

cranes & access

www.vertical.net

February 2009 Vol. 11 issue 1

Track mounted
Spider lifts

Tower
cranes

Equipment
for utilities

Batteries

John
Fuller
looks
back

KOBELCO CRANES

TOP PERFORMANCE ALL THE WAY

KOBELCO provides you with the best tools for any construction, marine, foundation and demolition job!

KOBELCO... cranes, designed to your spec:

- Excellent lifting duties
- Easy to transport, fast rigging
- Self-Assembly-System
- Powerful, wide-winches with oil-cooled, multi-disc brakes
- Superior hydraulics
- Powerful, fuel efficient engine
- Compact, well thought-out design
- Great operating comfort
- Excellent reliability

INTERMAT
International Exhibition of Equipment,
Machinery and Techniques for the
Construction and Building Materials Industry
2009
www.intermat.fr

Stand E6 B 070

KOBELCO

KOBELCO CRANES Co., Ltd.
TOKYO, JAPAN
Tel: 00-81-(0)3-5789-2130
Fax: 00-81-(0)3-5789-3372
intl@sales_cr@kobelconet.com

KOBELCO CRANES
NORTH AMERICA INC
Houston, Texas, U.S.A.
Tel: 00-1-(0)-713-856-5755
Fax: 00-1-(0)-713-856-9072
jack_fendrick@kobelconet.com

KOBELCO CRANES
SOUTH EAST ASIA PTE. LTD
Singapore
Tel: 00-65-(0)-6268-1308
Fax: 00-65-(0)-6268-2490
okadata@kobelconet.com

KOBELCO CRANES CO., Ltd.
Shanghai Office for CHINA
Tel: 00-86-(0)-21-5382-0120 or 0811
Fax: 00-86-(0)-21-5382-2090
syo@kobelconet.com

KOBELCO CRANES EUROPE Ltd.
FOR U.K. AND IRELAND:
Tel: 00-44-(0)-1473-716-302
Fax: 00-44-(0)-1473-716-301
andrew_brown@kobelconet.com

KOBELCO CRANES MIDDLE EAST FZE
Sharjah, U.A.E.
Tel: 00-971-(0)-6-557-8114
Fax: 00-971-(0)-6-557-8115
miyashita@kobelconet.com

WWW.KOBELCO-CRANES.COM

KOBELCO CRANES EUROPE Ltd.
FOR MAINLAND EUROPE AND RUSSIA:
Tel: 00-31-(0)-36-549-5510
Fax: 00-31-(0)-36-549-5520
jos_verhulst@kobelconet.com

On the cover:

A collection of Wolff luffing cranes at dusk on a contract in Munich, Germany.



17

Spider lifts



26

Tower cranes



33

Utilities



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

SUBSCRIBE ONLINE AT:

www.vertikal.net/en/journal_subscription.php

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

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

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

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

Comment 5
News 6

Grove to launch trailer crane, Power Tower launches Nano, Youngman introduces scissor lift, UK announces official tower crane register, Tadano buys Spandek-Mantis, MEC launches Speed Level, Liebherr breaks ground in Russia, Bravi UK distributes new push around lift, Eazzi appoints R2, 1,600 tonne Terex Demag, UK's 7,000th Merlo, New boom from Haulotte, Bluelift and Skyjack part company.



Spider lifts 17

Track mounted spider lifts have grown steadily in popularity in recent years and look set to become a major product sector particularly internal and external maintenance, repairs to domestic housing and small commercial buildings, forestry and utility work. Mark Darwin looks at the market and the latest product developments.



Tower cranes 26

Tower cranes have unfortunately been the centre of attention for all the wrong reasons over the past couple of years. We take look at why tower crane safety is still a major issue as well as well as looking at the latest products and developments.

Equipment for Utilities 33

Last year the HSE told utility companies that the days of climbing poles and towers were numbered given the arrival of powered access solutions that can reach even the most remote locations. We look at various forms of equipment available for isolated locations along with some routine tasks that have been converted from climbing to powered access.



Batteries 41

Our annual look at the battery market focuses this year on the financial benefits of properly looking after battery packs as well as looking at the latest rules covering storage and the recycling of lead acid batteries.



C & a contents

Software 45



Our semi-regular look at what is happening in the rental software market where hi-tec is increasingly replacing paper.

John Fuller 47

John Fuller - 'Genie John' to many - retired at the end of 2008 after 25 years as UK sales manager for Genie Industries, the aerial lift manufacturer. John Fuller, this is your life.

ARA preview 50

We preview the American Rental Association annual convention and its Rental Show which takes place in Atlanta early next month.

Directives update 53

Peter Reed, director and technical officer with PAC, the notified body sets out the differences between normal use, predictable misuse and abuse of a product and the factors that must be taken into consideration by manufacturers and fleet owners.

regulars

Pasma Focus 55

ALLMI Focus 57

Training 59

IPAF Focus 61

Books & Models 62

Your letters 63

Innovations 67

What's on? 68

On-Line directory 72

In the next C&A

The March issue of Cranes & Access will feature:
Electric Scissor lifts, Non-powered access equipment, Mini cranes, Intermat preview and the ARA review

 **Syrinx** No.1 for Hire Software
550+ companies throughout the UK and Ireland use Syrinx®
www.higherconcept.co.uk +44 (0)118 947 6669

Visit the IPAF Zone at **INTERMAT**
E5 J 020 Outdoor Area

Book now for IPAF Summit and **iapa**
Awards Dinner – Dublin 2nd April



Aerial platforms



IPAF trained operators



Safe effective work at height

**Welcomed on
MCG sites**

Contact IPAF for full details now

Call +44 (0)15395 62444 Email info@ipaf.org

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

IPAF, Bridge End Business Park, Milnthorpe LA7 7RH, UK

Also in France, Germany, Italy, Netherlands, Spain, Switzerland and USA

IPAF training is certified by TÜV as conforming with ISO 18878



The world authority
in powered access

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

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



www.ipaf.org

cranes & access

The Vertikal Press

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

In Germany:

Vertikal Verlag

Sundgaualle 15, D-79114,
Freiburg, Germany

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

Germany, Scandinavia, Austria and Switzerland

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

Italy

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

The Netherlands

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

Russia

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

UK and all other areas

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

Design & Artwork by:

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

ISSN: 1467-0852

© Copyright The Vertikal Press Limited 2009

The Vertikal Press also publishes:



For users & buyers of lifting equipment
February 2009 Vol. 11 issue 1

Editors:

Leigh Sparrow
Mark Darwin

Associate Editors:

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

Sales & customer support:

Pam Penny
Karlheinz Kopp

Production:

Nicole Engesser

Publisher:

Leigh Sparrow

Vertikal
Press

The Vertikal Press Ltd.
MEMBERS OF



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

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



c&a
comment

Leadership needed on rates

The vast majority of cranes, aerial lifts and telehandlers are rented rather than purchased - by far the most efficient way for users to source this specialist equipment. The problem is that as most rentals are short term with no contracted duration it leads to wild fluctuations in rates and availability that benefits no one over the long term.

Whatever the equipment, the rental cost as a percentage of a typical project is usually minimal. So any saving in the rental rate, assuming of course that you are not being totally 'gouged', is completely insignificant when compared to the risk and disruption that changing equipment supplier can cause. Far more costly are the extra delivery/collection and familiarisation costs along with inevitable errors, not to mention the repeated off-hiring of equipment when it is not needed for a few days. The few pounds saved on the lifting equipment, quickly pales into insignificance compared to the cost of keeping skilled tradesmen hanging around when there are not enough lifts, or when the re-delivery of an off-hired machine is late.

American contractors know this well and tend to agree a deal for all the access equipment and most of the cranes for the duration of the job, with rent paid monthly rather than weekly. Almost any study of two similar projects built on different sides of the Atlantic, highlights the significantly higher efficiency of our North American cousins. All too often the largest single factor is the better use of access equipment in the USA.

When times get tougher, more pressure is applied to rental companies, too many of which capitulate based on the anecdotal information that someone else has undercut them. Try that line with an airline or a car hirer, who while varying their 'walk-in' rates according to demand and competition, maintain a strong discipline tied into a specific yield strategy.

In the UK, a small number of companies in both the crane and powered access markets control a substantial portion of the total fleet. Given that lack of finance is limits rapid expansion by upstarts, if those largest companies set an example and led the market rather than followed, rates are likely to retain some stability which if continued over the longer term will be better for hirer and user alike - not to mention the manufacturer.

Mark Darwin

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

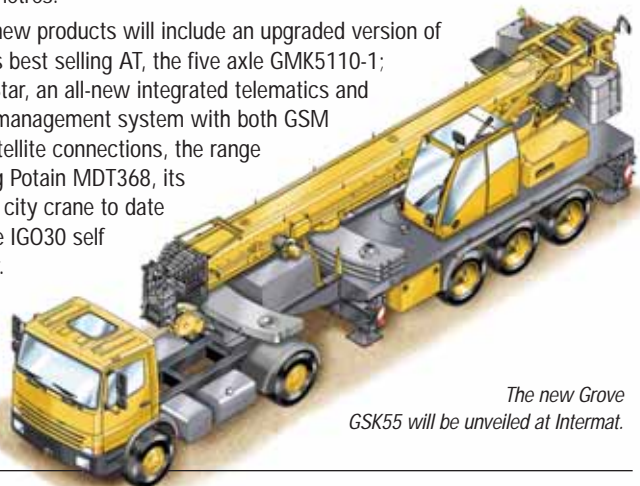
Vertikal
.net

Grove to launch trailer crane

Manitowoc is to unveil several innovative new products at Intermat in Paris this April including a highly unusual trailer crane aimed at Europe and emerging markets such as Russia. The 55 tonne capacity GSK55 merges the superstructure from Grove's GMK3055 All Terrain crane with a specially-designed chassis that acts as a semi trailer. Customers can use a tractor unit of their choice to haul the crane to the jobsite. The new crane will be both less expensive and have lower running costs than that of an All Terrain, while boasting axle loads of just nine tonnes even when equipped with full 11.6 tonnes of counterweight.

The load chart of the new model will match that of the GMK3055, with a maximum capacity of 55 tonnes and 43 metre main boom. An optional 8.7 to 15 metre swingaway jib is also available, taking the maximum tip height to 60 metres.

Other new products will include an upgraded version of Grove's best selling AT, the five axle GMK5110-1; CraneStar, an all-new integrated telematics and crane management system with both GSM and satellite connections, the range topping Potain MDT368, its largest city crane to date and the IGO30 self erector.



The new Grove GSK55 will be unveiled at Intermat.

Tadano buys Mantis

Tadano, the Japanese-based crane manufacturer, has purchased Spandek Mantis, the US-based telescopic crawler crane manufacturer for a total of \$37.5 million, including \$8.66 million of debt. The transaction was completed on November 30th.

Mantis was owned by the Mitchell family, with chairman Bill Mitchell senior owning a controlling interest. The company Spandek Inc, which was founded in its present form in 1985, has a facility in Franklin, Tennessee and a plant in Richlands, Virginia. The company has assets of just under \$23 million and generated revenues of just over \$34 million in fiscal 2007, with net income of \$2.69 million.

Tadano says that the deal is part of its strategy to diversify its lifting equipment business and will have minimal impact on its full year results to the end of March 2009. Tadano

America president, Kenichi Sawada, has been named representative director and president. The current executive management team will remain with the business, including chief executive Bill Mitchell who owned 12.5 percent of the company's equity.

Mantis produces heavy duty telescopic crawler cranes.



Among MEC's new products is a Speed Level

New MEC's include Speed Level

Californian-based aerial lift manufacturer, MEC has launched several new products, including a range of sigma type Speed Levels - based heavily on the UpRight Speed Level, which is also built under the Snorkel brand. The company says that it has taken the overall concept and improved on it, following customer requests to produce such a product.

The MEC version has a higher lift capacity, a greater levelling range and mid deck support intended to eliminate any 'diving board' flex. The product will be available with 26ft and 30ft platform heights and most

interesting of all, a battery electric 4x4 version.

The company has provocatively adopted the Speed Level name for its new offering, on the basis that UpRight no longer has it registered, while the patent expired a couple of years ago. Other new products on display at the World of Concrete in Las Vegas included the company's largest scissor lift to date, the Ultra-Deck 5492RT, with 54ft platform height, four wheel drive and 680kg lift capacity. A dual roll-out Super Deck will also be available, as will a 44ft model.

Cracknell and Guillaux move up at JLG

JLG Europe has restructured its sales and service organisation which has resulted in additional responsibilities for Simon Cracknell of JLG UK and Laurent Guillaux of JLG France.

Cracknell becomes senior director sales and customer support Northern Europe, responsible for the sales and service organisations in the UK and Ireland, Nordic countries and Germany. While Guillaux has been appointed senior director sales and customer support Southern Europe, responsible for the sales and service organisations in France, Spain and Italy in addition to being in charge of industrial sales throughout the region.



Simon Cracknell



Laurent Guillaux

Tanfield forms alliances in USA



Tanfield - owner of UpRight, Snorkel and SEV Electric Vehicles - is working with private investors to establish private company Smith Electric Vehicles US Corporation in which it will own a 49 percent stake. Tanfield will then grant the new company a licence for the North American intellectual property rights relating to the production of its Smith product range to SEV US, which will pay a per-vehicle royalty fee based on the sales price of each commercial vehicle with an initial advance of £1m. Tanfield will retain responsibility for design and intellectual property development. The company will also work with Ford to introduce a battery-electric light van, based on the European-designed Ford Transit Connect, which goes on sale in North America later this year. Tanfield will manufacture a limited number of the vehicles in North America during 2010, with future production ramping up in line with customer demand. The vehicles will be fully branded as a Ford product and sold through selected Ford dealerships.

Youngman adds power

Youngman, the UK's largest alloy tower producer, has unveiled a new push around scissor lift, the Boss X3 with a maximum platform height of 2.55 metres (8.4ft) giving a working height of up to 4.5 metres, comparable with the Pop-Up+ and Eazzi Lift Midi.

The Boss X3 incorporates an overload cut-out, tilt alarm cut-out and a platform descent interrupt switch set at 1.85 metres, similar to that found on most self propelled scissor lifts. The new lift has a good sized platform at 565mm x 1050mm and takes just 12 seconds to reach full height. The battery powered lift has enough power in each charge to carry out 225 full lift cycles and weighs 347kg. Youngman is teaming up with APS to help distribute and support the product throughout the UK.

Youngman BossX3.



...And new Boss Tower system

Youngman has also unveiled the Boss Evolution, a new generation, fully compatible Boss tower that uses welded tube to tube construction, rather than welded T-joints to create a stronger lighter structure that is less expensive to manufacture. The company has made a substantial investment in state-of-the-art laser-cutting and robotic welding technology in order to carry out automated tube to tube welding without resorting to using heavy wall tubing.



The new Boss Evolution tower

First job for ALE

C&A

news

The 4,300 tonne ALE SK90 crane has carried out its first commercial lift at a Saudi Kayan petrochemical plant in Jubail, Saudi Arabia. The massive lifting machine was used to lift a 69 metre long depropaniser column weighing 755 tonnes at 84 metres radius with 130 metres of main boom. The SK90 allowed engineers to complete foundations and pipe racks in advance of column installation.

The ALE SK90 completes its first commercial lift - 755 tonnes at 84 metres.



UK tower crane register gets the go ahead

The UK Health & Safety Executive has decided to go ahead with an official register of tower cranes. The register will initially be voluntary but could become mandatory at a later date. It will contain a variety of information including the crane make, model, location, managing organisation and owner. The records will probably be retained at the Health & Safety Laboratory in Derbyshire.

Colin Wood, the head of the UK Construction Plant-hire Association (CPA) said: "We will totally support this move if it gives confidence to the general public and extra statutory paperwork can be avoided."

SGB pulls out of aerial lifts in the UK

SGB has announced that it is selling its UK aerial lift fleet in order to concentrate on its other scaffold and mast climber business. Employees were given final notice in mid January with a six week close down period. The company will continue to offer the rental of aerial lifts, but will cross hire the equipment from strategic partnerships with other rental companies. SGB was 12th in the Cranes&Access Top 30 UK/Irish powered access rental companies last year with 400 booms, 450 scissors and 120 push around lifts.

SGB remains a major participant in the UK mast climbing market and in the Dutch powered access market both of which are unaffected by this move.



IPS to support Hanix products

Independent Parts and Service (IPS) the UK-based international replacement parts and service supplier, has been appointed as national service provider for the entire Hanix product range in the UK. The Japanese manufacturer - formerly Nissan Kizai - is best known for its brand of mini excavators but is launching the Nagano range of crawler mounted articulated boom lifts in the UK this month where they will be marketed as Hanix products.

Going forward, Hanix customers will receive all of their after sales support from IPS, including warranty back-up, genuine Hanix parts supply, servicing and technical advice.

Eazzi appoints R2

Eazzi Lifts, the UK-based manufacturer of push around scissor lifts, has appointed R2 Access as its UK distributor. R2 Access was founded last year by Russell Rowley to support UK ManiAccess sales efforts and will work closely with a number of local or regional companies acting as dealers for the Eazzi Lift product such as Kermco, Southern Plant, Darren Sutton and Access Platforms Direct.



Mike Wishart, Russell Rowley and Martin Birbeck

R2 has purchased a quantity of the Eazzi Lift Mini and Midi models to kick off its demonstration programme and to have units available for immediate delivery.

Eazzi has also confirmed that Mike Wishart will head the company as managing director while Martin Birbeck is sales and marketing director.

Vertikal.Net posts new records

Vertikal.Net achieved new readership records in January in terms of total visitors, pages viewed and bandwidth consumed.

Vertikal.net

New record for IPAF

IPAF issued 81,378 PAL Cards (Powered Access Licences) in 2008, a new record.

Aichi's new crawler boom ready

Aichi has begun shipping its new 38ft and 45ft crawler mounted, straight telescopic booms first seen at APEX in September. The new models, one with jib and one without, are designated the SR12C and SR14CJ. The new models use the superstructure from the company's SP12C and SP14CJ wheeled self propelled booms which were launched 12 months ago. The superstructures are mounted to an improved version of

Aichi's well-proven crawler chassis. The 12C offers a maximum work height of 13.7 metres with up to 10.7metre outreach, while the 14CJ has a 15.6 metre working height and 12.6 metres of outreach. The use of a three section, rather than the usual two section boom on this height, means that the two units retract to very compact dimension for storage and shipping. The UK/Ireland launch will be held at Vertikal Days, 24 and 25 June.



The JCB Liftall crane

The JCB crane

JCB has launched a new pick and carry mobile tractor type crane dubbed the Liftall, on the

Indian market. The heavy duty machine will be built by JCB India and initially marketed in Central & South India.

The new crane follows a classic tractor crane concept popular in both India and Australia. Features include a heavy-duty, three-section boom which provides a maximum under hook height of 12.5 metres and a clear horizontal outreach of 10.2 metres. JCB says that unlike some products of this type, the Liftall has a robust structure, outstanding engine performance and a comfortable and safe operators cab.

Hi-Reach boosts London presence

Hi-Reach Access, one of the UK's largest aerial lift rental companies, has expanded its London Thames Gateway depot, effectively doubling the size of the location which, in addition to supporting its on-site Olympic Park Service Centre, serves as the logistics hub for all of the company's major London projects.

The service support team has also been strengthened with the addition of a number of experienced service engineers, while Cat Brawn has been promoted the position of depot manager. Hi-Reach has also taken delivery this week of an additional three 135ft Genie Z135 boom lifts, taking its fleet of big articulated diesel booms to more than 100 units.



Three new Genie Z135/70 delivered to Hi-Reach Access earlier this month

Terex terminates Fantuzzi deal

Terex has told Fantuzzi that it has terminated its plan to acquire the group's port equipment business. In November Terex informed Fantuzzi that it "believed that a material adverse change may exist with respect to the Fantuzzi business or other grounds existed which may preclude completion of this acquisition." It requested Fantuzzi to provide additional information. The failure to deliver the requested information gave Terex the opportunity to walk away from a deal, which in the current climate looked less than attractive.

Sponsor Till's moustache for a good cause

Jonathan Till, of GT Access is participating in a moustache growing competition aimed at raising money to help fight testicular cancer.



the new Aichi AR14CJ.

New premises for AFI

AFI-Uplift has relocated its Wakefield depot to larger premises. The new location in Pope Street at the heart of Wakefield Europort in Normanton, is twice the size of the company's previous depot.

The new, purpose-built premises has over 1,200 square metres (13,000 sq ft) of workshop space, plus 1,500 square metres (16,000sq ft) of office space, including two fully equipped training areas. The depot has a fleet of over 360 lifts with 14 staff.



AFI's new premises in Wakefield

Cranes and access leaders

Four UK crane and access companies have made it into the UK's top 100 fastest growing private equity backed businesses for 2009. Published in the Sunday Times it measures EBITDA growth - over the past two years.

Leading the four in 41st position is Wakefield-based rental company AFI-Uplift, the Wakefield-based aerial lift rental company, with revenues of over £31 million, while EBITDA was £13.7 million, an increase of over 51 percent in two years.

Close behind AFI, in 46th place is Ainscough Crane Hire which posted EBITDA of £43.4 million last year, up 49 percent in the two year period. The company had revenues of almost £133 million and runs a fleet of 520 cranes.

The third company is Aberdeen-based offshore crane and services company Energy Cranes which was 75th. And finally the Specialist Hire Group in 91st place. The company owns Marsden Crane hire, Jardines Crane hire and added Telford Crane Hire last year. The group has revenues of £23.5 million and profits of £4.7 million up 31.6 percent in the period.

Power Tower Nano

UK-based Power Towers has launched two new push-around lifts using a telescopic mast lift mechanism giving working heights of 3.8 and 4.5 metres.

The lifts join the original sigma lift Power Tower which tops the push around scissor lift sector in terms of height and platform rigidity.

The company says that the mast provides a lower closed platform height - just 360mm for easy platform entry, while providing a decent sized 1,000mm x 700mm platform on a machine with a working footprint of just 1,195mm x 750mm.

The Nano is capable of over 230 lift cycles from a single battery charge and uses a single, multi-stage hydraulic cylinder for elevation.



The Power Tower Nano has working heights to 4.5 metres.

New guidance for thorough examinations

The International Powered Access Federation (IPAF) has produced guidance notes for second party (in house) inspection bodies that carry out periodic in-service inspections - Thorough Examinations - of aerial lifts. The guidance notes can be downloaded from the Publications/Technical Guidance section of www.ipaf.org

Specialist IT solutions for the rental industry

Need rental software?

See what our customers have to say...



“inspHire has been fundamental in helping us to manage our business”

Andy Bray, The Spiderlift Company - Commercial Director

inspHire - *The* Rental Management Solution

See how inspHire can help you achieve Rental+ accreditation - Ask about our *Rental+* Booklet

To improve your return on investment, contact us today -
sales@inspHire.com +44 (0)800 634 0600 www.inspHire.com





*William Bradford & Sons
has ordered nine new Terex
loader cranes*

Bradfords buys more Terex

Yeovil-based William Bradford & Sons - the UK's oldest chain of builder's merchants founded in 1770 - has taken delivery of nine new Terex loader cranes taking its Terex fleet to 75 units.

The Bradford crane fleet ranges from the 6.5 tonne/metre 65.2 through to the 19 tonne/metre 190.2. However over 80 percent of the fleet is made up of 92.2 and 3008.2 models. Most of the cranes are mounted in the traditional 'behind the cab' position.

The company has two subsidiaries, Bradford Building Supplies covering the South West and Bradford Timber Supplies which operates nationally. According to group transport manager, John Ponsillo, the attraction to Terex Atlas was its "fast responsive service and good value for money."

New push arrounds from Bravi UK

Bravi UK is to distribute the Eddie range of push-around lifts built in the UK by Edmolift, the scissor lift table manufacturer. Bravi UK says that the four model range will complement the Bravisol self propelled lifts that it also distributes.

The Eddie lifts are built to a high specification and finish with details such as platform corner mounted wheels to protect wall finishes and dual entry gates.

The latest product, the Eddie lift Duo offers a 3.3 metre working height and uses a slender, fully enclosed mast with a one man platform and can be converted in minutes to a material lift. The unit is lightweight at just 118kg making it an ideal unit for a wide range of jobs in offices and shops replacing traditional step ladders.

A slightly higher version, the Eddie lift Duo+ offers a 3.6 metre working height and weighs 132kg.



*Bravi UK is
distributing
the Eddie
range of
push around
lifts*

Height for Hire on the move

Dublin-based international sales and rental company, Height for Hire, which trades as Easi UpLifts outside of Ireland, has moved into new hi-tech premises some 15 minutes from Dublin airport. The new premises have almost 5,000 square metres (50,000sqft) of space under roof, located on a four acre site.



GIRAF TRACK



**GIRAF TRACK
U.K. DEBUT
with live demo
Come see us at
Vertikal days
24 & 25 June 2009**

Contact:
Mr. Frans Van Dooren
Testcentrum De Lille
Hulstsestraat 2
Lendeled
8860
Belgium
T. +32 56 73 80 80
F. +32 56 70 56 50
sales@delille.be

Website with video: www.giraftrack.com

New 1,600 tonne Demag

Terex has unveiled its new 1,600 tonne capacity Demag CC9800 crawler crane, at its facility in Zweibruecken, Germany. Two CC9800s have already been sold, one to Sarens and one to wind turbine company Enercon. The new model is adapted from the Terex Demag CC8800-1 and uses the same basic components as its bigger brother, the 3,200 tonne capacity CC8800-1 Twin.

A wider boom with components up to four metres provides a higher maximum load moment rating of 27,000 tonne/metres, when configured with 800 tonnes of Superlift counterweight at a 30 metre radius.

Maximum boom and jib lengths are 156 and 120 metres respectively, with the maximum combination being 108 plus 120 metres, resulting in a maximum hook height of 230 metres. The crane can also take 375 tonnes to a hook height of 147 metres - ideal for turbine work.



The 1,600 tonne capacity Demag CC 9800

Ladybird takes first Gapo

Redditch-based Ladybird Crane Hire has taken delivery of the first 'Gapo' self propelled transport system for tower cranes in the UK. Developed and built in Italy, the unit has been designed for moving self erecting tower cranes into position during installation and dismantling process.

Ladybird will use the Gapo with its fleet of 75 cranes as well as renting it out to other hirers and users. Although prices have not yet been fixed, the unit plus operator will cost in the region of £1,000-1,200 per contract.

An open day at Ladybird's head office in Redditch last month created a good deal of interest. The Gapo has already proved its worth, manoeuvring cranes into positions previously inaccessible without a mobile crane, saving the customer money, while improving speed, efficiency and safety.



7,000th UK Merlo

Merlo UK has delivered its 7,000th telehandler 15 years after it began importing the bright green Italian-built machines.

The unit, a 25 metre Roto 40.25 MCSS was delivered to GT Lifting solutions of Lancing, West Sussex. GT's 18th Roto, it was supplied by East London Merlo dealer CBL.

GT's managing director, Graham Trundell, said: "This is our eighth 25 metre Roto and demand is continuing in comparison to the

house building market. The Roto offers spectacular performance and can often replace several machines on-site."

Graham Trundell of GT Lifting with the 7,000th Merlo delivered into the UK.



Vehicle mounted access
Market Leader
New Build / Service / Training
New LVI option

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

APPROVED
IPAF
TRAINING
CENTRE

www.versalift.co.uk

STRONGER THAN EXPECTED

SPIERINGS
MOBILE CRANES

www.spieringscranes.com
Merwedestraat 15 5347 KZ OSS The Netherlands Tel +31 412 697777

Liebherr breaks ground in Russia

Liebherr has held the official ground-breaking ceremony for its new plant at Dzerzhinsk in the Nizhny Novgorod region of Russia and included the placing of a time capsule into the foundations. Willy Liebherr, co-owner of Liebherr and Valery Shantsev, the governor of the Nizhny Novgorod, attended the event. The capsule contains a message in Russian and German.

Turkish contractor Renaissance Construction will carry out the two stage construction work on the 12 hectare site. The first stage, scheduled for completion this year, includes buildings for hydraulic component and transmission production, metal processing and tower crane assembly as well as aircraft equipment. Its cost is estimated at around €200 million excluding tools and equipment, to be supplied and installed by Liebherr. Completion of the second stage is scheduled for 2011 and will create a total of 600 jobs.



Willy Liebherr and Valery Shantsev place the time capsule in the first part of the plant's foundations.

Haulotte to launch new platform

Haulotte, the French-based aerial lift and telehandler manufacturer, is launching a new 10 metre (34ft) platform height boom lift at Intermat this April. The HA120PX builds on the HA12PX but incorporates many design features from the popular HA16PX including four wheel drive, zero tailswing, matched risers for perfect parallel lifting to almost eight metres and a jib with 140 degrees of articulation.



The company is also working on an environmentally friendly version of its large scissor lift range, which will incorporate a number of ideas including recyclable panels which could be carried through to all products in the range.

