

cranes & access

August/September 2009 Vol. 11 issue 6

UK/Ireland
TOP 30 rental
companies

Berry / Blade
interviews

Trailer
cranes

Self propelled
boom lifts

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Tel: +44 (0)8448 155900 Fax: +44 (0)1295 768223
E-mail: info@vertikal.net

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Australia, 104 metre Bronto debuts, JunJin arrives in Europe, Half year results round-up, Upgraded Merlo telehandler, new Boomer self-propelled platform attachment for telehandlers.

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Truck mounted rental company Blade Access, has major plans that might shake up some of the more established players. Cranes & Access visited one of its partners, Mark Bell, to find out more.

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Given the trailer crane's significant advantages including lower purchase cost, good reach, low weight and reduced carbon footprint, we take a look at their advantages and why they are not more popular outside of their home market.

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Mark Darwin paid him a visit to find out more.

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This month we take a look at the self propelled boom lift market focusing on some of the more unusual products and recent entrants into the market.

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Newly formed Cumberland Industries joins a small group of UK truck mounted platform manufacturers. Within six months of opening, it has already secured a sizeable deal for the Middle East and has been appointed as a dealer for Terex Utilities. Cranes & Access visited the company to find out more.

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Bishop's Stortford-based manufacturer and distributor Shield Batteries can trace its history back 100 years and is the UK's only remaining independent battery manufacturer. We profile the company making big in-roads into supplying products for access sector.

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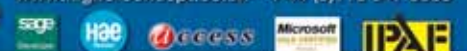
In the next C&A

Heavy lifting, SAIE in Bologna, Rough Terrain scissor lifts and pull-out PASMA supplement.



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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

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Germany, Scandinavia,
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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

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Editors:

Leigh Sparrow

Mark Darwin

Associate Editors:

Rüdiger Kopf (Freiburg)

Alexander Ochs (Freiburg)

Andrew Klinachev (Moscow)

Sales & customer support:

Pam Penny

Karlheinz Kopp

Clare Engelke

Production:

Nicole Engesser

Publisher:

Leigh Sparrow

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Press

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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)8448 155900
Fax: +44(0)1295 768223
email: editor@vertikal.net

c&a
comment



Undercover and underhand?

We have recently highlighted the practice of following competitor's equipment to a job to gain information, presumably to win more business.

Whilst the most recent case was immediately condemned by the management of the stalker and the stalked, a poll 'Is it fair' on www.vertikal.net reveals a much more even view, with 56 percent currently saying no, with a surprising 44 percent saying there is nothing wrong with such tactics.

It would appear that the larger companies are currently the main perpetrators of what might be called 'unfair or underhand tactics' and not, as you might expect the 'small companies', maybe such tactics are taken for granted from them? This raises questions about expectations of market leaders being paragons and shining examples, setting an example for the rest of the industry to follow.

But what is a market leader? Our annual Top 30 rental company survey, published in this issue, rates the market leader as having the largest fleet or the biggest machines.

When times are hard specialist equipment hirers tend to fair better, leaving the massive hire fleets of the 'market leaders' with a lot of 'bread and butter' equipment sitting in the yard. No wonder then, that there is a tendency for them or some of their staff to resort to any tactics to find work for the equipment.

In many other industries the market leaders are seen as innovators, trail blazers, leading from the front and setting high standards and trends for the others to follow, while the UK rental industry has become something of a numbers game. The innovators here are probably the companies that are being followed. They are less concerned about the competition, having their own agenda to stick to, working even harder when times are hard, creating their own luck and business, rather than pinching it from someone else in an underhand manner.

As one company recently said - growing in the rental business is all about taking customers from competitors. This is true to a point, but that does not mean taking over hires mid-term with a cheaper price. It is more about persuading the customer that you can offer a better product or service and asking them to try you next time or to step in when a competitor screws up.

It seems though that there is a fair body of opinion out there that thinks that in times like this anything goes and that is a sad indictment on our industry.

Mark Darwin

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

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Lavendon adds EPL

The Lavendon Group has purchased the 'assets and trade' of EPL, the UK-based powered access rental company from its administrators. The deal includes assets with a book value of around £6.6 million, the premises, customer lists and order book, while all 105 staff and directors transferring to Lavendon Access Services. The sum paid is £1.3 million plus outstanding debt/finance of £2.8 million and includes 320 aerial lifts of which around 250 are thought to be vehicle mounts.

