same mast section - will be the SC1432 hoist which has various improvements including an upgraded frequency inverter.



The new Scanclimber SC4700



The new Locatelli Gril 8500TL

Merlo

Merlo is still being tight lipped about what it will show at Intermat, but we can confirm that it will have an updated version of its high speed MPR self propelled boom lift range, including a new platform that remains fully installed on the boom during transport along with improved controls. The first units required fairly fiddly stowage adjustments prior to road travel and then again on arrival at the job.

Locatelli

We now have photos of Locatelli's

all-new, 50 tonne Rough Terrain crane, the Gril 8500TL with five section 37.2 metre main boom, innovative control system, that is said to eliminate errors from poor outrigger positioning, GPS and tilting cab.

Hinowa

At the point of going to press we hear that Hinowa will have a surprise for everyone as it introduces its first truck mounted lift the 21 metre working height Orchid 21:11 on a 3.5 tonne chassis.

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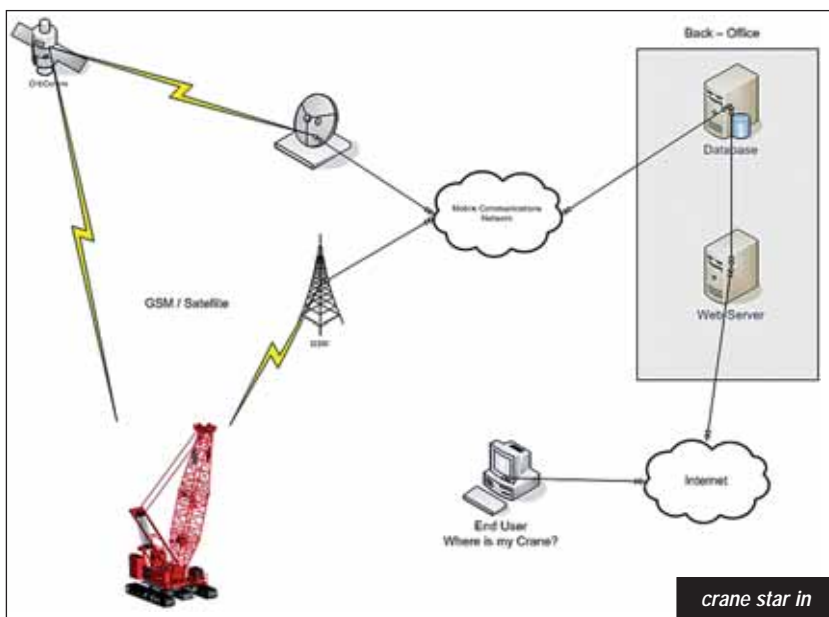
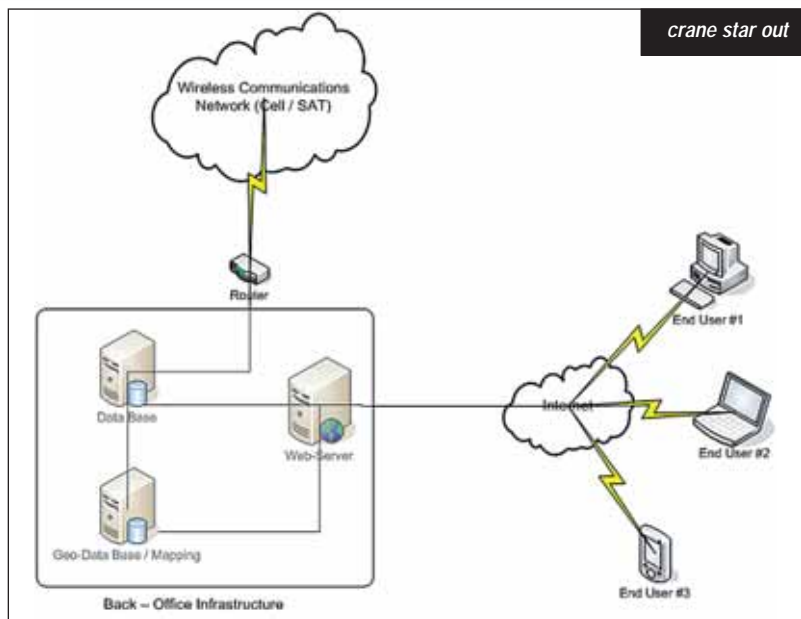
The CraneStar Terminal Control Unit - built to military specification.

In spite of several exciting new crane product launches at Intermat, Manitowoc's 'big launch' is reserved for a small aluminium box of electronics - CraneStar. The hardware is of course just a small part of this 'product'. But if the system delivers half of what Manitowoc expects, it could transform crane management and usage. Cranes&Access spoke to two of the team responsible for the product.

Ask most people what they understand by telematics and the most frequent response will be 'vehicle tracking systems'. The term, which simply combines telecommunications and informatics (IT) has been so misused that it no longer serves its purpose. Its true etymology from the Greek 'tele' - far away - and 'matos', a derivative of the Greek machinari - gadget/contrivance - perfectly describes the true meaning of long-distance transmission of computer-based information.

Tracking systems are now relatively

standard, although surprisingly not as widely adopted as one would have expected. Remote access to a machine's information systems - including diagnostics and usage - has been around for many years and is already in everyday use in the German access rental industry allowing companies to check usage, remotely diagnose breakdowns and check on location etc. The systems even allow owners to limit periods



of usage to normal working hours and modify this on receipt of a further payment. In the crane industry however while tracking systems have found some favour and the most sophisticated larger cranes have been able to dial into the manufacturers engineering department, the development of anything further has been limited. Manitowoc is set to change that with the launch of its CraneStar crane management system which will become standard equipment on all of its products that feature CAN-bus electrical systems. The basic CraneStar device - the Terminal Control Unit - will be the same for all models and simply interfaces with

the crane's on-board systems, particularly the Load Moment Indicator. It is a dual mode device beaming its information back by GPRS/GSM with an automatic default, in the absence of a signal, to a satellite connection. The system essentially answers the questions, where is my crane and how is it performing? To do this it links into a node on the cranes CAN-bus system and can track and trace any function for which there is a sensor, such as fuel levels, crane set-up information including tilt sensor, boom extension configuration, wind speed, engine hours and condition or any diagnostic fault codes. The device can be set to collect a specific range of information, although Manitowoc expects most customers will use the standard factory settings. It is then set to

transmit the data at a preset period, such as every hour and/or if desired, when a threshold is exceeded. The information is relayed to a server in a data centre where it is collected, sorted and stored ready to be accessed by the crane's owner.

In order to access the information all the crane owner needs is a regular computer with a web browser and connection. On accessing the web access point the owner registers and then uses a password to open his particular information. Owners can zone access to the information by department or person, so for example a depot might only be able to access the cranes based at their location. As part of the registration the crane owner agrees to provide limited access to Manitowoc, so that staff at its CraneCare call centres can help the owner's service engineers with trouble shooting.

We asked Scott Blair, Manitowoc's director of global telematics what was so special about CraneStar compared to other products on the market, including independent non OEM systems.

"Crane Star is the first system to be fully integrated into the crane and its Load Moment Indicator and designed specifically for the equipment and the application," he said. "It is also the first truly global system being delivered with a global SIM card, a crane can move between countries without the need to change passwords or cards or to register with local mobile communications suppliers. It is also designed to be 'future proof'."

Project manager, John Bittner, director of marketing for CraneCare Americas, adds: "The hardware, essentially the highly compact Terminal Control Unit, is industrial strength with a tough aluminium housing - no plastic in sight - built to military specifications and globally

certified. It is water resistant to IP67 and will even operate underwater for up to 48 hours."

The benefits?

In addition to the usual tracking and geo fencing applications owners can monitor fuel consumption, service intervals, load chart utilisation. For example contractors can monitor the percentage of the load chart or boom length used for specific repetitive applications, possibly leading to replacement with a smaller or more appropriate crane? The crane's information and diagnostics system can also allow office-based experts help field-based engineers solve difficult problems.

And what about being able to disable a crane or restrict its operation? Bittner and Blair were emphatic on this, saying that the subject had been discussed at length and the decision made not to fit such a feature, referring to the fact that in the highly unlikely event

that a hacker ever managed to penetrate the data centre he thought that they might be able to shut down Manitowoc cranes all over the world was just too unthinkable.

And the cost?

Manitowoc is making the system available without charge during the first three years of the cranes life and will make it available for a monthly charge thereafter. As to what that cost might be, the company says that given the first such contracts will not be signed until 2012 it is premature to say, as communication charges, the bulk of the cost, are changing all the time. It did say though that the charge will be fair and competitive.

The system will also be available for retrofit on all cranes equipped with CAN-bus, this includes a large number of Grove GMK All Terrains as well as Potain tower cranes and a some Manitowoc crawler cranes. If you are attending Intermat next week, stop by the Manitowoc Crane stand for a demonstration.

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City comeback?

While sales of larger capacity All Terrain cranes used on infrastructure projects have remained reasonably buoyant, sales of the smallest ATs have started to feel the force of the current downturn. However, some of the decline is due to the growth in alternative lifting machinery such as spider and mini cranes, trailer and aluminium truck cranes, large knuckle boom loader cranes, larger telescopic handlers and even the return of the traditional truck mounted crane.

The ultra compact two axle City crane almost vanished from the European market after Japanese manufacturers stopped exporting them to Europe for regulatory reasons. While further up the size range Terex Demag, the only major manufacturer offering a range of City cranes, has two models, a 30 tonne two axle and 40 tonne three axle unit, while Liebherr produces the three axle 55 tonne LTC1055-3.1 compact crane with hydrostatic drive. However, this month sees a significant new product launch in the sector, with the first ever City crane from Grove.

So does Grove sense a niche sector that is set to grow and exploit or has the City crane had its day? Cranes & Access investigates as well as rounding up the latest All Terrain cranes on the market.

The whole concept of the City crane makes sense. Take all the benefits of the All Terrain crane - compact dimensions, manoeuvrability, all wheel drive and steer, an ability to pick and carry and good road

manners - and put them into an even more compact package close to that of a Rough Terrain crane. Surely the recipe for a sure-fire winner? Well yes and no. The AT has always been more expensive to buy, more complicated to repair and more costly to run than a regular truck crane and the City crane tends to be more expensive again.

At the smallest end of the market, the rental rates hardly justify the purchase price or running costs of a two axle 20 or 30 tonne All Terrain crane. However, the three axle 40 to 50 tonne sector, including Grove's new 45 tonne City GCK3045, may well have the right combination of price, size and running costs. (See more details on the GCK3045 on page 36)

Until recently, Terex Demag was the only company amongst the three majors with City cranes, but has trimmed its line-up by dropping its four axle models and focusing on the 30 tonne two axle AC30 City and the 40 tonne three axle AC40



A NMT City crane lifts an aircraft engine into position at Luton Airport



Terex Demag now has a two City crane line up, the AC30 and AC40 City

City. Liebherr has always maintained that it did not need (or see the advantages of the 'City crane' concept) saying that its best selling crane - the 55 tonne LTM1055-3.1 which has sold more than 1,000 units since its launch in 2001 - "is compact, extremely manoeuvrable and has the flexibility to satisfy the vast array of requirements in the European market."

For Grove its GCK3045 is a joint venture into new territory. Designed and built in co-operation with Kobelco, which pioneered the small city type cranes, with the original two axle,

seven tonner in the late 80s. It developed the concept, along with Kato and Tadano, up to about 25 tonnes on two axles, but has never built a three axle model before.

A tough design challenge

The reason why many manufacturers shy away from this type of crane is that it is much more difficult to design and manufacture than it at first appears.

High quality steels and close tolerances are required to make the six or eight section booms perform as well as the longer four and five section booms fitted to regular ATs and it is not easy keeping the weight down. Add to this the small additional selling price premium and it is easy to see why it may not be worth the development investment.

Grove has cleverly collaborated with Kobelco to benefit from its well proven experience and expertise in building compact City cranes for the Japanese market. In an article in a City crane feature in Cranes&Access two years ago we surmised that a joint venture with a big name backer might capitalise on the latent demand for the small City crane, particularly in the UK. Although many were hoping that this crane would be in the 20-30 tonne capacity range, it will be interesting to see if the 45 tonne Grove can carve out a decent market share for itself as well as expanding the overall market.



Designed and built in co-operation with Kobelco, the Grove GCK3045 is the company's first City crane.

Historically, Italy has always had an affinity with small, compact cranes however today, there are only a few manufacturers left producing road going mobile cranes. One manufacturer that has been working hard on the small city crane concept is Locatelli.

Unfortunately the company has only had limited success on the export market with this product. In the UK customers have remained wary of a manufacturer that has had challenges maintaining a permanent presence in the market.



The Mister Gru name has gone - replaced by MGI and this 35 tonne MG 35 HS.

The company currently offers two City cranes with capacities of 20 and 40 tonnes respectively.