Bluelift and SkyKing part company

Italian spider platform manufacturer Bluelift has confirmed that its UK distribution agreement with SkyKing was terminated as of the end of 2008.

Neither company was willing to discuss the reasons for the termination of the partnership which began in May 2007.

However Gianpiero Marti of Bluelift speaking to Cranes&Access, said: "Given the potential of the UK and Ireland spider market, we need to find another dealer as soon as possible."



Your experienced partner in...
...equipment parts.



PSE MEWP PARTS DIVISION

- A provider of exact OEM replacement parts for scissor and boom lifts.
- Highly experienced customer service staff.
- Parts are shipped the same day ordered with no extra charge.
- No hassle with returns.
- Competitive pricing.

PlatformSales
EUROPE

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

T. +31 78 65 217 65 • F. +31 78 65 217 60 • E. sales@platformsaleseurope.com • I. www.platformsaleseurope.com

GENIE

HAULOTTE

HOLLAND LIFT

JLG

MEC

NIFTYLIFT

SKYJACK

SNORKEL

UPRIGHT

AND MORE...

Manitowoc hits new record

Manitowoc crane sales in 2008 were up almost 22 percent to a new record of \$3.9 billion and would have been higher had it not been for a flat fourth quarter. Operating income at the crane division was \$556 million, an increase of 18 percent. A poor fourth quarter cut the company's order book by 35 percent from \$2.9 to \$1.9 billion which, the company says, could lead to cuts of up to 22 percent in its worldwide workforce during 2009.



JLG down 40%

JLG has reported first quarter 2008/9 revenues of \$368 million - down 40 percent on the same period last year. The business generated an operating loss of \$47 million, compared to a profit of \$67 million last year. New equipment sales were down 51 percent in Europe and 45 percent in North America. The company's order book at the end of December was \$140 million, compared to \$923 million, at the end of 2007.

Tanfield up 20%

Tanfield, owner of UpRight and Snorkel aerial lifts says that full year 2008 revenues were £147 million, almost 20 percent up on 2007, largely due to a full year of Snorkel revenues, compared to less than six months in 2007. The company says it has returned to a break even basis after a number of loss making months.



Palfinger up 14%

Palfinger's revenues in 2008 increased by 14 percent to €795 million, thanks to strong crane sales in Europe during the first half of the year, along with acquisitions made

during the year. A poor fourth quarter and higher volumes of lower margin products, such as tail lifts, resulted in a 31 percent fall in EBIT to €69 million.

Manitou up 1.4%

Manitou, the French-based telehandler and aerial lift manufacturer, has reported final full year revenues for 2008 up 1.4 percent to €1.26 billion. The company reported strong sales in France and most of the EU, offset by a collapse in the Spanish market where sales fell 75 percent and the UK where figures were down 30 percent due to slower sales and weaker sterling. Outside of Europe there were steep declines in the USA, while sales in the rest of the world rose by 25 percent.





Consider the possibilities...



Kranlyft UK Ltd
0117 982 6661
marketing@kranlyft.co.uk
www.maedacranes.com
Unit 1, IO Centre, Cabot Park, Avonmouth, BS11 0QL



■ Glass Handling ■ Cladding ■ Restricted Access ■ Rooftop Lifts ■ Maintenance Work
■ Timber Builds ■ Artwork Installations ■ Industrial Maintenance ■ Uneven Ground
■ Railways ■ Utilities ■ Access Work ■ Man Baskets ■ Steelwork



All you need in access rental



United we stand

Powered Access at your fingertips like you have never known before. A phone call or e-mail will secure a machine for every application, with the largest range available in the UK, Nationwide Platforms is strong enough to deliver.

- Scissors, Booms, Pusharounds, Spider Lifts, Truck Mounts, Van Mounts, Telehandlers, Trailer Mounts, Training
- Working heights up to 72m
- National network of 37 depots
- Experienced and knowledgeable staff
- Continuous investment in fleet

0808 100 3602

www.nationwideplatforms.co.uk

Strength through unity





SKYJACK

For information call +44-1691-676235 or visit us online at www.skyjack.com

- UK based aerial lift manufacturer **Power Towers** has announced a distribution partnership with Leicester-based **Redband UK**.
- **Demag Cranes**, the German-based manufacturer of overhead and harbour cranes, has reported first quarter revenues up 4.1% while profits increased 2%.
- **Genie** has announced that it will in future provide its parts and service manuals on DVD and via the web, in place of printed manuals.
- **Layher**, the German based scaffold manufacturer has relocated to a new 12,000 square metre facility in Livingston, Scotland.
- **Link Belt** has strengthened its product support team - **Joe Staton** has been promoted to product specialist, hydraulic cranes, while **George Mitchell**, **Tony Hatton**, and **Jeff Horan** are associate hydraulic crane technicians.
- **CTE**, the Italian based access equipment manufacturer has unveiled new product brands for its truck, spider and Bizzocchi fire platforms.
- Italian lifting attachment manufacturer, **Gusella**, has appointed **Approved Hydraulics** as its UK distributor.
- **DK Rental** has appointed **Philippe Parmentier** to handle used equipment sales.
- **Kobelco Cranes** has re-appointed **Kevin Townsend** as UK/Ireland product support manager.
- **Cramo** has acquired the rental operations of **Lidingö Hyrcenter**, the Stockholm based rental company.
- Dutch based rental company **Kamphuis** is expanding into scissor lifts and adding more boom lifts, following an acquisition in Germany.
- **Konecranes (UK)** has reported full year sales for 2008 up 77% and is upbeat about prospects for 2009.
- The **Third Middle East Crane Conference** will be held later this month in Dubai, with a wide ranging programme for those interested in cranes.
- The **New York City** construction industry is bracing itself for more than 40 new recently announced safety measures.
- **Magnus Rosén** taken over as chief executive of international rental company **Ramirent** and has immediately streamlined its senior management team.
- **Al Laith Scaffolding**, the Dubai-based access specialist, has supplied Dubai Airport with a number of **Niftylift** platforms.
- **Port Weller Dry Docks**, an arm of Canadian Shipbuilding and Engineering, has been fined C\$175,000 after pleading guilty to failing to maintain a crane which collapsed in 2007, killing its operator.
- **Aichi** has appointed **Toyota Lift** of South Texas as one of its new dealers.
- **Cargotec**, owner of **Hiab** loader cranes and **Kalmar** reach stackers, has created two new management boards.
- UK crane rental companies - **John Sutch Cranes** of Liverpool and the **Terranova Group** in Reading - have switched tyre suppliers to **Double Coin** tyres which are produced in China.
- **Harsco**, owner of **SGB** and **Hünnebeck** has appointed **Richard Sullivan** as vice president of business transformation worldwide.
- **Eurotank Environmental** has won the 2008 Health and Safety award at the Association of Petroleum Explosives Administration for its **Pyroban** modified **Niftylift 90s**.
- Two UK rail maintenance companies have failed in their appeal against almost £500,000 of fines for the death of a man while loading an aerial lift.
- **Tech Ops/Sevcon**, the producer of motor control systems for aerial lifts and forklifts has seen a 33% drop in first quarter revenues.
- The Spider division of **SafeWorks**, has promoted **Steve Cabral** to industrial sales representative for its Eastern region.
- Dubai International Airport has purchased an **Oil&Steel Eagle S4230** truck platform for its maintenance fleet.
- Keep a look out for a 1998 **Niftlift HR 12** that was stolen at the end of January in Heckmondwike, West Yorkshire. The serial number is 12-5419.
- **Gabriele Valli** is the new sales manager at Italian equipment specialist **Isoli Spa** having moved from **CTE Spa**.
- **JLG** has introduced a North American Fluid Analysis Program for owners of **JLG** telehandlers and aerial work platforms.
- Dutch rental company **Gjaltema** has purchased five more **Niftylift** trailer mounted boom lifts as part of a fleet expansion.



Joe Staton



Kevin Townsend

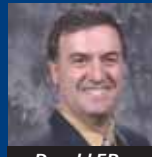


Magnus Rosén



Gabriele Valli

- **Genie** has acquired the assets of a refurbishment facility owned by **United Rentals** in Modesto, California.
- **Wayland Hicks**, vice chairman of **United Rentals**, is to resign, leaving the business at the end of February. The company also announced that is planning to take a \$1.1 billion non-cash hit in its 2008 accounts.
- Armed robbers used a **JCB Loadall** telehandler to break into a cash handling centre in **Beaumont Leys**, Leicestershire, UK last month.
- **Max Access**, the Oxfordshire-based company that introduced the spider lift to the UK has gone into administration, following a long period of difficult trading.
- **Jason and Rachel Seddon** of Leigh-based rental company **Aerial Platforms** are the proud parents of a baby girl.
- The **Health and Safety Offences Act 2008** came into force at the end of January with increased sentencing powers.
- **Deutz-Fahr** has shown two new **JLG** built telehandler models at the UK agricultural show **LAMMA**.
- **Skyjack** has appointed **Rexco** to distribute its VR range of telehandlers in Iowa and Western Illinois.
- **Hiab** has introduced an eight lever remote control.
- **Bill Lasky** has been appointed as chairman and CEO of commercial vehicle component company, **Accuree**.
- **JLG** has appointed **Donald F. Roy** as senior vice president manufacturing, responsible for leading JLG operations and lean initiatives.
- US crane rental company, **Amquip**, has recruited **Tom Prozinski** of **Arcomet** to head up its Northeast tower crane business.
- UK-based **Global Private Equity** has acquired a controlling interest in **Jassim Transport and Stevedoring** of Kuwait, which includes crane rental and heavy lifting.
- **Dino Lift**, the Finnish-based aerial lift manufacturer, will unveil a number of new lifts at **Intermat** and is looking for a French distributor.
- **Eazzi Access**, the UK based producer of push around scissor lifts, has appointed **Frank Parker** as its technical manager.
- **OSHA** has issued three citations, including six serious, one repeat, and one "other-than-serious" violation against **Deep South Crane and Rigging**.
- **T.R. Badarinarayan** has joined **Terex Cranes** to head up a new sales and service centre in Pune, India. He was previously MD of **Potain India**.
- **Link Belt** has completed testing of the 500 tonne 548 crawler crane with shipments due to start in the second quarter. It has also appointed **Troy Krumm** as field service manager and **Frank Snapp** as technical product support manager.
- **JLG** has launched a new toll-free phone in the USA to reach **JLG Service Centres**.
- Crane companies in Australia's Northern Territory launched a new **Crane Association (NTCA)** in Darwin at the end of 2008.
- **Geoff Holden** has taken up the post of chief executive at the **Lifting Equipment Engineers Association (LEEA)**.
- **Skyjack** has appointed **Golden Equipment Company** of Albuquerque, New Mexico, to distribute its VR telehandler product line.
- **Manitowoc** has beefed up its tower crane sales team for the Asia-Pacific region. **Victor Chan** is appointed to the position of sales director with two new regional sales managers **Steven Ng** and **Joseph Chin**.
- **Access Rentals**, the UK based powered access rental company has appointed **David Lewis** as its new sales director.
- **OSHA** has issued citations against **Sarens** and **Norsar** for the fatal **Goliath** crane collapse near Boston in August.
- **JCB** has made further staff cut backs and called for government action to free up credit and accelerate infrastructure spending.
- **Cargotec**, owner of **Hiab** says that it has opened negotiations for temporary lay-offs of around 900 staff at its **Raisio** and **Tampere** facilities in Finland.
- **Glyn Goodwin** has joined the **Southern Plant** division of **Ballyvasey Holdings**, parent of the **Montgomery Group** of Northern Ireland.
- **Lifting Gear Hire** of Bridgeview, Illinois, has announced plans to expand its coverage in the Eastern United States.
- UK-based **AJ Access** has added a number of new **Genie** booms and scissors to its fleet.



Donald F. Roy

- **Ronan MacLennan** has joined **Genie Europe's** aftermarket division from **Easi UpLifts**.
- **Snorkel** is to launch a new 65ft straight boom the **TB65J** with 5ft jib.
- **Perkins Engines** has appointed **Gwenne Henricks** as its new president, replacing **Hans Haefeli** who moves to **CAT**.
- 2008 was a record year for **Multitel Pagliero** with more than 1,000 platforms manufactured.
- The UK **HSE** is to prosecute three companies and an individual for the fatal scaffold collapse in **Milton Keynes** in 2006.
- **BiJax**, now part of the **Haulotte Group**, says it will two launch new products at the **ARA/Rental** show in Atlanta.
- **Niftylift** has appointed **Saleh & Abdulaziz Abahsan Heavy Equipment** as its sole distributor for Saudi Arabia.
- **Genie** has officially announced the appointment of **Phil Graysmark** as divisional sales manager for the UK, Ireland, and Benelux, taking over from **John Fuller**.
- The former crane inspector arrested on charges of falsifying an inspection report for the crane that collapsed in **New York** killing seven and injuring 24 has pleaded not guilty.
- Norwegian shipbuilder and offshore yard **Ulstein Verft** has ordered a 600 tonne **Terex-Demag CC2800-1**.
- Industrial overhead crane manufacturer **NAI Cranes** has been acquired by **Tonka Bay Equity Partners**.
- **NBKS Services** has been appointed sole **Linden Comansa** tower crane agent in Qatar.
- We have received a bulletin from the Middle East alerting buyers to beware of counterfeit **Tadano truck** cranes.
- **Terex/Genie** has appointed **Martin Hauff** as vice president of sales for Europe the Middle East, Africa, and Russia.
- **Easi UpLifts** the Irish headquartered international Access, telehandler and crane rental company is looking to open in London this spring.
- **The Manitowoc Company** has completed the sale of its Marine business to **Fincantieri Marine Group Holdings**.
- **The Malaysia Mobile Crane Owners Association** has announced that it is cutting its official rates by five percent "in an effort to help the construction industry."
- **Wumag** will close its Spanish sales and service operation this week and distribution of **Palfinger-Wumag** will move to **Mycsa Mulder** - the Palfinger dealer.
- Houston based **TNT Crane & Rigging** has purchased the assets of **Americrane**, the Dallas-Fort Worth, crane and rigging company.
- **Konecranes**, the overhead crane manufacturer is introducing a new five stage range of service levels.



Phil Graysmark



A Lift-All utility truck

- **Altec** the utility truck, crane and platform company has purchased the **Lift-All** division of **Hydra-Tech**.
- **CTE** and sister company **Bizzocchi** have notched up two new milestones - **CTE** has produced the 4,000th truck mounted lift at its **Rivoli Veronese** production facility and **Bizzocchi** has produced its 6,000th truck mounted lift at its **Bertinoro** facility.
- **Multitel** has supplied the first aerial work platforms mounted on a **Renault Maxity** chassis cab in the UK.
- **Cramo** the Finnish based international rental company, has purchased **Rentakran's** minority shareholding in the **Cramo-Rentakran** joint venture.
- The UK **HSE** is urging construction industry leaders to take advantage of a free guide that, it says, could bring significant benefits to their business.

See www.vertikal.net news archive for full versions of all these stories

taking **UpRight** to New Heights



UpRight goes from
strength to strength

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

Find the right machine for you at
www.upright.com

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

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

www.upright.com

UpRight
POWERED ACCESS

Oh what a tangled web we weave

With the UK, Ireland and several other European economies now officially in recession, it is pleasing to find one sector of the equipment business that is still performing positively. The spider lift, once a niche and specialised item of equipment, is well on the way to becoming mainstream. And even in the current crunch climate the sector is still doing quite nicely, thank you very much.

Cranes & Access investigates.

Conceived in Denmark in the late 1970's, the first spider lifts began to surface elsewhere from 1982 when the originator Falck Schmidt started exporting. It then took the best part of a quarter of a century before they became an established niche machine. However, over the past two years its increasingly appreciated 'jack of all trades' capability has elevated it into an almost 'must have' machine particularly for owner-operators looking for a single platform capable of a wide variety of work.

In spite of their growing popularity spiders have never sold in big numbers. But demand is steadily increasing, driven by a diverse range of end users, creating excellent utilisation for rental companies which also benefit from good hire rates and return on investment. Total sales in the UK and Ireland are still modest, at around 250 or so last year - but as more and more users realise their benefits, this looks set to grow significantly.



Sadly, Max Access (or BG Crane Sales as it was originally known) which introduced the first spider lifts (Falck Schmidt) into the UK has recently gone into administration and looks set to be liquidated. But the remainder of the UK spider industry appears to be in surprisingly good health.

A tale of two parts

The sector is roughly divided into two - articulated up to 20 metres - although with new machine launches this is now nudging 21/23 metres - and larger units from around 25 to 50 metres - most of which are straight boomed models with articulating jibs. The 10 to 23 metre working height machines are predominantly Italian-built with the

likes of Hinowa, CTE, Platform Basket, Bluelifft, Oil&Steel as well as Nifty being the major players. The larger models are primarily provided by Omme, Palazzani, Worldlift Industries (Falck Schmidt and Denka Lift) and a few Cela machines. One company not mentioned is Teupen which has probably the widest range of spider machines ranging from 12 to 50 metres and over the last few years has been responsible for raising the awareness and capability of the larger spider platforms into the mainstream market.

Teupen has been producing tracked spider lifts since 1987 and has a reputation for being a premium brand. From 2005, the marque has been distributed in the UK and Ireland by Chesterfield-based Ranger Equipment/The Spider Lift company. In an effort to diversify the company has recently added to the range of products it offers, with Dino trailer and self propelled platforms and now Aichi scissor and boom lifts. (See Ranger Equipment story on page 23). "Teupen spiders have a reputation for being able to do jobs that others cannot," says managing director Steve Hadfield.

"A new branding will promote the new platforms available from Ranger Equipment and The Spiderlift Company will cater for all Teupen rentals."

Dino trailer platforms were distributed by another quietly successful spider lift specialist, Grimethorpe-based Promax Equipment, until the opportunity to distribute Bil-Jax trailer and lightweight platforms presented itself mid last year.

"Dino was not a great success for us due to its high purchase price, particularly with Niftylift having such a stronghold on the UK market," said Promax director Shaun Day. "We replaced the Dino with the Bil-Jax platforms which are fantastic machines and far more suitable for us. They are very well made with a good price."

A Bluelifft C14/6.5



CTE Traccess 170



A typical spider situation

User to dealer

However it is spider lifts that Promax is best known. The company was formed in 1993 as a timber and steel installation contractor and at one point employed 28 steel erectors. During its contracts, the company needed access equipment and purchased a number of machines for its own use. However, when it needed a platform that could go through restricted openings and still offer a decent working height it purchased an 18 metre platform height Platform Basket RQG 18 spider. This was 10 years ago and those who used it thought the platform was fantastic. It created a lot of interest particularly with its 11 metre outreach.



Stairs? No problem for a spider lift

"We decided to do more with the spiders and had the opportunity to either hire or sell the Platform Basket machines in the UK," said Day, "finally opting to sell and becoming the official Platform Basket dealers from 1999 onwards. We also continued with the steel business until 2004."

So Promax has been distributing the Basket RQG range of spider platforms for the best part of a decade, but it is over the last two years that it has seen the most change.

"The completely redesigned Basket 1575 - a 15 metre tracked platform launched in late 2007 - was a completely fresh design carried out under the direction of the Platform Basket director of engineering, Carlo Molesini," said Day. "This showed that the manufacturer was listening to dealer and customer feed-back and was willing to make changes."

Featuring a simple, single-lever, track-widening system, it gave the Basket 1575 increased stability whilst travelling, but retained its ability to pass through a single door way in its narrow setting. A longer track length was also introduced to reduce ground pressure resulting in less damage to surfaces as well as reducing the excessive longitudinal



A rough terrain Falck Schmidt?

rocking movement, something which is often experienced on short track machines particularly when tracking over ridges or the break point of ramps on trailers. The new track system also provided increased ground clearance, to help avoid roots and debris catching the undercarriage when travelling over poor terrain.

Fixed spider legs

The new cranked outrigger leg design on this unit is a blend of the full spider lift outrigger and the simpler straight fixed outrigger, allowing greater ground clearance to be achieved for setting up on slopes, without the cost and complexity of spider legs. Other features included a simple operating system, ideal for short term hirers and those less familiar with spiders, a fully independent fly jib even with the full 200kg cage capacity and a maximum outreach of 7.5 metres.

Last year the 18 metre version - the Spider 1875 - was introduced. Weighing just over two tonnes, not only does it offer low ground pressures, but it is also easier to tow and transport. If a greater outreach is required there is an 8.5 metre outreach option which weighs just 2,350kg.

Later this year, Platform Basket is

set to launch a new 22 metre spider weighing less than three tonnes, which should allow it to be towed behind a Land Rover or similar 4x4. The platform has a 10 metre working outreach with 200kg cage capacity. Other features include a fly jib, 160 degree cage rotation, adjustable two position outriggers, radio control for driving and setting up of the machine and no exposed hoses or electrics which are mounted inside the boom - all features in response to dealer and customer feedback. Larger spider platforms from Platform Basket include a 25 metre and two 30 metre units. Promax also distributes another Italian spider manufacturer - Cela - which has a range up to 38 metres.

The Platform Basket spiders are available with a hard-wired wandering lead controller or radio remote unit

option to allow the users full access around the machine to provide greater all round operator visibility if required, a major benefit for the safe loading and unloading of the machine on uneven or difficult ground.

From truck mounts to refined spiders

CTE UK - best known for its 3.5 tonne chassis truck mounted lifts - entered the spider market about three years ago with the 13.3 metre working height Traccess 135 followed about a year later with its bigger brother, the 17 metre 170. The company is also in the process of expanding the range, expecting to launch a 21 metre version in the near future.

Being relatively late into the market, CTE was able to incorporate features into its compact design asked for by the users and purchasers. These include a jib that locks into position when folded, better boom rigidity during rotation and a stable boom movement.

Umbilical cord

"Both our spider platforms have numerous features that make the machines much easier and safer to use," says CTE UK's Jonathan Wiseman. "The five metre long umbilical cable - stored in a box on the machine - is plugged in whenever the machine needs to be moved on site or loaded or unloaded. The machine cannot be moved if it is not plugged in - a very good safety feature." Both CTE machines are particularly compact - the smaller unit is 3,760mm long and features a quick release basket arrangement which can reduce the length even further. Because of the size of the basket, removing it is really a two person task. The 17 metre platform is just 800mm wide, ideal for most standard doorways or gates. Both models feature a clean boom top with telescopic cylinder located on the underside while the powertrack is routed internally so nothing can get caught and foul the mechanism - particularly useful for tree workers which is an increasingly popular application for spider lifts.



Oil&Steel's latest Octopussy 555



CTE's larger 17 metre spider



Compact dimensions allow easy access through doorways

The Traccess 170 weighs just over two tonnes and with a closed length without basket of 3,760mm is compact enough to tow behind a 4x4 car or pickup. Neither CTE machine has self-levelling - a feature that Wiseman thinks adds complication and cost.

"We aimed for a simple, strong, reliable product with the minimum of electronics to go wrong," says Wiseman. "The 170 has the same operating controls as our truck mounts which give immediate familiarity and the sigma boom is operated by just one lever. Also when tracking on uneven ground, it is possible to partially lower the outriggers so that if the unit were to topple, the legs would support the unit and prevent a fall."

CTE UK opened in Desford, Leicestershire, however, it has recently moved into new premises - previously used by Nationwide Platforms - in nearby Enderby which has 'a good yard and workshops as well as office space and good connections throughout the UK thanks to its central location'.

My spider and me

The spider platform is becoming increasingly popular with the owner

operator, someone who is looking for one machine to carry out a multitude of tasks. This market sector is set to explode over the next few years as the Work at Height directive begins to bite forcing more trades - including painters, window cleaners, gutter and fascia contractors and all manner of tradesmen who regularly work on two or three story homes and small industrial buildings - to leave their ladders and adopt powered access even for relatively short duration work. Small trailer lifts have been the machine of choice for the more progressive in this market, but they can be awkward to locate and to move around the back of a building or inside. A small spider lift can still be towed, but once at the job offers infinitely more versatility.

For most of these trades 12 or 13 metres of working height is ideal, however with the latest 17/18 metre lifts coming in at around two tonnes - light enough to be easily towed - many buyers, especially rental companies, are preferring to trade up to the higher units in order to gain the additional capability, even if the extra height is only occasionally required. With the latest 20 to 23 metre lightweight models coming available it will be interesting to see

how many buyers choose to move up a further five metres.

Bluelift looks for more in UK

Another manufacturer looking to increase its presence in the UK and Ireland is Bluelift. The Italian spider platform manufacturer recently ended its UK distribution agreement with SkyKing.

"Given the potential of the UK and Ireland spider market, we need to find another dealer as soon as possible," says Bluelift's Gianpiero Marti.

No reasons so far been given as to why Skyking and Bluelift parted company, but reading between the lines, Bluelift is looking for significantly more sales in the UK. Last year the company signed dealership agreements with Heli in Belgium, Luxembourg, Netherlands and Northern France; Scanmas in Denmark and Scandinavia and Velilla in Spain. This year the company is aiming to increase its presence in the East European market and is looking for a dealer in Russia and CIS countries.

Bluelift is a relatively young brand, but has many years experience building machines for other companies. Its products are innovative, good-looking and well-designed clearly highlighting its previous experience. This year it unveiled another new model, the 14



metre working height, 6.5 metre outreach, 200kg capacity C14/6.5 spider with stowed dimensions close to its 12 metre model. Measuring 4.1 metres long, 0.78 metres wide and two metres high, its size is not dissimilar to the 17 metre CTE and features a similar removable basket reducing its overall length.

Boom function memory

The C14/6.5 features a fully electronically controlled boom movement first lifting the articulated boom before allowing the top boom to telescope. It also features upgraded software and an added Function Memory System (FSM) feature that can memorise the boom movements



Shaun Day of Promax demonstrates the Platform Basket single lever track widening system

and repeat them automatically which could be useful for operatives carrying out extended work in a specific position.

Outrigger set up is fully automatic and should the control system detect any loss of loading on the outriggers, the boom movement

the boom giving added protection from accidental damage.

One feature that is different is its two section telescopic articulated pantograph boom which Bluelift claims is a first on a 14 metre spider. Probably true, however at SAIE, there were two other (admittedly 17



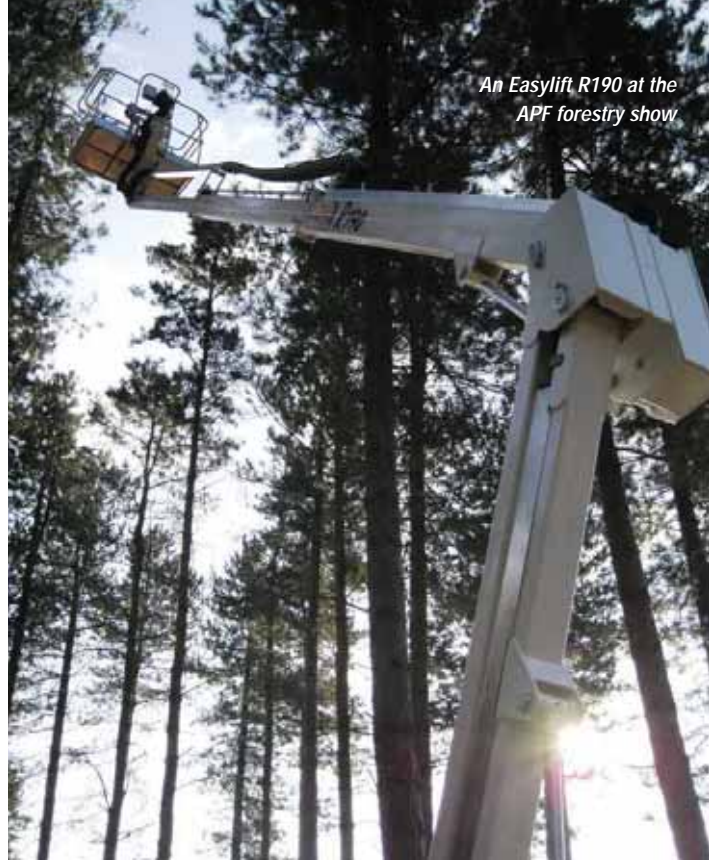
The Octopussy 2190

stops, an alarm sounds and only movements to lower the boom are allowed. Bluelift says that it was the first aerial platform manufacturer with this system which also provides full diagnostics. The new machine also has cable remote control with radio remote as an option and all hosing is run inside

metre) new machines on display that included this feature - the Multitel SMX170 and Palazzani TZX170 produced as a joint venture between the two.

The Octopussy

Oil&Steel was one of the first companies to promote the small, compact Italian type spider lifts in the UK with its Octopussy range.



An Easylift R190 at the APF forestry show

After a few quiet years it is currently making a comeback and has started shipping its latest model the Octopussy 2190, with a 21 metre working height and nine metres of outreach with 200kg capacity. The 2190 features a double-pantograph riser and telescopic boom allowing the operator to follow the vertical face of a building without constant

corrections - particularly useful for example, when cleaning windows or inspecting facades, while providing up and over reach of up to 10.5 metres.

The company will also launch a new tracked platform for the North American market - the Octopus 55 - at the ARA/Rental show in Atlanta next month.