The seven premises include one owned property in Birmingham which is included in the assets, while the other six locations will be transferred on licence, giving Lavendon three months to vacate or decide to retain and negotiate new contracts with the landlords. Lavendon says that it anticipates restructuring costs of around £500,000 to integrate the business, which it expects will be completed by the end of the year, resulting in annual savings of around £1.5 million. The successful bid was one of four following expressions of interest from around 60 potential investors.

EPL, which had revenues of £8.1 million and an operating profit of £500,000 in 2008 will be merged into Lavendon's Skylift business, possibly retaining the EPL name in the same way it merged the Platform Company name into Nationwide Access to create Nationwide Platforms.

Lavendon's chief executive, Kevin Appleton, said: "This acquisition strengthens our UK market position in vehicle-mounted access platforms. Through elimination of overlaps with our existing business, we anticipate a rapid return on our investment following completion of the integration programme."

Direct Access up and running

Direct Access Hire, the UK company formed by previous directors of Access Rentals - Adrian Chapman and Keith Kendall - following that company's administration and subsequent acquisition by Haulotte, has established its headquarters in Bradford, Yorkshire.

The company, which now operates from three locations, covering Yorkshire, Lancashire and the Midlands, has recently taken delivery of the first 13.5 metre platform height Holland lift Q-135EL24 heavy duty electric powered scissor lift to be delivered in the UK.

With a platform of more than six metres long, 2.30 metres wide and 750kg of unrestricted lift capacity, the new unit is expected to prove popular.



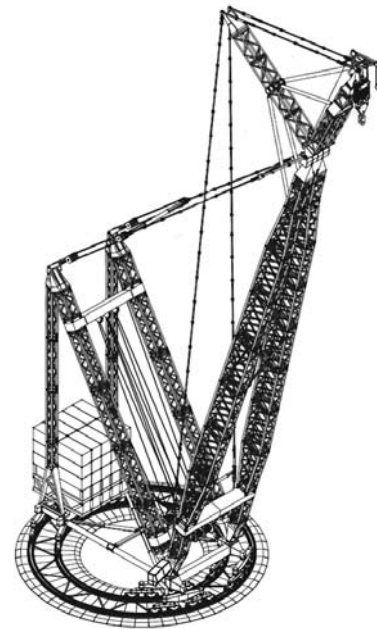
Alan Russon of Russon Access, hands over the UK's first Holland Lift Q-135EL24 to Adrian Chapman of Direct Access

Mammoet to build even larger PTC

Mammoet has announced that it has designed a larger, 160,000 tonne/metre version of its recently announced PTC120DS.

The larger PTC160DS, is almost identical to the PTC120 with the same boom and jib configurations, the same counterweight and same winches.

The difference will be the footprint - the PTC160DS will have a 54.5 metre diameter ring almost 10 metres larger than that used on the PTC120.



First City crane image

Liebherr has now released the first image of its new LTC 1045 3.1 City crane that it announced in June during its 40 year celebrations at its Ehingen plant. As well as showing off its expanded production capabilities it revealed brief details on two new cranes it hopes to show at Bauma next year. Largest was the 3,000 tonne LR 13000 crawler crane but scant details were also given on the new 45 tonne, three axle, conventional drive LTC 1045-3.1 city crane. One unusual feature of the new crane is the dual position operators cab. Mounted on a short telescopic boom it can sit in the normal superstructure position when on site, and then telescope to the front of the chassis for road travel, providing the crane with the best combination of single cab city crane and dual cab All Terrains.



The first drawing of the new Liebherr LTC1045 3.1.

Imer buys Iteco

Italian-based aerial lift manufacturer Iteco has been acquired by Tuscany-based Imer Group. The transaction, which completed on August 1st, is asset and trade based and includes the company's order book, production facilities, inventory, name, telephone numbers and goodwill but not the debtor book or liabilities. Production will continue at Iteco's Pegognaga facility.

Imer recently dipped its toe in the access water with the launch of three new spider lift work platforms at Intermat, along with its first telehandler. Although it has not manufactured aerial lifts before, specialising instead on smaller construction equipment and a range

of hoists, its sales subsidiaries are already involved in the access markets. In the UK, Imer Direct handles Maber hoists, while in Spain Imer Iberica is the UpRight distributor.