Its two axle ATC 20, which has been around for several years, is a very compact machine which offers 20 tonnes lift capacity and 34 metres lift height. The company expanded the range with the introduction of the two axle ATC 40 which was seen for the first time at Bauma 2007. The unit has a seven section, 35 metre boom is powered by a 220kW

Mercedes engine giving a 70km per hour road speed.

A solid section bi-fold swingaway jib extends the tip height to a maximum of 50 metres all of which can be carried on board within standard 12 tonne axle weights. The crane measures just over eight metres long to the boom tip and is 2.54 metres wide. Outriggers have multiple extension positions with a 6.2 metre square maximum outrigger footprint. A key feature of both Locatelli models is the fact that they offer a set of forks and/or a fully integrated work platform option for additional versatility.

The MGI

Another Italian crane manufacturer producing City cranes is new company MGI. Some will remember the Mister Gru City crane that first appeared at SAIE in 2005. However, this company has acquired by Fiorenzo Flisi, one of the founders of Oil&Steel, who quit and sold his shares in the business.

The Mister Gru name has gone, as have the smaller models (originally 20 tonnes and then 25 tonnes) as well as the Ecopower concept which combined diesel and battery electric power. The new MGI MG35HS City crane, a 35 tonne capacity unit, is a more conventional and possibly more practical, diesel powered crane that retains its six section 25.9 metre main boom plus a four metre telescopic luffing swingaway, which offsets up to around 80 degrees and can handle up to 3.5 tonnes. The crane is also available with an EN280 fully integrated work platform and radio remote controls.



The compact Locatelli ATC20 has been around for several years but offers 20 tonnes capacity and 34 metres lift height.

Latest All Terrain round-up

Most of the major All Terrain crane manufacturers - Liebherr, Manitowoc and Tadano - have announced new models recently, with capacities from 100 to 350 tonnes.

Two new Liebherrs

Liebherr has two new cranes - the 100 tonne LTM 1000-4.1 which was launched at the end of last year and the soon to be launched 350 tonne, LTM 1350-6.1.

LTM 1100

The LTM 1100-4.2 is the successor of the LTM 1100-4.1, which dates back to 2003. Its 60 metre boom length is eight metres longer than the old model of which Liebherr has sold 350 units. It also has 30 percent better lift capacities particularly at full boom extension. Liebherr says its 10.2 tonne lift at 60 metres is the best in its class and therefore claims that it takes the crown as the strongest four axle AT crane on the market.

The crane's six section boom uses the Telematik rapid-cycle telescope system. Two seven metre long lattice sections offer an elevated pivot point for the 10.8 to 19 metre long swing-away extension, giving a 91 metre hook height with up to 58 metres radius. The swing-away can also be mechanically offset at angles of 0, 20 and 40 degrees and is available with a hydraulic luffing option. For two-hook operation a 2.9 metre long assembly jib and boom nose are also available.

With a 10.6 metre long, 2.75 metre wide chassis the LTM1100 is compact. The turning or rather clearance radius, measured over the carrier cab is just 8.3 metres, while the tail-swing of the 28.2 tonne maximum counterweight is just over four metres, with an outrigger spread beyond the cranes footprint is modest. Where site conditions dictate, a reduced outrigger width of five metres is possible.

Liebherr makes much of the air activated disk brakes that it is fitting to all new All Terrain cranes,

claiming benefits of greater braking power, longer service life and fast, simple replacement of the brake pads, which are equipped with wear indicators. The company also claims that its active rear axle steering, with its five different steering programs reduces tyre wear.

The 350 kW (476 hp) diesel powers a 12 speed ZF-AS-Tronic transmission with two-stage transfer gearbox providing minimum creep speeds for final manoeuvring. The separate superstructure engine features electric load sensing control providing four simultaneous functions without cross interference. Liebherr's new crane control system Liccon2, includes a number of additional functions, with a more powerful computer, colour display and brighter, clearer in-cab monitor. Touch screen displays are also incorporated for easy selection of some functions.

Bluetooth remote

The new crane also incorporates Liebherr's increasingly popular BTT Bluetooth terminal, for setting up the crane. The remote controller can now operate the hydraulic erection device for assembling the swing-away jib as well as the boom elevation and hoist for hooking and unhooking the hook block from the front bumper.



The LTM 1100 4.2 has a 60 metre boom eight metres longer than the model it replaces.

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New six axle 350 tonner

The second new model from Liebherr is the 350 tonne LTM1350-6.1 with 70 metre main boom, 10 metres more than its predecessor - the LTM 1300-6.1. Lifting capacities have also been enhanced and when fitted with the company's latest Y-boom suspension system (also fitted on the LTM 1400-7.1) boasts some of the best lifting capacities of any six-axle crane. Liebherr claims that this allows the new model to perform work that up until now has been the domain of seven or eight-axle models.

A 78 metre luffing fly jib provides a maximum hook height of 132 metres, 16 metres more than the 1300. The LTM 1350 can also self-erect the Y-suspension. The

suspension frames are located on brackets on the sides of the telescopic boom, and then pinned to the heel of the boom's base section. The operator uses the BTT Bluetooth remote to control the set up.

The counterweight frame with luffing jib winch already installed and the base-plate with counterweight blocks in position can travel as a complete package with an all up weight of 60 tonnes. Maximum counterweight is 140 tonnes.

The six axle chassis has an eight cylinder 450 kW (612 hp) engine and 12-speed ZF TC-Tronic transmission, coupled to a torque converter for on site manoeuvring. The four rear axles have active steering, dependent on road speed, during crab steering, all six axles are steered, eliminating

C&a all terrain cranes



Liebherr's latest 350 tonne LTM1350-6.1 has a 70 metre main boom

the need to central axle lifting.

The crane superstructure cab is a new design and does not have to be rotated rearwards during road travel.

As with the LTM1100, the 350 tonner includes the new Liccon2 computer/crane control system, and the BTT Bluetooth controller.

Grove GMK5110-1

Grove has been busy catching up with the Liebherr and Terex Demag by introducing new models with longer booms, better lifting capacities and a host of new features from the new Mercedes designed commercial carrier cab to the two speed transfer case on the transmission for good on-site creep speeds.



Grove's new GMK5110-1 has a host of new features from the new Mercedes designed commercial carrier cab to the two speed transfer case on the transmission for good on-site creep speeds.

The new 110 tonne Grove GMK5110-1 replaces the GMK5110, and has a 50.6 metre main boom, 18 metre swing away extension and two, eight metre extension inserts for further reach. This results in a maximum tip height of 87 metres with up to 46 metres maximum radius.

All crane operations - including both superstructure and carrier functions - are controlled via Manitowoc's ECOS system in tandem with the EKS 5 Light load monitoring system. The EKS constantly monitors the crane's lifting operations providing a warning alert for faults or errors and can transmit data to any Manitowoc

Crane Care centre worldwide, allowing fast and accurate diagnosis. Neil Hollingshead, Manitowoc's product manager for All Terrain cranes said: "The crane replaces the highly successful GMK5100, but builds on that crane's heritage. It has an improved load chart when rigged with maximum counterweight, but also offers good options for travelling within the 12 tonnes axle limits, but customers can be reassured that it maintains all the performance benefits that made the GMK5100 one of the industry's most successful cranes ever."

Tadano continues to go global



The new 130 tonne Tadano slots between the existing 110 and 160 tonne cranes.

Tadano Faun has been making considerable inroads into various European markets doing particularly well in the UK through its distributor, South Yorkshire-based CranesUK.

The latest addition to its well regarded All Terrain range is the ATF130G-5, a 130 tonne capacity,

five axle crane that slots between the 110 tonne ATF110G-5 and the 160 tonne AFT160G-5. It is hoped to be seen in public for the first time at the Vertical Days show at Haydock Park in June. For more information on the ATF130G-5 see the 'two new Tadano mobiles' news story on page 7.

Chinese ATs

Chinese crane manufacturers are also stepping up their efforts adding AT cranes in addition to their growing truck and crawler crane ranges.

XCMG, by far and away, China's largest crane producer has launched its top of the range, eight axle 500 tonner. Its previous largest model was the seven axle 300 tonne QAY 300.

Number two manufacturer, Zoomlion, has recently unveiled the six axle,

220 tonner QAY 220, its second All Terrain crane after the 160 tonner.



XCMG is China's largest crane producer. This 240 tonne QAY 240 is now part of a range that extends to an eight axle 500 tonner.

New City Kid



Since being 'spotted' by eagle-eyed readers in Germany last August, Grove has done an excellent job of keeping everyone guessing who was behind the prototype City crane. The 45 tonne Grove GCK3045 - its first ever City All Terrain - will have its grand unveiling at this month's Intermat show in Paris and looks set to rekindle interest in the sector.

Small, reliable City cranes are notoriously difficult to build and Grove has sensibly opted for a joint venture scenario with Japanese manufacturer Kobelco. Japanese manufacturers - and indeed Kobelco with its RK70M in 1989 - perfected this type of crane and therefore have a good reputation and experience in designing and building practical, reliable small City cranes. We will have to wait and see whether or not the new crane delivers in terms of performance, price and reliability. But if it succeeds, it is likely to prove to be a winner and the joint venture will prove to be a coup for Manitowoc.

Manitowoc already has OEM agreements with Kobelco to market its small crawler cranes in Europe and North America under the Manitowoc badge. Kobelco on the other hand, has agreements with Grove to market its GMK 5130 and GMK 6300 All Terrain cranes in Japan.

Terex Demag with its 30 and 40 tonne City cranes has virtually had the European City crane market to itself over the past few years. Liebherr's hydrostatic drive, 55 tonne LTC1055-3.1 is an impressive performer, but is seen as more suited to industrial-type lifting applications or crane rental work over shorter distances.

For Manitowoc, the launch could help widen its AT customer base as buyers look for something different, in order to tap congested urban and specialist industrial applications.

The crane is a compact three-axle, single cab unit with classic city 'Nose down' design. Its 45 tonne rating is at 2.5 metres, while its 34 metre main boom - is best in class. The crane has an optional 6.3 to 10.2 metre 'twist' jib which attaches

through a simple elevation of the boom and then a twist of the jib by the operator before pinning into position. The entire operation is said to be a one-man job and can be done within the crane's 2.55 metre overall width, meaning full boom and jib can be rigged in a narrow street or aisle. The hook block stows automatically for travel.

The new crane is compact at just over nine metres long, three metres high and 2.55 metres wide. To facilitate working in narrow locations, the crane also has a choice of five outrigger widths and the ability to set up with uneven outrigger settings.

"The cab has excellent ergonomics with a highly intuitive graphic LMI display as well as hoist and rear view cameras which transmit to a display on the dashboard for better

working conditions and less operator fatigue," says Neil Hollingshead Manitowoc's product manager for All-Terrain and Rough-Terrain cranes. Power comes from a six cylinder 330 kW diesel and maximum travel speed is 80 kph. The hoist has 160 metres of 16mm diameter rope and a single line pull of 44.4 kN. The GCK3045 travels with its full complement of counterweight fitted within 12 tonnes per axle.

The front two axles are power steered with electronic rear wheel steer, the crane also offers a smart function where the third axle detects the first axle's steering angle and adjusts according to the speed of travel in order to minimise tyre wear. For off-road manoeuvring it offers standard crab and co-ordinated steering modes.

How does it stack up?

Make	Model	Max capacity	Main boom	LxWxH	Chassis length	Drive	Max speed	Outrigger spread
Terex Demag	AC30 City	30t @ 2.7m	25m	8.38 x 2.5 x 3.04m	6.88m	4 x 2 x 4 (4 x 4 x 4)	85	5.95 x 4m or 5.9m
Terex Demag	AC40 City	40t @ 3m	31.2m	8.57 x 2.55 x 3.2m	7.09m	6 x 4 x 6 (6 x 6 x 6)	85	6.35 x 4m or 6.2m
Terex Demag	AC40/2	40t @ 3m	30.4 m	10.69 x 2.55 x 3.33m	8.46m	4 x 4 x 4	80	6.255 x 4.79 or 5.95m
Grove	GCK 3045	45t @ 2.5m	34m	9.07 x 2.55 x 3.09m		6 x 6 x 6	80	6.94 x 3.6 to 6.47m
Grove	GMK 2035E	35 @ 3m	29m	10.22 x 2.55 x 3.58m	8.38m	4 x 4 x 4	84	6.33 x 4.4 or 6.2m
Liebherr	LTC 1055-3.1	55 @ 2.5m	36m	8.47x 2.54 x 3.3m	7.41m	6 x 6 x 6	75	6.26 x 6.27 or 4.5m
Liebherr	LTM1050.3.1	50 @ 3m	38m	11.53 x 2.54 x 3.84m	9.17m	6 x 6 x 6	80	7.15 x 4.5 or 6.4m
Liebherr	LTM 1055-3.2	55 @ 2.5	40m	11.36 x 2.54 x 3.75m	9.36m	6 x 6 x 6	80	7.34 x 4.5 or 6.30m

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AC120 for AB2000

AB2000, the Scottish-based crane and earthmoving rental company has taken delivery of a new 120 tonne Terex Demag AC120-1 All Terrain crane, the first to be based in Scotland. The five axle crane will be the largest in AB2000's nine unit fleet which ranges from a 15 tonne Jones Iron Fairy to the new 120 tonner.