WORLDLIFT INDUSTRIES AS

FALCK SCHMIDT SERIES - FALCON SERIES - DENKA SERIES

www.wl-industries.com

"The company is pushing forward its expansion strategy in North America and the USA in particular," says Andrea Certo, chief executive of Oil&Steel. "We are really confident about the future success of the Octopus line."

From tracks to compact spiders

While Oil&Steel pioneered the small spider market in the UK, Hinowa is arguably the market leader worldwide in this sector. The company is renowned for its tracked undercarriage and entered the market as a joint venture, but soon moved on to produce its own models. APS handles the UK distribution and has been highly successful with a wide range of buyers, including a large number of end users, particularly in the arborist market.

Headquartered in Nogara, near Verona, Hinowa has five main product categories, four of which use the tracked undercarriage. Its latest 23 metre working height Light Lift 23.12 has an impressive outreach just under 12 metres with 120kg in the basket. Outrigger spread remains under four metres, but only just and with an overall length of 5.96 metres is hardly a 'compact' spider. However in addition to its outreach it weighs less than three tonnes maintaining the ability to be towed behind a large 4x4. The platform features automatic outrigger levelling on slopes up to 13 degrees, full error and fault-finding

display and a new, patented, 360 degree boom rotation system.

Hinowa's design department clearly has an eye for producing solutions to problems. Its latest offering is the Light Tower Kit, a lighting system that can be mounted instead of the basket on the whole range of Hinowa spider lifts turning it into a track mounted lighting tower reducing investment and increasing utilisation for an owner or rental company.

Easy Lift - seen for the first time in the UK last summer at the Vertical Days show at Haydock Park - unveiled two new models. The R160 which has one metre reach than the 15 metre R150, yet is more compact and the R300 a 30 metre platform with three metre jib. The seven model range is now distributed by Eaton Socon-based Powerlift UK which was previously the distributor for TerrainScout (Italmec) machines.

The big boys

When it comes to larger spider lifts the main focus moves away from Italy to Denmark and Germany. Danish manufacturer Omme Lift identified outreach - or lack of it - as one of the main restrictions for users, particularly tree surgeons or those working up and over buildings and obstacles.

It claims that its new 27.5 metre 2750 RBDJ with a 200kg basket load which should be available from late spring this year solves this problem. With 15.5 metres outreach, zero tailswing and 10.5 metre up



Jonathon Wiseman of CTE UK demonstrates the plug-in cable and controller for moving the machines

and over height the specifications are impressive, especially when combined with a stowed length of 7.5 metres and a retracted width of just 1.1 metres.

Like many Omme machines, the platform can set up on slopes or steps of up to 40 percent, perfect for hilly ground, steps or landings where a good footing is needed.

The company says that the manual levelling of the stabilisers assures safe setup in the most difficult of situations and gradeability is 35 percent - equivalent to 19.3 degrees. By using non-skid crawler belts, the platform can cope with rough terrain and in town centres for climbing kerbs and other obstacles. Omme is distributed in the UK and Ireland by APS, combining perfectly with its Hinowa range of compact spiders.

The original

The originator of the spider lift concept, Falck Schmidt, now part of Worldlift Industries, is really at the top end of the market with its Falcon range of both wheeled and tracked spider lifts. The company has built up a substantial niche business in atrium work thanks to its ability to move through narrow doors and then reach up 42 metres. The company is renowned for customising its big lifts for special applications. Its largest track mounted lifts feature dual trunion mounted undercarriages that can negotiate steep escalators

or slopes. Since the demise of Max Access - the long time distributor Facelift - the Hickstead-based access specialist is now the sole distributor for both Denka and Falck Schmidt.

While we have focused on the companies that are most active in this market, what is just as interesting are the manufacturers are not present in this expanding market. It is surprising that none of the big self propelled manufacturers has yet to dip its toe into this market. Nifty is probably the largest to do so to date, while JLG, Genie, Skyjack, Haulotte or UpRight have seemingly shown no interest. As the concept continues to grow in popularity, this might of course change. But will it be via organic entry or acquisition?



A pair of spiders carrying out building maintenance



The Hinowa Light Lift 23.12 has a 12 metre outreach

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



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



The number 1 is
always on top!


PlatformSales
EUROPE

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

T. +31 78 65 217 65 • F. +31 78 65 217 60 • E. sales@platformsaleseurope.com • I. www.platformsaleseurope.com

Always look on the bright side of life...

If Monty Python's film 'The Life of Brian' taught us anything, it is to be positive and 'always look on the bright side of life' (whistling optional!). In spite of the current gloom, there are companies with this positive outlook, determined to buck the current trend and actually grow the business. Specialist equipment supplier and hirer Ranger Equipment/The Spiderlift Company is one such business.

In 2005 Ranger was appointed UK distributor for Teupen spider platforms and a combination of a good product with strong marketing and sales resulted in several years of significant growth.

Last March, the company launched 'The Spiderlift Company' in an effort to reflect the company's area of business. However, confusion over the new name - designed for use by the rental side of the business - and the existing Ranger Equipment which is the equipment sales side of the business, has resulted in a major rethink.

Development Agency transformation

"Because of the tremendous growth we have achieved over the last three to four years, we became involved with the East Midlands Development Agency's 'high growth programme'. Its help has transformed our outlook and approach to the way we do business," says managing director Steve Hadfield.

The idea behind the programme is to maximise and maintain the expansion of 'high growth' companies. By helping them they repay the time and specialist input with continued growth, raising the profile of businesses in the region and ultimately increasing employment.

"We are one of just 27 companies in the East Midlands and with EMDA help, the whole mindset of all our employees has changed," says Hadfield. "By formalising and implementing a 10 year company strategy it has led to developing a short and medium marketing strategy both for marketing and sales which has led us to rethink the whole company setup."

Over the next three to six months, there will be a complete revamp with a different identity for Ranger Equipment which will deal with new, premium brand equipment sales. This division will include Finnish-made Dino Lift trailer and self propelled platforms and Japanese Aichi scissor and boom machines alongside the established Teupen range of spider lifts. The Spiderlift Company - which was originally for the Teupen spider platform rental operation - will continue, headed up by Andy Bray.



Steve Hadfield with Aichi president Shinji Takeuchi

With a clearly defined divide between new equipment sales and rental, it allows the rebranded Ranger to build up its new equipment sales.

"Aichi gives us a foot into the main aerial lift market, but we do not want to veer away from specialist equipment," says Hadfield. "We will continue to look and talk to other manufacturers with premium products that may be added to our portfolio. Quality products do have a premium price but this equates to increased performance, reliability, resale values and therefore lower whole-life ownership costs."

Entering into an agreement with Aichi has been a long, slow process, but once finalised, it is long-term commitment from both parties.

C&a ranger equipment



Aichi started looking for a UK dealer in May 2007 and had several possible candidates. By last September's Apex we were all expecting an announcement to be made public but no, although they had decided on Ranger, it was not officially announced until December. Ranger now has a two year letter of intent at which time Aichi president Shinji Takeuchi will return to the UK to finalise the agreement.

"Nothing is rushed with Aichi," says Hadfield, "we had intended to target the launch for February or March, but with agreeing price lists and further developing a marketing strategy we have decided to launch two

machines - the SR14CJ which is a 15.6 metre working height, 12.6 metre outreach crawler boom and an electric scissor at Vertikal Days at Haydock Park on 24th and 25th June."

'Nothing is rushed'

Ranger does not envisage any Aichi sales before the Vertikal Days launch and according to Hadfield there is more emphasis on getting the basics right and establishing the brand than simply selling units for the first two years.

"During 2010 we are aiming for about 100 units but we need to scale up significantly in subsequent years," he said.





Two Aichi machines - an SR 14CJ crawler boom and an electric scissor - will be launched at Vertikal Days in June.

Ranger will sell the full Aichi range, all of which, says Hadfield, will be CE marked and will include Aichi's compact insulated boom truck mounts.

"Although Aichi has an office and parts facility in Holland, we deal directly with Aichi in Japan. We will keep a stock of product and parts in the UK but obviously can draw on the resources in Holland if needed."

The range of products will include new five, six, eight and 10 metre electric scissors; 12 to 14 metre wheeled and tracked booms with and without jibs as well as 21 metre wheeled and tracked booms.

Ranger Equipment's other 'premium' brand is Finnish trailer and self propelled platform manufacturer Dino Lift which it signed up at Vertikal Days last summer but has yet to really get going. With tough UK competition offering significantly lower prices, this might be the hardest of the three brands to make a success out of, although the small to medium Dino straight telescopic boom lifts might win over end users with their extra outreach.

Premium products the way to go

With the current recession and many large rental companies putting

capital spending on hold, some might question Ranger Equipment's decision to pursue the 'premium brand' option.

"Quality products which are initially more expensive, will never appeal to the largest access rental companies," says Hadfield, "but the small to medium sized companies such as Kimberley Access and Hi-Reach whose senior management own the company and therefore take a longer term view of its products, are the sort of companies that will be interested in our premium brand products."

Kimberly Access 'gambled' by purchasing two Teupen platforms last summer - a Leo 23GT (23 metre working height and 11.2 metre outreach) and Leo 30T (30 metre working height, 15.7 metre outreach) and says it has not looked back since.

"We bought the two Leos



The new 45ft Aichi SR14CJ



Andy Bray (L) with Steve Hadfield

specifically to supply the internal fit-out of the Westfield shopping centre in London's White City," said Ray Ledger, chairman of Kimberly Access. "We set up a site depot with 380 machines for Westfield, and thought we would take a chance and get two Teupens in there. Within days of them being delivered, they were snapped up and have stayed out on hire all the way through the project. At one point, we had nine Teupen spider lifts working on the site, with seven units on cross-hire from The Spiderlift Company's own rental fleet. The Teupen's very low floor loading meant that fit-out work could continue on the marble floors as they were installed, which was a huge advantage."

Distributors that rent

Distributors that also rent equipment is a topic that tends to split many a discussion. Ranger has sold numerous platforms to hire companies which in theory are in competition through the Spiderlift Company.

"If we know a rental company that we have sold equipment to is after a rental contract, we step back to avoid any conflict," says Hadfield.

"However we have machines in the hire fleet that are unique such as the Leo 50 GTX and the Leo 36. In all we have 28 Teupen platforms with working heights from 15 to 50 metres available for hire and will be adding the first production 40 metre, Leo 40 GTX platform as soon as it is available."

The fleet is set to expand by a further 10 platforms over the next 18 months.

Ranger/Spiderlift first started planning for a recession during the second half of 2007 and it was at this point that it became involved with the EMDA. The company is now finalising a move to new 10,000 sq ft premises between Junction 29 and 29A of the M1 motorway. It has been in its current 2,500 sq ft facility for five years and according to Hadfield "is bursting at the seams."

And its growth is not slowing. Four additional employees have been taken on recently, including an engineer, a driver an operations manager, Shelley White and demonstrator/training instructor Brian Penny.

"The change means that everyone is 100 percent behind the company, involved in the company strategy, mission statement and company values. The current 12 staff will need to increase to 18 by early 2010 and to 25 by 2011 to hit our targets." Revenues (just Teupen and not taking the other marques into consideration) which for 2007, 2008 and 2009 were around the £3 million mark, should increase to £4.5 million in 2010 and £6.4 million in 2011.

A case study

Ranger has already been used as one of four Business Link case studies which is available on U-Tube. "We want to be seen as a quality company, win awards, be Investors in People and a training matrix company which trains everyone from the drivers to the managing director," says Hadfield.

Identifying how to overcome a potential recession has totally transformed Ranger Equipment, taking it on a journey that even Hadfield would have thought highly unlikely. However with the different mind-set, involving all employees doing everything possible to make it succeed, the future certainly looks rosy.





WOLFFKRAN

Over the rooftops of Paris, Dubai, Sydney....



TOWER CRANE SPECIALISTS | CRANES FROM S TO XXL | MADE IN GERMANY

Modern architecture is breaking new ground – worldwide. And the leader of the pack is taking care of construction site logistics between heaven and earth. With cranesational technology and global service. All the way from Austria to Australia, from Canada to the Gulf. Find out more about WOLFFKRAN: Tel. +41 41 766 85 00 www.woffkran.com

Der Leitwolf. *The leader of the pack.*



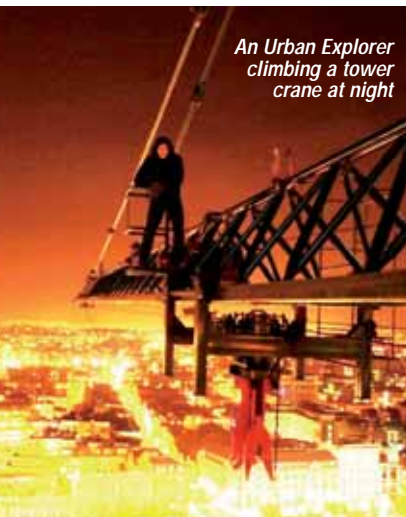
Tower crane safety still a major cause for concern

Recent incidents involving 'Urban Explorers' - youngsters after an adrenalin rush by climbing tower cranes at night - highlight some of the unwanted and unnecessary safety risks involved with tower cranes. Very few crane accidents can be traced to a mechanical failure, the vast majority are down to human error, usually due to lack of common sense, fatigue, training or experience or a combination of all four.

Tower cranes have unfortunately made the front page news in both the UK and the USA for all the wrong reasons over the past couple of years, with the high profile accidents in Liverpool, Croydon, Battersea, several in New York, Miami and more. Although tower cranes have a far better safety record than most other construction equipment and certainly far better than mobile cranes, when they do go down they are highly visible and the accidents much more severe often including multiple fatalities.



New York,
March 2008



An Urban Explorer
climbing a tower
crane at night

The Health & Safety Executive, always at the centre of any major incident in the UK, had initially agreed to give a useful insight interview with Cranes & Access. However, at the last moment it declined, primarily because senior personnel in various departments were covering their backs and did not want to 'carry the can' in case our visit and coverage unveiled something they did not want.

I'm sorry, but isn't the industry looking to the HSE for guidance and decisions? To wimp-out of an opportunity to put its message over to its prime audience because no-one would accept responsibility



East 91st Street, New York May 2008

is quite frankly pathetic. And mirrors the perceived attitude of the Executive in dealing with accidents - blame and prosecute, not help and advise. At least they made the decision not to talk to us quickly enough, something that cannot be said for resolving and publicising the findings of an accident investigation. So without input from the HSE, we continue.....with the HSE/ government and its decision to proceed with an official register of tower cranes.

It is early days yet, but it is thought that the register will initially be voluntary becoming mandatory at a future date. The register will contain a variety of information including crane make, model, location, managing organisation and owner. But which bit of the tower crane will be in the register? With so many different sections, contractors themselves have a hard job of keeping track of some of the bits. Perhaps the register might lead to a car MOT type test after certain 'bits' have been operational for so many years? What it hopes to achieve I am not sure but it has the backing of the Construction Plant-hire

Association (CPA) whose head, Colin Wood, said: "we (the association) totally support this move if it gives confidence to the general public and extra statutory paperwork can be avoided."

If the recent trend of fatal accidents continues it will certainly not increase public confidence and you can be sure there will be additional paperwork - its government driven!

In New York - the city with probably the worst tower crane record in the western world - the Department of Buildings has just announced a raft of 'new rules (about 40) aimed at making high-risk sites safer and to correct the problems that led to two deadly crane collapses that killed nine people last year. In fact, it looks as if it is to introduce something along the lines of a crane register, where officials can see a crane's maintenance history and age online, similar to that available for used cars in the USA.

One new rule requires more frequent (but non specific) inspections of older cranes. Spot inspections around the city last November found that 25 percent of the 38 active tower cranes were more than 30



AGF offers tower crane safety systems including anti collision as fitted to these cranes in Manchester

years old. Perhaps there really is something in older cranes being more at risk. The accident on First Avenue/East 91st street involved a Kodiak crane that was almost 25 years old.

A register would show - with enough information - a relationship between age, maintenance and reliability (or accidents), but does it need a register to do this?

Contract time pressures and operator/erector carelessness are factors that are hard to eradicate without a major change in mentality. Most airline pilots for example still use a written check list before every flight, checking off the item as they go, this in spite of them knowing the checklist back to front.

Better training, sensible hours and more experienced operators, banksmen, slingers, erectors and maintenance engineers who are allowed to work without cutting corners to save time, will reduce errors, but there is a cost - minimal in relation to the overall project cost - but a significant percentage of the current crane rental cost.

Technology such as anti-collision or zoning systems built-in or added to tower cranes has also contributed toward improving safety, which of course, aids productivity. These also provide a vital operator aid, reducing stress and enabling the operator to focus more on manoeuvring and handling loads around busy sites.

Accidents result in a huge loss of time while investigations are in progress; loss of equipment if a collision is involved; damage to building components and of course the consequences of dealing with a fatality or serious injury. The measured costs can be massive on their own, while the cost to a contractor's damaged reputation even greater.

Advanced technology is contributing to safer working environments, provided they are properly utilised and form part of a total safety management policy which should



A Yongmao stt293 jacking in London Docklands

also include ongoing training.

One such example is the enhanced security now possible with wireless technology facilitating communication between cranes without the need to run cables around the site. Being wireless the information can be made more readily available. Today, it is possible for a crane supervisor or site manager, using his desk top PC, in conjunction with systems from technology providers such as SMIE to see in real-time, the operation of each tower crane, the movement and load parameters.

Alerts can be set for any disconnection of safety systems, over-rides or malfunctions. This information can be via the wireless connection or even over the Internet making remote supervision possible.

Other products are available that incorporate a data logger or 'black box' that records the crane operations to aid incident investigation and enable management to analyse, in detail, crane operations, near misses, the number of times the crane has moved into a restricted zone and more. The wireless technology also enables remote diagnostics of faults so system failures can be remedied in the shortest possible time. They also enable a site manager to reschedule deliveries and work patterns to take advantage of an interruption on one area, by scheduling work in overlap zones.

Advanced communication systems, new slinging attachments, arrangements, methods and advances in crane design are constantly evolving requiring new restrictions or operating parameters. These will all require additional training and an effective communication plan. Even site workers not involved with tower cranes need to be aware of risks, not only around them but also overhead.



New York, May 2007

More experienced operators also need regular retraining and assessment as systems change and develop over the years. The more experienced operators will often say that anti-collision and zoning systems are unnecessary and reduce their productivity. What they usually mean is that they object to an automatic braking system that brings the crane to a smooth stop when nearing a critical condition instead of the hard braking they prefer to use. Hard braking makes load control more difficult to manage and places additional strains on the crane's mechanical systems and structure. It is, as such, an unsafe practice.

It is not only tower crane manufacturers and specialist companies that are working to make tower crane operations safer. An increasing number of rental companies and contractors are also taking the responsibility more seriously.

Select Plant Hire, one of the world's largest tower crane rental specialists, emphasises the importance of training and safety awareness.

"Safety within our business is paramount, which is why we use proven safety devices to aid our drivers on multi-crane environments - we consider them almost a

mandatory requirement," says general manager Duncan Salt. "Of course, there can be some circumstances where their use is not feasible. In which case we need to ensure that there is an extremely robust risk-assessment in place, but such exceptions are rare."

"We are very proud of our drivers, many having been with us for a number of years and they all appreciate the emphasis we put on their safety. We have our own training programmes where we train and evaluate drivers, banksmen, slingers and erectors. Every tower crane driver is fully evaluated and given additional training as appropriate. All drivers also undergo regular medical assessments."

Select employs assessors whose job it is to constantly oversee the tower crane teams to quickly identify and implement remedial action where necessary. There is also a safety and compliance manager who focuses on ensuring that the company policy of 'best practice' is adhered to at all times.



51st Street, Manhattan March 2008

"Safety is something that Select and our parent company, Laing O'Rourke take seriously and will thoroughly investigate every breach or possible breach such as near misses."

Safety should never be compromised which is the line the HSE takes. Perhaps it should try and help companies realise this rather than telling them they got it wrong after the event.



Croydon, June 2007

Towers to the West, towers to the East

Last month's issue of *Cranes & Access* highlighted the advances Chinese manufacturers are making in the crawler crane sector. It would also appear that something similar is happening with tower cranes. The major European tower crane manufacturing countries such as France, Germany, Spain and Italy now have not only a global downturn to deal with, but also a real and growing export threat from China.

Yongmao, perhaps China's most international tower crane manufacturer has been distributed with some success in Europe by Brussels-based Jin Long since late 2006, by London Tower Cranes, it has also had some success in the USA and Australia. Other

Chinese brands are much less known - mostly unheard of - outside of China, but are now pushing exports, mainly to markets in the developing world.

The recent Bauma China exhibition saw companies such as Shenyang Shendiao Tower Crane Manufacture



(SYSD), Deying, Dahan, Zhejiang Huba Construction Machinery, Zoomlion, Jiangu Machinery and Electronics Technology (CNGC), Useter Crane, Sichuan, Jincheng and Yongmao showing a wide variety of luffing, flat-top and saddle-jib cranes. The range of products on offer is growing considerably and it is only a matter of time before they start to make an impact on the more established brands.

The big western manufacturers are not sitting idly by - many are looking at building either the whole crane or at least some of their more basic labour intensive components in the Peoples Republic. Potain is probably leading this charge having built tower cranes at its plant Zhangjiagang city for several years. In 2006 it added a new 120,000 square metre facility to replace the existing plant, which is also available to build other Manitowoc crane group products.

Of the Chinese manufacturers, Shenyang-based Useter, formed just a year ago, already has a respectable range. Its latest is the JL316-24 - a 60 metre, luffing jib crane which 3.7 tonne jib tip capacity. This year it is planning to extend its range into the 500 to 2,000 tonne/metres range - with maximum loads up to 50 tonnes and jibs to 80 metres - aimed at infrastructure contracts.

CNGC has launched a new luffing jib tower crane - the QTD 480 - which can take 7.5 tonnes out to 50 metres. Yongmao's latest topless crane - the STT 753 has a 40 tonne maximum lift capacity and can handle 5.4 tonnes at up to 80 metres.

Deying is currently looking for dealers in Europe for its CE marked TC7030 saddle-jib tower crane. Maximum jib length is 70 metres, at which the crane can lift three tonnes, while maximum capacity is 12 tonnes with a 115 metre under hook height.

New MDT tops the range

Potain is set to launch the largest model in its MDT tower crane range, the MDT 368. Available in two capacity versions, the 12 tonne L12 and the MDT 368 L16 with 16 tonne maximum capacity.

The company says the new crane combines existing features that are popular with customers - with some new modifications - such as faster erecting and dismantling times with easier transportation. The new crane's 75 metre jib length and relevant lifting capabilities, requires a 21.7 metre counter jib which is too long for transport on a standard truck. To overcome this, Potain engineers have incorporated a neat hinge mechanism, allowing this

section to fold for transport.

Customers will also benefit from the configuration options available as the crane's jib sections are interchangeable other Potain MDT cranes - the 268 and 308. A choice of mast sections is also available either the standard two by two metre or the larger 2.45 metre K mast.

Maximum height-under-hook is 93.7 metres and for both versions there is a choice of hoists with

Potain's new MDT 368 features a hinged counterjib that folds for transport



either the 55kW 75 or 75kW 100 LVF 30 Optima units. On the MDT 368 L16 there is also a new trolley,

the 6 DVF 6 which can reach speeds of 100 metres a minute with a four tonne load.

Experience the Progress.

Experience the Progress with Liebherr: Crawler Cranes featuring high capacities, impressive boom configurations and a new standard in safety. Advanced Technologies are our Business.



Liebherr-Werk Nenzing GmbH
P.O. Box 10, A-6710 Nenzing
Tel.: +43 50809 41-473
Fax: +43 50809 41-499
www.liebherr.com

LIEBHERR
The Group



German tower crane manufacturer, Jost, has launched its latest new model, the JTL 208.12 which features a 55 metre jib and a maximum lift capacity of 12 tonnes. The company now has more than 100 hydraulic luffing cranes operating in the UK alone, thanks to the countries over-sailing legislation.

Jost designers say that its hydraulic luffing jib system offers greater safety against accidents involving an unexpected gust of wind from the front of the crane, compared to a conventional rope luffing jib system. This allows it to park its jib at the maximum angle overnight, ideal on very compact or tight job sites. The Jost JTL 208.12 is the largest of four models with a hydraulic luffing jib, the others have 40, 45 and 50 metre jib lengths. Jost says the new 200 tonne/metre crane is designed for challenging construction and erection jobs. It intends to

market the crane worldwide, but the first unit is working in the UK.

All Jost cranes and mast systems are designed for transport via standard containers and its Cacon system - a combination of cabin and electric cabinet - is connected to the crane by way of a simple plug and socket.

As well as its 68 to 616 tonne metre luffing cranes, Jost offers a series of topless saddle cranes from 72 to 712 tonne/metres.

Configure it out

Wolffkran has launched a new online crane configurator allowing its customers to configure their Wolffkran fleet around the clock from anywhere in the world, using simple internet access and a regular web browser to obtain proposals and alternatives as well as differentiated costs including information on whether to buy or rent.

Available in English and German, the user goes through an initial individual registration before accessing a complete cost overview. The configurator allows customers to choose defined variants according to their individual requirements.

"Many of our global customers need detailed information on our products, irrespective of place and working hours and in turn a performance and cost appropriate solution for their projects," says Klaus Buch, originator of the configurator and Wolffkran European sales manager. "We were the first crane manufacturer providing detailed crane data online such as loads on the support frame, central ballast weights or scaled CAD data. The online crane configurator is the

direct result of continuous development of our premium customer service."

Only a few clicks away

The complete range of cranes is available on the system which also includes Wolffkran's rental fleet. A pre-selection can be made by entering a specific requirement such as the lifting capacity or jib radius or by entering the desired crane type. This is then followed by entering the required hook height, crane base and hoisting winch performance. The appropriate crane is then configured within seconds. The impacts on the required central ballast weight and also on the resulting support frame loads are shown immediately. The user can

also see alternative configurations and then download a scale drawing of the selected crane, as an Auto Cad or PDF file. Time consuming, self created and imprecise drawings are replaced by digital drawings. The dwg-files - which can be edited - are also directly transferable into the drafts for the proposed machinery planning for the building site.

Customised registration

Registered users benefit from seeing not only the prices of the chosen crane configuration, but also the estimated assembly costs.

Wolffkran says that once registered, the system can always recognise the user and further process simplifications can be easily integrated. So for example any customer discounts are automatically saved for the specific cost calculation. The digital supply and demand interface simplifies the process engineering for fleet managers and construction site planners.

"Our objective was to provide

concise information in an innovative and reliable format, especially for the crane rental segment" adds Buch.

You can try out the crane configurator on <http://krankonfigurator.wolffkran.de/>



New MéthoCAD modules

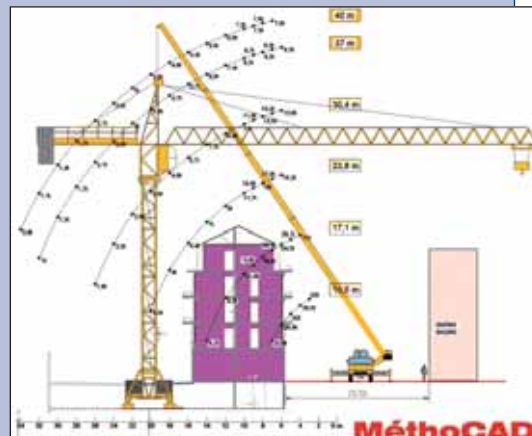
MéthoCAD is launching 20 new modules this spring, including an upgrade to its existing package for tower cranes which allows the user to select the type and size of mobile crane needed to dismantle the crane. This is particularly useful when a site is nearing completion, and the space around the tower crane is more restricted than envisaged at the original planning stage.

The new module allows the user to check the required mobile crane boom length, its angle and the loads allowed to safely dismantle the tower crane. The software shows easy to understand diagrammatic visualisation of the plan and elevation of the crane, showing the



loads at each position of the crane hook.

Also checked are the access roads - widths and turning radius - to ensure that the mobile is also able to reach the set-up point and that it has the required space and clearance distances to position the outriggers.



Potain at the Olympics



c&a tower cranes

The 2012 Olympic stadium in the Lower Lea Valley in Stratford, London is beginning to take shape with the help of eight Potain tower cranes. Construction of the stadium - designed by Sir Peter Crook and HOK Sport - began last May and is believed to be costing about £470 million.

Contractor McAlpine is using eight Potain MD285 tower cranes with jibs varying from 50 to 65 metres with heights under hook ranging between 45.9 metres and 60.9 metres. Maximum capacity of the MD285 is 12 tonnes with jib tip capacities of 4.5, 3.7,

3.1 and 2.65 tonnes for the 50, 55, 60 and 65 metre jibs respectively. Foundations are nearing completion with about 4,000 piles already installed making way for the

10,000 tonnes of steel to be used in the superstructure apparently making it the lightest Olympic stadium to date.

Eight Potain MD285 tower cranes are being used for the Olympic stadium.