Iteco, which largely builds self propelled scissor lifts, has introduced a completely new range of products over the past few years, with highly competitive features to go with its acknowledged quality levels. Sales volumes however have not increased as the company might have expected. Imer will of course hope to change this, although the company has yet to comment on what plans it may have for any changes to the Iteco distribution network.

GBK enters administration

GBK the Glasgow-based crane rental company has appointed an administrator via its major shareholder the Royal Bank of Scotland. Details have been kept relatively quiet although letters have been sent to creditors giving formal notice.

When founded from the ashes of the JD Crane Group in 2004 GBK had almost 100 cranes. A year ago the company reported a fleet of 33 mobile cranes although we understand that this has since reduced to around 10 units.

Mammoet acquires in OZ

Mammoet Australia has purchased Hercules Crane Hire of Leonora, Western Australia. Hercules managing director Greg Roberts will remain with the company, becoming managing director of 'Hercules Crane Hire - a division of Mammoet Australia'.

Hercules was founded by Roberts in 1995 and now has locations in Leonora, Newman and Port

Hedland, its main office. In addition to an extensive fleet of mobile cranes with lift capacities to 400 tonnes, it also runs a heavy lift division. Mammoet Australia is part of the group's Asia Pacific region and is based in Hemmant, a suburb of Brisbane Queensland. The Hercules acquisition will substantially beef up its presence in the West of the country.

A trio of new models from GSR

Italian truck mounted lift producer, GSR has announced three new models between 18 and 25 metres that will be launched later this year. The first, the E180PX will be an 18 metre, articulated boom lift with dual sigma-type riser and platform capacity of up to 250kg throughout its entire working envelope. A range of outrigger/stabiliser options will be available with straight down jacking within the vehicle width, likely to prove the most attractive. The E180PX has been designed for 3.5 tonne chassis, such as the Nissan Cabstar, Iveco EcoDaily, Mercedes Sprinter EU5, Renault Maxity, Volkswagen Crafter and Ford Transit.

GSR will also launch heavy duty 18 and 25 metre platforms on a 7.5 tonne truck - the E180TJ straight telescopic boom for maximum outreach and the E250PXJ articulated telescopic boom with dual sigma



The GSR E250PXJ mounted on an Iveco Eurocargo



The GSR E180TJ on a 7.5 tonne truck

riser. Both models will be equipped with articulated jibs and customers will be able to choose between a number of different basket capacities and outrigger configurations, starting from the simplest, narrow jacking option.



Fassi sells Socage

Italian-based loader crane company, Fassi, has sold its truck mounted aerial lift company Socage to a new business - First Step. The new company is led by Paolo Troni, the Italian entrepreneur who acquired Cela earlier this year, and Fiorenzo Flisi, one of the founders of Oil&Steel who now owns mobile crane company MCI that acquired the Mister Gru city crane business last year.

No official statement was available at the time of going to press but we understand that Flisi, will be

actively involved in the business and has been appointed president of Socage. Flisi sold his shares in Oil&Steel to BS Private Equity in 2007 after leaving the business to look for other opportunities.

While both Cela and Socage build truck mounted and crawler mounted spider lifts, the overlap is minimal with Cela focussing on aerial devices for fire fighting and Socage on the industrial market. At this stage we understand that the two operations will be managed separately.



Vertikal Days 2010

The date has been set for Vertikal Days 2010 - Wednesday/Thursday June 16th /17th at Haydock Park near Manchester.

A good number of exhibitors from this year's event have already booked space for 2010. Reservations are being encouraged, a full exhibitor pack will be issued within the next two months.





The new 104 metre Bronto HLA104 in Janneniska livery

Big Bronto debuts

Bronto surprised the access industry with the unveiling of its 104 metre HLA 104 truck mounted platform - the world's largest aerial lift - at this year's Platformers Days at the end of August. The new model, announced last May, is based on the 101 metre Bronto HLA 101 and has a similar overall length of just less than 17 metres. The extra height is achieved by marginally extending each of the five sections of the lower boom and redesigning the jib to compensate for the slightly longer stowed boom.