A feature of the new crane that appealed to AB2000 was its ability to carry up to 27 tonnes of counterweight on board, making it almost as easy to move as its 80 tonner, while sporting a 10 metre longer

main boom at 60 metres. The unit also has a 17 metre bi-fold swing-away extension.

AB2000 managing director Adam Bruce said: "This new addition will compliment our existing fleet,



The new AC120-1 is the largest crane in AB2000's fleet.

allowing us to provide a wider more comprehensive service to our existing customers while helping us to attract new customers from sectors which require the larger cranes."

AB2000 is based in Cambuslang, near Glasgow and was founded in 1995 by Adam Bruce acquiring G.Plant Rail Ltd in 2002 and the mobile crane and plant fleet of Motherwell Bridge Ltd in 2005.

Mind the gap

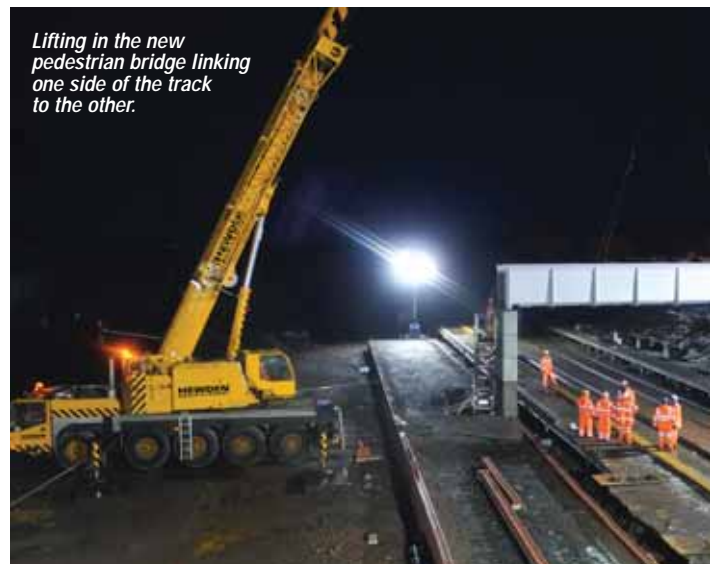
Network Rail is re-opening Laurencekirk train station in Aberdeenshire in a Transport Scotland-funded initiative to restore passenger services to the town after a break of more than 40 years.

Contractor Galliford Try Rail called in Hewden crane hire and a 100 tonne Demag crane to provide a contract crane lift solution to position six precast concrete support beams and a new pedestrian bridge linking one side of the track to the other. The lifts were carried out through the night to minimise any interference to the rail line.

The entire lift was organised and conducted by a team of three from Hewden cranes, headed by Douglas McCully who said: "Putting this local train station back on track will

have a real impact on the whole Laurencekirk and wider Mearns community. Having been a victim of the Dr Beechings rail closures, the station has been closed since 1967 so a whole new generation will now benefit from improved rail links. The lift itself was a great success, with everything going to plan and schedule, with the pedestrian bridge in place by six am so there was no disruption to the East Coast Main line."

Galliford Try's James Cable added: "As a company we have hired



Lifting in the new pedestrian bridge linking one side of the track to the other.

various pieces of kit from Hewden over the years but this is the first time that I have worked with them on a project. McCully and the team have really eased the pressure of organising and conducting the lift;

to work alongside people who do this kind of thing day in day out has made a massive difference. With the pedestrian bridge now in place we can look to complete the final stages of the train station."



All the lifts were carried out through the night to minimise any interference to the rail line.

Crushing performance from Grove

Australia mining giant, BHP Billiton Iron Ore, has purchased Grove's largest All Terrain crane - a 450 tonne GMK7450 - to carry out maintenance work on its large processing equipment. Delivered by WATM, the Manitowoc dealer for Western Australia, the crane was immediately put to work dismantling the primary iron ore crusher at its main facility, the Mt Whaleback Mine located in Newman, Western Australia.

"BHP already owns several Grove AT cranes, but the company needs more lift capacity for the maintenance work on the main iron ore crusher," said WATM sales manager Stephen Lazenby. "Until recently, it was renting in large capacity cranes from Perth more than 1,200 km away. Therefore it made perfect financial sense to purchase a crane the company can keep at the mine."

The processor - an Allis Chalmers primary crusher - had been in service since 1969 but needed two of the central components - the 68 tonne 'spider' and the 62 tonne mantle - lifting out, a process that will be repeated every four months. The first job was completed successfully and the crane was then moved to other remote BHP sites to perform routine bi-monthly maintenance on other mining equipment.



C&a all terrain cranes

BHP Billiton's Grove GMK7450 performing maintenance work on an iron ore crusher at the Mt. Whaleback Mine, in Newman, Western Australia

"The crew that was operating the GMK7450 were very pleased with how well it performed," said Lazenby. "It completely exceeded expectations, both in terms of lift capacity and overall operation."

The GMK7450 has a 450 tonne maximum capacity and a 60 metre main boom featuring Grove's Twin-Lock pinning system. With jib extensions, reach can extend to 130 metres. The seven-axle carrier

includes a fully automatic Allison transmission and Grove's Megatrak independent suspension system for improved performance both on and off road.

Based in the Pilbara region, BHP Billiton Iron Ore is one of the world's largest suppliers of iron ore with an integrated system of seven mines, more than 1,000 km of rail track and two port facilities to support its operations.



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3D CAD planning pays off

Billingham-based crane hire, heavy lift and transportation company Mammoet UK used a variety of CAD produced 3D views to show the client exactly how the job would be carried out, then completed the job exactly as planned.

The contract to lift and turn through 90 degrees, two 226 tonne, 20 metre high, 6.5 metre diameter waste heat recovery units involved two 500 tonne capacity Liebherr LTM1500-8.1 working in tandem and a 350 tonne Demag AC350 acting as a tailing crane.

The unit on a site in Hull, then had to be transported to the King George Dock in Hull before sending it to Kakinada Andhra Pradesh, India. Once operational there it will be used for gas processing on the landfill gas site of the Krishna Godavri gas field in the Bay of Bengal on the East coast of India. The waste unit recovers heat from the gas turbine's exhaust system and then uses the steam produced to turn a steam turbine, producing electricity.

One of the two Liebherr cranes used had to be delivered to Mammoet earlier than scheduled - just two days before the start of the job.

Both LTM1500s were using 105 tonne of ballast at an eight metre radius, lifting the vessel vertically away from the temporary trestles. A Demag AC350 with 122 tonne ballast acted as the tailing crane.

The first unit was transported vertically to the dock on the transport and turned using ship cranes. The second unit was lifted by a 1000 tonne Liebherr and tailed with a 500 tonne crane. However this was delayed by seven days due to high winds because of the significant height above the unit of the spreader beams and lifting equipment.

Mammoet UK redesigned and simplified the lift doing away with any special lifting tackle and keeping the height of the jibs to a minimum. Not only did the job go as planned but the sun also came out!

Mammoet currently owns and operates about seventy mobile telescopic cranes, ranging from 10 tonne to 500 tonnes and has depots located in Newcastle, Teesside, Scunthorpe and Leeds. The company is a wholly owned subsidiary of Dutch company Mammoet B.V. created through the acquisition of Mammoet by Van Seumeren BV. Both companies had UK based subsidiaries which were merged together in 2000.





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Hard times in Corby

The good news is that the SED show in Corby will go ahead next month as planned, unlike several other shows - including the Hillhead quarry show, the Commercial Vehicle Show and even the British motor show - the event is firmly in the calendar. The bad news is that many exhibitors are not attending this year.

On the face of it the worst affected areas of the show are those in which we have an interest, with virtually no access equipment and only a few crane exhibits. In spite of this it is the only UK construction equipment show and according to the organisers the online visitor registration is holding up well.

WHEN	
Dates	Times
Tuesday 12 May	9.00am - 17.00pm
Wednesday 13 May	9.00am - 17.00pm
Thursday 14 May	9.00am - 16.00pm

WHERE
SED 2009 is located at Rockingham Motor Speedway, Mitchell Road, Corby, Northants, NN17 5AF.

ENTRY
Either register in advance on line or just turn up and register at the gate, either way, entrance is free.

Who will be there?

Access

When it comes to Access **King Highway** products/**SkyKing** the **GSR** and **Wumag** distributor and trailer manufacturer has made a late decision to attend and will have a range of truck mounted lifts and van mounts on display. The company remains tight lipped on the ultimate buyer for the second Wumag

WT1000 sold in the UK/Ireland but given that the unit might be delivered in late June, you may well find out at the show if you ask nicely.

Hinowa is also down as an exhibitor, but will be focusing on its tracked dumpers, transporters and forklifts. The company will almost certainly have at least one of its well-known spider lifts on display, although its access



King Highway will be one of the few access exhibitors this year



BFT Mastclimbing will be touting for business



the Bobcat T35120S



The new Link Belt HTT 8675 plus small all wheel steer inset

products are represented in the UK by APS.

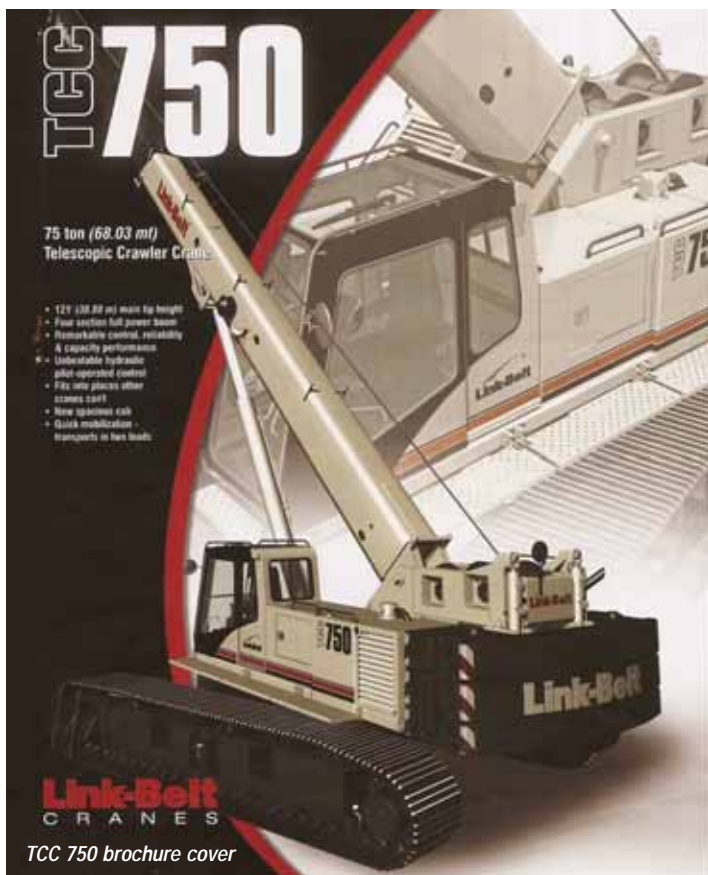
The only other access equipment manufacturer exhibiting is **Avant Techno** which is attending the show with both its skid steer loaders and its range of **Leguan** aerial lifts, which now includes skid steer booms, track mounted and skid steer scissor lifts.

The mastclimber products and concept will be represented by **BFT Mastclimbing** which has grown rapidly since it entered the market and now claims to have the second largest fleet in the UK after SGB Mastclimbers.

Telehandlers

- Bobcat**
- Case**
- Faresin**
- Watling JCB**

Telehandlers are very thin on the ground this year with no new launches planned. **Bobcat** will have models from its revamped and upgraded product range on display which now includes a full line up of fixed frame models up to 17 metres. Meanwhile **Faresin** may bring along its first 360 degree model and that is about it. This is just not a year to come and see telehandlers.



Cranes

- Cormach**
- Dunham Cranes**
- Ladybird cranes**
- NRC Plant**
- PM**
- Select Plant**
- Weaving Machinery**

Compared to telehandlers, cranes remain very well represented this year. The show has always been a good one for both crawler cranes and self erecting tower cranes.

While they have not yet declared their hand there is also a chance that GGR Unic will take a last minute space and display a few of its spider cranes and Galizia pick and carry

cranes. The star of the crane exhibits though is without question **NRC** which always does very well at this show. The company is using the event to launch two new products from US manufacturer **Link Belt**. The first is a series two version of its 75 tonne TT Truck Terrain the HTT-8675CE all wheel steer truck mounted crane. The new model, for which this is the European launch, sports a 39 metre full power main boom, and 19.5 metre two piece extension. The idea is to offer All Terrain crane manoeuvrability without the cost of all wheel drive or running costs of an All Terrain chassis.