Dublin National Conference Centre

Stafford Tower Cranes - Linden Comansa dealer in Ireland - has supplied three flat-top cranes from the Spanish manufacturer for the construction of Ireland's National Conference Centre.

The Centre has been designed by Kevin Roche, one of Ireland's most renowned architects and winner of the Pritzker Prize for Architecture. One of his most

popular creations is the Museum of Modern Art (MoMA) in New York.

This landmark building is being built in the central Spencer Docks area, close to one of Dublin's most popular tourist spots - the ship 'Jeanie Johnston' - a replica of a wooden sailing ship built in Quebec in 1847, which carried hundreds of Irish emigrants to the United States and Canada during the Irish Potato famine of the mid 19th century.

The three cranes - all 21 LC 290 models - have been working on site since 2007 and will continue until completion of the project in late spring of this year, although the venue is not expected to open until 2010.

The 21 LC 290 has a maximum capacity of 18 tonnes with 2.7 tonnes at the jib tip. It has a maximum freestanding height of 64.9 metres and a maximum jib length of 74 metres. The cranes have been climbed to more than 80 metres to meet project requirements.

Spencer Dock Convention Centre Dublin has been chosen by the Irish Government for the design, build and finance of the venue, as well as operating it for 25 years, after which the facility will revert to the State. During this period, Ireland will pay the company an annual charge, for a total investment of €380 million. The Government expects the venue to be a new landmark site for Ireland and key for its tourist and economic development over the next few years.

During the last twelve months, Stafford Tower Cranes has expanded its activities beyond Ireland and is now active in a Joint Venture partnership as official Linden Comansa dealer in Dubai (United Arab Emirates) and has plans for further expansion in the future.



Ireland's new National Conference Centre is being built in the Spencer Docks area of Dublin, very close to the 'Jeanie Johnston' a replica of a wooden sailing ship which carried hundreds of Irish emigrants to the US and Canada during the 19th century Irish Potato famine

A pack of Wolffs

The new residential and business quarter - Überseequartier - in the Hafencity Hamburg, Germany is employing seven different Wolff tower crane models, with a total of 14 cranes currently on site. Started in 2007 the work, which is situated between the river Alster and river Elbe, is not scheduled for completion until 2011/12 although the first phases are due to be finished this May when the cranes will be dismantled.

Maximum use was made of the tower cranes during assembly, reducing the need for additional mobile cranes. The Wolff 4517 city was erected by a Wolff 6531.12 cross, and a Wolff 71SL was assembled by a Wolff 5520.6. The cranes were erected in six phases with the largest a Wolff 6522 FL 6/12 having an under the hook height of 84.3 metres and a 55 metre jib capable of a maximum lift of 12 tonnes and 2.9 tonnes at maximum radius.

The new eight hectare Überseequartier will be home to 1,000 people, a work place for up to 7,000, while 40,000 are expected to use the leisure and shopping facilities.



A total of 14 Wolff cranes are being used on the Überseequartier - in the Hafencity Hamburg, Germany



The twin towers

Six Liebherr tower cranes - four EC-B series flat-tops and two fast-erecting series H - are being used on the two year construction of the City Gate office complex project in the Romanian capital of Bucharest.

Main contractor for the 80 million project is Greek-based Technicaanonima Pantechniki with the help of Rumanian construction company Bog'art SRL.

Built on the main road between Bucharest's city centre and the Henry Coanda International Airport, the two 18 storey City Gate Towers - each 75 metres high - will form the gateway to the ROM-EXPO Trade Fair Centre.

Construction work began in the summer of 2007 and involves four flat top cranes - three 110 EC-B 6 FR.tronic and one 130 EC-B 6 FR.tronic, along with two 32 H fast-erecting units. The cranes were built

in Spain by Liebherr-Industrias Metálicas of Pamplona and delivered directly to site. The flat-top cranes feature the 'Connect and Work' system which has a completely pre-installed compact head element, quick-action fastenings for jibs and counter-jibs and the patented LiConnect connection system.

The cranes are mounted on Liebherr's 120 HC tower system and climbed in five metre increments to hook heights of 91.5 metres and 101.6 metres. The cranes also feature stepless drive systems which allow precision positioning when lifting loads up to six tonnes.

Somewhere over the rooftops

High above the city of Hamburg, refurbishment work is currently being carried out on a 1970's public administration building to convert it to the latest German heat and insulation requirements. The work is complicated as the building will remain in use throughout. Hamburg construction company Theo Urbach is using a new 180 tonne/metre Terex Comedil CTT181/B-8 flat top tower crane which was delivered by Terex distributor Proschwitz.

The Comedil CTT 181/B-8 has a maximum lifting capacity of eight tonnes and maximum jib length of 65 metres with 1.9 tonnes capacity at the tip. The modular jib system, tower element connections and cross-shaped base structure - allow fast, easy erection, while lightweight components make it possible to use a small mobile crane for erection.

Joachim Wulf, president of Theo Urbach said: "This crane size is always in high demand when it comes to our construction projects. Terex Comedil provides the quality and performance that we expect at an excellent price/performance ratio."



A world first

The world's first hydraulic lift of a Jost crane recently took place at The Cube in Birmingham. BuildAbility - Birmingham Development Company's construction arm - raised the two specially designed Jost JT312 topless cranes - supplied by London Tower Cranes - from 54 and 63 metres to their full height of 99 and 101 metres respectively.

Unusually, the cranes are painted black in keeping with The Cube brand and are thought to be the first black tower cranes to be seen in the UK since Buckingham Palace was constructed. Specifically made base tower sections were produced so that both cranes could meet The Cube's 70 metre finished height when completed in spring 2010.



The first climb of a Jost crane.

Installed in just under six hours, the German-built climbing frame was fixed onto the crane tower to allow the hydraulic jacking of the frame and careful insertion of six new tower sections, each measuring six metres in height.

The Cube is a 23 storey mixed use building which will include a boutique hotel, waterside cafés, designer retail stores, offices, 244 apartments of which well over half have already been sold and a rooftop restaurant let to D&D London, formerly Conran. The building is encased in an intricate anodised aluminium fretwork while inside an open glass atrium twists as it climbs the height of the building.

Overhead work set to change

Utility companies and their contractors were some of the very first users of powered access, helping develop light tower wagons to service and maintain overhead lighting and cables on early street lights and tram/ bus cables. Since those early days the sector has blossomed to include high tension transmission lines, telephone cables, street lighting, mobile phone and other transmission antennae, water towers and a surprising array of other tasks.

Until relatively recently the aerial lifts of choice for most utility companies has been the truck or van mounted boom lift. Oddly the tower wagon has virtually vanished from the scene and its potential replacement, the truck mounted scissor lift has so far failed to take off.

Van and light truck mounted boom lifts are ideal for street work and ongoing development by the manufacturers working with utility contractors is making the latest products even more useful.

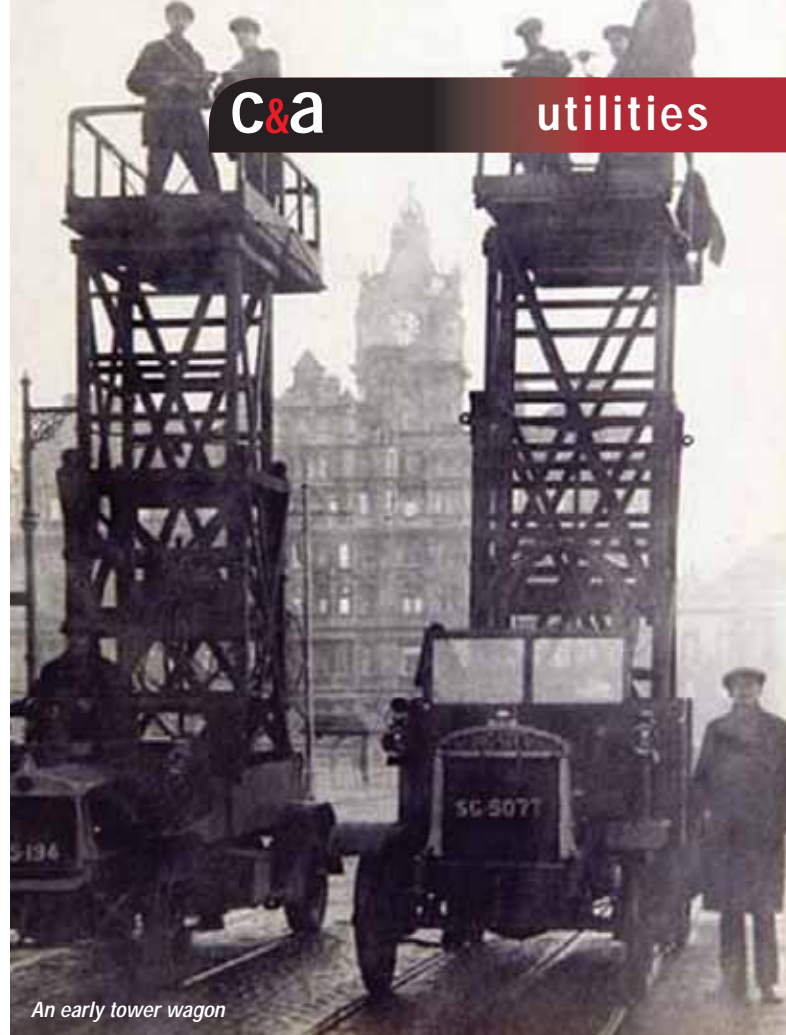
The preferred method of working on overhead power lines



Zero tail-swing and narrow or no-outrigger configurations allow work to be carried out on overhead lines without taking up more than a single lane of the street, thus keeping it open even if restricted.

With this in mind the UK Health & Safety Executive has been steadily increasing the pressure on utility companies to stop the long-held practice of climbing poles to carry out maintenance or repairs. It has been doing this in several ways including the use of the hierarchy of access methods which almost invariably point to the use of powered access over and above climbing or ladders. It has also been imposing strict rules or recommendations for the lower level methods such as climbing and ladder use which serves to make the employment of powered access simpler and more straightforward.

The problem has been, as in all such initiatives by the HSE, a wide regional variation on the application and interpretation of such rules. In some regions utility contractors have reported being stopped and warned for using a ladder or pole climbing even when they have been using recommended work practices and have carried out all of the relevant equipment testing and paperwork, including risk assessments and method statements. In order to clear up such variations Balfour Beatty, one of the UK's largest Utility contractors called a meeting of all



An early tower wagon

power distribution contractors to discuss the issue and to provide a forum for the HSE to discuss its approach and help develop an understanding with contractors.

The meeting turned into a highly focused event with a number of specialist access equipment manufacturers attending and lending their support.

A key presentation - The legal context of working at height on wood poles - was made by HM Inspector of Health and Safety, Neil Hope-Collins. He made it very clear to delegates that the HSE regarded the climbing of poles within an urban environment as a last resort or for special circumstances.

He pointed out that the use of Mobile Elevating Work Platforms comes above that of fall protection. When pole climbing is deemed the best method for a job, the HSE insists on prescriptive requirements for rope access and work positioning. This includes the use of two separately anchored lines, harnesses connected to both, a self locking ascender/ descender and that the safety line has a mobile fall protection system. In summary all of this makes the use of aerial work platforms seem simple and straightforward, not to mention safer and more efficient.



The UK HSE is looking to make pole climbing a thing of the past



The HSE has prescriptive guidelines for climbing, including dual lines and climbing irons

This line from the HSE was hardly a surprise and follows a trend that it has been increasingly stepping up over the past two years or so. What was perhaps more surprising was a clear statement from Hope-Collins that the HSE will begin to call time on the climbing of poles in more remote and difficult to reach locations. Until now climbing poles 'off-piste' has been accepted on the basis that equipment was not available to reach such locations and therefore climbing the only practical method.

However the range of equipment available is now so wide that the 'excuses for not using MEWPs in such locations' no longer applies. He suggested that the HSE will be encouraging utility contractors to use more aerial lifts and will be less tolerant of accidents in such locations. He pointed out some key examples of equipment which is now available, ranging from Land Rover and Unimog mounted platforms to tracked spider lifts with up to 50 metres working heights, not to mention even more highly specialised access equipment mounted on tractors and crawlers.

Access Hierarchy 1

- Mobile Elevated Work Platform (MEWP) and approved body harness attached inside bucket by lanyard.
- Or
- Approved scaffolding or fixed platform and approved harness

Access Hierarchy 2

Ladders with approved harness and fall arrest. They should be footed and top-tied where reasonable.

Access Hierarchy 3

Climbing irons, approved harness and pole choker

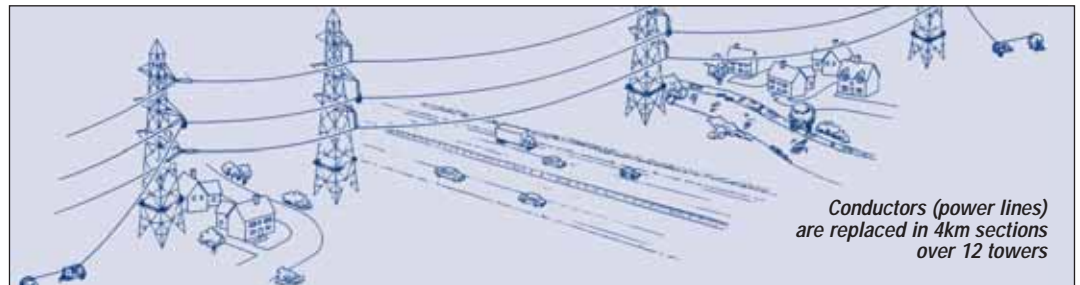
An aging network

Wood poles are typically used for voltages ranging from low voltage up to and including 132kV. A considerable part of the UK's distribution network was

constructed during the 1950's as part of the rural electrification programme and considerable expansion has occurred since. With such a large part of the network now over 50 years old, the volume of refurbishment and replacement work is set to escalate, not to mention plans to improve the network capability to meet future demands.

Transmission tower maintenance

There are more than 80,000 high tension transmission towers in the UK alone, just 22,000 of which are owned and maintained by the National Grid. These tend to be double circuit types with a single, centrally mounted

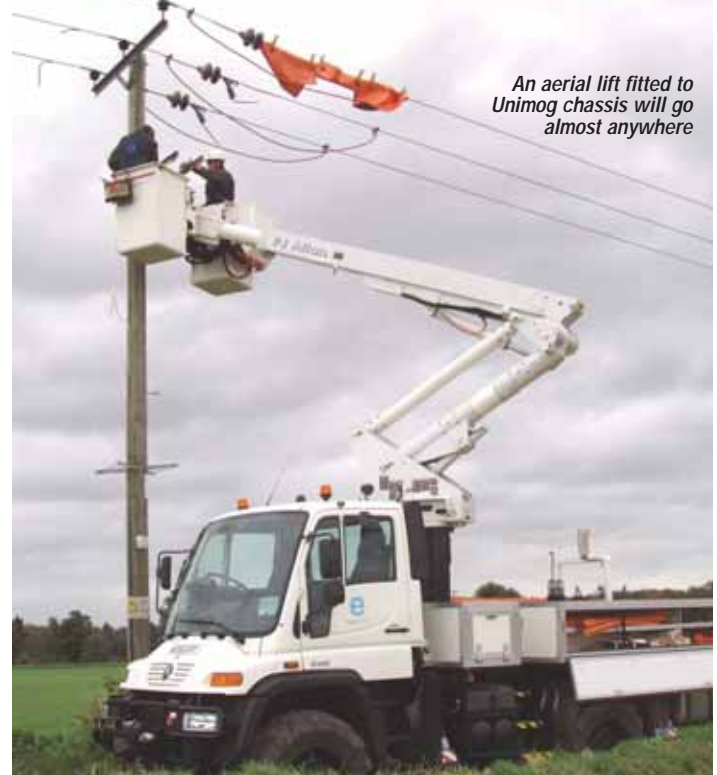
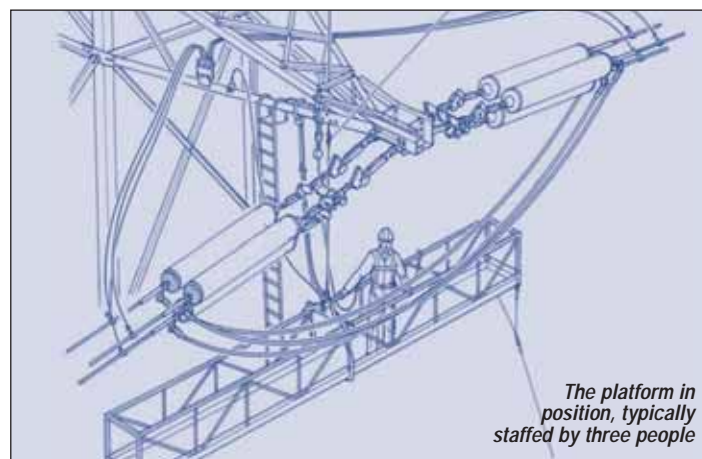


earth wire. The lines must be refurbished every 30 to 40 years with all of the conductors, insulators, fittings and earth wires being replaced on both circuits.

The conductors are typically changed out in lengths of around four kilometres which involves a span that includes an average of 12 towers. Platform access is required at both ends and on average at two intermediate towers in the four kilometre section.

Strip outs

The replacement of conductors, insulators, fittings and earth wires is a major task in its own right, not so much the work itself, but the



An aerial lift fitted to Unimog chassis will go almost anywhere

installation and setting-up of a safe form of access equipment. Installers must climb the tower to fit the attachment points for the platform to be suspended from the cross arm. The platform is then winched into position either vertically or horizontally and then suspended centrally and kept level between two ground anchors or winch assemblies. The work can now commence and the whole process typically takes around three hours to set up and two hours to move between towers.

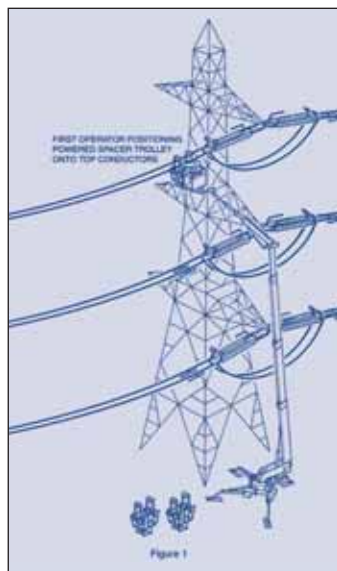
There are typically three linesmen working from the platform, each one climbing the tower an average of five times in a normal day in order to reach the platform. A linesman will remain at work in the platform working for an hour at a stretch. Some utility contractors have already started to use large truck mounts where possible or large spider lifts where the ground does not allow to carry out this work, both saving the most of the set up time as well as the time and dangers of climbing the towers. Many experienced linesmen still swear by the traditional method and are reluctant to change. However pressure from the HSE will eventually force this change, if efficiency savings don't get it done first.



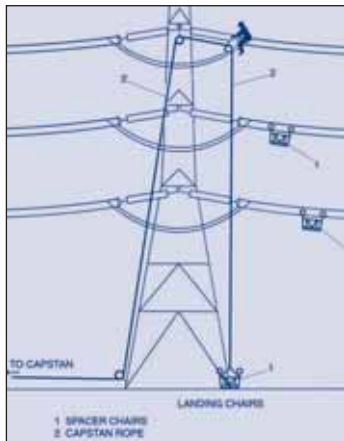
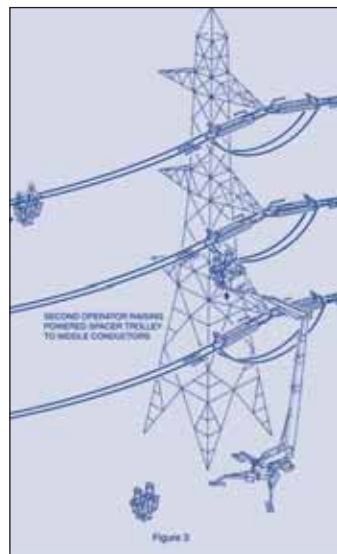
An increasing number of contractors are using powered access

De-spacering

Another task is de-spacering, in which the linesmen work from a trolley which travels on the power lines/ conductors. Traditionally the linesman climbs the tower to set up a winch arrangement and sits on the top lines - or conductors - while the winch raises the top trolley into position. Once the trolley is landed onto the top conductors the linesman assists in landing the trolleys onto the lower lines.



An alternative is to use a lift to place the trolleys which is proving to be faster and safer.



A linesman installing the working trolleys.

An alternative being tested is for a linesman to use a spider or rough terrain vehicle mounted lift to carry the trolley to the top conductors. He 'lands' the trolley onto the lines and transfers from the lift to the trolley. A second operator at the base of the machine then uses the lower controls to lower the lift and then repeats the exercise for the middle conductors and then the same for the lower.

Danish rules OK

The HSE is looking to follow the Danish rules where the climbing of towers is only permitted for one-off inspections. Solutions in Denmark have included the use of large All Terrain cranes equipped with large platforms and a specially modified loader crane attached to the crane's boom nose. The combination allows



Spider lifts can reach some of the most remote towers



Linesmen in Denmark using a crane with platform and loader crane for transmission tower maintenance

the work to be carried out without the need for any climbing, manual lifting or complex co-ordination of winches and anchors. Less earthing and equipment is required and of

course the platform can be positioned in exactly the right position to suit the linesman, allowing him to work more efficiently and with less chance of strain.

King off the road

The Mercedes Benz Unimog is almost unparalleled in its off road abilities. Combined with good road manners it makes it the vehicle of choice for utility companies for reaching remote locations with aerial work platforms and small cranes. Here are a few typical applications.

Pole placing and service truck

Regional electricity company, United Utilities, has purchased two new Unimog U5000s fitted with 16 tonne/metre Hiab cranes, possibly the largest crane fitted to such a vehicle.

The machines are used for carrying electricity supply poles, while the rear-mounted Hiab XS144 Hi Pro cranes provide the reach and lifting ability to place the poles exactly where they are needed. The crane has a reach of up to 13 metres while the poles range in weight from 200 to 750kg. Even after allowing for the crane's weight of 2.5 tonnes the Unimog's payload is more than enough to carry the poles and the wide range of additional equipment that the overhead line maintenance teams require.

The Hiab's conventional H shape outrigger footprint has been

replaced with an X configuration, which allows the crane to operate in a wider range of off-road locations.

United Utilities transport manager Graham Davies says: "There is simply no alternative to the Unimog. The central tyre inflation system, where tyres can be deflated and inflated from the cab, not only provides extra traction on difficult ground, but spreads the 'footprint' so that ground damage is considerably reduced. This saves us up to £2,000 a time in compensation to the landowner or farmer."

United Utilities operates throughout the North-West of England and the new Unimog U5000s are strategically based in Workington and Kendal, covering the remote networks of Cumbria and the Lake District. There are plans for a third, which will be based in the Macclesfield area.

United Utilities uses this unit with 16t/m crane to deliver and place poles in remote locations



United also has three Unimog U3000s on order which are being fitted with Versalift Eurotel ET36NF boom lifts with a two-man bucket, 13.2 metres working height and outreach of 7.3 metres for overhead line maintenance operations.

The new vehicles join a fleet of older Unimogs, some of which have been working for 11 years. The Unimog U2150 with a fully insulated platform for Live Line work is the oldest unit in the fleet and is still operating efficiently and effectively.

"Unimogs play a key role in the transport fleet," says Davies. "We may have to go out at midnight in the worst possible weather conditions, and the driver and crew are confident that they can get to the site, complete the job and get back safely."

and occasionally continental Europe.

The Unimog U5000s haul the rigs on specially designed trailers on both the highway and then off-road. The alternative, says Brendan Henderson, Boart Longyear's operation manager for UK Drilling Services, is at least two vehicles - one to haul on road and another to get them to sites in remote locations.

Two of the Unimogs are fitted Palfinger cranes and two with PM cranes, each capable of lifting up to 4.5 tonne or 880kg to nine metres. These enable dual-skin fuel or water tanks and a wide range of other tools and equipment to be carried and off-loaded on site.

The 100C sonic drilling rigs have been designed and built by Boart Longyear for drilling to depths of up

The Unimog U500 is equipped with a crane and a trailer to provide fast on-road and all-terrain ability to deliver the drilling rig direct to the working site



Drilling and support vehicle

Boart Longyear is using a fleet of four Mercedes-Benz long wheelbase Unimog U550S equipped with loader cranes, to haul 100C sonic drilling rigs to drill sites in the UK, Ireland

to 50 metres producing high quality core samples without the need for a flushing medium. Sonic drilling is faster than conventional cable percussive, direct push or hollow stem auger methods and is effective



JOIN THE BRONTO FAMILY



BRONTO SKYLIFT OY AB
Teerivuorenkatu 28
FI-33300 TAMPERE
Finland
Tel +358 20 7927 111
Fax +358 20 7927 300
www.bronto.fi

BRONTO SKYLIFT AB
Okvistavägen 38
SE-18640 VALLENTUNA
Sweden
Tel +46 8 5816 6040
Fax +46 8 5816 6035
www.bronto.se

BRONTO SKYLIFT AG
Ifangstrasse 111
CH-8153 RÜMLANG
Switzerland
Tel +41 44 818 8040
Fax +41 44 818 8050
www.bronto.ch

Above all

A subsidiary of Federal Signal Corporation



The Unimog can also operate as an all-terrain support vehicle delivering fuel, water and other supplies to sites in urban or remote, difficult to reach locations

in loose materials through to solid rock. Investigative derived waste is reduced by as much as 80 percent, which combines with less time on-site to offer significant environmental benefits.

The Unimogs and rigs are based in Central Scotland, but their on-road ability and efficient fuel consumption allow them to operate throughout the UK and even as far afield as Poland. After the rig has been off-loaded from the trailer, the Unimog can operate as an all-terrain support vehicle delivering fuel, water and other supplies to sites in urban areas as well as the most remote locations.

Live line work on the increase

Live line work is still relatively rare in most of Europe, although in North America it is common place. With high energy costs now the norm,

electricity suppliers are coming under increasing pressure against power outages and disruption. This is having a number of knock on effects, including a greater investment in national distribution



Two Versalift VST235I insulated platforms on Unimogs for delivery to Scottish and Southern

systems and in fully insulated aerial lifts. The number of manufacturers regularly building such equipment is small. Altec, the US-based crane and aerial lift manufacturer is



Live line - Hot glove work is on the increase in Europe



Bronto has placed some of its larger boom lifts on crawler chassis

probably the largest and has its eyes on expanding in Europe, although progress is slow and sporadic.

Versalift on the other hand, is already well established and expanding its product offering. It says that it has seen a significant increase in demand for insulated booms, not only for electrical suppliers, but also for trades such as tree surgeons with contracts to keep trees near power lines trimmed. Some tree companies in the USA are already moving to an

cranes. A significant number of these are shipped to the USA and Canada where it has a large customer base. It has though shipped SI units all around the world to countries including Australia, Upper Volta, Ghana, Indonesia, Kazakstan, South Africa - where the company has recently supplied a 60 metre 765000 V to Eskom, Saudi Arabia and the UAE. The company has also been called on to produce large crawler mounted boom lifts for working on the more remote transmission towers. One such unit was recently supplied to Hydro-One in Canada.

Insulator washing

Bronto has also sold several units into the sector for washing transmission tower line insulators. In many environments line insulators frequently become contaminated with salt, dust, industrial pollution and bird droppings and need cleaning. Contamination can create a conductive path on the surface of the insulator, causing 'flash over' which can result in expensive power interruptions and damage.

To reduce this eventuality many utility companies have successfully implemented preventive insulator washing programmes fitting live-line insulator washing equipment to both insulated and non-insulated truck mounted booms. Bronto has fitted several units with an integrated insulator washing capability to provide real multi-purpose vehicles. The washing equipment can either be operated from the platform or from the ground using remote controls.



A Bronto SI truck mounted lift makes its way to a remote location

all insulated fleet following a number of fatalities where tree trimmers have come into contact with power lines that they had not realised were there.

Bronto, the Finnish-based truck mounted lift producer manufactures some of the largest insulated booms. Its SI range offers working heights of up to 60 metres, with 860kg lift capacity, shorter chassis, all wheel drive, differential locks and tight turning circles giving them similar capabilities to All Terrain



Power washing high tension insulators

OPTIMISE YOUR PRODUCTIVITY.

On the jobsite, days are measured by productivity so you need equipment that is efficient and reliable. JLG® products will support you in the challenges you face every day. Articulating and telescopic boom lifts that take you higher and further, scissor lifts that can handle more personnel and material in the platform, mast style boom lifts that get you closer to your work, vertical lifts that let you leave your ladder behind and telehandlers that are built for productivity. Get more work done in less time. With JLG® aerial work platforms and telehandlers.