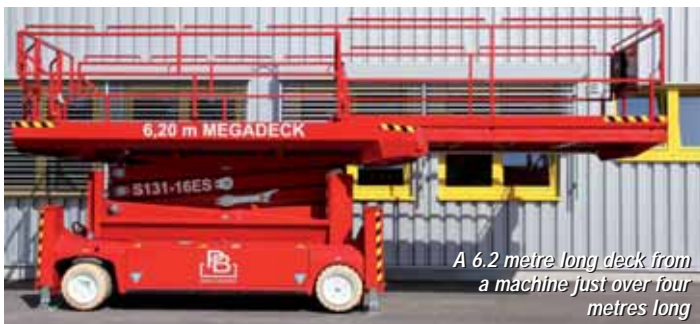
The machine retains the 2.55 metre overall width of the HLA 101 and is close to its total weight at 63 tonnes. Outreach is unaffected at 28 metres, although this will now be available at a greater height - almost 64 metres.

The platform has been sold to Janneniska, the Finnish-based aerial lift rental company. Bronto also used the show to launch its new distribution partnership for Germany with Rothlehner and announced that it has employed Ian James, formerly of APS, as sales director for the UK and Ireland.

Mega deck PB

Platformers Days also saw German-based scissor lift manufacturer PB Liftechnik unveil its new 11 metre (33ft) platform height, big deck electric scissor lift, the S131-16 ESLP. The new mega deck model is a compact, four metres long by 1.6 metres wide and less than two metres high for transport, yet boasts a full outdoor rating and a 6.2 metre extended deck with 500kg of unrestricted lift capacity.

The unit weighs just 5.6 tonnes, includes in-board jacks which provide up to 15 degrees of levelling for working on slopes or kerbs and non marking indoor/outdoor tyres.



A 6.2 metre long deck from a machine just over four metres long

Also at Platformers



Dinolift had its first showing of the track mounted 185 XTC

Omme launched a new spider - the 2750 RBDJ - sold to Würzburg-based rental company Ziegler



JunJin arrives in Europe

South Korean aerial lift manufacturer JunJin has finalised a distribution agreement with German based Liftprofi, appointing it as its European master distributor. Horst Krüger Geschäftsführer of Liftprofi and Yung-Sam Moon, JunJin director of overseas sales sealed the partnership with a symbolic handshake at Platformers Days. Liftprofi also exhibited two boom lifts the 43ft/13 metre platform height P-150A articulated boom and the 79ft/24 metre T260I telescopic boom. Krüger said: "We will distribute the machines in Germany, Austria, Switzerland, Netherlands and Belgium ourselves, but for the other major European countries we are looking for dealers."

He also confirmed that Liftprofi is to start building a European central warehouse for JunJin and that by November this year, five machines will have CE certification - 18, 22, 26, 34 and 38 metre working height booms with a 42 metre unit planned for early next year. JunJin says that it would like to have CE certification for its scissor lifts before Bauma 2010.



JunJin boom lifts on show.



Yung-Sam Moon (L) of JunJin and Horst Krüger of Liftprofi, seal their European partnership at Platformers Days.

Emsley gives Milne last order

David Milne, the outgoing managing director of Liebherr Great Britain, completed the last few days with the company finalising the last crane deal of his career - a 55 tonne Liebherr LTM 1055-3.2 All Terrain crane - to Emsley Crane Hire of Harrogate.

The crane, the fifth such model in its fleet, is the 50th Liebherr purchased by the Yorkshire company and caps a 30 year business relationship between Milne and the Emsley family.

David Milne waves goodbye from the cab of an Emsley Liebherr.



Look no outriggers

German truck mounted lift producer Ruthmann has launched an 11 metre lift and revealed plans for four larger units. The Ruthmann Light Pickup 110 is a one man (120kg basket capacity) truck mounted platform mounted on a 3.2 tonne Nissan Cabstar chassis, designed for operation without stabilisers. This gives the platform an 11 metre working height and 5.75 metres of outreach.

The company also revealed details of its new additions to its fourth generation TB range. Three new straight boom machines mounted on a 3.5 tonne chassis include the 27metre working height TB270,

the 23 metre TB230 and the 19 metre TB190, plus the 20.5 metre TBR200 which features a 110 degree articulated jib.

The new Ruthmann Light Pickup 110 has an outreach of 5.75 metres without stabilisers.