The second new product on the NRC stand is Link Belt's all new 70



tonne TCC-750 telescopic boomed crawler crane. The new crane which builds on the Hitachi telescopic crawler cranes in the NRC range, features a 35 metre four section full power boom, complete with short jib and 7.7 metre two piece fly jib. The tracks are retracted for compact transport but the crane also offers load charts with tracks fully retracted - half extended and fully extended. Also on display will be the 25 tonne **Logicrane** 25.25 from Crane Business and two **Hitachi** mini cranes, the 4.8 tonne ZX75UST and the eight tonne ZX180.

Dunham crane is once again showing an example from the **FB Gru** range of self erecting tower cranes that it distributes in the UK. The company has also started selling the GHS 401 compact top slewer, which is proving popular in sites where crane footprint is critical or access is a challenge.

displays in the pavilion. This might be the year to take a wander round and spend some time learning how you can sharpen and/or tighten up your business.



A Syrinx Fleet certificate

Higher Concept Software will once again be exhibiting its **Syrinx** rental management solution. Syrinx has become a popular choice in the



SED Pavilion

Weaving is exhibiting a crane from the **Cattaneo** line up, and might just have the new CM370 model with 37 metre jib and 1,000kg tip capacity. Finally **Ladybird Cranes**, the **Terex Comedil** self erecting tower crane distributor might just have the Gapo remote controlled tower crane towing dolly on show, although this product really has to be seen in action to do it justice.

Others

- Higher Concept Software**
- Inspire rental software**
- IPAF**
- MCS**

While equipment exhibits might be short this year, there are plenty of service and software company

powered access business with companies such as Lifterz, Blade Access and Powered Access Services. In addition to the rental management module, Syrinx also keeps a detailed service and inspection history for all items in the fleet, and can issue its own service and safety inspection certificates.

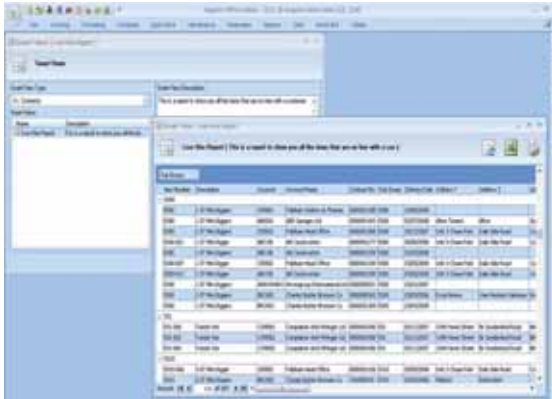
Maintenance of the rental equipment can also be managed and tracked by the system, while a staff development module can track the qualifications held by operators or other staff and alert when these qualifications need renewal. Among new features being demonstrated on the SED is a new PDA-based module for mobile service engineers.

Also in Blue Pavilion you will find rental software specialist **InspHire** which plans to demonstrate its Hire Management Solutions designed to handle all the day-to-day tasks associated with running a rental business, while helping simplify routine administration. The company also claims that its 'data mining' capabilities allow managers to extract critical information so they can spot and take advantage of business opportunities. New features include 'Smart Views' which allow

the user to create live dynamic and interactive views of specific information required, which can then be exported to Excel.

Built on Microsoft Windows technology and with live integration with accounts packages like Sage and Microsoft, InspHire claims that it offers the simplest month end procedures you're ever likely to find, while providing accuracy and control, both of which are especially relevant in the current marketplace.

Other recent developments include its Customer Relationship Management (CRM), Mobile Working (with signature capture) and WebPortal technologies which will also be demonstrated at the show.



InspHire's new Smart Views



InspHire signature capture for mobile workers.

Seminars

In addition to the exhibits there are three seminars that might be helpful. They are repeated through the day every day and will be held in the seminar area of the Blue Pavilion.

Seminar Times - Daily

10:00	Andy Brown, Mark Whiteman Syrinx Workshop (Higher Concept Software) *
12:00	Richard Simms How to Survive the Credit Crunch
12:20	Nigel Greenaway Plant Managers' Financial Survival Kit
13:00	Andy Brown, Mark Whiteman Syrinx Workshop (Higher Concept Software) *
15:00	Richard Simms How to Survive the Credit Crunch
15:20	Nigel Greenaway Plant Managers' Financial Survival Kit

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New rules for disputed debts

The rules relating to the way in which disputed debts should be handled in England and Wales changed on 6th April. The updated rules are officially known as 'The Civil Procedure (Amendment No.3) Rules 2008' and introduce an amended 'Pre-Action Protocol'. Emma Bridges of construction credit research specialist Top Service provides an overview and a few tips.

The Ministry of Justice is concerned that the courts are being clogged up with debt disputes and consequently wants to encourage parties in a dispute to try and resolve the problem without resorting to legal action. Sanctions have been introduced which penalise non-compliance with the new Pre-Action Protocol, for example, costs can be awarded against the claimant, a claim for interest can be struck-out and general delays occur.

In the case of a disputed debt, the rules state that a 'letter before claim' should now be sent to the debtor and that a 'reasonable' amount of time should be allowed for the debtor to respond. The Ministry of Justice acknowledges that the word 'reasonable' depends very much upon the individual's circumstances, however, a suggestion of 14 days is made for a straightforward claim. The 'letter before claim' should include:

- The claimant's full name and address.
- The basis on which the claim is made ie why the defendant is liable.
- A clear summary of the facts on which the claim is based.



- What the claimant wants from the defendant.
- A list of the essential documents on which the claimant intends to rely.
- The date by which the claimant considers it reasonable for a full response to be provided by the defendant.
- A request for copies of any relevant documents not in the claimant's possession and which the claimant wishes to see.
- The form of alternative dispute resolution that the claimant considers the most suitable (if any) and to invite the defendant to agree to this.
- A statement along the lines of "we would refer you to the Practice Direction supplementing Part 7 of the Civil Procedure Rules regarding Pre-Action protocol, and draw your attention to paragraph 4 of the directions concerning the court's powers to impose sanctions for the failure to comply with the Practice Direction".



debt protocol



Those businesses pursuing an 'individual' should, in their 'letter of claim', let the debtor know where they can obtain impartial free debt advice, for example from:

The National Debtline -
0808 808 400
www.nationaldebtline.co.uk

Citizens Advice Bureau -
consult local office
www.citizensadvice.org.uk

If a debtor informs a claimant that they are seeking debt advice then the claimant should allow the debtor 14 days grace in which to do this. The exceptions to this rule are if the debtor has already sought debt advice or has previously been granted time to seek debt advice.

Claimants should provide details to individuals of how the money can be paid, for example, the method of

payment and the address to which it can be sent. Claimants should also tell the defendant that they are open to possible repayment options, and provide the relevant contact details. It is unclear, at the moment, whether sole traders and partners in partnerships are classed as 'individuals'.

If the dispute is complex or if it involves third parties the debtor may request extra time to respond to the 'letter before claim', however, the debtor must explain why more time is required. At this stage the debtor may request further information from the claimant in order to investigate the dispute. The claimant is then required to furnish the defendant with the requested documentation at the earliest opportunity or tell the defendant why they are unable to provide the requested documentation.

Important - Action Plan

Review your letters to ensure that you are sending out the correct wording to customers who are disputing invoices. Top Service Ltd will provide a free sample of the new 'letter before claim' to all Cranes & Access readers, telephone them on 01527 503991

Keep the spirit of the protocol in mind when dealing with disputed accounts. Judges want assurances that you tried your best to resolve the dispute before resorting to legal action. They expect you to exchange information with debtors in a timely manner and to keep the lines of communication open.

Document the action that you have taken to try and resolve the dispute, including dates that you do things and the names of people you speak to as you may be required to demonstrate that you have complied with the protocol. Also document the instances when the debtor did not comply with the protocol.

If you are unsure about the new rules telephone Emma Bridges or Matt Ricketts at Top Service on **01527 503991**. They will provide free advice to all Cranes & Access readers.



Pop-Up Paul

How do you know when your new, niche product has made it mainstream? When the world and his dog starts launching very similar products. Mark Darwin visits push-around scissor lift manufacturer, Pop-Up at its new premises and chats with one of the main driving forces behind the design and success of the product and as well as being the current PASMA president, Paul Gallacher.



Paul Gallacher

It is said that the best inventions are simple and that they are born out of necessity. The Pop-Up push around scissor lift certainly ticks both of those boxes, taking the complexity out of low level access. And if imitation is the sincerest form of flattery, then Youngman, Eazzi Lifts and several other low level access manufacturers are impressed.

But how did it all start and who came up with the initial idea?

"It was 2004 when the three current Pop-Up directors were at the Northern Scaffold Group (NSG)," says Gallacher. "We were selling the

Eiger alloy towers but realised that a better low level solution was needed because of the Work at Height regulations. After looking around at the competition, we launched our own podium platform but it was not able to achieve our objective of getting to the correct working level, easily and quickly. We realised that a powered electric platform might be the solution, but after looking at and dismissing a mast-type AWP, the idea of a baby scissor lift came to mind. The design just happened, because it had to be light enough to manoeuvre, narrow enough to go through a normal width doorway, be low cost to produce and easy to use. And have a working height of between 3.5 and four metres."

"We wanted a low cost, high performance product - the 'Hoover' of low level access," he adds. Nothing difficult there then!

A design was agreed that satisfied all the requirements but it had to be produced at the right price. NSG already had overseas production experience after closing its UK aluminium tower production in 2001 and outsourcing the manufacturing to the Far East, so China became



Pop-Up's new larger premises in Deeside

the obvious choice for the new lift.

"We had found that customers were not too bothered where the product came from so long as it did the job and had the right quality. The name was something we used to describe the product from the start of the design - something that allowed people to 'pop up and down'."

"The first platforms arrived in October 2005 and we decided to concentrate our efforts in the UK, so we emailed tool hirers to see if they were interested in the product," Gallacher explains. "The first units were unveiled at a private showing and were an instant hit and platforms were initially hired to facilities management companies primarily for maintenance work. However the machines are now proving themselves in construction, installing services and fixings at that critical 3.5 metre to four metre ceiling height. Customer feedback also indicated the need for an extra height machine, hence the Pop Up+ which has an extra metre of height and now accounts for about 20 percent of sales.

The machine's stabilisers give users a 'comfort blanket' and it is built for abuse finding a lot of work in shopping areas, offices, ground floor atrium etc."

While there will be some sales to end users, Gallacher maintains the Pop-Up remains a rental machine, with the hire companies its shop window.

"The platform is the safety officer's friend, with no risk to main contractors if they are used on site rather than ladders and other forms of low level access. And because of the ease and speed of use, workers can achieve up to 30 percent more productivity," he says.

The Pop-Up was launched in January 2006 and initial sales estimates

were 250 in the first year and about 500 in the second. In fact it sold more than 1,000 in the first year and the company claims that there are now 5,000 units in use. Gallacher thinks the basic design was right first time, so that only minor improvements have been needed, becoming obvious through using the platform. Buffer wheels on the corners have been introduced which reduce damage to walls and door frames when moving the machine in tight spaces and there is also a modified hand rail option allowing the operator safe access to work above suspended ceiling tiles.

Awards

The platform has also been recognised within the industry. In 2006 it was awarded the 'HAE Best Product' and in 2008 was the 'HSS Best Performing Product of the Year'. HSS now has about 500 units all painted in its blue and yellow livery. According to Gallacher, utilisation typically runs at over 75 percent with one customer achieving 99.6 percent!

But what of the influx of machines into a market that until recently Pop-Up had to itself?

"We don't mind competition so long as it is a good standard of product. Obviously if they are 'copying' our design it is flattering, but we are not complacent and will continue to develop the product."

As if he hasn't enough to do with Pop-Up, Gallacher is also president of PASMA - the aluminium access tower association - although his two year tenure is due to end this year and he will pass on the position to Roger Verall of Euro Towers.

"My role is more like an ambassador, communicating the PASMA message to members and promoting the association to a wider audience as well as overseeing the management



Plenty of Pop-Up stock

of the organisation. The association is going from strength to strength and is at a critical stage of its development. Its aluminium tower training has been growing rapidly from 20,000 a few years ago to 50,000 last year. However, no-one was trained in low level access last year. This is a huge training issue and an area that needs addressing. As with operating all equipment, common sense is essential, but over-reaching is a major problem that needs stamping out."

Currently there is no manufacturing standard for low level access products. The PASMA technical committee is currently working on introducing a standard which should be ready later this year or early in 2010.

Gallacher is aiming for all manufacturers of low level equipment to produce inherently safe equipment, which he says, is not necessarily the case at the moment. Even in some UK-designed and built products, there are instances where the platform is too high for its footprint and there is no consideration for misuse. He believes that safety must be built in to every product.

Gallacher is not short on industry experience. Having just celebrated his 50th birthday he has spent 30 years in the scaffolding/access business, oh and selling ice cream.

"My first job was with electricity supplier Norweb in the customer services department. I applied to be a salesman, but at 18 and with no experience was turned down. To gain experience I took over a round selling Italian ice cream, before working for Deborah Scaffolding as a

trainee manager. When the company was taken over I moved to Cheshire Scaffolding as a sales rep for the Easyspan aluminium tower and was promoted to manager after a year."