JLG Europe BV
Polaris Avenue 63
2132 JH Hoofddorp
The Netherlands
Tel: +31 (0) 23 565 5665
Email: info@jlgeurope.com
jlgeurope.com

An Oshkosh Corporation Company

JLG

TROJAN DEEP-CYCLE GEL™

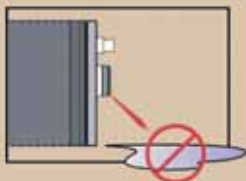
The Power of Maroon... The Convenience of Maintenance Free



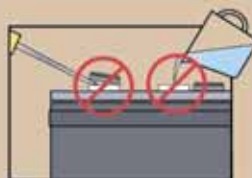
- Long lasting runtime and battery life – cycles longer and deeper than AGM
- Sealed construction – no risk of acid leaks or spills
- Never needs watering – completely maintenance free
- Ideal for use in Health and Safety-sensitive Environments (HSE): Safe for schools, hospitals, airports and office buildings



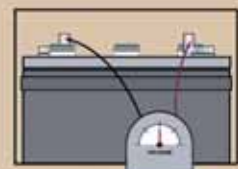
TROJAN DEEP-CYCLE GEL™ BATTERY USAGE GUIDELINES



Nonspillable certified (UN2800) - safe for air, land and sea transportation



No watering required (do not attempt to open vents)



Always use a voltage regulated temperature compensated charger



Good practice saves ££££\$\$\$\$

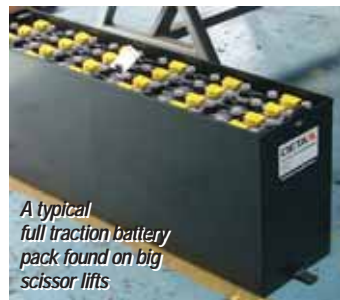
With most major buyers of aerial lifts intending to buy far fewer machines this year having already reduced purchases in 2008, the average age of most aerial lift rental fleets is set to grow.

Given that the majority of aerial lifts are powered by batteries, this ageing fleet will push battery replacement towards the top of many fleets' maintenance and repair costs.

The fact is that while batteries are a major cost for most fleets they also present a massive opportunity to save money. Most companies could halve their annual battery replacement costs with a few simple measures.

Buying the right battery

Most aerial lift fleet operators now appreciate that all batteries are not created equal. This is more true now than ever, with a flood of cheap batteries coming in from China, most of which are wholly unsuited to aerial lift applications. When it comes to the most widely used six volt 220 amp/hour deep cycle battery, most of the best models are still made in the USA, where they are produced in high volume for both aerial lifts and golf carts. The two most prominent manufacturers are Trojan with its distinctive maroon case and US Batteries with its popular quick release top-up caps. Other manufacturers include Crown and Douglas, neither of which have targeted the European access industry yet, at least in terms of the replacement market.



A typical full traction battery pack found on big scissor lifts

When it comes to full traction forklift type batteries used in larger electric powered lifts, such as the larger scissor lifts built by Holland Lift and JLG-Liftlux, the best products are more local with companies such as Exide, which sells such batteries through its motive power division under the Deta, Classic and Tudor brands, among others. The fact is that the cost of replacing such batteries is enormous and can in the worst case devastate a unit's profitability in the rental environment. It is therefore worth considering adding automatic battery monitoring and top-up equipment, because if looked after, such batteries will last a good 10 years, so replacement need not be a regular consideration.

Cheap batteries cost dearly, lasting just over a year even when looked after, compare this to two to five years for decent batteries and it becomes clear just how expensive



A set of Trojan batteries - standard equipment with many manufacturers



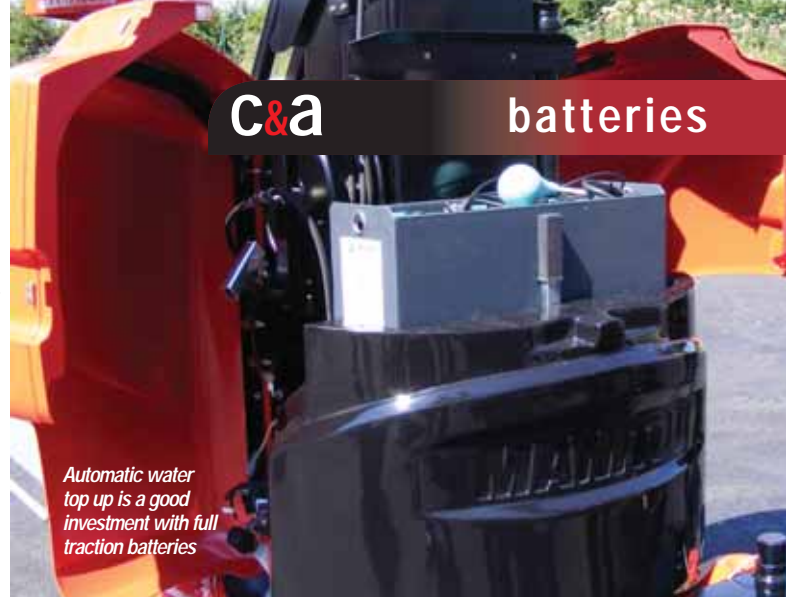
The other big supplier of batteries on new aerial lifts note the quick release filler caps.



Crown batteries are used by MEC and could soon be more widely available on the replacement market



Douglas batteries have been used by JLG in the USA



Automatic water top up is a good investment with full traction batteries

cheap batteries are. The table below shows the cost of cheap batteries over a five year period for a typical small scissor lift, the better batteries produce a minimum saving of £665 - that's £133 per year. For a fleet of 200 units this equates to £26,600 a year! Add in some regular maintenance to extend the good batteries life and the saving can jump to over £1,000, that's £200

golf carts. Anecdotal evidence of a set of batteries lasting over 10 years supports this notion. Some companies argue that the high cost of labour makes it more cost effective to simply replace the batteries every two to three year, rather than maintain them regularly. However the key factors that will extend the life of a battery is to ensure it is always topped up with distilled water and regularly charged.

Cost of batteries for small scissor lifts over five years

	Cheap batteries	Quality batteries
Cost of batteries	4 x £50 each = £200	4 x £70 each = £280
Number of changes in five years	5	2
Total cost of batteries	5 x £200 = £1,000	2 x £280 = £560
Replacement Labour	£375	£150
Total cost	£1,375	£710

*Assumes cheap batteries costing £50 each replacing every year compared to good quality batteries costing £70 each replaced every two and a half years. Labour costs to order, fit and recycle £75 per battery change over. Does not include any call out costs due to battery failure on site which could easily double the change over cost.

a year on a machine that only costs around £6,500.

Look after them

Once you have chosen a decent set of batteries the next significant saving is to look after them.

It is no secret that the average life of a decent battery when fitted to a golf cart is five years. Yet when the same battery is used in the access rental industry life expectancy is halved. Why? Battery makers have looked at the installation and typical utilisation of aerial lifts compared to golf carts and abuse and lack of maintenance jumps out every time. Some say that the typical use of an aerial lift with fewer deep discharges during a typical working day, suggest that batteries in aerial lifts ought to outlast those used in

This alone can double the life of a set of good batteries, and of course you have the benefit that properly maintained batteries are less likely to let a good customer down.

Keep them charged

Lead acid batteries, like most other types, will lose their charge over the period of a few weeks and nothing destroys lead acid batteries faster than allowing them to be drained of all power. Most new lifts use some form of motor control which incorporates a low voltage cut-out, stopping the machine once the battery charge falls below 20 percent of full charge, thus avoiding the old problem of users driving them to destruction. However if the batteries are drained to 20 percent and then parked up uncharged for a



Average battery life is significantly extended through regular routine charging

week of two they will drain down close to empty and the damage is done, add to this the fact that some chargers will not work on empty batteries and you can see how unnecessary costs start to creep in. If aerial lifts are automatically put on charge at the end of the day or on return to the rental yard, this will do more than anything to boost battery life. Add in a quick fluid check and you could easily be looking at that £1,000 a unit saving over five years.

Other dangers include long delays in collecting a rental unit. If the machine is off-hired and parked up at the end of a contract and then not collected for a week, the batteries are likely to be drained. The same applies when utilisation is low and units are left sitting in the yard for extended periods. It is worth giving someone the responsibility to routinely charge machines that are standing.

This might also be something to check when buying a new machine, if a lift has been in stock for an extended period, it is worth checking if the battery has been kept charged

and if not request a new set batteries or at least a two year guarantee on them.

Trojan goes with IPS

Trojan batteries, possibly the most well recognised battery in the aerial lift business and its master distributor Energy Batteries has appointed Independent Parts & Service (IPS) as its access equipment distributor for the UK.

IPS has for the past few years sold US batteries under an agreement with its master distributor ManBat. With a majority of manufacturers now fitting Trojan batteries in their new products, and its high recognition levels, there was clearly an attraction for IPS to have the Trojan dealership. The company aims to offer same day and next day deliveries for all of its aerial lift batteries. Energy says that it can do this thanks to the fact that it has invested in substantial warehouses and delivery fleets in Scotland, Northern Ireland and at its headquarters in Corby, England. In addition the company is putting the final touches to a new network of

35 independent stockists. Energy says that it has taken care to find local owner operated dealers in order to offer a personal service with lower overheads. The two companies will also work together on extending Energy's battery recycling programme to all of its aerial lift customers.

Gel or not?

A number of battery suppliers now offer deep cycle gel batteries targeted at the aerial lift and compact crane market. The major benefits include the fact that they do not require any maintenance, are spill proof and do not gas, making them ideal for sensitive or clean applications such as hospitals or food processing facilities.

usable capacity and even good ones barely last 18 months of regular use. So unless they are needed for special applications then it is clearly not economically viable, at least until the technology improves. One thing to watch out for if you do decide to buy a gel battery is confusion with AGM - the alternative sealed battery. AGM (Absorbed Glass Mat) batteries are cheaper than gel but use a totally different technology. They are best used for standby applications and not at all suited to deep cycle applications, although at least one company has been trialing a deep cycle AGM battery.

Recycling made easy

Western Europe is already very good at recycling lead acid batteries,



This is all too often the way batteries are stored by access rental companies

However is it worth switching your whole fleet to gel? The experts say No. First of all they are 50 percent more expensive to buy than a good quality wet battery. They have less

thanks to their relatively high scrap value. Most battery organisations say that 90 percent of all such batteries are already recycled. However in recent years the rules throughout the EU have changed concerning the storage of old batteries and how they are recycled. In the UK the detail of the regulations is complicated a little by the fact that they are different in Scotland, Northern Ireland and England & Wales. However the principles remain the same and while they seem complex at first glance, can be simplified by working with a decent battery supplier or one of the large national battery recyclers such as G&P.

By now most UK rental companies will have already registered as a Hazardous Waste Producer with the



Trojan is one company now offering a deep cycle gel battery

Environment Agency, a requirement if you replace lead acid batteries, not to mention the other waste products generated by lifting equipment. If by some quirk you have not yet registered, and you need to for every location where old batteries will be stored and recycled, registration can be done on-line, over the phone or by post and currently costs £23 a year.

Batteries awaiting collection must be stored safely and only passed on to a battery collection company that is registered with the Environment Agency as a carrier of controlled waste. They will not collect unless you are registered. Selling your batteries to an itinerant scrap collector is no longer an option - you are responsible for the batteries even after they have been collected and fines can be steep for abusing the rules - up to £5,000. You could even be liable if someone breaks into your premises and steals the batteries!

Many battery suppliers or recyclers, including G&P and Energy Batteries/IPS will place one of their purpose built recycle bins at a customer's premises. These bins are

designed to meet all of the relevant regulations and once full a simple call will have it collected and replaced with a new bin. Companies must complete, sign and keep a copy of a consignment note for every scrap battery movement and pay a fee to the environment Agency for the pleasure.

Suppliers recommend that rental companies involve delivery drivers and service engineers with the recycling efforts, offering them a percentage of the scrap proceeds in order to encourage them to play an active role with the recycling process.

Use a battery bank

Most good battery distributors or major recyclers will provide you with a battery bank in which to place your old batteries while waiting collection. G&P battery recycling suggest the following tips.

• A battery bank is specific to either lead acid or non lead acid batteries. it can be dangerous to mix 'wet' car batteries with any other types of batteries.

• A battery bank must be stored in a secure area, which is not accessible to the public when the site is unattended. If the contents of the battery bank are stolen, this would mean that you are allowing Hazardous waste to be removed from your premises by an unauthorised collector and you could face prosecution.

• A battery bank should never be

tampered with, such as drilling holes in it. It is imperative that it remains leakproof.

• If it has to be outside and exposed to the rain a lid is required to prevent it filling up with water. Do not empty the water out of a container that has waste batteries in it. The water may be contaminated with battery acid and is therefore classed as hazardous waste.



A modern battery bank

IPS for replacement parts

Europe's largest supplier of powered access parts is now the official UK distributor for Trojan batteries



- Great prices
- Impressive run times
- Long-lasting reliability
- Next day delivery
- Battery collection and disposal service*
- Full Trojan battery range



Call us on +44 (0)1952 607660 for prices or order online at ipspartsonline.com

Supplying you with parts for Genie, UpRight, JLG, Niftylift, Snorkel, Skyjack, Grove, Haulotte, Pop Up

*For registered premises only. Companies have to be registered with a premises code from the environmental agency. Go online at <http://www.environment-agency.gov.uk/business/topics/waste/32180.aspx> for further details on Hazardous Waste Regulations.

IPS parts Unit 16 Hortonwood 33 Telford Shropshire TF1 7ES

The professional contractors' choice for cranes & access equipment rental

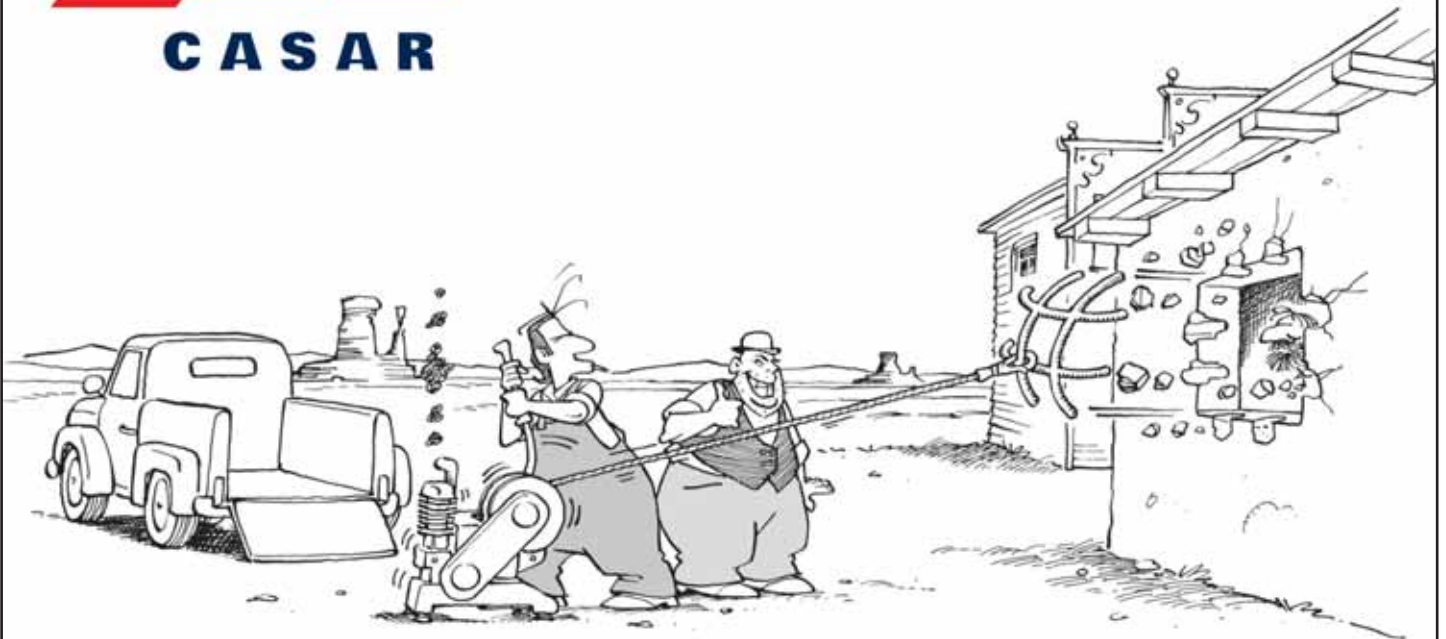


For more information call 0845 60 70 111

E-mail marketing@hewden.co.uk
or order on line at www.hewden.co.uk

NEED
IT?
YOU
GOT IT.

HEW DEN



Casar Special Wire Ropes. We understand your business.

Tel. +49 6841 8091 385. www.casar.de

Software update

With many crane and access companies concerned over the uncertainty in the economy and preparing strategies to cope with the expected slowdown in business, the importance of good, fully integrated rental and business software, is more important than ever. Off-the-shelf systems are now better value with more features than ever and can usually grow and adapt with the business.

Third time round

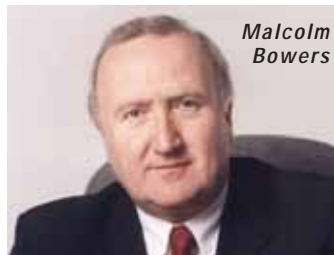
When Malcolm and Ben Bowers started Lifterz a couple of years ago, it was unusual in that it was Malcolm's third rental business start up following the original Access Rentals and AFI. With all his experience he was well aware of the benefits a good rental system can bring to the business, and there was no question of muddling by without one. He also appreciated the one-off opportunity of getting it right at the start having selected and lived with other systems during his career.

He was looking for an easy-to-use, reliable system which could easily cope with future growth plans and expansion that the two had in mind. He says that he was also keen to avoid the crashes, frozen screens and reboots he had lived with in the past. Selecting the right supplier was therefore crucial and the two spent time to make sure that they got it right.

"I was determined to avoid the crashes, frozen screens and reboots of the past"

Bowers wanted to make sure the system would cope with every aspect of their business from workshop, training documentation and record keeping to efficient order booking, scheduling and invoicing.

In the end the pair chose the Syrinx Hire Management System from Caversham-based Higher Concept Software, which provided all the features they were looking for including workshop/servicing and damage charging with digital photographs. It also included staff development and the ability to record qualifications held by each machine operator.



Malcolm Bowers

The system also highlights when qualifications need renewal and the qualifications required for each type of machine.

Bowers says the implementation of the Syrinx system was smooth and seamless, and that they were able to go live immediately after installation and training. He also liked the fact that the invoice layout is tailored to the company's customers rather than to the system. He says that the efficiencies and ease of use have paid dividends in terms efficiency, customer satisfaction and keeping a tight rein on the business, which is more critical than ever given the uncertain times we face.

Higher Concept offered visitors to the Executive Hire Show a free software workshop run by HCS trainers, with experience working directly in the rental industry. They covered areas such as CRM, Workshop, Purchasing, Stock Management and Customer Servicing.

Higher Concept's sales and marketing director Katy Williams, said: "We



Higher Concept order entry generates all necessary certifications.



Ben Bowers of Lifterz

appreciate our customers taking the time and effort to visit us at the show and we wanted to give something back. These complimentary workshops will help our customers to maximise the return from the investment they have made in IT, and hopefully help strengthen and drive their business forward in 2009."

Inspired mobility

Another highly popular rental software system in the UK and Ireland, particularly for powered access companies is that offered by InspiHire, which has recently added a number of new developments targeted at the sector. InspiHire MobileWorking offers clients access to real time information from GPRS



MobileWorking screen

enabled hand held devices, with the ability to accept machine handover signatures digitally. Photographs can also be stored against each unit both before and after a rental as well as for easy identification. This feature can also help companies to achieve the IPAF Rental+ accreditation by managing paperwork required by the quality mark, including documentation required by LOLER

regulations. It can store driver certificates, hire desk personnel, equipment specification documents and personnel certificates.

In addition all equipment is monitored and 'Service Due' reports (for LOLER) with equipment location can be run. In short the system stores a full hire audit trail with mandatory business processes helping instil discipline at the operational level as required by IPAF Rental+.

Web-based information

The company's new WebPortal allows rental companies to provide their customers with live information about equipment they have on hire at any time. Live data from the rental company's system automatically updates the WebPortal to ensure that a company's customers, equipped with the relevant codes, have access to the most up to date information on line which helps cut down on calls for information and work duplication. The InspiHire WebPortal can also be used as a marketing tool by making it easy for customers to accurately order all the equipment they need on line.



Web Portal



NOW IN EUROPE

China's Leading Platform Manufacturer

Our **New** global range is now CE approved and available internationally • **PARTNERS WANTED**

JChi

Beijing JingCheng Heavy Industry Co.,Ltd.

Xinghu Industrial Garden, Taihu Town, Tongzhou District,
101116, Beijing, China.

Tel: 0086-10-61539210, Fax: 0086-10-61539210.

E-mail: sales@jchic.com <http://www.jchic.com>

Genie John moves on



John Fuller

The New Year saw the departure after 25 years of John Fuller from Genie. During this time he was the face of the company in the UK to the extent that he was known as Genie John. Few will recall Genie without Fuller and given his unusual achievement of retaining the same role over a quarter of a century - as Genie

revenues grew from \$12 million to over \$2.3 billion - we thought it would prove interesting to look back at his career.

Fuller was born in the leafy town of Maidenhead, on the Thames, west of London. One of three children he had an older brother and a twin sister. After leaving school he took up a mechanical engineering apprenticeship at GD Peters of Slough, which made steel profile cutting tables, doors for the underground and labelling machines.



GD Peters plant in Slough

After completing the apprenticeship he headed off to the Greek Islands for the summer, something he repeated over the next five years, taking casual retail work back in the UK over the winter.

One year Fuller and his friends attempted to cycle to Greece, giving up in Belgium and taking the train. Then while in Mirtiotissa on the west coast of Corfu he met a German girl, Petra, who would become his wife. As that summer ended he hitchhiked to Tehran to visit a friend based there with Thomas Cook. During his 10 week stay he was told that he had won second prize - £250 - in a competition entitled 'The improper use of ladders', run by scaffold and ladder manufacturer Stephens & Carter. He had entered while working at Maidenhead Décor selling ladders and steps. The funds were wired allowing him to answer the call of love, taking a seven day bus trip to Austria and then hitching to Petra's

home in Lünen, near Dortmund. He moved in and stayed for two and a half years, working on the roads, digging trenches in coal black earth as well as in a factory before getting homesick.

Back to the UK

While away his parents had relocated to Southall, Nottinghamshire so the plan was for him to move back, find a job and a place to live so the couple could set up home together in the UK. The year was 1980 and Fuller headed for the employment exchange in nearby Newark, looking for a job in sales. By chance he found an opening with Acklift the Southall-based truck and trailer mounted aerial lift company. He put a deposit down on a small terraced house, rented a van and went back for Petra.

The next three and half years were spent demonstrating and selling Acklift products in the UK, principally to local authorities and utilities. In late 1983 Acklift, received an enquiry from Böcker regarding the distribution of its trailer lifts in Germany. Fuller was dispatched to Germany to visit the Werne-based company. Böcker was already manufacturing its range of ladder type material lifts, but also had the Genie distribution for Germany. Robert Böcker junior told Fuller that Genie was looking for a salesman for the UK and Ireland. Impressed by the products, he called Malcolm Cardy, Genie's European sales manager, based in The Hague. Cardy suggested he come for an interview. After the meeting Fuller he was told that he was one of two short listed for the job, however Genie plumped for the other

c&a

face to face



Fuller's first week, training with Novon in Holland

candidate, who had distribution experience while Fuller did not. Two weeks later however Cardy called to say that the first candidate had not worked out and offered him the job which he accepted without hesitation, becoming Genie's second European employee.

Starting with Genie

Fuller's first week was spent in Holland training with Karel Verhuel and Rob de Jong at Novon. Next stop was Seattle for a week on the production lines and then Missoula, Montana, travelling with Roger Curtis, ending up helping at an exhibition in Tacoma, Washington. Back in the UK he was kitted out with a Mercedes 207D van and a range of demonstration equipment including a Superlift, PLG and Air-Hoist.

Fuller's brief was to build up a regional dealer network in the UK, after ending a dealer arrangement with Walter Summers. While Genie products had sold in the UK, its customer list comprised of just six or seven names, including HSS, LGH, Speedy and Concord lifting and AC Lighting. Letters were sent out informing them of the change and giving the number of an 'office phone' in Fuller's house. He recalls being amazed when the phone rang within the hour, it was LGH wanting to order two Air Hoists, taken aback he said "do you want a quote?" to be told "No we have the



price and terms." What a great start.

Fuller's first dealers included Graham Campbell, Rod Fox, Rapid Platforms and William Laird. He had up to £2,000 a month to spend on advertising, and ran a lead generation campaign targeting the industrial and institutional market, passing the leads on to his growing dealer network.

With business getting off to a good start he hired Yvonne Johnson-Cooper, from Acklift, as office manager, initially working out of his house. They soon moved to a small office in the town and began building a team with Fred Johnson-Cooper, Yvonne's brother in law, handling parts and Rob Johnson service - both came from Acklift. The group moved through four small offices in Southall before transferring to proper premises in Newark. Until then products had been stored in the bonded warehouse of GR Warehousing in Felixstowe and dispatched directly to customers.



The lone John Fuller on Genie's first show in the UK - PMECC



After four years or so Genie moved to its premises in Newark

A few years in, Fuller recalls being introduced to Jim Daintith, then with Hewden, where he was struggling to get on with boss John Hutchinson. The two met and Daintith agreed to purchase the 'Genie dealer starter pack' - a PLC24, Superlift and Air Hoist at total cost of around £4,000. Daintith and APS went on to be his star dealer.

A few years in Fuller recalls being introduced to Jim Daintith, then with Hewden, where he was struggling to get on with boss John Hutchinson. The two met and Daintith agreed to purchase the 'Genie dealer starter pack' - a PLC24, Superlift and Air Hoist at total cost of around £4,000. Daintith and APS went on to be his star dealer.



Star dealer Jim Daintith (L) with John Fuller

Boom time

Within two years Genie launched its first self propelled boom lift, the Z30/20HD. With the new product range in hand Fuller set out to show it to the UK access rental industry. His first visit was to EPL, followed by John Ambrose at Universal, Mike Evans and the Morts at PTP and John Hutchinson at Seymour Plant. However the first order - for four units - came from CSG in London, rapidly followed by six units for Glover Crane Hire in Northern Ireland.

Genie's best known product, the Z45/22, arrived a year or so later. Fuller recalls one of the first major orders for it: "We were exhibiting at Haydock and had a cabin and some plastic chairs - Malcolm did not believe in extravagance - Ray Ledger of BET, came and sat down with us and asked what we'd do for several of them? In those days it was list price - list less 25 percent for dealers, so I gave him the standard discount and he said "OK we'll take 16". an incredible deal at the time!" The boom lifts also led to an end-user distribution deal in the mid



John Fuller with one of the many UK dealer trips to the US

1980's with Instant Zip-Up (IZU) in Telford which it sold alongside UpRight scissor lifts. He notes that Frank Huish of IZU placed the first Genies with Nationwide Access which went on to become one of Genie's best customers.

Surprise award

The Genie that Fuller joined was very sales orientated, each year the company would host a sales meeting at its Redmond headquarters. In his second year Fuller was the surprised winner of the Salesman of the Year award, a major honour at the time. He recalls Bob Wilkerson's introduction to the winner, "He was going on about this great guy, totally dedicated, and highly successful, selling over a million in his first year etc...etc... I remember thinking - sounds like a hell of a guy. And then out came my name! I thought he had made a mistake or I had missed something."



Award: Roger Brown (L) recognises the Genie Europe Team, John Fuller, Linda and Malcolm Cardy.

The reaction is typical of Fuller who is modest of his achievements and quite self depreciating. "I was so lucky to have this job, I got to travel to fantastic places, eat in spectacular restaurants and meet some fantastic people, many of whom became great friends, all I had to do was talk to them about our products."

He notes though that it was not all plain sailing, recalling problems with the first Z45's, fitted with Onan engines, designed for marine applications. The Onan dealer, a small company in Southampton was not able to support machines dotted all over the UK. "Genie's three owners



(L) John Fuller with David Price of Lavendon and Bob Wilkerson, presenting Lavendon with a customer of the year award

As the company built-up its support staff and facilities to handle the growing demands from both the UK and the rest of Europe. Newcomers took over responsibility for these aspects of the business. Fuller's position/title has ranged up and down over the years but he never allowed himself to get too upset about reporting lines, as long as his boss let him get on with the job. No matter what his title, his status in the UK market never changed.

Fuller says: "I am just a salesman and love what I do, I was not desperately keen to take on a bigger territory with more travel, and not really one for lots of reporting and administration. I have not yet adapted to the latest technology, perhaps now that I have more time I can change that?"

Since November he has been travelling with his replacement, Phil Graysmark, introducing him to his customers, officially departing at year end but will be working with Genie a few days a week to complete the hand over and assist where necessary.

At 55 he is hardly ready for full retirement. Initially he will be kept busy with a new home, having just sold his house in Southwell high street to downsize now that his three boys have started moving out. He has purchased an old house on the outskirts of the town which "needs a lot of work" and will project manage the renovation/building works as well as doing a lot of the labouring. After that who knows? We may see more of John Fuller yet.

were very customer focused and reacted quickly to such problems, in this case changing to a Kubota engine," says Fuller.