Most of the companies we cover have reported their first half results, few of which make pleasant reading. However it does seem that the situation is stabilising.

Bronto up 16% Finnish-based truck mounted lift producer Bronto recorded first half year revenues of \$74 million, an increase of almost 16 percent on the same period last year. However order intake during the period plunged to \$42 million from \$101 million in 2008. Operating profit for the six months jumped more than 87 percent to \$7.3 million. The company's order book at the end of June was £107 million, 50 percent down on last year.

Manitou down 50% French-based telehandler and aerial lift manufacturer Manitou has reported first half revenues of €358 million, a drop of 50.7 percent compared to the first half of 2008. Second quarter revenues were down 55 percent, but order intake for rough terrain fork trucks, largely telehandlers, improved 15 percent compared to the first quarter.

Hewden down 30% UK-based crane, telehandler and access rental company Hewden, reported first half revenues of £62 million (C\$118.2 million) a fall of around 30 percent. Hewden is blamed for most of the loss of C\$14.7 million (£7.7 million) at Finning UK through which it reports, compared to a profit of C\$46 million (£24 million) in 2008.

Manitowoc crane down 32% Manitowoc has reported first half crane revenues of \$1.035 billion a fall of 32 percent, while operating income slipped 65 percent to \$106 million. The second quarter showed a further softening compared to last year with sales falling 39 percent to \$652 million while operating income was 70 percent lower at \$49.5 million although the company says order intake has begun to stabilise.

Terex Cranes falls 36% Terex Cranes reported first half revenues of \$952 million, 36 percent down on the same period last year. Most of the decline is due to lower sales of tower and Rough Terrain cranes, while big crawlers and All Terrain sales have held up well. Profitability declined almost 80 percent.

Genie down 70% Terex AWP/Genie has reported half-year revenues of \$438 million, almost 70 percent lower than 2008, while sales in the second quarter declined 72 percent, but the company says the situation is stabilising. Gross margins during the period slipped to just 3.6 percent compared to over 26 percent last year, while the business posted an operating loss of \$74 million compared to a profit of \$240 million in 2008.

Palfinger slips 36% Austrian-based crane and access manufacturer Palfinger has reported a drop in first half revenues of €269.2 million or 36 percent on the same period last year. New group additions Wumag and Omaha Standard contributed €45 million to the revenues. The company posted a pre-tax loss of €8.5 million compared to a profit of €59.2 million last year.

JLG down 65% JLG reported nine month revenues of \$829 million, a fall of 65 percent compared to the same period last year. It also posted an operating loss of \$1.06 billion, of which almost \$900 million was due to asset write-downs. The underlying loss was around \$167 million.

Ashtead drops 19% UK-based rental group, Ashtead, owner of Sunbelt in the USA and A-Plant in the UK, has reported first quarter revenues down 19 percent to £221.6 million. The group also reported pre-tax profits down by more than 92 percent to £8.2 million.

Haulotte down 61% Haulotte's first half results show a 61 percent fall in total revenues to €99.8 million and net loss of €32.1 million. The decline is masked somewhat in that Bil-Jax was not part of Haulotte's first half numbers for 2008. Rental revenues at €13.9 million were 11 percent lower than for the same period last year.

Lavendon drops 7% The world's largest specialist aerial lift rental company Lavendon reported first half revenues of £114 million, seven percent down on the same period last year. Underlying pre-tax profits fell almost 63 percent to £5.3 million. However it booked exceptional costs of \$45.2 million during the period which resulted in a pre-tax loss of £40 million, compared to a profit of £11.9 million in 2008.

Skyjack falls 62% Skyjack, the Canadian-based aerial lift manufacturer posted first half revenues of C\$105 million for the first half of 2009, a fall of 62 percent on 2008, while last years operating profit of C\$33 million has turned into a loss of C\$10.9 million for the first half of 2009.

Ramirent drops 28% Finnish-based international rental company Ramirent, posted first half revenues of €246.8 million, a decline of 28 percent on last year, at the same time pre-tax profits fell 78 percent to €12.3 million. The second quarter showed similar levels of year on year declines, with revenues down 31 percent to €124 million and profits down just over 62 percent to €11.2 million.