"With more depots being opened I was promoted to be area manager before working for Ladder Hire and Scaffolding in Handsworth, Birmingham, which was owned by TV presenter Adrian Childs' father. This is where I first came across the Eiger Tower products - which are still part of the Pop-Up range - as well as edge protection, roofing and cladding."

Cheshire Scaffold entered the aluminium tower sales business in about 1994/5 but wanted to develop nationally. Thinking that its name was too regional, it changed its name to the Northern Scaffold Group (NSG). There was then a management buy-out of NSG in 2003 and three directors - Adrian Blomeley (finance) Nigel Woodger (managing) and Gallacher (sales) split from NSG and set up Pop Up in 2005.

Now living in Bramwell, Stockport, Gallacher is one of a rare breed - a Manchester United supporter who lives in the area and who actually goes to watch them at Old Trafford! But why support United?

"I had distant relation - Johnny Aston who played for United between 1938 to 1954 and also played 17 times for England - so had a connection with the club," says Gallacher. "I was fortunate to have watched George Best and Dennis Law at their peak. I also went to the European Cup Final last year in Moscow to see United win 6-5 on penalties. I am now a huge fan of Chelsea's John Terry (who missed



The new handrail gives easy access into ceiling voids

the critical penalty that would have won it for Chelsea.)"

So were you a football player when young?

"No I was more into basket ball, captaining the Manchester Boys team for three years. I also like swimming, squash and golf."

"I love the market and the industry and am still hands-on with the products, demonstrating the

machines on site and talking to customers and end users,"

Pop-Up now has 12 dealers covering Scandinavia, Germany, France, Denmark, Australia and South Africa. However, the majority of sales are in the UK where Gallacher thinks there is still huge potential."

"There are still two million ladders and steps in the market so we have a lot to go at!"



Favourite:

- Gadget - iphone
- Music - Cold Play, Elton John
- Soul Music - Nayo
- Books - Autobiographies Roy Keane, Michael Parkinson

The new premises has more than enough space for its aluminium products

Master of all trades

Market Weighon-based Britcom entered the mainstream loader crane market last year, becoming the Effer dealer for Northern England. Talk to any of the Britcom staff and you cannot help but assume that it must be a 'jack of all trades master of none' thanks to its efforts to be a one stop shop. The company will sell you a truck, modify it any way you want, paint it in any colour you want and fit a crane.

With Effer this means a choice of more than 40 from Light models with under two tonne/metres to over 200 tonne/metres. On top of this it distributes construction equipment, has a healthy truck export business, runs a big body shop and has a replacement parts business. Any company that tries to do so much rarely succeeds, so we accepted a long-term invitation to visit and see for ourselves.

A little background.

Britcom was established in 1981 by current chairman Ray Urwin as an exporter of used commercial vehicles, initially specialising in the Far East, Cyprus and Malta, then the Caribbean and Africa - literally everywhere with demand for right hand drive trucks. In 1987 the company moved to larger premises with its own workshop and paint shop and promptly expanded into

the refurbishment of trucks and added a spare parts business.

In the 1990's the company diversified into construction equipment and acquired a chassis engineering business. In 2006 it moved to its current 14 acre site and with all that space it added further activities including the paint and commercial body shop. It also took on the Wacker-Neuson, Sunward, Effer and Edbro dealerships.

Outside the UK, the company owns a Renault truck distributor in Kenya and has a stake in a Renault truck distributor in Trinidad. Total revenues are around £30 million.

First impressions are highly positive with the company's facility looming out of the countryside alongside the A1079, a few miles off the M62 and within close proximity to Hull, Leeds



The 14 acre site provides plenty of storage space



The new buildings create a strong first impression

and York. A tour of the facilities maintains the first impressions and it becomes clear that the company really does provide a one stop shop for truck fleets of any kind. Truck

sign-writing and finding a buyer. For replacement vehicles it sources the truck, carries out any modifications, applies any company livery - paint and sign-writing, adds any



Effer cranes awaiting mounting



One of several workshops

sales accounted for 64 percent of the company revenues last year, construction equipment which the company also exports 16 percent and engineering, which includes the crane mounting and the Effer distribution business just four percent.

Services include what the company calls 'de-fleeting' which involves taking trucks from a fleet as they become ready for renewal, inspecting, valuing, cleaning and repairing them, removing any

bodywork or modifications including supplying and mounting any crane required. As if this was not enough the company designs and builds custom trailers to suit unusual and awkward loads. A good example of this is that it has become a major supplier of trailers to residential caravan transport companies, a business that has become more challenging as the vans have grown in size and weight.

The company also has a steady trade in converting trucks from one



The company also builds specialist trailers

use to another. During our visit it was modifying a second hand enclosed truck into a classic car transporter for a private client. Another job, repainting a Formula One truck, demonstrates the quality of its blast and paint operation - no room for orange-peel on such a vehicle! The paint shops can cope with vehicles up to 26 metres long, more than enough for the largest mobile cranes and truck mounted lifts. It uses two-pack acrylic and epoxy finishes and has impressive paint colour matching equipment.

The company has recently mounted some of the larger Effer cranes, including a 1750 8S for Sharron Pattison Transport, where the company not only installed the crane on a DAF XF 8x4 drawbar chassis cab, fitted additional fuel tanks, a fifth wheel, and painted it Sharron's violet colour scheme but also designed a removable ballast body with storage lockers for chains and rigging as well as the fly jib. When a semi-trailer is attached the ballast box is removed and placed on to the neck of the trailer. A two

axle dolly was also built for the truck to add to its versatility.

In addition to creating a tractor unit out of an 8x4 chassis the company is frequently called on to extend regular tractor units providing a longer chassis and often equipping them with a crane. To carry out such sophisticated work the company uses Solid Works 3D with FEA, AutoCAD, Star and NG3 software and its welders are externally certified to the highest standards.

Our impressions after visiting? The company certainly appears to be



The post paint inspection and finishing shop

something unusual - a 'Jack of all trades' that appears to master them all. It can certainly offer a great 'one stop shop' service to those customers that need such a service, but trying to market so many different activities is clearly a major challenge.



A crane fitted to a stretched and converted tractor unit

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New standard includes stabiliser interlocks

The 29th December 2009 will see the implementation of the new EU Machinery Directive. The revision of this Directive means that all related European standards have also had to be revised in order to conform and this includes EN12999, which covers the requirements for Loader Cranes. As a leading authority on loader cranes, ALLMI has representatives heavily involved with this revision. Bryan Flintham of Terex Atlas and

John Penny of Penny Hydraulics represent ALLMI on the BSI Crane Committee - MHE3, and CEN Working Group - WGP8.

What's it all about?

Explaining the process of revising the standard in line with the Directive Flintham says: "The changes are required to harmonise the standard with the new Machinery Directive. Following a harmonised standard in its entirety offers manufacturers a means to demonstrate conformity of their product with the essential health and safety requirements of the Directive, allowing them to sell their product throughout the EU. Standards are reviewed regularly by CEN through its member bodies (BSI in the UK, DIN in Germany, AFNOR in France and so on) and when amendments are found to be



necessary, a working group of experts is convened and tasked with drafting the revision. Once the draft is complete, it is circulated for a period of time for public comment. At this stage, anything goes. Comments can range from simple editorial tweaks to major technical changes. Once this consultation period ends, all comments received by the national standards bodies are reviewed and collated to form 'the national view'. The working group is then reconvened to discuss

the comments, which are either rejected, accepted, or accepted with amendments. Once the comments are cleared and consensus among the working group is reached, the standard goes back to CEN for a formal vote. Should it survive the formal vote, it will be added to the Official Journal and will be adopted by the member bodies as a national standard. prEN12999:2008 received in excess of 250 comments during its development"



Stabiliser interlocks

The amended loader crane standard is still at the draft stage, but at present, one of the most significant changes or additions planned for incorporation in the new standard is the requirement for stabiliser interlocks. The draft currently states that on loader cranes with a rated capacity of 1,000kg or more, or a with maximum net lifting moment of 40,000Nm and above, the stability of the vehicle will be incorporated into the safety function(s) of the Rated Capacity Limiter. This specifically means that the deployment of every stabiliser must be monitored by the Rated Capacity Limiter and the rated capacity reduced or the crane stopped if the stabiliser is not properly deployed this relates to the amount of beam extension along with the extension of the jacks. (Timber cranes will be exempt from this requirement).

The introduction of this safety system follows several years of discussion on the subject. ALLMI technical manager, Alan Johnson, comments: "Ever since the stabiliser interlocking issue first arose it has always been the stated wish of ALLMI to work with the UK Health and Safety Executive (HSE) in the correct arena to achieve these changes in a sustainable and reliable way. This has been the case. ALLMI and the HSE have been represented at these CEN meetings, together with representatives of other associations to get the standard to this stage."



The majority of loader crane accidents are stabiliser related.

Good operators have nothing to fear

But what will this new requirement mean for operators in terms of how loader cranes are used? Johnson continues: "It's nearly always the case that new safety devices meet with some market resistance both in terms of cost and complexity and 'user-friendliness'. In terms of user friendliness, any operator using their loader crane correctly, i.e. for its designed purpose and in the accordance with the manufacturer's instructions, should experience little or no difference in the operation of a crane and certainly no inconvenience. However, those operators who currently fail to use the crane stabilisers properly, either deliberately or otherwise, are likely to experience some issues, they will be obliged to set them up correctly and of course the standard has been developed to this level in order to protect them."



Operators who set the stabilisers according to the manufacturers instructions will notice no change.

Mixed feedback

Overall, the feedback received by ALLMI indicates that many, even the majority of operators will welcome any device that can help improve safety, while there are others who regard any such device as a burdensome interference and an unnecessary additional cost. Ultimately though, the issue has become part of the draft standard and reached this stage of the process as a result of the fact that the incorrect deployment of stabilisers has been a significant cause of accidents which have resulted in serious injury and fatalities.

Failing to address this issue is simply not an option.

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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 for full listing

£5,700 for dropped scaffold pole

Sky Scaffolding (Midlands) Ltd of Budbrooke Road Industrial Estate, Warwick, was fined £4,000 plus costs of £1,761 in late March, after pleading guilty to breaching the Work at Height Regulations 2005 and Management of Health and Safety at Work Regulations 1999. The company was charged with not taking suitable and sufficient steps to prevent people from being struck by falling objects. It was also charged with not conducting a suitable and sufficient risk assessment.

Sky had started work erecting a small tube and coupler scaffold on the pavement outside the front of the Metro pub in Coventry city centre on the 18th May last year at 07:30am in order to avoid the peak times for pedestrian traffic, but work was still underway at 9:20 when the incident occurred.

Two qualified scaffolders were working five metres above the ground and one had leant a short steel pole against a guardrail. As he turned away, the pole fell onto a passing pedestrian causing a significant gash to her leg, which required hospital treatment. The pavement had not been closed to pedestrians.

One of the men, working on the pavement and passing poles up to his colleagues, had been tasked with asking pedestrians to wait during movement of materials or when they were being handled overhead, but this was not an easy job for one person, as people were passing in both directions. He said that he had not seen the

injured lady approaching and had not asked her to stop.

The scaffolders had apparently decided to stop work, due to heavy pedestrian traffic and the accident occurred while they were securing materials on the scaffolding. The HSE has warned construction companies and property developers to ensure they operate safe systems when erecting scaffolding and to segregate dangerous overhead activities from the public.

HSE Inspector Carol Southerd said: "The work being undertaken that morning on the pavement, placed pedestrians and workers at risk because the company had failed to take more-robust steps to ensure that the system of work was effective to protect the public from simple human error, such as dropped materials or tools during scaffolding erection."

"All employers have a responsibility to ensure that safe working practices are in place, because failure to do so could well cost lives, as well as



enforcement action from HSE. The injured lady was immobilised for several weeks and still suffers from anxiety but it could have been so much worse if the pole had struck her head or body."

From Gloucestershire to Donegal

Stonehouse, Gloucestershire-based training company C&G Services has just completed a contract to train crane operators at Irish boatbuilder, Mooney boats, of Killybeg, Donegal. C&G crane expert Steve Thorne provided the company's crane operators with advanced instruction in the use of mobile dockside cranes

which it uses in the construction, refurbishment and repair of commercial fishing and oil exploration vessels of up to 800 tonnes.

"Mooney Boats needed a company with experience in these cranes," says Thorne. "They couldn't find what they were looking for in Ireland, so they came to Gloucestershire.

Their operators were already experienced crane users but needed a refresher course to bring them up to speed with technical skills and legal training requirements. For example they have been reliant on the cranes' computers, so I showed them how to use radius charts so that they can still control them should a computer go down."

C&G Services is an industrial skills

and health & safety training provider training more than 7,000 people a year in a range of skills, from mechanical handling to reinstatement of highways. The company works with manufacturing, utilities and construction companies, setting up partnering schemes, designing and delivering specific training programmes for their equipment and working environment.