Other 'disasters' included scaffold towers and the acquisition of the Hyster/Fabtek V series sigma lifts. Both ranges were eventually dropped by Genie. While Fuller sees them as disasters, the products were good, but were simply not profitable for the company.

Market leadership

Genie quickly dominated the UK personnel lift (AWP) market, and Fuller gradually won leadership of the boom market in the 1990's by taking more than a fair share of the big orders from companies such as Lavendon, SGB, Hewden, David Meek, Universal, The Platform Company, Height for Hire, GPT and Skylift. For many years, he managed to keep JLG and Haulotte at bay.

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



HOLLAND LIFT

Make the move too ...

Make the move to:

- Maximum Reliability
- Ultimate Durability
- Excellent Platform Rigidity

Holland Lift International B.V.

Tel: +31 (0) 229 285555

Fax: +31 (0) 229 285550

E-mail: info@hollandlift.com



www.hollandlift.com



Springtime in Atlanta

The American Rental Association annual convention and its Rental Show, is back in Atlanta, possibly the least favourite venue for international visitors. The weather is not likely to be great and the city does not have the obvious pulling power of Las Vegas, Orlando or Anaheim. However those who know the city swear by it and travel connections are not bad. This year will be quiet in comparison to previous years and for the first time since most can remember JLG will not be in attendance.

While it might not look like the ARA of past years, there are some interesting exhibits, and it will be a great show for catching up with most manufacturers and comparing notes. On top of this the seminars, often overlooked by international visitors, are first rate and good value for the extra \$100.



The original Speed Level in Snorkel guise

Where?

Georgia World Congress Atlanta

When?

Tuesday 3rd March

08:00 Keynote speech - Captain Scott O'Grady

10:00 - 17:00 Exhibition opens

17:00 - 19:00 International Reception

Wednesday 4th March

08:00 - 12:30 Tour of local rental company for International visitors

09:00 - 17:00 Exhibition

Thursday 5th March

09:00 - 14:00 Exhibition

Registration

One day - Exhibition only

ARA Members or International visitors \$50/Day

Non members from USA and Canada \$75/day

Full registration

ARA Members or International visitors \$150/Day

Non members from USA and Canada \$250/day

Hotels

Within a short walk

- The Embassy Suites Centennial Olympic Park,
- Glenn Hotel,
- Hilton Garden Inn Atlanta Downtown
- Omni Hotel at CNN Center.

All hotels have rooms available and have lowered their rates.

For other hotels see ARA website for full list.

Free shuttle buses will run between hall B and hall C at congress centre to all hotels on the ARA lists.

Cranes and access listing

Aichi
Arrow Material handling telehandler attachments
Ausa
Baxter crane
Bil-Jax
Bobcat
Carelift - See Skyjack
Case
Custom Equipment
Denka - Reachmaster
Equipment Parts Wholesales
Falck Schmidt
Gehl
Genie
Haulotte
JCB
Manitou
Marv Haugen Attachments
MEC
Minn Parr
MLE
Niftylift
Oil&Steel
Omme - Tracked Lifts
Pathway Polymers - Poly fill PLE
Pro Tech works
Reachmaster
Skyjack
Smiley Lifting Solutions
Snorkel
Star Industries
Sumner
Sunshine Enterprises
Teupen
Tiresocks
Unic - See Smiley
Universal Canvas
UpRight - Snorkel
Vault products Scaffold
Worldlift - Reachmaster

Seminars

The ARA seminars are first rate and there are 18 of them covering all manner of subjects from Seven Sins of Safety to How to sell value - separating yourself from your competitors. Note that most of them are on Monday March 2nd.

March 2 seminars

9 AM - 11 AM	Real or Perceived: The Valuations of a Family Business
9 AM - 11 AM	Thrive, Don't Just Survive: Leading an Organization in a Down Economy
9 AM - 11 AM	How to Sell Value: Separating Yourself From Your Competitors
9 AM - 11 AM	Loyal for Life: Building an Emotional Connection
9 AM - 11 AM	Nudgin': Making Word of Mouth Marketing Sizzle in Your Rental Store
9 AM - 11 AM	CERP Exams
1:45 PM - 3:15 PM	Break-Even Analysis: Measuring and Managing Key Profit Drivers
1:45 PM - 3:15 PM	The Top Five Strategies for Web Site Success
1:45 PM - 3:15 PM	The Science of Happiness: The Fast Track to Outrageous Business Success
1:45 PM - 3:15 PM	It's Not Rocket Science: Developing an Effective Claims Management Program
1:45 PM - 3:15 PM	Rental Town Hall: Construction and Tool Rental
3:30 PM - 5 PM	Break Free: Asset Protection, Tax Reduction and Estate Planning
3:30 PM - 5 PM	Hire Tough, Manage Easy
3:30 PM - 5 PM	Conflict Management: Why Can't Everyone Get Along
3:30 PM - 5 PM	The Seven Sins of Safety: Cure Bad Behaviors and Prevent Accidents
3:30 PM - 5 PM	Rental Town Hall: Party and Event Rental

March 5th seminars

8 AM - 9 AM	Breakfast and Closing Speaker: Enjoying Life to the Fullest by Capturing the Naturally Occurring Humor of Reality
8 AM - 9 AM	Employee Seminar* Can You Hear Me? Five Specific Tips to Listen and Be Listened To

Exhibits to look out for Skyjack

The Canadian manufacturer is pressing ahead with some first class new products, including its new 46ft articulated boom the SJ46AJ which will be on display for the first time in North America, alongside it will be a full selection from its classic scissor lift range and its growing line of telescopic booms. Sadly it is unlikely to have its 12 and 16ft mast-type

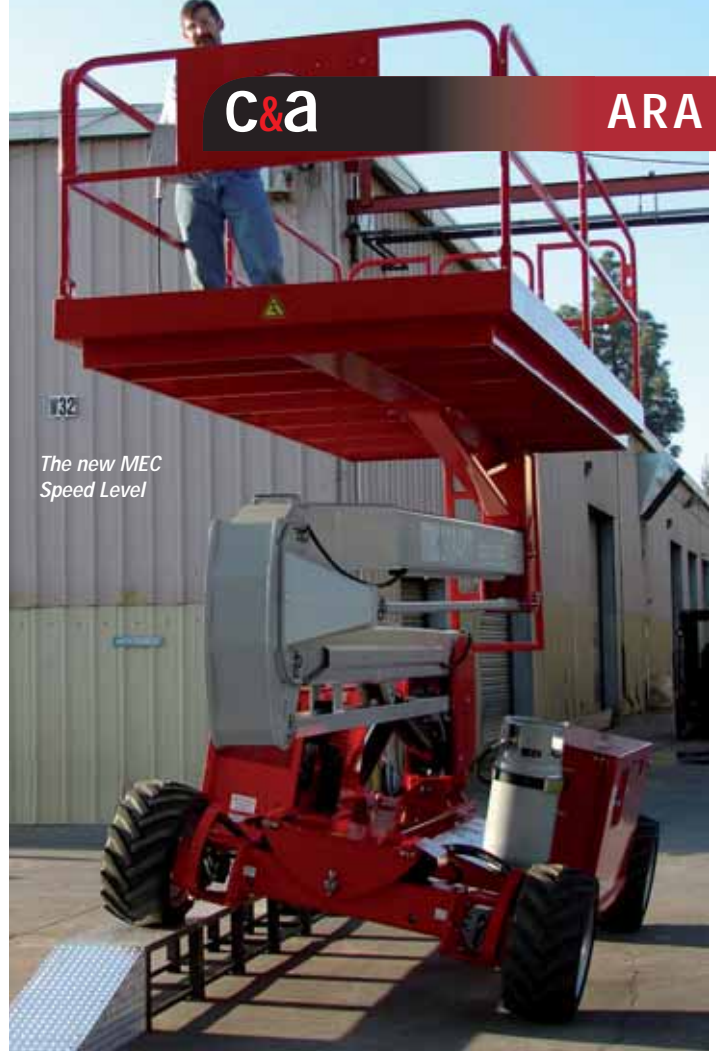
concept lifts on show. It will though be showing models from its two telehandler ranges.

MEC

This will probably be the main stand to visit in terms of new products, MEC will not only have its new Ultra scissor lifts with platform heights of up to 54ft, but also its version of the Speed Level, MEC's take on the classic UpRight self leveller.



The new Skyjack SJ46AJ



The new MEC Speed Level

Haulotte -Bil-Jax

Haulotte and Bil-Jax will be exhibiting as one for the first time at the ARA and will almost certainly have the largest access stand at the show. The company will have a wide range of its products on display including trailer lifts, boom and scissor lifts, scaffold, mast booms, telehandlers and a new transport trailer for smaller company products.

Snorkel/UpRight

Snorkel/UpRight will have a selection of its scissor and boom lifts on display including its latest trailer and boom machines. One assumes that the company will have its original Speed Level on show if only to highlight the fact that it retains ownership of this product type.

Niftylift

The UK-based company has a strong following with ARA members and

has been very successful in North America with its trailer lifts and self propelled booms. The stronger dollar will be making the company's US business more profitable.

Aichi

Distributed by Toyota, the company will have its new range of global booms and scissors on display.

Genie

One of the few shows that Genie will be attending this year, so if you want to see them in a trade show setting you will need to visit Atlanta. The company will have a small selection from its wide range.

Worldlift Industries

Visit the Reachmaster stand, Worldlift's US company store with Denka and Falck Schmidt trailer, spider and atrium lifts.



Haulotte/Bil-Jax will show a new trailer alongside its access equipment.

INTERMAT

International Exhibition of Equipment,
Machinery and Techniques for the
Construction and Building Materials Industry

2009

From 20 to 25 April

PARIS-NORD EXHIBITION CENTRE - FRANCE

Building the future



1,500 | **210,000** | **200,000 sqm**
exhibitors | **visitors** | **exhibition**



A trade show organized by
comexposium

Promosalons (UK) Ltd
Tel: 020 8216 3100
enquiries@promosalons.co.uk

www.intermat.fr

Predictable misuse and abuse

The new European Directive 2006/42/EC obliges suppliers of equipment to consider and make allowances for 'reasonably foreseeable misuse' in their products and manuals. In the following article Peter Reed, technical officer of the notified body PAC, sets out the differences between normal use, predictable misuse and abuse.



Peter Reed

Abuse or foreseeable misuse

The Machinery Directive 98/37/EC states that manufacturers must consider not only the normal use of the machines they build but also any misuses which can reasonably be anticipated. This relates both to the safe design of the product and also when writing the operating instructions. This immediately raises the question with manufacturers as to what 'can reasonably be expected?' Or, put another way, where is the delineation between intended use, foreseeable misuse and abuse of the product?

Intended use

Intended use is the use of the product for the purpose for which it was designed and in the way normally prescribed in the instructions. It is therefore important that this is stated in the instructions and also that any uses other than those stated are not permitted unless approved by the manufacturer.

Reasonably foreseeable misuse is defined in the new Directive 2006/42/EC as 'use of machinery in a way not intended in the instructions but which may result from readily predictable human

behaviour'. The key phrase here is human behaviour and the question that a manufacturer must ask therefore is 'is an operator likely to do this ...?'

Driving off without stowing the crane - predictable misuse?



We all know from experience that if there are two ways in which to undertake a particular task, the easiest or quickest method will usually be chosen. If either of these methods results in making the machine less safe, then measures should be introduced - designed in - to automatically prevent such a reduction in safety.

One example is a load sensing system, which prevents overloading and thus requires the operator to carry out several smaller, safe lifts rather than a single, potentially dangerous, lift. Such safety issues have been written into and become a requirement of harmonised standards such as EN280:2001. However, standards are not drawn up with every possible operating scenario in mind, which is where the manufacturer must undertake a risk assessment to determine any other limiting factors of the machines it designs and produces.



C&a

misuse/abuse

Predictable misuse? - Yes

On the other hand, the manufacturer cannot be expected to foresee every possible situation or the even the capabilities of every operator that uses the machine. If the manufacturer is able to demonstrate via, say, stability or structural calculations, that its product will remain safe even if not used exactly as intended, then that may be more acceptable than relying on an operator's judgement. Another way to look at it is to play the role of a safety inspector and ask the

Predictable? Yes



This can include deliberate actions taken by the operator to over-ride safety devices, thus deliberately making the machine less safe or the elaborate modification of the product to carry out a task for which it was clearly not designed.

On the other hand a manufacturer cannot be expected to indicate everything that is not permitted in the operator's manual as Abuse, and the same applies to prohibitions stated on decals on the machine. If potential misuse is predictable then it must be considered. Further background on foreseeable misuse will be included in the guidance to the new Machinery Directive, which is currently being drafted and will ultimately be available on-line.



Hard to predict this application!

About the author

Peter Reed has a strong background in mechanical, electrical and structural engineering and spent 14 years with Grove as a design engineer and project manager with the Manlift Division. His responsibilities included the preparation of technical files for EC certification, providing an ideal stepping stone to joining a notified body that specialises in lifting equipment - PAC.

So what is Abuse?

While the difference between foreseeable misuse and abuse can be the subject of debate, there are some cases that fall clearly into the 'Abuse' category. For example, foreseeable misuse does not preclude irrational behaviour, this is where actions taken by an operator falls clearly into the area of abuse.

THE 2009 BENELUX LIFTING EVENT



WWW.VERTICAALDAGEN.NET

Verticaaldagen Benelux is in 2009 HET evenement voor verhuurders en gebruikers van:

- mobiele en stationaire verticaalliften
- zelfrijdende schaarplatforms
- zelfrijdende telescoop- en kniktelescoophoogwerkers
- hoogwerkers op aanhanger
- vrachtwagenhoogwerkers op klein en groot rijbewijs
- rupshoogwerkers
- spinhoogwerkers
- hefsteigers
- "starre" telescopische verreikers
- "roterende" telescopische verreikers
- mobiele minikranen



Tevens biedt Verticaaldagen Benelux presentaties van bedrijven die zijn gespecialiseerd in aanverwante diensten, zoals:

- opleidingen voor hoogwerkerbediening
- keuringsinstanties en Notified Bodies
- branche organisaties
- verzekeringen
- financieringen en kredietverstrekking
- automatisering
- marketing- en mediadiensten



**We heten u graag welkom op
We like to welcome you to
Herzlich willkommen bei**

VERTICAALDAGEN BENELUX 2009

25 EN 26 SEPTEMBER 2009

Low Level, High Profile

Not prepared to lie low over low level access, PASMA is championing the need for training and product standards for low level access products such as podium or pulpit steps and folding room scaffolds.

Given the added incentive of the Work at Height Regulations, industry sources estimate that some 50,000 low level products have now found their way into the UK market since 2004, where they are particularly popular with the finishing trades in the construction sector. They provide a compact, lightweight, inexpensive and, in most cases, a 'protected' working platform by having a guardrail system fitted as standard.

However, like any other item of work at height equipment, they have

their limitations and employers have a statutory obligation to ensure that anyone that uses them is competent and aware of the factors that can affect their safe use. This can only be achieved through training which is why PASMA has added a low level access module to its industry standard training scheme. As the lead industry body in this field, PASMA is also developing a product standard for low level access. Managing director, Peter Bennett said: "Unfortunately, wherever there is high demand for



C&a

PASMA focus

a product, there is inevitably an opportunity for cheap, inferior and often imported versions which, in the absence of a minimum standard, can be distributed with impunity. These have the potential to exacerbate the already concerning accident statistics for low level working."

PASMA's technical committee is now at an advanced stage of drafting a much needed product standard for this type of equipment and expects to publish a first draft for public

comment within the next few months. Anyone in doubt about the necessity for such a standard need only glance at the latest statistics from the HSE. These show that falls from a height of up to and including two metres in 2006/07 resulted in 15 fatalities, 2,947 major injuries and 3,722 injuries where the person concerned needed three or more days off work. These compare with provisional figures of 15, and 2,779 and 3,597 respectively for 2007/08.

PASMA at Safety & Health Expo, 12 -14 May 2009

PASMA, as a leading member of the Access Industry Forum, will again be participating in Access Live, the Access Village and the Work at Height Seminar Theatre at the 2009 Safety & Health Expo, 12 - 14 May at the NEC, Birmingham.

Access Live will see PASMA using professional actors to perform a tower-based scenario designed to reinforce the Health and Safety Executive's ongoing 'Shattered Lives' campaign. It will take as its theme 'Act now before it's too late' as a call to action to combat the risk of injury or death as the result of a fall from height.

New in 2008, and back by popular demand, is the Work at Height Seminar Theatre. The aim is to provide practical knowledge and information that can be readily applied in the workplace and to address the most important questions facing the industry. PASMA members wishing to submit a paper should contact the secretariat.

Finally, Forum members, including PASMA, will again provide clear and practical guidance from their respective stands in the Access Village. For more information about the Forum and Expo, please visit www.accessindustryforum.org.uk



The Health and Safety Offences Act 2008

With the introduction of The Health and Safety Offences Act 2008 on 16 January 2009, the importance of proper training has never been greater. The new Act raises the maximum fine that can be imposed by the magistrates' courts for breaches of health and safety legislation from £5,000 to £20,000 and makes imprisonment an option for more serious offences. The new legislation has prompted warnings to employers who may be tempted to cut corners in the credit crunch that it may end up costing them their business and even their freedom.

Contact details



19 Woodside Crescent,
Glasgow G3 7UL
Tel: 0845 230 4041
Fax: 0845 230 4042
Email: info@pasma.co.uk
www.pasma.co.uk

Access in action



Erecting an insulated tower

Pic: Courtesy of Youngman Group

New Faces

As part of its long term development plans, PASMA has appointed four new members of staff. Monica Mircescu and Christine Shepherd have joined the administration team reporting to Karen O'Neill, while Jill Coultie takes up the newly created post of membership communications officer. The fourth new member of staff is accounts controller, Suzanne McFarlane. They can be reached on 0845 230 4041.



Suzanne McFarlane



Jill Coultie



Monica Mircescu



Christine Shepherd

Training Team

The training committee for 2008/09 comprises the following representatives:

- Andy Weaver, SGB Group (chairman)
- Jason Woods, Euro Towers
- Amanda Wild, Generation UK
- Dave Dagger, Access Consultancy & Training
- John Fidoe, HSS Hire Service Group
- Stuart Duncan, Turner Access
- Phil Higgs, Youngman Group
- Rob Norris, Aliscaff
- Geoff Carr, Instant Training
- Michael Aston, ASTRA Training (immediate past chairman)



EFFER 42 2S
1,135kg @ 3.28m
595kg @ 6.09m



EFFER 155 3S
3,200kg @ 4.42m
1,295kg @ 10.25m



EFFER 250 4S
4680kg @ 4.48m
1455kg @ 12.88m



EFFER 585 6S
With Radio Control
10,700kg @ 4.75m
2,500kg @ 17.13m



Mercedes Benz Axor 2543
2004 (54). 6x2 Rear Lift. Fitted With New
EFFER 340-4S (4 Extensions) with Radio
Control. Rear Stabilisers. 26,000kg GVW.
44,000kg GTW. Air & Electrics For Drawbar Use.

Other stock available; contact us now
for immediate installation & delivery

Contact: ☎:01430 871010
Brent Carmichael / Adam Day
07831 762683 / 07841 361388
brentcarmichael@britcom.co.uk / adamday@britcom.co.uk

Britcom International Limited, York Road, Market Weighton, East Yorks, YO43 3QX. Fax: 01430 872



ALLMI accredited Lorry Loader Operator Training Providers

Nationwide

T H WHITE

Contact: David Ottaway 01380 722381
Email: cranes@thwhite.co.uk

www.thwhite.co.uk
Nursteed Road Devizes
Wilts SN10 3EA



Ireland



Church Road, Tullamore, Co. Offaly, Ireland
Tel: 086 2500 825 Mobile: 086 1042 787

Nationwide



Wharfedale Road, Euro Way Ind. Est. Bradford. BD4 6SL
Tel: 0870 017 0606
Web: www.atlascranes.co.uk

Nationwide



Hiab Ltd

Cargotec Industrial Park, Ellesmere, Shropshire, SY12 9JW
Tel: 01691 626427 Fax: 01691 626472
e-mail: training.uk@hiab.com • Web: www.hiab.co.uk

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

The training accreditation service of Lorry Loader Manufacturers and Importers

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

BS EN 12999 A2 Amendment

c&a

ALLMI focus

It has recently come to ALLMI's attention that clarification is required with regard to the A2 amendment of BS EN12999. The A2 amendment was approved by CEN (the European Committee for Standardisation) on the 16th March 2006 and was entered into the EU Official Journal on the 1st October 2006. The provisions of the amendment are not mandatory for loader cranes manufactured during the 12 months following the date of introduction, but compliance is required for any loader crane manufactured from the 1st October 2007, which has been issued with an EC Declaration of Incorporation and / or an EC Declaration of Conformity stating that the loader crane complies with EN12999.

With regard to the changes introduced as a result of the A2 amendment, of particular relevance is section 5.4.3.2, which relates to manually operated stabiliser extensions:

"It shall be clearly visible to the operator when the manual locking devices are in the locked and unlocked position. In addition, a warning light, visible from the transport driving position, shall indicate when the stabilisers are not locked in the transport position."

Put clearly, this means that all loader cranes manufactured from 1st October 2007, which are supplied with the above mentioned declarations, must be fitted with a visible warning light to indicate when the outrigger beams are not properly stowed. In most cases, the best way to do this may be via the existing boom height warning circuit.



A number of questions have been raised as a result of the requirements introduced by this Amendment. They are listed below with clear and definitive answers:

Q. Some of the systems available read off the cam lock and not the leg. Therefore, it is possible to have the leg locked in the out position, yet the warning systems will be off in the cab. Would it not be more practical for the warnings to read off the leg or foot, then the warning would clearly indicate if the leg is stowed safely or not?

A. First of all, there is no requirement for the device to confirm that the stabiliser jack leg has been raised (see also below). However, each Manufacturer has its own system. In the event of this type of system (camlock sensor)



being fitted, it is important that the operator has received specific instruction in terms of the leg stowage procedure so he is aware of the need to ensure he has stowed and locked the stabilisers in the transport position prior to travel. This is also a requirement under the Road Traffic Act.

Q. Is it acceptable to put the sensors on secondary latches?



A. Yes.

Q. Are there new regulations that permit only mechanical switches to be used for safety systems and not proximity switches?

A. No, either type of switch is acceptable, providing it's effective.

Q. What about cranes manufactured prior to the 1st October 2007. Is it a requirement to retrofit these systems?

A. No, this is optional.

Q. Is there any exemption for smaller cranes, e.g. those under four Tonne/m?

A. No, the standard makes no exceptions for smaller cranes. If a crane has been issued with an EC Declaration of Incorporation and / or an EC Declaration of Conformity stating that it complies with EN12999, then it must conform to all of the requirements in place at the date of certification.



Stabiliser beams must be properly locked and a warning light must be located in the cab

Q. Is a provision required for ensuring that the stabiliser leg cylinders are also fully retracted? In other words, should the legs be locked up and in, or just in?

A. The legs only need to be locked in. The standard requires locking means to prevent uncontrolled movements of the crane and stabilisers. No measure is required to ensure the jack cylinders are retracted.

ALLMI joins European Community Whole Vehicle Type Approval Working Group

ALLMI recently took part in an inaugural meeting of an Industry Working Group for EC Whole Vehicle Type Approval. The purpose of the Working Group is to establish industry solutions for any of the outstanding issues relating to the forthcoming implementation of Type Approval from the 29th April 2009.

The Working Group will be discussing those elements of Type Approval that the UK Department for Transport (DfT)

and its agencies flag as industry matters. These include Multi-stage and Transmission of Data, together with other matters such as Type, Variant and Version Definition, all of which require there to be a common approach from all parties.

The principal members of the Working Group are the VBRA, SMMT, VCA, VOSA, CHEM, REMSA, NTTA and ALLMI. The activities of this group will be reported to the

DfT, which is interested in its outcomes and any policy changes that it could facilitate to assist in the implementation of Type Approval.

T H White technical manager, Les Drage, represented ALLMI at the inaugural meeting held in January. He said: "This Working Group was formed as a result of two years of strategy and policy meetings between DfT, VOSA, VCA and VBRA. The meetings identified the

need for certain procedural and technical issues to be analysed in greater detail, and the VBRA volunteered to take this on, which led to the formation of the Working Group. The group aims to focus on the process implications and the communication of information between the intermediate stages of a multi stage build, and ALLMI has a continuing and vital part to play at this."

Are your staff **properly trained?** **Don't risk it** call a certified local company today



Tel: 08707 871511
Email: training@afi-uplift.co.uk
www.afi-uplift.co.uk



Hull
Tel: 01482 227333 • Fax: 01482 587710
Email: enquiries@peter-hird.co.uk
www.peter-hird.co.uk



Midlands & North 0844 856 0001
South West 0844 856 0002
South & South East 0844 856 0003
training@panther.uk.com

Local, reliable access rental
www.platform-rentals.co.uk


All you need in access rental



Central Booking Line 0845 601 1032
training@nationwideplatforms.co.uk
www.nationwideplatforms.co.uk



Tel: 01793 766744
Email: training@hi-reach.co.uk
www.hi-reach.co.uk



Access Platform Sales
Tel: +44 (0) 1480 891251 • Fax: +44 (0) 1480 891162
Email: sales@accessplatforms.co.uk
www.accessplatforms.co.uk



Tel: 0115 9008855 • Fax: 0115 9008880
Email: drobinson@loxam-access.co.uk
www.loxam-access.co.uk



HIRE SALES TRAINING

Dublin: +353 01 459 46 46 • Cork: +353 021 488 66 46
Limerick: +353 061 30 46 46 • Galway: +353 091 50 46 46
Email: training@skylift.ie • www.skylift.ie



active in training

Tel: 0845 27 ACTIVE(228483) • Fax: 01698 281 735
Email: andrewmccusker@activesafetytraining.co.uk
www.activerentals.co.uk



instant training
Tel: 0845 068 4594 • Fax: 0845 815758
Email: info@instant-training.com
www.instant-training.com



Contact: Access Training
Tel: 01925 860826
Email: acesstraining@hewden.co.uk
www.hewden.co.uk



For further information on our IPAF Access Safety Training courses please contact:

Web: www.aplant.com
Tel: 0845 600 8573
E-mail: cts@aplant.com

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

Hotel owners hit for £22,000

The owners of a Bradford hotel have been fined £15,000 after telling two workers to climb on to the roof more than four storeys up to take down a flagpole without safety equipment. Magistrates ordered Tomahawk Hotels, which owns the Great Victoria Hotel in Bridge Street, Bradford, to pay £12,000 for breaching health and safety rules and £3,000 for failing to assess the risk involved. The company was also ordered to pay £7,000 of costs to Bradford City Council which brought the prosecution.

The man responsible for the work, maintenance manager John Partridge, 38, was fined £1,500 for failing to take reasonable care about the safety of the two men on the roof and not obtaining "suitable and sufficient" safety equipment.

The two men were spotted on the roof without any safety equipment in June 2006. Council health & safety staff saw them from their offices and took photographs of them in action pushing and pulling the flagpole to try and free it from its socket.

The prosecutor said: "The photograph shows the significant height at which the men are working and neither are wearing a safety harness. A step ladder leaning on the ledge of the roof hatch, was also a dangerous access method in that two of its legs were entirely

unsupported and the legs themselves are held together with a rope."

She also went on to say that there were discrepancies over what Partridge had been told by his employers. He denied being told to buy whatever safety equipment he needed and to do the job himself. He also said he had received no health and safety training, something which the company's records appeared to dispute - though the Council brought these into question.

The prosecution said that: Partridge claimed he had done a verbal risk assessment, but that it was "insufficient" and the "risk was obvious" - there was "potential for serious harm to the workers."

John Coen, representing the hotel and Partridge, told Bradford

Two men on the roof cost £22,000.

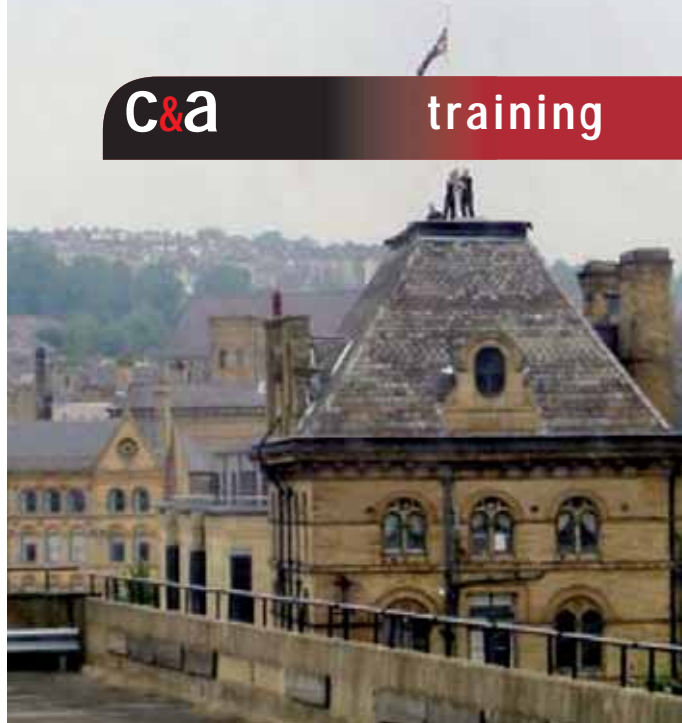
magistrates that following the verbal risk assessment they decided that the work would be done on a dry day and in daylight. The roof was flat and about eight by three metres in size and the pole was in the middle. "The risk did not require the men to go towards the edge of the roof and there were only up there ten to 15 minutes."