Harsco dips 27% Harsco Infrastructure which comprises SGB, Hünnebeck and Patent Scaffolding has reported first half revenues of \$592.5 million, 27 percent lower than for the same period last year. Operating profits dipped 34 percent to \$43.8 million.

Hiab drops 39% Loader crane company Hiab has posted first half revenues of €292 million, down 39 percent on 2008. Order intake for the period was €268 million, a fall of 43 percent, leaving an order book at the end of June of €138 million.



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New 22m truck mount



The new Palfinger P220B

Palfinger has launched the P220B, a 22 metre version of its 26 metre, 3.5 tonne chassis P260B unveiled at Intermat. The new platform has 14.5 metres of outreach, thanks to its lightweight extruded aluminium boom design, which also routes all hydraulic and electrical cables internally for added protection against damage. Available outreach is adjusted automatically according to the weight in the basket and the platform has a full 180 degrees of rotation.

Standard features include variable width outriggers controlled from the platform, automatic outrigger set-up and levelling, as well as automatic return to the transport position, including outrigger retraction.

Numerous safety features include additional lock valves on the lift and outrigger cylinders and an integrated monitoring system for wheel clearance when jacked. An insulated basket is also available.

Merlo 'Plus' telehandler

Merlo is offering an upgraded 'Plus' version of its 17 metre Panoramic P40.17 telehandler. The new 'P40.17 Plus' features an 88kW (140hp) Deutz engine as well as the company's Merlin digital control package, giving direct readouts of all engine and control parameters, including lift capacity, on a digital operator display unit.



Plus models feature the Merlin display panel.



The Merlo P40.17 Plus

The package gives the operator more concise and accurate information, while the owner benefits from the standard inclusion of an electronic anti-theft immobiliser as well as a full suite of diagnostic service tools.

A bigger Penny

Penny hydraulics and Hinowa have launched their second and larger crawler mounted mini crane, the 1.2 tonne capacity TP2000/FV1200 with four section 4.3 metre boom. Based on the Hinowa TP2000 tracked chassis and Penny Hydraulics' FV1200 crane, the unit is powered by a Honda petrol engine and can be used with a wide range of attachments, including a transport deck and fork lift. The operator stands on a platform at the rear of the unit where he has a clearview of the crane, load and working area.

The crane lifts and will carry its full load chart - 1,200kg maximum capacity at 1.5 metres radius, 450kg at 3.5 metres and 250kg to its full 4.3 metre extension. There is also a choice of electric or hydraulic winches, which are particularly useful for below ground work, or given the cranes 1,125kg weight, when working from elevated locations such as rooftops.

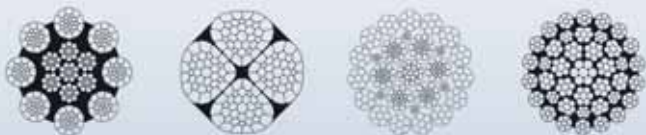


The TP2000/FV1200 can handle 250kg at 4.3m and with the boom stowed it measures 1.9m x 1.74m and 2m high

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Crane tyre warning

Tyre manufacturer Michelin has warned that its 445/95 R 25 X Crane 174F tyres should not be used with axle weights of more than 15.6 tonnes because in certain circumstances irreparable internal damage may be caused. A statement from the manufacturer said that any crane owner with machines that have exceeded these axle weights, or tyre dealers/sales companies that have sold these tyres for applications involving excessive axle loads should contact its offices.

The alert will mainly be of concern in the UK where STGO rules allow cranes to travel on public roads with axle loads of 16 tonnes and more, rather than the usual European norm of 12 tonnes.

Michelin UK can be contacted on 0800 454 774 or 01782 402309.



Michelin has warned on tyre loadings

Trad takes Monkeys



Trad Safety Systems of the UK has taken delivery of its first batch of Monkey Towers for its rental fleet. The road-towable Monkey Tower is intended as a quick and easy alternative to scaffold towers and a lighter, less expensive alternative to powered access.

A single person can be up and working within five minutes of arriving on site. The unit can be towed behind almost any vehicle, while long jacks allow it to be set up on slopes and steps.

"The Monkey Tower is an ideal complement to our range of fall prevention systems and from £200 per week offers great value to our customers," said Jim Gorman of Trad.

The Monkey Tower.