Who trained him then?

Spotted in Liverpool earlier this month on a Frank Rodgers project for the Liverpool Housing Trust. This telehandler is being used as a work platform, with the rear of the handler in the busy street with no cordoning off and no allowance for pedestrians to pass. In the picture two young girls find their way around the back of the machine - unable to pass any other way.



Safety award for A-Plant

A-Plant, has won the Gold Occupational Health and Safety Award from the Royal Society for the Prevention of Accidents (RoSPA) for the second year running. The award will be presented during Safety & Health Expo 2009 at the NEC in May.



The RoSPA Awards are sponsored by NEBOSH (The National Examination Board in Occupational Safety and Health) and recognise the work that goes into reducing the number of accidents and causes of ill-health at work and are awarded to organisations that have excellent health and safety management systems in place.

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www.intermat.fr

Taoiseach welcomes Summit delegates to Dublin

The Irish prime minister, also known as the Taoiseach, Brian Cowen, recently met with IPAF president John Ball and was given an introduction to the aims and activities of the Federation. Cowen congratulated Ball on bringing the IPAF Summit to Dublin, the first time that the Summit has been held outside of the UK.

"While IPAF may not be a household name in Ireland but it has gained a

well deserved international reputation for promoting and developing their industry," said Cowen. "And I hope that the 300 delegates attending this year's conference will not only enjoy an interesting and informative event but that they will also get a chance to sample some of our capital's delights during their stay."

The IPAF Summit and the first International Awards for Powered



Brian Cowen (right), the Irish prime minister, also known as Taoiseach, welcomes IPAF president John Ball (left) at his office

Access (IAPAs) were held on 2nd April, just as this magazine went to press. See the latest news at

www.ipaf.org and look out for the popular photo spread in the next Cranes & Access.

Manufacturers examine potential risk of sustained involuntary operation

Manufacturer members of IPAF met during the ARA/Rental Show in Atlanta, where it was decided to collate information on how manufacturers address risks associated with the sustained involuntary operation of platform controls through their design risk assessments. IPAF is collating this information and will present it in an anonymous way for discussion by interested manufacturers at a later stage.

IPAF is also drafting a report on the benefits and risks of safety devices that have been proposed by various parties to protect against sustained involuntary operation, such as stand-off bars, shrouds and trip wires. The safety devices report will be studied alongside the manufacturers' risk assessment.

"The intention is to identify what manufacturers are doing to address this risk and if the proposed safety devices provide benefits or create risks that outweigh the benefits they provide," said IPAF technical officer Gil Male.

IPAF continues to work with both the UK Health & Safety Executive (HSE) and major contractor Balfour Beatty to review proposed measures to protect against sustained involuntary operation of controls.

IPAF and ERA Rental Reports

IPAF members have the unique opportunity to obtain reports that contain groundbreaking research on the rental sector to help them plan business strategies. All three reports -- the IPAF European Powered Access Rental

Report 2008, the IPAF US Powered Access Rental Report 2008, and the ERA European Equipment Rental Industry 2008 Report -- can be purchased at a special price of €440 (£395). Details at www.ipaf.org

Live demonstrations and Job Access at Intermat

IPAF has a large safety zone at Intermat on stand E5 J 020 in the outdoor area. The IPAF Safety Zone will feature demonstrations to illustrate the dangers of not wearing a full body harness when operating a boom-type work platform, using a real-weight dummy on a specially modified boom lift. The demonstrations will run daily at 11:00, 14:00, 16:00 and 17:30. Job Access, which aims to draw young people to the powered access industry, will also take centre stage. Groups of 18-year-olds from technical high schools will attend a lecture at the IPAF stand and gain practical experience of operating a platform.



New look certificates

People who successfully complete an IPAF training course will start receiving new look certificates with immediate effect.

IPAF has updated the look of its training certificates to bring the design in line with its core training publications. The new IPAF certificate carries a watermark as a security feature. Holders of existing certificates do not need to get their certificates re-issued.



PDS on 9 September

The Professional Development Seminar (PDS) for UK instructors will be held on 9th September 2009 at the Best Western Moat House, Stoke on Trent ST1 5BQ. IPAF has arranged a special rate of £99 for bed and breakfast. Contact the Best Western Moat House directly on Tel: 0870 225 4601, Fax: 01782 206 101, www.bestwestern.co.uk and quote

the reference "IPAF". Special rates are available until 1 August 2009.

The PDS is the annual event for IPAF-qualified instructors and ensures that they remain up-to-date with legislation and training. Close to 400 IPAF instructors in six countries attended PDS events last year. Registration details and a full programme will be available soon at www.ipaf.org/events

Europlatform conference

Europlatform, the conference for European access professionals, will be held on 15th September 2009 in Milan, Italy. The conference will take the theme of "Access rentals: Ready for the rebound?"

Details on registration and getting to the venue are at www.europlatform.info



NEW Regional meetings

IPAF will soon announce its first regional meeting as part of its aim to reach out to more members. Watch for details at www.ipaf.org/events



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ACCESS EQUIPMENT - CRANES - TELEHANDLERS



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.

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Vertikal
days

Wilbert tower crane

German-based Wilbert started out in the 1930s as a construction company but by the late 1990s its focus had shifted to plant hire, and just before the millennium it decided to concentrate exclusively on tower cranes. It had built up a large fleet based on Wolff cranes and in 2003 went one stage further by building its first tower crane to its own design. Now Wilbert produces a range of top slewing and luffing jib cranes.

Wilbert has now commissioned the first scale model of one of its cranes and has chosen the crane which started it all, the WT200. This is a flat top tower crane which was designed specifically to reduce transport costs and it achieves this in part with the unusual stepped design of the jib which allows the smaller sections to be inserted and transported within the larger ones.

In fact the whole top section of a 60 metre jib version can be carried on two trucks.

The model has been produced by Conrad of Germany, and is in 1:87 scale which is the standard size for tower crane models. As it represents a crane with a 60 metre jib, the model is still large and is 900mm (3ft) from tip to tip. Sadly no instructions are provided to help build the model but it is not difficult and should take under an hour.

The tower sections are derived from previous Wolff models and fit together using pins which produce connections stiff enough to keep the mast straight. Plastic ladders and platforms give the tower a realistic feel. The operator's cab is a nice piece of modelling as it is fully metal including some nice thin handrails which are difficult to produce in this scale. The window of the cab even includes a windscreen wiper.

Mast base



Straight up



The Wilbert WT200

The counter jib is a heavy piece, which includes counterweight blocks modelled to look like concrete slabs. It also has Wilbert's trademark advertising sign panels which are a design feature of the crane. The main jib is very well made in three separate pieces which simply bolt together. However the real achievement is that Conrad has produced a jib which is dead straight and looks great. It also includes the complicated piece where the cross section of the jib changes and like the other parts it is fully triangulated and is an excellent casting.

Among the features of the model, the hook can be raised and lowered by turning the winch drum, and the trolley can be placed at any position on the jib although this has to be done by hand as the trolley winch is non functional.

Overall this is a very nice model of a rarer tower crane. Apart from the lack of instructions the model has plenty to recommend it. There is enough detail to look convincing, and the model engineering produces a realistic looking crane. It is available directly from the Wilbert web shop at a price of €100.

To read the full review of this model visit www.cranesetc.co.uk

Cranes Etc Model Rating

Packaging (max 10)	7
Detail (max 30)	18
Features (max 20)	13
Quality (max 25)	18
Price (max 15)	9
Overall (max 100)	65%

Advertising sign at the back



The trademark stepped jib



The US aerial lift rental market in numbers



The report is available to IPAF members at £155/€175 or \$235 - Non members - £235/€265/\$355. The European report will cost the same amount or you can order the two together for £235/€290/\$390 for members - £390/€435/\$580 to Non members.

IPAF has teamed up with the ARA and IHS Global Insight to produce what may be the first publicly available in depth survey of the rental market for aerial lifts in the USA, we took a look at the report shortly after publication.

While this is a slim report at 33 pages, including 12 pages of introduction and explanation on how the data was collected, the 21 pages that make up the survey are really all that is required. HIS has used a wide variety of official statistics along with rental company surveys and interviews to produce a report that is insightful and detailed. The survey indicates that the aerial lift rental market more than quadrupled in the 10 years between 1997 and 2007, before dropping back in 2008 and 2009 to levels marginally above those for 2006.

In addition to the specific market numbers and forecasts the report includes several charts on US construction and economic statistics to provide background to its commentary.

This is particularly useful when comparing the economic and rental markets. The report values the total aerial lift population at over \$11 billion as of mid 2008 and looks at average ages and renewal rates to gauge future investment levels. Finally the survey looked at aerial lift rental penetration as a percentage of the total market and while determining that it is extremely high, estimates that it will climb during the current slow down as contractors owning equipment will not replace it preferring to rent during uncertain times.

In summary this is a good concise report with well thought out commentary and none of the stupid and ill informed conclusions that some less well informed independent surveys are guilty of. What shines through here is that the authors have taken the time to speak and listen to industry experts while interpreting the statistics and their survey results. If you are due to make a presentation to a financial institution or investors the material in this report will be highly useful, both in terms of preparation and to reference. We look forward to seeing the European report when it is published.

Universal

New Spider widens the fleet

The new Falcon Spider FS290 has arrived and is ready to hire. With 29 metres of working height and able to enter through a doorway of 0.8 by 2m, it allows internal applications rarely available. Not only will the spider FS290 set up on uneven ground conditions but can give outreach of 14m with one man operation.

Universal Aerial Platforms now runs the UK's widest range of narrow access equipment for hire or purchase. For more information on the spider and any of our machines call today or visit www.universalplatforms.co.uk

0800 866 587
www.universalplatforms.co.uk



The art of access

Rochester-based Kingfisher Access was contracted by The White Wall Company, professional art installers and fabrication specialists, to help install the latest Conrad Shawcross sculpture at the Ministry of Justice building in Petty France, London SW1.



Shawcross specialises in wooden mechanical sculptures based on philosophical and scientific ideas. Made entirely from Douglas-fir, a softwood first imported to Britain in 1827, this weighed in at 2.5 tonnes and was 13.4 metres high. "Its size and weight were not the problem," says George Reid, managing director of Kingfisher. "The problem was how to gain access to install the sculpture on site. Not only was space limited but also, more crucially, the maximum allowed floor loadings were such as to prohibit the use of both a crane and an aerial lift. A mobile access tower was



C&a PASMA focus

therefore the obvious choice." "It could be carried in, assembled, inspected and then removed quickly and easily with the minimum of fuss and disruption. In the event it took just five hours to erect and four hours to dismantle." Designed and installed by Kingfisher Access using only PASMA trained erectors, the structure consisted of four Boss 850 aluminium towers with a 12.2 metre platform height and 2.5 metre boards tied together at the corners. Time was at a premium.

The structure was erected on the Friday and the sculpture installed over the weekend. The installation was completed by midnight on Sunday night and the tower removed by 6.00am on the Monday morning ready for the start of the working week. "Most people's perception of an access tower is something between two metres and four metres platform height. This is one of several advanced applications that we have carried out for our customers and demonstrates the versatility of this product," says Reid.

Stamp of approval

PASMA's new stamp of approval will soon be available for use by those companies whose operatives have successfully completed the association's official training course.

It has been created to help promote and identify the people and organisations that are serious about safety and recognise the need for 'competence without compromise'. These are professional firms that comply with the requirements of the Work at Height Regulations and whose operatives hold a current PASMA photo ID card.

The stamp will initially be available for use on helmets and safety jackets, together with a larger version for use on vehicles.



Working at Height Seminar Theatre

Mark your diary and cancel your appointments and make your way to the NEC, Birmingham, for the 2009 Safety & Health Expo, 12-14 May.

In addition to contributing to Access Live and having an information booth in the Access Village, PASMA speakers will be out in force in the Working at Height Seminar Theatre:

Tuesday, 12 May
1400: Who's afraid of falling? The development of fall prevention in access towers. Dougie McCombie, Turner Access

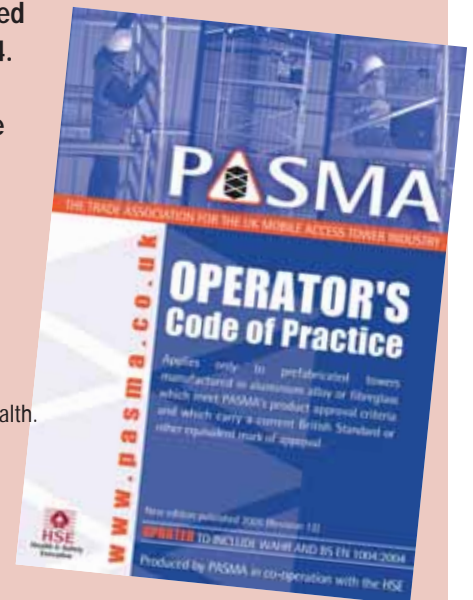
Wednesday, 13 May
1200: Are you really managing the basics of access towers? Stuart Hopkins, PASMA Training Scheme Manager
Thursday, 14 May
1030: The rise and fall, and rise again, of hire erect services in access towers. Chris Blantern, Hi-Point (PASMA)

Code of Practice

Regularly reviewed and updated in close co-operation with the HSE, the Operator's Code of Practice is the definitive source of best practice for users of prefabricated towers manufactured in aluminium alloy or fibreglass approved to BS EN 1004: 2004. Written for use in conjunction with the appropriate manufacturers' instructions, contents cover:

- Safety requirements.
- Training, competence and responsibilities.
- Literacy, fitness and health.
- Types of mobiles access towers.
- Tower components.
- Assembly; Moving a tower.