The men had been told to stay away from the edge and to simply unscrew the bracket, not pull the pole back and forth."

After the case David Clapham, principal environmental health

manager at the Council, said: "We are pleased with the level of these fines which illustrate how serious these offences were. We hope this sentence sends out a strong message to other businesses that the health and safety of their employees must be paramount."

Simon Grybas, the hotel's current general manager said: "We take the welfare of our employees very seriously and we have learned from this experience. We now have full training systems in place and we are fully compatible with all Health and Safety regulations."



Lack of training costs \$92,000

Canada Steel Service Centre has pleaded guilty and been fined \$92,500 after serious injuries were suffered by a young worker in its warehouse in London, Ontario. On April 23, 2007, a young employee at the warehouse who had been on the job just under three months was moving two bundles of steel round bars weighing around 4,000kg with an overhead crane operated by a remote control from the ground.

The rigging of the lifting slings fitted by the employee was improper and unsafe and the steel consequently slipped out of the rigging and struck the man causing serious foot, lung, leg, arm and back injuries. One of his feet was later amputated.

The company was fined for failing to provide information, instruction and supervision to a worker about how to safely operate an overhead crane to lift bundles of round bars, and failing to provide information, instruction and supervision about safe rigging procedures.

New scaffold guidance

The National Access and Scaffolding Confederation (NASC) has launched its guidance note TG20:08 - A Guide to good Practice for Scaffolding with Tubes and Fittings.

Designed as an important, practical and user friendly guide for scaffolding contractors and designers, the guidance note will also be of use to construction companies working with scaffolding contractors.

TG20:08 details how tube and fitting scaffolding can be erected to comply with the European standard BS EN



12811-1, which supersedes BS 5973. Some main contractors want the guidance to be implemented immediately although the HSE has agreed not to fully enforce it for the first two years.



Who trained him then?

This man was spotted working on the power lines outside the Harbortown Hotel in Iloilo City, on Panay in central Philippines.

You can help sponsor this page with a training advert promoting the importance of training along with your training centre email us on training@vertikal.net

Don't miss **the** UK lifting **event**

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.

Haydock Park

June 24th & 25th 2009

Be part of the UK's only specialist lifting equipment event.

Register on-line today for your FREE visitor ticket

www.vertikaldays.net

email the Vertikal Team at

info@vertikaldays.net

Telephone: UK Office +44 (0) 8707 740436

Vertikal
days

PAL Card still going strong despite recession blues



IPAF issued a record 81,378 PAL Cards (Powered Access Licences) in 2008, an increase of 89 percent over the 43,007 PAL Cards processed in 2004, which are due for renewal in 2009 as the PAL Card is valid for five years.

"Training will grow steadily in 2009, as new markets and industrial sectors embrace the benefits of internationally recognised operator training," said Tim Whiteman, IPAF managing director. "The IPAF training programme has won acceptance in many countries and we are seeing a strong push towards a standardised level of platform operator training available globally."

Job Access targets young talent

IPAF is inviting young people to learn about the access industry at the Internat construction equipment show in Paris. Job Access will be the focus of the IPAF stand E5 J 020 in the outdoor area. Visitors will see platforms in action, including demonstrations to illustrate the dangers of not wearing a full body harness when operating a boom-type mobile elevating work platform, using a real-weight dummy on a specially modified Skyjack boom.

IPAF is also developing an engineering apprenticeship designed to lead to a "technician" level qualification. Pascal Deher of IPAF-France, who is leading the project, said: "Job Access will give young people a wonderful chance to learn about the powered access business and understand the industry. It is not every day that 18-year-olds from technical high schools can gain insight into the workings of this complex and multifaceted business."

Schools interested in sending young people should register online at www.ipaf.org/jobaccess. They will then be given login details to complete a questionnaire. Suitable groups will be sent to the Internat show to attend a lecture at the IPAF stand and gain practical experience of operating a platform.



The 50-minute lecture will give an introduction to the powered access industry – history, development of equipment, use of equipment, main employers in the industry (manufacturers, rental companies), main areas of employment (hydraulics, electronics, engineering, hire desk, etc.), safe operation and training. A small display on the history of the powered access industry will also be on show.

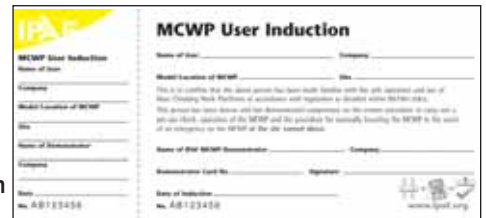
At the end of the lecture, the attendees will take a short test. A laptop will be awarded each day as a prize to the most successful participant. Attendees will also have the opportunity to test the equipment with an instructor and to watch the demonstration.

IPAF and ERA Rental Reports

IPAF members have the 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

User induction for mastclimbers

Site managers now have a documented means of verifying that users of mast climbing work platforms (MCWPs) on their site have been properly inducted.



The MCWP User Induction confirms that the holder has been made familiar with the safe operation and use of MCWPs in accordance with legislation as detailed within BS7981:2002. It confirms that the holder has been shown and has demonstrated competence on the correct procedure to carry out a pre-use check, operation of the MCWP and the procedure for manually lowering the MCWP in the event of an emergency on the MCWP at the site named.

The MCWP User Induction is model, location and site-specific and may only be issued by an IPAF certified MCWP demonstrator. IPAF members

and IPAF certified MCWP demonstrators may order this document (£5 per booklet of 100 sheets) by e-mailing susan.foster@ipaf.org

Users of MCWPs do not require training and the issuing of a PAL Card. They simply require induction to cover the machine's operating controls (up/down), pre-use checks and emergency procedures.

MCWP training covers the levels Mobile Operator, Demonstrator, Installer and Advanced Installer, each leading to the award of a PAL Card. Visit the Training section of www.ipaf.org to find an MCWP training centre.

IPAF Summit reaches new heights with new venue and awards

Put the 2nd April 2009 in your diary. It's the IPAF Summit and the first International Awards for Powered Access (IAPA). The Summit and awards dinner will be held at the Crowne Plaza Northwood in Dublin, Ireland.

For those arriving the day before, there is a networking event on the evening of the first of April at the Guinness Brewery including buffet supper. The IAPA celebrate and reward best practice. Categories include the IPAF Safety Champion of the Year, the Access Rental Company of the Year, and the New IPAF Training Centre of the Year.

Visit www.ipaf.org/iapa for more details on the awards criteria and entry form, sponsorship, table sales and getting to the venue.



IPAF, Bridge End Business Park, Milnthorpe, LA7 7RH, UK

Tel: 015395 62444

Fax: 015395 64686

www.ipaf.org info@ipaf.org

Offices in France, Germany, Italy, the Netherlands, Spain, Switzerland and the USA.



IPAF Summit 2009 on 2 April in Dublin

LG1750 Big Iron

The largest capacity lattice boom mobile crane currently made by Liebherr is the LG1750 which has a lifting capacity of 750 tonnes and can be equipped with a maximum boom and jib combination up to 200 metres. It is an unusual machine in that the crane carrier travels without the crane's boom or superstructure, which are transported separately and attached at the jobsite, following which the rest of the crane is erected. In fact the crane itself is derived from the LR1750 crawler crane, and shares many of its components. A number of these large mobile cranes have already been sold by Liebherr.

Conrad of Germany had previously produced a model of the crawler crane version of the 1750 in 1:50 scale for Liebherr, and now it has launched the LG1750 truck mounted version. The first indication that this is a big model comes with the box, which is large and heavy. Inside, all of the many parts are neatly packed, and a set of instructions guides the assembly process,

which can take around eight hours to fully rig the model in its maximum configuration.

The crane carrier is a big slug of metal with eight independent steering axles, and huge telescopic outrigger beams which are used to spread the load, and be in no doubt that the stresses in models of this size can be significant so the heavy construction is reassuring.

The crane consists of the superstructure frame which clips securely onto the carrier and includes a swing away cab which also tilts during lifting, replicating the original. A large number of boom and jib sections are supplied and these allow the crane to be configured in a number of different ways. With a simple main boom only or it can be rigged with main boom and back mast, to which the luffing jib can be added, The quality of manufacture of these parts is very good and they fit together easily to produce strong combined sections. If the model is erected to its full height it towers to over two metres and is very impressive indeed.



The massive carrier

To facilitate heavy lifting the model is supplied with a counterweight tray that hangs from the back mast, and this can be loaded up with a large number of individual counterweight slabs. The tray can also be set at different radii from the crane using an extending mechanism.

The overall quality of this model is high and Conrad has continued its reputation of engineering the models it produces well. German labour costs mean that the crane is not as detailed as some of the high quality models coming out of China these days, but it looks very good nonetheless. It is also not a cheap model, costing around €650 from most German model dealers.

Overall though, this is a highly recommended model. It is flexible in how it can be displayed, either erected in one of many different configurations, or even as a series of loads on suitable heavy haulage models. As a show of 'big iron' it will impress in a private collection or in a corporate office.

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



Lifting a vessel at height

Cranes Etc Model Rating

Packaging (max 10)	8
Detail (max 30)	24
Features (max 20)	17
Quality (max 25)	22
Price (max 15)	10
Overall (max 100)	81%



A convoy ready to roll



Attaching the crane



Big iron

An association yearbook for your bookshelf

The National Association and Scaffolding Confederation has published its annual year book for 2009. The book, more a thick magazine, is stacked full of information of façade scaffolding and the activities of the association in 2008.

There is no way you can call this a good read, and some of the content, such as the committee reports, is only of interest to the keenest of members. However, if you are an occasional or regular user of façade type scaffold you will find this yearbook to be informative and interesting. It includes a large number of interesting and unusual applications to a full list of the associations 200 members and an update on what is happening to scaffold regulation and the updates to various Technical Guidance notes.

Copies can be obtained from the NASC www.nasc.org.uk +44(0)20 78227400



The NASC yearbook a handy reference rather than a good read

The following letter was received from Phil Allan of Allan Access, following a news article and several readers letters regarding the administration and re-emergence of the business in the last issue of Cranes&Access.

Dear Leigh

I would like to respond to the very negative and adverse press that myself personally and my company has been faced with over recent articles and letters received by your magazine and address some of the unfair comments being made to stop this feeling of any premeditated actions and adverse actions on my behalf, and to put the matter straight before any further damage is caused.

In these very uncertain financial times I do believe that banks and various financial institutions should not be allowed to behave in such disgraceful ways that do not give us the smaller businesses the chance to work through extremely difficult times, and simultaneously feather their own nests accordingly. The actions of the factoring company involved with Allan Access Ltd to carry out premeditated actions to appoint an administrator is such an example of an unregulated financial body that should be checked and brought to task.

This factoring company appointed an administrator over the company ahead of the company banker primary debenture (and against the wishes of what was a supporting bank to the company who actually objected to the appointment) and to make matters worse the factoring company had the chance to be fully paid out by an alternative finance company but refused and frustrated them being paid in full, choosing instead to earn substantially more extra fees by the actions of the administration. Couple this with a shared interest and representatives with the administrator team and you wonder who was really being represented, it certainly was not the interests of the company, its shareholders or its creditors.

This of course left me personally with everything taken away and not only did the creditors suffer but a substantial financial damage personally was also incurred. Having then to effectively purchase back the assets of what was my own hard built business in fact added insult to injury, and not any planned action as being intimidated of taking anything away from the creditors. Using a pre-registered company Allan Access Hire Ltd which was in the process of being set up to move the rental business away from the manufacturing business was nothing more than an expedient. Selling off any assets purchased post administration which are not earning the new business any income or indeed are costing the business should be seen as a sensible business approach to raise much needed working capital in the business, and not anything sinister or suspicious.

I therefore do believe that the recent press comments and how it has been portrayed has not been balanced and the headline statistics took out of context to who has actually benefited from this sad series of events. The financial institutions have not lost anything only gained by the actions leaving everyone else including myself financially hurt.

Leigh I do hope that the balanced view of the events can be published to put the record straight

Yours sincerely

Phil Allan

Allan Access Hire Ltd



We ran a report on www.vertikal.net regarding a number of 'counterfeit' Tadano truck cranes that turned up in Dubai. The following letter highlighted that these units are turning up all over.

Dear Leigh,

The same type of cranes have found their way to Australia as well. We know of at least three in Western Australia and another two have just arrived in South Australia. We circulated your story to our CraneSafe Assessors and received the following message;

Thanks for the info on the fake Tadano cranes, as we have two of these units just arrived from China and to be quite honest even a blind man could tell how bad these actually are, they make a crane from India look like a Rolls Royce. I am sending you a disc of photo's so you can see. And when you look at this you will not believe what you are actually seeing but these have not been modified to scare you. As you noted they even have a Kato MS10 computer in them and writing on the boom, also the factory where they have been built does not believe in grinders as the oxy marks are still there, right to the slag still on the metal. As I said seeing is believing and I still do not believe that someone would actually buy these as I think they would be very expensive snapper wrecks. Have a look at the photo's and come back to me.

Vertikal Polls

Testing and certification of operators should be mandatory

The November/December poll on Vertikal.Net asked:

"Should the testing and certification of operators for cranes, aerial lifts and telehandlers be mandatory?"

The results were:

Total votes = 491

Yes - 92.1%

No - 7.9%

*This is by far the largest majority we have ever had on any poll we have run, and is surprising, given the worldwide readership we would have expected the result to have been closer to 70/30 and would not have been surprised if it had been 60/40.
Regulators take note!
Ed*

Angela Eagle MP
 Exchequer Secretary,
 HM Treasury
 1 Horse Guards Road,
 London SW1A 2HQ

The following is an open letter from Colin Wood of the CPA regarding the quiet escalation of fuel duty on the rebated red diesel used in cranes, aerial lifts and telehandlers

22nd December 2008

Dear Minister

Re: Fuel Duty

We are writing to you on behalf of the 1,580 Member companies within our trade association who are concerned with the current level of fuel duty.

Our Members range from small independent companies to large multi-national organisations that together generate over £4 billion-a-year turnover, in normal times. They hire out different types of construction equipment including: bulldozers, telehandlers, excavators, mobile cranes, dumpers and back-hoe loaders; which can be frequently seen on construction sites, including the Olympics.

Each business is heavily reliant on both Derv (White Diesel) for delivering this equipment to site and Rebated Gas Oil (Red Diesel) which is used for the equipment's day-to-day activities. We are very concerned at the year-on-year increases in fuel duty since 1997, in line with the fuel duty escalator. In that time there has been a disproportionate increase in fuel duty between Derv, which has increased by 142% and Rebated Gas Oil which has increased by over 400%! (Please see attached schedule.)

These measures have seen the gradual erosion of the duty differential between these two fuels. If these disproportional increases continue unabated, within 20 years Rebated Gas Oil will have a higher fuel duty than Derv. This will severely damage the Construction Plant industry.

In December 2004, the Government consulted with industry regarding possible changes to the Hydrocarbon Oils Duties Act. CPA held lengthy discussions with representatives of both Her Majesty's Treasury and Revenue and Customs. These discussions resulted in the agreement that most construction plant vehicles could continue to operate on Rebated Gas Oil; thereby helping to maintain the viability of our Industry. We are questioning why Government appears to be undermining this agreement by imposing disproportionate fuel duty increases to Rebated Gas Oil, particularly since September 2004.

To assist our industry, in these extremely difficult times, we are asking Government to consider imposing a moratorium on all fuel duty increases for the next two years; and thereafter any increases to the fuel duty for both Rebated Gas Oil and Derv should be kept in line with inflation and the differential between Rebated Gas Oil and Derv should be maintained.

I look forward to hearing from you on both of these issues.

Yours sincerely

COLIN WOOD
 Chief Executive

Readers *Letters*

Dear Leigh,

Like so many of your readers, I enjoy reading your magazine because in addition to the wide range of news it carries about what is happening in the powered access and crane industry, you are prepared to publish controversial items which other magazines tend to shy away from.

Here is an issue that has really annoyed me and I know is repeated in business, almost daily, where a company seeks a service - begs for instant action to help get their business out of a difficult situation, and then after all the hard work is done they refuse or rather don't bother to pay.

We experienced such a problem in May 2008 when Messrs Gallo SpA of Via Salaria 1531, 00138 Roma, Italy. The company faxed us in a panic, desperately seeking help to resolve a problem they had with the Italian Safety authorities, who had misunderstood an EC certificate issued in 1997 for a large telescopic boom lift. Gallo was advised that the boom was not covered by the certificate and was prohibited from using or renting it until the matter was resolved.

In light of the machine's age and date of the certificate we advised that several hours work would be required and that there would be a charge but agreed that it would not exceed £250. We also advised that our terms are payment before delivery of the documentation, but on assurances in writing from Ing Luca Schenetti, head of procurement, we agreed to undertake the work forthwith.

We were able to confirm that the machine had been properly certificated and that the confusion had arisen due to a change in colour scheme and model nomenclature. Copies of the original certification were dispatched along with copies of the original brochures and a confirmation form from the manufacturer that we specifically obtained to support the certification. The Italian authorities duly accepted the new certification and we had a happy customer.

However, over eight months down the line we are one very unsatisfied 'Angel of Mercy'. In spite of numerous statements, emails and requests for payment all we have received are further assurances that payment will be forthcoming. The £250 remains unpaid.

I hope that you will find the space to publish this letter and warn your readers that if approached by this company they should ensure that they receive cleared funds before undertaking any work.

Yours Sincerely,

Paul Adorian.
 Managing
 director

Letter edited for length, Mr Adorian also supplied clear proof of his claims, and we asked Gallo if they had anything to add. We include this letter here with some trepidation, we most certainly are not keen to become any form of middleman in payment disputes, although in this case it appears to be more crass ignorance than a dispute. We are though keen to hear your comments on such cases and whether there should be some form of EU small claims court to help smaller - or for that matter large companies to take action in such cases easily and inexpensively. After all if we are to have a true single market then it needs to be as easy to take action against a company in another country as in your own.

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.

Subscribe to **cranes & access**



The only way
to guarantee
that you
receive every
issue

Subscription Application Form

Please complete this form and either fax back on +44 (0) 1295 768223 or +49 (0) 7618 866814 or post to The Vertical Press, PO Box 6998, Brackley, NN13 5WY, UK. Tel: +44 (0)8707 740436

Name _____

Company _____

Job Title _____

Telephone _____

Address _____

Country _____

Telefax _____

Email _____

Please start my one year subscription to
Cranes & Access at the rate of:

£40.00/€60 (UK and Irish addresses only)

€75.00 (Rest of Europe)

\$110.00 / €60.00 (Other regions)

I enclose a cheque made payable to The Vertical Press

Please invoice me

I enclose an international money order

Please charge to my credit card

Name _____

Card number _____

Expiry date _____

Security code _____

Vertical
.net

Subscribe online at www.vertical.net

MiddleEastCranes

DRIVING CONSTRUCTION 2009

The biggest crane industry meeting in the Middle East



**Conference & exhibition: 24 - 25th February 2009,
Shangri-La Hotel, Dubai, UAE**

www.middleeastcranes.com

To attend, email Natasha Denney, ndenney@progressivemediagroup.com. Tel: +44 (0)208 269 7833

To exhibit, email Mark Bridger, mbridger@progressivemediagroup.com. Tel: +44 (0)208 269 7746

Event partner:



Al Jaber Heavy Lift

Associate sponsors:



Manitowoc
Crane Group



TEREX

Exclusive media partners:

Gulf Construction

www.gulfconstructionmiddleeast.com

GULF INDUSTRY

Your window to the Gulf's industrial sector

www.gulfindustry.com



TradeArabia

BUSINESS NEWS INFORMATION

www.tradearabia.com

Badge sponsor:

Modulift

Lunch sponsor - Day 1:



Load Systems International

Lunch sponsor - Day 2:

WOLFFKRAN

Organised by:

CRANES 

The independent magazine of the crane industry

www.cranestodaymagazine.com

Remote controls with feedback

C&a

innovations

Teleradio has introduced an entirely new line of radio remote controls under the Lynx name (Teleradio names all its controllers after big cats). Lynx controllers have been developed for applications where there is a requirement for feedback from the equipment.



The basic Lynx transmitter

Both the transmitter (hand unit) and the receiver (vehicle mounted unit) uses a duplex, 'two way communication' technique with visible feedback on a transmitter mounted LED display or light.

Lynx operates on the widely accepted 2.4 GHz band which ensures a powerful

and precise radio transmission. It is equipped with bipolar transistors which result in great flexibility and communicates via serial standards (RS232, RS485, modbus) with a PC or PLC.

The transmitter has 16 selectable channels and each transmitter has its own unique identity with a total of 4 billion variations. Another feature built into the transmitter is a low battery level warning.

All transmitters are equipped with five LEDs, four of which are programmable by the user.

The system's receiver has two open collector outputs and it operates on 5-24 volt DC.

The power consumption for 5-12 volt is 30 mA and 16 mA for the 24 volt version.



The Lynx receiver

LED display pressure switches

Tecsis has introduced a new range of pressure switches which incorporate a built-in LED display that provides a continuous pressure readout. The switches - the SC400, SC410 and SC420 - are ideally suited for all applications, where the pressure has to be monitored regularly.

Typical examples include hydraulic and vacuum systems for lifting and material handling applications, and monitoring of clamping pressures. They are available either with two switching outputs (SC400); with one switching and one analogue output (SC410); or with two switching outputs and one analogue output (SC420).

The integrated LED display not only provides a continuous pressure indication but also allows for easy set up together with the programming buttons. All parameters, such as the switching points, the switching mode (NO, NC) and the analogue output, can be set up very easily. An integrated



The new Tecsis SC400 pressure switch.

password protection ensures that only authorised personnel can change the switching points.

The pressure switches offer a wide range of flexibility for mounting, since both display and process connections can be turned by 330 degrees. The stainless steel housing fulfils industrial protection class IP65 enabling it to be used in applications with harsh environments.

Rapid voice and data connection for remote offices



The compact unit that can be fitted to the wall of a remote site office

An innovative new telecommunications product called OfficeRoute, promises companies with remote sites, a quick and inexpensive way to communicate through high speed, voice and data communications. The system is available through Neowave which claims that OfficeRoute can be installed in a new remote location within a couple of hours, avoiding the wait for the installation of fixed lines and the need to commit to long contracts - common complaints throughout the construction and utilities industries.

The system includes fast email and internet access at speeds up to 7.2 Mb, mobile phone connection, telephones, fax, voicemail and desktops with server

access and conversion of emails from desktop to SMS text messages.

The services are provided via a smart compact router that connects the remote office to the head office's local area network (LAN). OfficeRoute's security is assured through being a Virtual Private Network with built-in firewall.

Neowave's managing director, Justin Blaine said: "We are excited about the potential for OfficeRoute. The 'one-box, no-wires' product solution, with complete portability throughout the site and elsewhere, clearly fulfils a need and offers compelling advantages over traditional fixed line services. The product and technology are well proven and use established and trusted 3G protocols. What's more, our customers can rent the equipment for as long as they need it without committing to long-term contracts."



Neowave's OfficeRoute provides a telephone, fax and internet connection for temporary offices

enquiries →

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

To have your company's new product or service displayed in the 'Innovations' section of C&A, please send in all information along with images to either; Innovations, Cranes & Access, PO Box 6998, Brackley, NN13 5WY, or alternatively by e-mail to: info@vertikal.net with 'Innovations' typed in the subject box.

Whats on?

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

Middle East Cranes

24 - 25th February 2009
Crane Conference & exhibition:
Shangri-La Hotel, Dubai, UAE
ndenny@progressivemediagroup.com
Tel: +44 (0) 208 269 7833



IPAF Summit

Annual Summit for International
Powered Access Federation
April 2nd, 2009 Dublin, Ireland
Phone: +44 (0) 1539562444
Fax: +44 (0) 1539564686
E-mail: info@ipaf.org



ARA / Rental Show 2009

ARA/Rental Show 2009
Altanta Georgia March 3-5th
Tel: +1800 334 2177
Fax: +1309 764 1533
E-mail: info@therentalshow.com

Baumaschinenmesse Bern

Switzerland's largest construction
equipment show March 17th - 22nd 2009
Bern, Schweiz
Tel: +41 (0) 31 340 11 11
Fax: +41 (0) 31 340 11 10
E-Mail: baumaschinenmesse@beaexpo.ch

MAWEV-Show 2009

Austrian equipment show
March 25th - 28th 2009 Enns, Austria
Tel: +43 / (0) 1 216 65 26-0
Fax: +43 (0) 1 216 65 26-22
E-Mail: office@praesenta.com



Intermat 2009

International construction equipment show
April 24-29th, 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
Fax: +(44) 020 8652 4804
E-mail: jackie.hanford@rbi.co.uk



Safety & Health Expo

Health and safety show
May 12-14th, 2009 Birmingham, UK
Phone: +44 (0) 207 921 8067
Fax: +44 (0) 207 921 8058
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
Tel: +44 (0) 8707 740436
Fax: +44 (0) 1295 768223
E-mail: info@vertikal.net
Web: www.vertikaldays.net



Platformer Days

A specialist lifting event for the Benelux region
September 25-26, 2009
Safaripark Beekse Bergen, Netherlands
Phone: +31 (0)6 30 421 042
Fax: +31 (0)84 710 0518
E-mail: info@verticaaldagen.net

Verticaaldagen Benelux

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

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 2008

Middle East construction show in Dubai
November 23-27, 2008 Dubai, UAE
Phone: +49 (0) 89 949 22 0
Fax: +49 (0) 89 949 22 350
E-mail: info@imag.de

Bauma 2010

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



Conexpo 2011

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

Marketplace

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

ADVERTISEMENT

M. Sternick GmbH
Kran- u. Baumaschinenhandel

CRANES FOR SALE

ALL TERRAIN-CRANES

Make / Type	y. o. m.	Drive	Boom / Fly Jib
20 t Krupp KMK 2020	1994	4x4x4	20,50m + 3,80m
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
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 Faun RTF 40-3	2001	6x6x6	30,00m + 15,45m
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 590	1996	6x6x6	40,00m + 15,00m
50 t Liebherr LTM 1050/1	1995	6x6x6	40,00m + 16,00m
50 t Faun ATF 50-3	1997	6x6x6	38,00m + 16,00m
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
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	8x8x8	50,00m + 17,00m
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
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 Tadano TL 250 E	1997	6x4x2	30,00m + 7,50m
25 t Kato NK 250 E	1997	6x4x2	30,00m + 7,50m
25 t Kato NK 250 E	1998	6x4x2	30,00m + 7,50m
70 t Grove TT 865	1997	8x6x8	38,00m + 18,50m

REACHSTACKER

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

BOOMLIFTER

Make / Type	y. o. m.	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

Tel: +49-2364 - 106203
Fax: +49-2364 - 15546
Mobile: +49-172-2332923
e-Mail: info@sternick-krane.de
Internet: http://www.sternick-krane.de

M. Sternick GmbH
Kran- u. Baumaschinenhandel
Import - Export
D-45721 Hättem / Germany

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

cranes & access

FOR USERS & BUYERS OF LIFTING EQUIPMENT

reaches over six times as many
UK/Irish buyers of lifts and lifting
equipment than any other lifting
magazine.

Promote your goods, jobs and
services on a regular basis to
over 15,000 lifting professionals
around the world - via the
printed and on-line editions of
this magazine. You'll be surprised
how inexpensive it can be.

ADVERTISING:

The Vertikal Press Ltd.
PO Box 6998, Brackley,
NN13 5WY UK.
Tel: +44 (0)8707 740436
Fax: +44 (0)1295 768223
E-mail: advertising@vertikal.net

GERMANY:

+ (49) (0)761 189786615.