Liebherr buys Saints

Markus Liebherr of the Liebherr crane family has purchased Southampton Football Club. Liebherr is one of Hans Liebherr's sons and owner of the Mali Group which includes several companies specialising in advanced fuel injection and transmission technologies.

Liebherr inherited an equal share in the crane and construction equipment business but reportedly relinquished, sold or transferred his shares to those members of the family involved in the day to day running of the business.



He says that he was attracted to the first division club by a number of qualities which include "the club's rich sporting heritage, loyal fan base, first-class stadium and training facilities and the potential for the Saints to regain their rightful place in the higher echelons of English football."

Markus Liebherr at his first Southampton game as owner - a friendly against Ajax.

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More Multitel sales from Vertikal Days

Access Industries, the UK Multitel dealer, has delivered two new platforms sold at Vertikal Days. Newcastle-based Warren Access has added a 20 metre MX200 to the 27.3 metre MX270 it purchased last year, while Rapid Platforms has taken an MX 225 mounted on a Renault Maxity with in-board jacking and 10 metres outreach.

"This is the first order in the UK for the 22.5 metre MX225 but we have had lots of interest since Vertikal Days," says Melvyn Else of Access Industrie



"The platform has a number of features not normally seen on a 3.5 tonner including 90 degree cage rotation.

(L to R) Dereck, Graeme and Michelle Warren of Warren Access and Melvyn Else of Access Industries with the Multitel MX200 mounted on an Iveco 35S12 chassis.

Improved Leonardo from Bravi

Bravi, the Italian-based aerial lift manufacturer has unveiled an improved version of its popular 2.9 metre platform height Leonardo self propelled lift. Changes based on customer input include an outdoor version, a new control box with trigger type deadman-switch, an improved swing gate with stainless steel hinges, improved step entry to the platform, stronger redesigned covers, a heavier chassis with tie down and lifting eyes and wider wheels to improve traction and provide lower ground bearing pressure. The platforms continue to make headway into the UK market with Hull-based Compact Lifting Equipment recently adding three units to its growing crane and access fleet.

The new improved Bravi Leonardo.



Self propelled telehandler

Meis Baumaschinen of Reken, Germany, has introduced the Boomlader - a quick-fit, fully self propelled platform attachment designed specifically for Bobcat telehandlers. The platform can be fitted, or retrofitted, to any four tonne capacity, 14 to 17 metre lift height Bobcat. The platform extends from 2.5 to 4.2 metres, with a lift capacity of 320kg - three men plus tools.

Jürgen Meis, managing director says the platform includes two push button control panels, one for drive and outriggers, and one for the platform controls. "It can easily be installed in a few minutes and the combined package has been certified by TÜV to all relevant machinery directives."

The price guide is €22,000 as a fitted retrofit package or €18,000 when installed on a new Bobcat.



When fitted to the Bobcat T40170 maximum platform height is 17.5 metres, while outreach at full capacity is 11.8 metres with 12.8 metres possible with 100kg in the basket.

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Valla parts company with UK distributor

Italian pick & carry crane manufacturer Valla, has parted company with Valla UK its long time and for many years its largest distributor. Valla UK and more recently Compact Lifting Equipment is owned and managed by Peter Hird Jnr who has worked with Valla for more than a decade, developing the market for in the UK as well as North America and the Middle East. Valla says that it has not yet made a decision on a replacement for Valla UK.

BMW buys Italian Galizia

BMW UK is the first end-user to purchase the new Galizia G20, two tonne, pedestrian controlled, pick & carry crane launched at last year's SAIE show in Bologna. The new crane has been delivered to the company's Hams Hall engine plant near Coleshill, Birmingham, where it is being used for production maintenance and removal of the mounting plates on the multi-axis machining robots. The unit was sold by Galizia UK distributor, GGR, which also provided full training for the staff using the new crane.



The G20 demonstrates its pick & carry capability.

New Telehandler from Redrock

Northern Ireland-based Redrock Engineering has introduced the TH320, a new three tonne capacity, pivot steer telehandler which replaces the TH280S launched in 2004.

The TH320 - a completely new machine designed with the agricultural market in mind - has a short central front mounted boom with provides a 5.2 metre lift height, 3.2 metre outreach and 3,000 kg lift capacity. Other features include a new larger tilting cab with improved visibility, an Iveco 93kw/126hp engine, up-rated torque converter and six-speed power shift transmission, up-graded axles and a limited slip differential.