More information at www.pasma.co.uk



Hire Erect sub committee chairman)
1500: Preaching from the pulpit. Should the use of low level access units really be on a wing and a prayer? Chris Smith, PASMA Lead Instructor and Regional Auditor.

More information at www.accessindustryforum.org.uk

Contact details



PO Box 26969,
Glasgow G3 9DR
Tel: 0845 230 4041
Fax: 0845 230 4042
Email: info@pasma.co.uk
www.pasma.co.uk

Dear Sir,

I am responding to Leigh Sparrow's editorial regarding hire rates.

Leigh is quite right in that nothing changes. I have worked in the industry for 40 years going through at least three recessions in that time. Every time the going got tough everybody was to blame. Manufacturers for selling machines cheaply, the opposition for cutting rates but it was never them that started it.

For most of my time the problem lay in the total inability to understand marketing or to sell effectively. The industry has a history of paying high salaries and issuing cars and expenses to people who frankly couldn't sell ice cream in the desert. Differentiation was understood to be in the back axle of a vehicle and a price list only existed in the cafe. It is no wonder that the hire industry became a commodity, with rates rising and falling based upon demand.

In recent years there has been a significant shift, at least amongst the 'Big boys' and quoted companies in particular. They at least have been pro-active in developing marketing strategies and exploiting web based and information technology but whether they charge enough for the service is another matter.

I am now a business consultant working for a number of builders and frequently come across so called sales people and frankly I wouldn't pay them in washers. Too often it is claimed that the hire industry is extremely competitive. That is often used as an excuse but it is a fact but so too is every other market and the companies that survive or thrive are those that offer value for money and the best service as well as standing by their principles.

Yours Sincerely,

DJ

(On reflection this correspondent thought it best to withhold his name as, he says, he has caused a fuss in the past with his forthright views. What we can say is that he has spent most of his career in the UK crane and access rental business)

Dear Leigh,

I love the way the press has taken to calling crane accidents "mishaps" They even did this the other day when someone was killed. I wish I could find a way to reach out to reporters and try to educate them, or at least offer them advice.

Reader from Texas

He was referring to a trend amongst news papers and their on line news services - not any of our publications! ED

Dear Leigh,

I felt the attached really ought to receive publicity in your magazine as it is such an appalling example of complete disregard for health and safety from a country that prides itself on doing everything correctly!

This publication, as you will see, comes from "Switzerland Tourism", who obviously have an outlet in London and I would have thought you could have a lot of fun ridiculing the pompous Swiss over this hideous example of the mis-use of ladders.

Hope you find room to print it - I have sent a copy to Tim Whiteman as I feel that he is even better placed than you to 'tilt at windmills'.

Best wishes.

Paul
(Adorian)



Re Overhead Lines

Subject Work Access set to change

I read with interest the article with regards to the HSE and main companies accessing masts and pylons by mechanical means and not by personnel climbing methods.

Let us look at machines in fields in the winter months, to contend with muck, mud, mire, men, machines, mess and much money and mayhem not to mention mad farmers.

Muddy marvellous - could lead to murder when machines turn over in the mud.

Regards,

ID Avey
Newark
Nottinghamshire

*Mr Avey has a point, although one assumes that the men and equipment that are going to be used to climb the poles and pylons do not make their way to the location on foot or by donkey? The point that the HSE makes and that we would in general support is that there are a wide variety of lifts on the market now that cause no greater stress to the ground than the off-road vehicles that climbing crews use and if set up correctly will not result in tipping. We would be interested though in hearing from more people in the industry on the practicalities or not of substituting climbing with lifts.
Ed*

Don McColgan of Mantis Cranes in Ireland has alerted us to a major scam being worked revolving around the purchase of used Cranes. The scam could of course just as easily apply to aerial lifts and telehandlers. In this case the scam was worked with a great deal of finesse all intended to create confidence. Read and be aware.

Dear Mark,

Some time ago we received an email enquiring about a tower crane for sale on our website, requesting price, technical specification etc. Naturally we made a good offer and waited until he had time to digest it. A few days later he came back to us asking what our best price was and we said: "you have it".

A few days later he then emailed us back asking: "Will you negotiate on the price you have asked me for? If so its a deal." So I emailed him my very best price for the crane taking into consideration what was then a worsening market by the week. We agreed a final price and he then asked that we send him our bank account details so that he could arrange to transfer the money into our bank account, which we naturally did. I asked him if he wanted a proforma invoice or anything other form of formal paperwork from us and he said it was not necessary at this stage.

We then heard nothing from him for approximately two months and no money ever appeared in our account thus we just assumed that the enquiry had gone away. Then out of the blue one day we received an email saying: "I was called away on urgent business and did not get finishing the deal with you and i am just back a few days thus I am wondering if the crane is still available for sale? As it was I replied "Yes".

The purchase was therefore agreed and he said that the funds would be transferred. A few days later he then emailed to say that his accountant had over paid us by around €150,000 thus could we arrange to send him back the over-payment.

We checked our bank account and sure enough, the money was there, almost €300,000 of it. We printed off a statement from our bank account as we have on-line banking. At this stage we asked the bank to check-out the payment as we were naturally slightly suspicious of it, and within 24 hours they came back confirming that indeed it may well be a fraudulent payment.

It then transpired that the payment was made via an Irish Health Service Executive cheque which had been paid into our bank account however after 5-10 days it would have been discovered that the payment was not real, in the meantime the scammers were hoping that we would have sent him 'back' the overpaid amount. In the meantime when the bank finally discovered that an error had been made in crediting our account with a dodgy cheque there would have been a significant battle with a good chance that we would have been the losers!

Its a rare banking system where we even have a copy of the online bank statement which we captured while the funds were showing as present in our account !

Who knows he may well have only been a few miles down the road from me in an internet cafe, he was saying the crane was for Dubai but I reckon he just picked that destination as it has been the crane city over for the past few years.

Thankfully we had good experiences of export sales over the past few years as well, with units gone to Malta, New York and Nigeria most recently in the last few weeks. You just have to be vigilant when dealing on a International Market in order to select the serious enquiries from the time wasters, something that can often be difficult, and with the market slow down now in the UK & Ireland no one wants to miss the opportunity of a export sale.

Regards

Don McColgan

Mantis Cranes Ireland Ltd. Killygordon, Co. Donegal Ireland

www.mantiscranes.ie

Dear Leigh,

Ladder Inspection is Imperative

With an estimated 2 million ladders in daily use, the message from the Ladder Association remains unequivocal: if it's right to use a ladder, use the right ladder and get trained to use it properly. As you know, the Association emphasizes five key points when using ladders and stepladders:

- Select the right equipment based on risk assessment;
- Make sure the work is properly planned and organised;
- Use the right type and classification of ladder;
- Set up the ladder correctly and use it safely;
- Ensure it's properly maintained and in good condition.

Inspection is such a crucial component of ladder safety, it has been chosen as a key theme for 2009 and will feature strongly in the Association's presentations in the Working at Height Seminar Theatre at the Safety & Health Expo, 12-14 May 2009 at the NEC. Maintaining ladders in good working order requires pre-use checks by the user, detailed inspections and maintenance.

Pre-Use Checks

The aim of a pre-use check is to quickly establish whether a ladder is safe to use there and then. The user must carry out a pre-use check prior to setting up the ladder (this may only need to be done once a day for frequently used ladders). It is a visual and functional check intended to enable the user to identify obvious defects likely to prevent its safe and proper use. This might include, for example, stiles that are warped, cracked, bent, rotten or of different lengths. Or rungs that are missing, worn, loose or damaged.

Other points to look for include paint or dirt on the ladder which may hide defects, rivets or screws that are missing, and welds that are cracked or corroded.

Detailed Inspections

Detailed inspections of work equipment, as required by the regulations, are more in-depth than pre-use checks and need to be carried out by competent persons. The aim is to establish whether the ladder is safe for continued use, or that maintenance and remedial work is necessary. In-depth visual and functional inspections need to be carried out at set intervals and formally recorded.

To be competent in undertaking an inspection, a person should know what types of defects or deterioration could be present; whether the defect or problem found is serious enough to prevent further use of the ladder (disposal or repair); or if increased, interim inspections are necessary.

Maintenance

Ladders must be maintained in accordance with the manufacturers' guidelines. The need to keep ladder anti-slip feet clean is of paramount importance so that the co-efficient of friction is maintained between the foot of the ladder and the ground. The ladder also needs to be kept clean so that defects are not hidden from view.

Wooden ladders should not be painted as this can hide defects. Wooden ladders, when coated, should be coated with a transparent finish - for example, varnish, shellac or a clear preservative.

Handling and Storage

Ladders should be stored in accordance with the manufacturers' instructions and advice, and handled with care to avoid damage to either the equipment or the person handling the equipment. When being transported, they need to be firmly secured and properly supported to prevent damage. These are just some of the key points:

- Ladders should be stored in covered, ventilated areas, protected from the weather and away from too much dampness, heat or cold;
- Ladders can fall if stored vertically, so take particular care and, if possible, secure the top;
- Never hang a ladder vertically from a rung;
- Don't store a ladder where a child might be tempted to climb it;
- Store ladders on one edge, in racks or hung from a stile with enough supports to prevent sagging;
- Wooden and steel ladders should be stored in the dry and off the ground to prevent rot and corrosion;
- For long-term storage, ladders should be protected from the elements.

All these points, and many more, are covered in the Ladder Association's recently launched ladder inspection scheme which will be featured at Access Live and in the Access Village as part of Safety and Health Expo. Your readers are invited to visit us in Birmingham or to click on www.ladderassociation.org.uk for more information.

Yours sincerely

Don Aers,
Chairman, Ladder Association &
Technical Manager, Youngman Group

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.

Load pins for tough environments

C&a

innovations

German-based Tectsis has introduced a new range of load pins, designed to cope with the toughest of environments, making them ideal to replace regular pivot pins on cranes, telehandlers or aerial lifts.

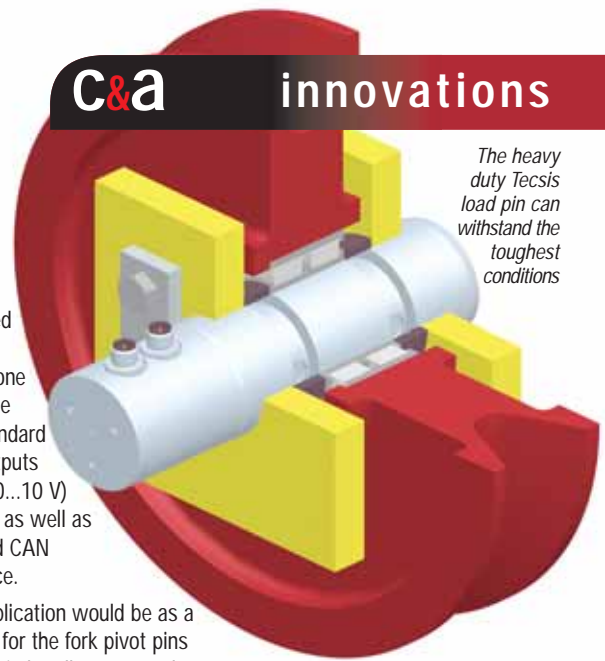
The pins - type F5308 - meet and exceed protection class IP67 - a version with IP69k is also available. All sensitive parts such as connectors and electronics are also fully protected against mechanical damage. The design also allows use in marine applications such as on harbour cranes.

The company says that an ATEX 'explosion proof version is also available for use in particularly sensitive areas where an explosive hazardous gasses or other flammable material is present in the air.

The force transducer is equipped with a reliable thin-film sensor from Tectsis, which guarantees high accuracy and long-term stability of the signal. The load pins are available in customised versions with nominal loads ranging from 10 kN up to 3,000 kN.

The combined error spread is less than one percent of the full load. Standard analogue outputs (4...20 mA, 0...10 V) are available as well as an integrated CAN open interface.

A typical application would be as a replacement for the fork pivot pins on a telescopic handler or as a sheave pin in a crane boom nose.



The heavy duty Tectsis load pin can withstand the toughest conditions

Audio visual alarm in one

E2S has launched a new range of integrated beacon and audio alarms, dubbed the SpectrAlarm they are designed to offer both a high performance audible and visual signalling in a single unit. Sound outputs range up to 126dB and can be combined with a powerful beacon with a choice of rotating mirror, flashing Xenon or LED technologies.