Vertikal
.net

JRL

London Tower Crane Hire & Sales Limited

LTC



**CLIMBING TO
NEW HEIGHTS
WORLDWIDE 2009**

RENTAL PER WEEK

SELF ERECTORS - FROM £400
SAEZ FLAT TOPS - FROM £600

CLIMBING CRANES AVAILABLE

JOST FLAT TOPS/LUFFERS - FROM £900
COMEDIL FLAT TOPS/LUFFERS - FROM £800
YONGMAO FLAT TOPS/LUFFERS - FROM £1200

SALES

SAEZ FLATTOPS - FROM £50,000
JOST FLAT TOPS/LUFFERS - FROM £100,00
COMEDIL FLATTOPS/LUFFERS - FROM £50,000
YONGMAO FLAT TOPS/LUFFERS - FROM £150,000
PEINER SADDLE/LUFFERS - FROM £70,000

4 Elstree Way, Borehamwood, Hertfordshire. WD6 1RN

Tel +44 (0) 20 8327 4060 - Fax+44 (0) 20 236 9391

sales@londontowercranes.co.uk - Web www.londontowercranes.co.uk

ACCESS EQUIPMENT MANUFACTURERS

Aichi	www.aichi.de
AIRO	www.airo.com
Alimak	www.alimak.co.uk
Altrex B.V.	www.altrex.com
Barin	www.barin.it
Basket	www.basket-platforms.com
Bil jax	www.biljax.com
Bison - Palfinger	www.bisonpalfinger.com
Bravi	www.braviisol.com
CMC	www.cmc-platforms.com
CTE	www.ctelift.com
Denka Lift	www.wi-industries.com
Dino Lift	www.dinolift.com
Esda	www.esda-fahrzeugwerke.de
Genie	www.genieindustries.com
GSR Spa	www.gsrspa.it
Haulotte	www.haulotte.com
Hinowa Tracked Aerial Platforms	www.hinowa.com
Holland Lift	www.hollandlift.com
Iteco	www.itecolift.it
JLG	www.jlgeurope.com
Leguan Lifts	www.leguanlifts.com
Manitou	www.manitou.com
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
Ranger tracked access	www.tracked-access.co.uk
Ruthmann	www.ruthmann.de
Skyhigh	www.skyhigh.be
Snorkel	www.snorkelusa.com
SUP	www.supelephant.com
Teupen	www.teupen.info
Turner Access	www.turner-access.co.uk
Upright International	www.uprighteu.com
Versalift distributors (UK) Ltd	www.versalift.co.uk
Worldlift	www.wi-industries.com

MAST CLIMBERS & HOISTS

Alimak-HEK	www.alimakhek.com
LTC Hoists	www.ltcscuff.co.uk
LTECH	www.ltech.ru
Safi	www.safi.it

PLATFORM RENTAL

2 Cousins Access Limited	www.2cousins.co.uk
AA Access (Specialists)	www.aaaccess.co.uk
Access Link	www.accesslink.biz
Access Platforms Direct	www.accessplatformsdirect.co.uk
Aerial Platforms Ltd	www.aerialplatformsltd.co.uk
AFI- Uplift	www.afi-uplift.co.uk
Bucks Access Rentals Ltd	www.bucksaccessrentals.co.uk
Easi up Lifts	www.easiuplifts.com
ES Access Platforms Ltd	www.esaccess.co.uk
Facelift	www.facelift.co.uk
Hi-reach	www.hi-reach.co.uk
LTC Powered Access	www.ltcaccess.co.uk
LTECH	www.ltech.ru
Manlift Hire	www.manlift.ie
Max Access	www.maxaccess.co.uk
Nationwide Access	www.nationwideaccess.co.uk
Panther Platform Rentals	www.platform-rentals.co.uk
Peter Hird	www.peter-hird.co.uk
Rapid Platforms	www.rapidplatforms.co.uk
Skylift Hire	www.skylift.ie
Universal Platforms	www.universalplatforms.com
Wilson Access	www.wilsonaccess.co.uk

NEW & USED PLATFORMS

Access Business	www.accessbusiness.nl
Access Platforms Direct	www.accessplatformsdirect.co.uk
Access Platform Sales	www.accessplatforms.co.uk
Access Sales International	www.accesssalesint.co.uk
Advanced Access Platforms	www.aaplatforms.co.uk
AFI Resale	www.afi-resale.co.uk
A.J. Access Platforms	www.accessplatforms.com
Baulift	www.baulift.de
Brodrene Jorgensen AS	www.brjorgen.no
Caunton -Access	www.cauntonaccess.com
Easi-uplifts	www.easiuplifts.com
Facelift	www.facelift.co.uk
Flesch	www.Flesch-Arbeitsbuehnen.de

Genie	www.genieindustries.com
Instant Holland	www.instant-holland.nl
JLG	www.jlgeurope.com
Kermco	www.kermco.co.uk
Kunze GmbH	www.KUNZEGmbh.de
Lisman	www.lisman.nl
LTECH	www.ltech.ru
Manlift Sales	www.manlift.ie
Max Access	www.maxaccess.co.uk
Mech-Serv (GB) Ltd	www.mech-serv.co.uk
Nationwide Access	www.nationwideaccess.co.uk
Peter-Hird Ltd	www.peter-hird.co.uk
Tracked Access	www.trackedaccess.com
Platform Sales	www.platformsales.co.uk
Platform Sales Europe	www.platformsaleseurope.com
Promax Access	www.promaxaccess.com
Rapid Platforms	www.rapidplatforms.co.uk
Ritchie Bros auctions	www.rbauktion.com
Skylift Hire	www.skylift.ie
Thanner	www.USED-Worklift.com
Turner Access	www.turner-access.co.uk
TVH - Group Thermote & Vanhalst	www.tvh.be
Universal Platforms	www.universalplatforms.com
Wilson Access	www.wilsonaccess.co.uk

ALLOY SCAFFOLD TOWERS

Altrex	www.altrex.com
Instant	www.instantupright.com
Svelt	www.svelt.it
Turner Access	www.turner-access.co.uk
UpRight	www.uprighteu.com

SPECIAL/BESPOKE ACCESS & LIFTING SOLUTIONS

Kermco	www.kermco.co.uk
Platform Sales	www.platformsales.co.uk
H&A Height Services	www.ha-heightservices.com

SPECIAL & NICHE PLATFORM RENTAL

Easi UpLifts	www.easiuplifts.com
Facelift	www.facelift.co.uk
Max Access	www.maxaccess.co.uk
Panther Platform Rentals	www.platform-rentals.co.uk
Tracked Access	www.trackedaccess.com
Rapid Platforms	www.rapidplatforms.co.uk
Universal Platforms	www.universalplatforms.com
Wilson Access	www.wilsonaccess.co.uk

SPECIALIST SCAFFOLDING

LTC Specialist Scaffolding	www.ltcscuff.co.uk
----------------------------	--

TRAINING CENTRES & TRAINERS

Access Platforms Direct	www.accessplatformsdirect.co.uk
Access Platform Sales	www.accessplatforms.co.uk
Active Safety	www.activereals.co.uk
AFI	www.afi-uplift.co.uk
Ainscough	www.ainscoughtraining.co.uk
AJ Access	www.accessplatforms.com
Avon Crane	www.avoncrane.co.uk
Central Access	www.central-access.co.uk
Davis Access Platforms	www.davisaccessplatforms.com
ES Access Platforms Ltd	www.esaccess.co.uk
Facelift	www.facelift.co.uk
Genie	www.genieindustries.com
HCS	www.hydrauliccraneservices.co.uk
Hi-Reach	www.hi-reach.co.uk
Hiab	www.hiab.com
Hird	www.peter-hird.co.uk
JLG Training	www.jlgeurope.com
Kingfisher Access	www.kingfisheraccess.co.uk
L&B Transport	www.lbtransport.co.uk
Loxam	www.loxam-access.co.uk
Lifting Equipment Training	www.letltd.co.uk
LTC Training Services	www.ltctrainingservices.co.uk
Nationwide	www.nationwideaccess.co.uk
Norfolk Training Services	www.norfolktraining.co.uk
Panther Platform Rentals	www.platform-rentals.co.uk
Rapid Platforms	www.rapidplatforms.co.uk
Skylift Hire	www.skylift.ie
Southern Crane & Access	www.southernranes.co.uk
TH White	www.thwhite.co.uk
Terex Atlas (UK) Ltd.	www.atlasranes.co.uk
The Platform Company	www.platformcompany.co.uk
Turner Access	www.turner-access.co.uk
Universal Platforms	www.universalplatforms.com
Wilson Access	www.wilsonaccess.co.uk

TRAINING ASSOCIATIONS & NETWORKS

Allmi www.allmitraining.co.uk
AWPT www.awpt.org
IPAF www.ipaf.org
National Access and
Scaffolding Confederation www.nasc.org.uk
Pasma www.pasma.co.uk

CRANE MANUFACTURERS

Grove www.groveworldwide.com
Kobelco www.kobelco-cranes.com
Liebherr www.liebherr.com
Maeda www.maedaminicranes.co.uk
Mantis Cranes www.mantiscranes.ie
Tadano Faun www.tadanofaun.de
Terex-Demag www.terex-cranes.com
Unic Cranes www.unic-cranes.co.uk
Unikran www.unikran.ru
Valla www.valla-cranes.co.uk
Vanson www.vansoncranes.com

CRANE HIRE

Ainscough www.ainscough.co.uk
Berry Cranes www.berrycranes.co.uk
City Lifting www.citylifitng.co.uk
Hewden www.hewden.co.uk
Ladybird tower crane hire www.ladybirdcranehire.co.uk
Mantis Cranes www.mantiscranes.ie
McNally crane hire www.cranehire-ireland.com
Port Services Ltd Heavy Crane division www.portservices.co.uk

MINI CRANE HIRE

JT Mini Crane Hire www.jtminicranes.co.uk
LTECH www.ltech.ru
Peter Hird www.peter-hird.co.uk
Tracked Access www.trackedaccess.com

NEW & USED CRANES

AGD Equipment Ltd www.agd-equipment.co.uk
Cranes UK www.cranesuk.net
Crowland Cranes www.crowlandcranes.co.uk
Immo Cranes www.immo-cranes.com
Jones-Iron Fairy www.jonesironfairy.co.uk
Kobelco www.kobelco-cranes.com
Mantis Cranes www.mantiscranes.ie
M. Stemick www.stemick-krane.de
P.V. Adrighem BV www.adrighem.com
Terex Demag www.terex-cranes.com
Used Cranes CCK www.used-cranes.de
Valla UK Ltd www.valla-cranes.co.uk
UCM www.ucmholland.nl

SELF ERECTING TOWER CRANES

Airtek safety www.airteksafety.com
City Lifting www.citylifitng.co.uk
Ladybird tower crane hire www.ladybirdcranehire.co.uk
Mantis Cranes www.mantiscranes.ie
Vanson www.vansoncranes.com

LORRY/TRUCK LOADER CRANES

Effer www.effer.it
Fassi UK www.fassiuk.com
Hiab www.hiab.com
Palfinger www.palfinger.com

TELESCOPIC HANDLERS

Genie www.genieindustries.com
Haulotte www.haulotte.com
JLG www.jlgeurope.com
LTECH www.ltech.ru
Manitou www.manitou.com
Mec Telehandlers www.mecawp.com
Merlo www.merlo.co.uk

OUTRIGGER PADS, MATS & ROADWAYS

Eco power pads www.outriggerpads.co.uk
TMC lifting supplies www.crowlandcranes.co.uk/tmc
TPA Ltd www.tpa-ltd.co.uk

USA DISTRIBUTION & LOGISTICS

Pacific Equipment Logistic www.pacificlogistic.com

NEW & USED TELEHANDLERS

Lisman www.lisman.nl
LTECH www.ltech.ru
Skylift Hire www.skylift.ie
VHS Viissers Heftruck Service www.vhsbladel.nl

PARTS & SERVICE SUPPLIERS

Caunton - Access www.caunton-access.com
Crowland Cranes www.crowlandcranes.co.uk
Davis Access Platforms www.davisaccessplatforms.com
IPS www.ips-ltd.biz
JLG www.jlgeurope.com
Mech-Serv (GB) Ltd www.mech-serv.co.uk
TVH - Group Thermote & Vanhalst www.tvh.be
Unified Parts www.unifiedparts.com

SAFETY EQUIPMENT

AGS www.ags-btp.fr
Airtek equipment www.airteksafety.com
SMIE www.smie.com

STRUCTURAL REPAIRS

Avezaat Cranes www.avezaat.com
Crowland Cranes www.crowlandcranes.co.uk/tmc
John Taylor Crane Services Ltd www.jtcranes.co.uk

WIRE ROPE

Teufelberger Seil www.teufelberger.com
Casar www.casar.de

BATTERY MANUFACTURERS/SUPPLIERS

Energy Batteries www.energy-batteries.com
ManBat www.manbat.co.uk
Trojan Battery www.trojanbattery.com

CONTROL SYSTEMS

MOBA Automation www.moba.de
Intercontrol www.intercontrol.de

SOFTWARE

MCS Rental Software www.mcs.co.uk

EQUIPMENT AUCTION HOUSES

Ritchie Brothers www.rbauktion.com

INDUSTRY ASSOCIATIONS

ALLMI www.allmitraining.co.uk
EWPA www.ewpa.com.au
IPAF www.ipaf.org
OSHA www.osha.gov
PASMA www.pasma.co.uk

RENTAL MANAGEMENT SOFTWARE

Higher Concept Software www.higherconcept.co.uk
Insphire www.insphire.com

ANCILLARY EQUIPMENT

TMC lifting supplies www.crowlandcranes.co.uk/tmc

HEAVY LIFT PLANNING & SUPERVISION

HLI Consulting www.hliconsulting.com

EVENTS

APEX www.apexshow.com
Bauma www.bauma.de
Conexpo www.conexpoconagg.com
Intermat www.intermat.fr
Platformers Days www.platformers-days.de
SED www.sed.co.uk
Vertikal Days www.vertikaldays.net

Don't see a category that fits your product/service?
Let us know and we can always add one.

Vertikal
.net

OVER 4 million Hits a Month • OVER 90,000 Visitors a Month
OVER 1.2 million pages views each month

arrange your listing in the ACCESS and LIFTING EQUIPMENT DIRECTORY: Tel: 08707 740436 Fax: 01295 768223 Email: info@vertikal.net

An entry in our online directory with hot-link to your website
and publication here costs just £175/€280 for a whole year

ECO LIFT outrigger pads

- Manufactured in Germany to the highest standards from regenerated polyethylene
- Safe and easy to handle will not splinter
- No water absorption
- High resistance to impact and vertical pressures
- Under normal working conditions unbreakable
- Inbuilt memory, adapting to working surface
- Custom sizes available
- Supporting - mobile cranes, self erecting tower cranes, loader cranes, aerial work platforms, concrete pumps, tele handlers
- Load bearing capacities from 5 to 300 tonnes
- 3 year warranty against breakage

The UK's Leading Supplier



Bill Green @ PLC Sales

Tel: +44 (0) 1449 674 154 Mob: +44 (0) 7885 020 582

Fax: +44 (0) 1449 674 173

Email: sales@outriggerpads.co.uk Web: www.outriggerpads.co.uk

Economic wind speed and direction



Complete wind speed and direction systems utilising ultrasonic technology - so no moving parts or reduction in accuracy due to wear. Data is viewed on a dedicated display. High or low wind speed alarm function. For quick and easy installation, systems include options for cabling, mast, alarm, datalogger and radio communications.

Range of accurate hand held anemometers for wind speed, (current, maximum and average) with options for temperature, humidity & pressure available



Richard Paul Russell Ltd - New Harbour Building, Bath Road, Lymington, SO41 3SE
Tel: 01590 679755, Fax: 688577, sales@r-p-r.co.uk

www.r-p-r.co.uk



HEIGHT SERVICES LIMITED

8 Snowdon Road, Middlesbrough,
Cleveland TS2 1LP

Tel: 01642 218607 Fax: 01642 217149

E-mail: info@ha-heightservices.com

Web: www.ha-heightservices.com



WELEX: SPECIALIST IN EKKI MATS

Wellex is one of the oldest European companies concerned with the import and export of hardwoods and manufacturing ekki mats.

For many years we have been providing companies throughout the world with ekki mats for construction work, crane gantries, pipeline installations and bridge building.



By manufacturing the mats ourselves we are able to work in an extremely cost efficient manner. We can carry out the transport, laying out and picking up of the mats for your project.



FOR SALE
FOR HIRE

As you can see from the above, we can be of service to you in many ways. We are also pleased to assist you by providing advice and management consultancy.



Welex, Heicopperweg 38A, 4128 LP Lexmond, Holland
Phone +31(0) 347-341 215, fax +31(0) 347-342 363
E-mail: welex@welex.nl, website: www.welex.nl

This is just a
small selection
of our stock



DL-25 sn: 12746
Year 2005
Working height 25.00 m



HAB S152 sn: 00000
Year 2008
Working height 15.20 m



Hinowa sn: GL464
Year 2005
Working height 14.00 m



JLG 450AJ sn: 0662
Year 2004
Working height 15.72 m



JLG 660SJ sn: 84265
Year 2005
Working height 22.00 m



JLG 860SJ sn: 82101
Year 2005
Working height 28.00 m



TL-49 sn: 8045
Year 2008
Working height 17.00 m



JLG 510AJ sn: 583
Year 2004
Working height 17.00 m

Please do not hesitate to contact us as our stock changes on a daily basis.
We also have new machinery in stock, ALL major brands available.



UpRight

Only a 10 minutes drive
from Schiphol Airport



INSTANT

HOLLAND

The address for rental and sale of Aerial platforms and Scaffolding

For further information please call mr. Andrew Bezemer
+31251 290200, andrew.bezemer@instant-holland.nl
www.instant-holland.nl

Coolowen, Blarney,
Co. Cork, Ireland
info@rivertekservices.com
www.rivertekservices.com
Fax: +353 (0) 21 4381504

RIVERTEK SERVICES LTD.

Please call +353 (0) 21 4381504 or +353 (0) 21 4381504



NEW KATO MR250
25 TON CITY CRANE



NEW KATO 10 TON
CITY CRANE



NEW KATO SH200H
20 TON CITY CRANE



NEW HI DCH700
70 TON CRAWLER CRANE



2002 HITACHI CX500
50 TON CRAWLER CRANE



1998 SANYO SC600 2
60 TON CRAWLER CRANE



2001 KOBELCO TK600
60 TON CRAWLER CRANE



1999 HI CCH500T
50 TON CRAWLER CRANE



2008 TADANO BT50N
CITY CRANE



2007 KATO MR250
25 TON CITY CRANE



2007 & 2008 KATO 25 TON
CITY CRANES



2008 & 2007 KATO 10 TON
CITY CRANES



1999 KATO 10 TON CITY CRANE
AS NEW CONDITION



1998 KATO NK500
AS NEW CONDITION



2001 TADANO TR75M
7.5 TON TRUCK CRANE

• ALL CRANES SUPPLIED WITH NEW LIFT CERTIFICATES & FULLY SERVICED
• SHIPPING TO MOST WORLDWIDE DESTINATIONS
• EXTENSIVE RANGE OF NEW & USED GENUINE SPARE PARTS TO SUIT JAPANESE CRANES

• EQUIPMENT IS IN STOCK AND AVAILABLE FOR IMMEDIATE DELIVERY
• INFRASTRUCTURE ON Y&A BY CRANES FROM OUR INT. AIRPORT, COLLECTION & RETURN ARRANGED

YOUR Direct Route to Access.....



- Sales of **New** and **Used** access platforms
- **Training** and **Instruction** anywhere in the UK
- Equipment **Finance options** include Spot Hire, Contract **Rental & Buy-back** (subject to status)
- Worldwide **Export** with in-house shipping service
- Wir Sprechen Deutsch... Se Habla Español....
- Parliamo Italiano.....
- **Experienced** Access people



T: 01483 475390
F: 01483 486468
M: 07717-779541
E: info@accessplatformsdirect.co.uk

www.accessplatformsdirect.co.uk



3 DAY UNRESERVED PUBLIC AUCTION

Moerdijk, Netherlands

February 25, 26 & 27, 2009 (Wed, Thu & Fri) 8:30 am



2005 LIEBHERR 200 EC-HM6 FR TRONIC



UNUSED - 2008 LIEBHERR 112 EC-H8 LITRONIC



1 / 2 - LIEBHERR 34K



DEMAG AC75



2007 TEREX COMEDIL CBR24+



2 - GENIE GS3268IC



QTY OF HAULOTTE H125DX 4x4



2 - 2004 ITECO IT10160DE



QTY OF JLG 500RTS 4x4x4



QTY OF JLG 400CRT 4x4



QTY OF 2003 & 2002 SKYJACK SJ4832 ELECTRIC



QTY OF GENIE Z45-25RT 4x4



QTY OF GENIE Z34-22N ELECTRIC



QTY OF GENIE Z34-22



QTY OF 2001 HAULOTTE H21TX 4x4

OVER 500 SCISSOR LIFTS AND BOOM LIFTS

Sale Site: Mark S. Clarkelaan 21, Haven M530, Port of Moerdijk, 4761 RK Zevenbergen, The Netherlands

Tel: +31.168.39.22.00 **Fax:** +31.168.39.22.50

CALL FOR A FREE BROCHURE

+31.168.39.22.00

rb RITCHIE BROS.
Auctioneers

www.rbauction.com

NO MINIMUMS • NO LIMITS • NO BUY BACKS

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



Access Platform Sales

NEW • USED • TRAINING • SERVICE



AERIAL K16 (1996)
Trailer mounted platform.
52' working height. Diesel/battery.
Serviced & tested.



GENIE RUNABOUT GR12 (2002)
Self propelled personnel lift.
18' working height. Battery.
Serviced & tested.



NIFTYLIFT HEIGHT RIDER 12 NDE (1999) Self propelled boom.
40' working height. Narrow, bi-energy.
Repainted, serviced & tested.



SKYJACK SJ3220 (1997)
Self propelled boom. 36' working
height. Battery. Repainted, serviced &
tested.



TEREX TA30N (1999)
Self propelled boom.
36' working height. Battery.
Repainted, serviced & tested.



GENIE GS-2646 (2000)
Self propelled scissor lift.
32' working height. Battery.
Serviced & tested.



NIFTYLIFT 120T (2002)
Trailer mounted platform
40' working height. Mains 240v.
Serviced & tested.



SNORKEL TB60 (2000)
Self propelled boom
66' working height. Diesel 4 wd.
Repainted, serviced & tested.



SNORKEL S1930 (2003)
Self propelled scissor lift.
25' working height. Battery.
Serviced & tested.



NIFTYLIFT 90 (2001)
Trailer mounted platform.
31' working height. Mains.
Serviced & tested.



GENIE Z34/22N (2004)
Self propelled boom
40' working height. Battery.
Serviced & tested.



SPIDER TST29 (1999)
Special high reach platform
94' working height. Battery/mains
electric. Repainted, serviced & tested.

Leewood Business Park, Upton, Huntingdon, PE28 5YQ
Tel: +44 (0) 1480 891251 Fax: +44 (0) 1480 891162
e-mail: sales@accessplatforms.co.uk

www.accessplatforms.co.uk

COMPETITIVE INSURANCE

Specialist Insurance For :

- Mobile Crane
- Telescopic Crane
- Tower Crane
- Hammerhead Crane
- Truck Mounted Crane
- Crawler Crane
- Jib Crane



We are able to offer :

- Statutory Inspection Contracts
- Road Traffic Act Cover
- Public Liability & Employers Liability

Wide Working with A Rated Insurers, Discounts for
CESAR Registered Plant

Contact James Brown Day on



Tel 0871 508 1204

Fax 01702 437788

Email planthire@mlinsuranc.co.uk

FML Insurance Services LTD

Authorised and Licensed by the Financial Services Authority 309970

WEAVING MACHINERY

HYDRAULIC 'SELF-ERECT' CRANES

- FAST & EFFICIENT
- QUIET & COMPACT
- GALVANISED JIB & TOWER
- TRAINING PROVIDED
- AFTER-SALES SUPPORT



Join the silent revolution
from only £25,000!



01386 49155 07817 255 730


Lift your image!




MTI-LUX S.A.
 Zs. Rue Prince Henri
 L-6736 Grovelmachbet
 Luxembourg
 Tel: +352 / 267 454 80
 Fax: +352 / 267 454 83
 MTI_UK@aol.com
 MTLUX@pt.lu
 www.mti-lux.com

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

Grove Maniowoc National Crane Britain



Used Mobile Cranes




For further information, please contact :

Manitowoc UK Buckingham
 John Cantle
 M : +44 (0) 7713 084 948

www.grove-used.com

JOHN TAYLOR CRANE SERVICES LTD

MINICRANE

HIRE

Additional Services:
Crane Testing • Crane Repairs

Tel: +44 (0)1767 677155
 Berrys Yard, Caxton Road, Great Gransden,
 Sandy, Bedfordshire SG19 3BH

www.jtminicranes.co.uk



The most compact cranes in the world!

Platformers' Days 2009



28th and 29th of August 2009 in Hohenroda/Germany

10 years



Mobile lifting and moving — The leading show for lifting and access equipment in the German-speaking region with domestic and international exhibitors presenting a wide range of current and new technology: Aerial work platforms, cranes, hoisting devices, mobile scaffold towers, telehandlers, etc.

When: 28th and 29th August 2009

Where: Hessen Hotelpark Hohenroda (Germany)

For further information please email us at: 2009@platformers-days.com

www.platformers-days.com



Available for RE-Rent & Cross Hire

Working heights from 15 - 50 metres



TEUPEN
...work safely aloft.

Why choose SPIDERLIFT?

- Works on delicate floors
- Tackles rough terrain
- Access through narrow doorways
- Climbs stairs
- Fast set up on uneven ground
- All machines run on both diesel & electric
- Re-Rent programme available from 3 months to 5 years

SUCCESS WITHIN REACH...

CALL US NOW ON
0870 225 5554

OR SEE OUR WEBSITE AT
www.spiderlift.co.uk

PART OF THE
RANGERO
GROUP OF COMPANIES

WE STARTED SELLING IN THE WEST...

UK and European Sales



PATRICK MC ARDLE
 Mobile: +353 87 797 5919
 Email: patrick.mcardle@heightforhire.ie



RONAN MACLENNAN
 Mobile: +31 621 679 254
 Email: euro@easiuplifts.com

NOW WE SELL IN THE EAST...



Eastern European Sales

GLENN PEARSON,
 Mobile: +421 905 931 853
 Email: glenn.pearson@strojnecentrum.sk

...IT'S EASI TO SEE EUROPE IS BOOMING!

Visit our showrooms in Midlands, UK.

Easi UpLifts (Aerials) Ltd.
 The Wharf, Fenny Compton,
 Southam, Warwickshire, CV47 2XF
Tel: +44 (0)1295 771 190
Fax: +44 (0)1295 771 180
 Email: banbury@easiuplifts-aerials.com



Machinery For Sale

- **Machines sold tested and certified**
- **Lead-times a fraction of the manufacturers**

- **Packages/special offers available**
- **We can organise delivery**



**Genie GS-2646
Battery Scissor**
9.9m - 2004/5/6/7/8



**Genie GS-3246
Battery Scissor**
11.75m - 2004/5/6/7/8



**Genie GS-3384 RT
Diesel Scissor**
12.0m - 2006



**Genie GS-5390
Diesel Scissor**
18.5m



**Genie S-45
Telescopic Boom**
15.7m - 2005/6/7



**Genie S-85
Telescopic Boom**
27.9m - 2005/6/7/8



**Genie Z-60/34
Articulated Boom**
20.4m - 2004/5/6/7/8



**Genie Z-80/60
Articulated Boom**
26.4m - 2004/5/6/7/8



**Manitou MT 1030
Telescopic Forklift**
10m/3 ton - 2005



**Manitou MT 1435
Telescopic Forklift**
14m/3.5 ton - 2006/7



**Manitou MT 1740
Telescopic Forklift**
17m/4 ton - 2005/6/7



**Manitou MT 2150
Telescopic Forklift**
21m/5 ton



**Maeda MC 285 CRM E
Mini Crane 8.7m/2.8 ton**
- 2006/7



**Scanlift SL 240
Specialised**
24.2m - 2000/1



**Nissan Cabstar / GSR 198 PX
Vehicle-Mounted**
19.0m



**Volvo / Simon S263
Truckmount 27.8m**
1999



We Speak English



Mluvíme Česky



Wir Sprechen Deutsch



Mówimy Po Polsku



Se Habla Español



Hovoríme Po Slovensky



Parliamo Italiano



Beszélnék Magyarul



Vorbim Romaneste



Easi UpLifts
LIMITED

www.easiuplifts.com

Email: patrick.mcardle@heightforhire.ie

the access specialists



Consider the possibilities....



A range of cranes narrow enough to fit through a standard doorway yet powerful enough to lift up to 4.9 tons in weight, a crane with petrol/lpg or diesel/3 ph electric operation allowing you to work safely both indoor and outdoors, a wide array of below the hook accessories including vacuum lifters for glass handling and cladding and remote control operation as standard on all MC machines.

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

.... Find out how Maeda Mini Cranes could help you

CALL US NOW

+44 (0)117 982 6661

+46 (0)31 807 000



MC104 Lifting Capacity 995kg x 1.1m
 MC285 Lifting Capacity 2,82t x 1.4m
 MC305 Lifting Capacity 2,98t x 2.5m
 MC405 Lifting Capacity 3,83t x 2.7m
 LC785 Lifting Capacity 4,9t x 2.1m

www.maedacranes.com