The SpectrAlarm combines beacon and audio alarm in a single unit.



The beacons on the Spectr AB121 for example comes with a choice of 15 Joule Xenon or rotating mirror beacons providing effective signalling in all conditions.

The integral design is not only visually more attractive than separate units, but also saves on installation time, reducing cost. The sounder and beacon can be connected separately, allowing the user to silence the alarm but leave the beacon flashing until the emergency or fault has been cleared.

Manufactured from UV stabilised polycarbonate, the SpectrAlarm units will not fade when exposed to direct sunlight and are protected to IP65, making them more than suitable for normal outdoor applications.

Until now, most products of this type on the market were limited to a five Joule Xenon beacon, which is simply not powerful enough for outdoor use, especially in bright sunlight.

stabilised polycarbonate, the SpectrAlarm units will not fade when exposed to direct sunlight and are protected to IP65, making them more than suitable for normal outdoor applications.

Colour coded noise

Casella CEL, the UK's specialist provider of environmental monitoring solutions has developed an all-new pocket-size digital sound level meter. Casella claims that the CEL-621 is the smallest 1/3rd octave-band noise analyser in the world and includes statistical (Ln%) values making it the perfect tool for short-term, hand-held, environmental noise assessments.

All measurements from simple baseline surveys to full 1/3rd octave band analysis, can be performed quickly and easily through a simple, intuitive menu driven system. The high resolution display assists the user by presenting results in a simple colour-coded format that minimises the risk of misinterpreting the data collected in the field. On board memory and simple USB download allow data to be included in reports, once back in the office without any specialist software.

The CEL-621 uses all-digital technology that can measure in just one span up to 140dB, negating the need for range adjustment and thus eliminating errors which may otherwise result. Digital technology also means that measurements are inherently stable and repeatable unlike previous generations of analogue instruments. Yet another

unique feature is that it measures all broadband and octave measurement parameters simultaneously so the user doesn't have to worry if the instrument has been set up properly; all parameters may be chosen retrospectively.

The CEL-621 is future-proofed by being fully upgradeable without the need to even return the instrument to Casella. This allows new features to be added as they become available or as budgets allow.

The CEL-621 is supplied as a kit in a rugged briefcase, which includes an acoustic calibrator, windshield, software and USB download cable. Both instrument and calibrators come with calibration certificates as standard, documenting compliance with the latest IEC 61672 Sound Level Meter standard.

The CEL-621 is a highly accurate pocket size sound meter



enquiries → To contact any of these companies simply visit the 'Industry Links' section of www.vertical.net, where you will find direct links to the companies' web sites for up to five weeks after publication.

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PSE on the up

Platform Sales Europe, the Dordrecht, Holland-based aerial lift specialist has reached an agreement with Holland Lift to take on the official distribution of the company's heavy duty scissor lifts in Spain. PSE has also recently moved into a massive new facility around 100 metres or so from its original location in Maxwellstraat and opposite the Rival headquarters.



The new building covers 3,600 square metres



Dirk Konings joined PSE after 20 years with Doornbos



The new facility has plenty of office and training room space



Arjan Roelse

The move was necessitated by the company's rapid growth in volume as it sells an increasingly diverse range of scissor and boom lifts over an ever widening territory. The company, which is headed by Arjan Roelse began by winning the MEC scissor lift distribution rights for Europe, placing substantial orders with the emerging manufacturer and stocking up at around the same time as delivery times from other manufacturers were becoming extended.

The company then made a similar deal with UpRight shortly after it was acquired by Tanfield and production transferred to the UK. Thanks to some major orders it was able to secure the right to sell the UpRight scissors and booms over a large part of Europe. While the duplicity of supply caused tensions, the volume of business it generated helped keep the two on board. The company now also supplies other brands, including JLG and Genie as it becomes something of a 'powered access supermarket'.

An experienced team

To help turn this into a reality the company has made a series of high profile recruitments, all over Europe, with the well known Dirk Konings, previously with rental and sales company Doornbos, joining in Holland, Andrea Holz from Genie Germany, Verania Costa Rivas from

UpRight in Spain, Michal Erben from SDM in the Czech Republic and Angelique van der Bijl from Haulotte Holland who joins to head up the office and commercial roles, based at the new Headquarters.

Roelse says that the success of PSE is down to the fact that they usually have the products in stock, ready for immediate shipment, are very easy to deal with, focusing on key people with power to make decisions, while having the resources to support the products anywhere they go with rapid replacement parts shipment and technical advice.

The new premises cover 3,600 sq metres under cover and are already stacked out with new aerial lifts in stock or awaiting shipment. The other aspect of the new building is more space to carry out pre-delivery inspections, and any in-house repairs, as well as providing room for a larger parts inventory. The company has started to promote its parts business on an international basis and claims to offer volume and 'consumable' parts for most brands of aerial lift. Roesle says

A small corner of the vast warehouse is reserved for inspections both incoming and prior to shipment.

that the benefit that PSE has over general equipment parts suppliers is the expertise of the company's staff, all of whom have experience with a wide variety of lifts, having worked with both dealers and rental companies. The company has also employed a battery specialist George Janssen who has more than 10 years experience in the battery industry. Trojan is now the company's largest supplier.

Rail connection

As if all this is not enough PSE has established a rail equipment business, called Rail Rent, beginning with the sales and leasing of rail mounted aerial lifts and telehandlers, but with the idea to branch out into a wider product range for the sector later on. The company has recently signed a partnership agreement with BRP, the Rugby, UK-based rail equipment provider.

The new building has plenty of office and meeting room space to cope with future growth, including the addition of a training centre, but if it maintains its current inventory levels it will need more warehouse space as it adds activities and once deliveries become extended again.



Whats on?

Visit www.Vertikal.net/en/events
for a full listing of events with direct links to the organisers.

Intermat 2009

International construction equipment show
April 20-25th, 2009 Paris, France
Tel: +33 1 49685248
Fax: +33 1 49685475
E-mail: info@intermat.fr



SED 2009

UK's premier construction equipment exhibition
May 12-14th, 2009 Rockingham Speedway,
Corby, UK
Phone: +(44) 020 8652 4810
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E-mail: jackie.hanford@rbi.co.uk



Safety & Health Expo

Health and safety show
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Phone: +44 (0) 207 921 8067
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E-mail: tbond@cmpinformation.com

CTT

Russian equipment show
June 2-6, 2009
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 24-25th 2009
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E-mail: info@vertikal.net
Web: www.vertikaldays.net



Platformer Days

German access equipment meeting
August 28-29th, 2009
Hohenroda, Germany
Phone: +49 (0) 5031972923
Fax: +49 (0) 5031972838
E-mail: 2009@platformers-days.de

Europlatform

September 15th 2009
Milan, Italy
Tel: +44 (0) 15395 62444
Fax: +44 (0) 15395 64686
E-Mail: info@ipaf.org



Verticaaldagen Benelux

A specialist lifting event for the Benelux region
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Safaripark Beekse Bergen, Netherlands
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Fax: +31 (0)84 710 0518
E-mail: info@verticaaldagen.net

SAIE 2009

Bologna Fair, Italian Building
products exhibition. October 28-31st, 2009
Bologna, Italy
Phone: +39 051 282111
Fax: +39 051 6374013
E-mail: saie@bolognafiere.it



Conexpo Asia

An American show in China
November 16-19th, 2009,
Guangzhou, China
Phone: +1-414-298-4123
E-mail: pmonroe@aem.org

Big Five 2009

Middle East construction show in Dubai
November 23-27, 2008 Dubai, UAE
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25 t Demag AC 25	1998	4x4x4	25,00m + 1,20m
25 t Demag AC 25	2000	4x4x4	25,00m + 13,00m
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 Liebherr LTM 1030-2	2002	4x4x4	30,00m + 15,00m
35 t PPM ATT 400	1998	4x4x4	30,40m + 15,00m
35 t PPM ATT 400/2	2000	4x4x4	30,40m + 8,00m
40 t Terex-Demag AC 40L	2009	4x4x4	37,40m + 8,00m
40 t Liebherr LTM 1040-1	1994	6x4x6	30,00m + 8,00m
50 t Demag AC 155	1993	6x4x6	40,00m + 17,60m
50 t PPM ATT 500	1996	6x6x6	40,00m + 15,90m
50 t Faun ATF 50-3	1997	6x6x6	38,00m + 16,00m
50 t Demag AC 50-1	2002	6x6x6	40,00m + 17,00m
55 t Liebherr LTM 1055-3-1	2004	6x6x6	40,00m + 16,00m
60 t Faun ATF 60-4	2000	8x6x8	40,00m + 16,00m
60 t Grove AT 865	1988	6x6x6	35,00m + 18,60m
70 t Grove TT 865	1997	8x6x8	38,00m + 18,50m
75 t Grove GMK 4075	2001	8x6x8	43,20m + 27,00m
75 t Grove GMK 4075	2001	8x6x8	43,20m + 17,00m
80 t Demag AC 205	1996	8x6x6	50,00m + 17,60m
80 t Liebherr LTM 1080/1	1999	8x6x8	48,00m + 17,00m
80 t Demag AC 80-1	2001	8x6x8	50,00m + 17,60m
80 t Grove GMK 4080-1	2006	8x6x8	51,00m + 15,00m
90 t Liebherr LTM 1090/2	1998	8x8x8	52,00m + 18,00m
90 t Faun ATF 90G-4	2008	8x8x8	51,20m + 19,00m
120 t Faun ATF 120-5	1997	10x8x10	49,00m + 16,20m
120 t Demag AC 395	1996	10x8x10	60,00m + 17,60m
250 t Demag AC 665 SL	1996	12x8x8	57,80m + 65,00m

TELESCOPIC - TRUCK CRANES

Make / Type	y. o. m.	Drive	Boom / Fly Jib
25 t Tadano TL 250 E	1997	6x4x2	30,00m + 7,50m
25 t Kato NK 250 E	1997	6x4x2	30,00m + 7,50m

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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.	Drive	Boom / Fly Jib
3 t JCB Telehändler 535-95	2003	4x4x4	9,50 m
3.3 t JCB Telehändler 535-105	2006	4x4x4	10,50 m
3.5 t JCB Telehändler 535-125	2007	4x4x4	12,50 m

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Haulotte	www.haulotte.com
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Matilsa	www.matilsa.es
MEC	www.mec-awp.com
Nifty Lift	www.niftylift.com
Oil&Steel	www.oilsteel.com
Omega Platforms	www.omegaplatforms.com
Omme Lift	www.ommelift.dk
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Ranger tracked access	www.tracked-access.co.uk
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Genie GS-2632	9.9m	2005
Genie GS-2646	9.9m	2004/5/6/7
Genie GS-3246	11.7m	2004/5/6/7
Liftlux SL153-12	17.3m	2001/7

Diesel Scissor 11.5m - 22.5m

Skyjack SJ-6832	11.5m	2007
Genie GS-3384 RT	12.0m	2006/7
Skyjack SJ-7135	12.5m	2007
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Genie GS-5390 RT	18.1m	2005/6/7
Liftlux 205-25	22.5m	1999

Battery Boom 9.4m - 13.5m

Genie Z-25/8	9.4m	1999/2000
Genie Z-30/20N RJ	11.1m	2006
Genie Z-34/22N	12.5m	2005/6
Upright AB38	13.5m	2004/5/7

Diesel Boom 16m - 20.4m

Genie Z-45/25 BI	16m	2002/3/4/5/6
Genie Z-45/25RT	16m	2004/5/6/7
Genie S-45	15.7m	2004/5/6/7
Genie Z-51/30	17.6m	2007
Genie Z60/34	20.4m	2004/5/6/7

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Genie S-65	21.8m	2005/6/7
Genie Z-80/60	26.4m	2004/5/6/7
Genie S-85	27.9m	2005/6/7
Genie S-125	40.1m	2004/5/6/7
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Scanlift SL 185	18.5m	2000
Scanlift SL 190	18.4m	2001
Omme 2200 RBD	21.8m	2004/6/7
Denka Lift DL-22N	22.0m	2001/2
Scanlift SL 240	24.0m	2000/01/04
Spider FS 290	29.0m	2005
Omme 3000 RBD	29.7m	2006/7
Spider FS 370	37.0m	2005
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Manitou MT 932	9m/3.2 ton	2005/6
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Genie Z135/70
Articulated Boom
43.1m - 2007



Genie GS 1932
Battery Scissors
7.8m - 2004/5/6/7



Genie GS2646
Battery scissors
9.9m - 2004/5/6



Genie GS-3384 RT
Diesel scissor
12.0m - 2006/7



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Manitou MT1030
Telescopic Forklift
10m/3 ton - 2005



Manitou MT 1335
Telescopic Forklift
13m/3.5 ton - 2005



Manitou MT1740
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17m/4 ton - 2005



Manitou MT2150
Telescopic Forklift
21m/5ton - 2005



Spider FS 290
Specialised
29.0m - 2005



Omme 2200 RBD
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