The new Redrock TH320

Manitex acquires RT cranes

US boom truck manufacturer Manitex has acquired Badger Equipment Company, the Winona, Minnesota-based crane and excavator manufacturer, for \$3 million from Avis Industrial.

Badger's current crane business is based around the Little Giant, lattice boomed, truck mounted, self propelled and crawler mounted road/rail cranes.

The company is launching a new, 30 ton capacity cab-down RT Crane - the CD4430 for delivery later this year.



The new CD4430.

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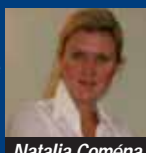
- **Cargotec** has broken ground on its new assembly facility in northern Poland.
- **Lifting Solutions** of South Yorkshire has launched an offshore division.
- **Kier Plant** has appointed **Guy Marchant** as national manager of its cranes division.
- **Vp**, owner of **UK Forks**, has appointed **Stephen Rogers** as non-executive chairman of its audit committee replacing **Barrie Cottingham** who retires.
- **Thomas Ostermann** has been appointed VP and managing director for **Terex's Fantuzzi/Noell** port equipment business.
- The Italian entrepreneur **Dario Piccin**, president of **Imai-Jekko**, the mini, passed away on September 5th aged 77.
- **United Rentals** has appointed **Ned Graham** as VP business development.
- **Bobcat** is to consolidate US production in Gwinner, North Dakota.
- **WD Bennett**, the failed tower crane company, has been fined £125,000 plus £264,299 in costs.
- **John G. Nestor** has returned to USA crawler crane specialist **Essex Crane Rental**, as a non executive director.
- **Terex-PPM** has delivered its 300th reach stacker to Brazil.
- **Steve Geldard** has been appointed as general manager of **Access Rentals** now under **Haulotte** ownership.
- **Ramirent** has appointed **Peter Dahlsten**, 51, as senior vice president of Sweden and Denmark and **Mikael Kämpe**, 41, as director, group fleet, both join the group management team.
- **Link Belt** has appointed **General Equipment & Supplies** as its distributor in North Dakota and **Consultants F. Drapeau** for Quebec.
- **IPS** and German-based **Powerlift** have launched a joint venture online parts service.
- **Cargotec**, owner of **Hiab** and **Kalmar** has appointed **Lennart Brelin** as executive vice president, Americas for the combined businesses.
- **Bronto Skylift** has appointed **Ian James** as its sales director for the UK and Ireland.
- **Terex Utilities** has appointed **Cumberland Industries** as its distributor for the UK, Ireland, Jordan and Iraq.
- **Datek** is claiming to be the first radio remote control manufacturer to achieve ISO 14001:2004, environmental certification.
- **Bruno Fille**, executive vice president of **Manitou**, has resigned.
- **Manitowoc** has been dropped from the **S&P500** after its market-cap fell below \$900 million.
- **PSE** has launched a new online parts shop with innovative parts identification and purchase options.
- **Seaway Heavy Lifting's** 5,000 tonne floating crane the **Oleg Strashnov** was launched at the end of August.
- **Kranlyft** has appointed **Natalia Coména** to assist with its **Maeda** sales in Russia.
- **Manitou** has appointed **Hervé Rochet** as financial director, **Jérôme Tertrais** as human resources director and **Hervé Saulais**, as general secretary to the group's executive committee.
- **H N Krane** has taken delivery of a 1,200 tonne **Liebherr LTM 11200-9.1**
- **Harsco's** access division has signed a new Joint Venture deal with the **Al Baroom Group** in Saudi Arabia.



Guy Marchant

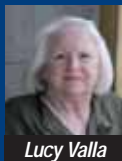


Ian James



Natalia Coména

- **Eve Trakway** has acquired **Anglia Traffic Management**.
- Belgium-based **Heli** has obtained planning permission for its new premises near Wetteren.
- **Youngman** has signed a distribution agreement with **Staging Concepts** of Minneapolis, USA.
- Mrs **Lucilla (Lucy) Valla**, president of **Valla SpA** passed away on Saturday August 15th aged 69.
- Australian crane association, **CICA** has purchased new offices in Mulgrave, near Melbourne.
- **UpRight** powered access has appointed **Airco SA** of Panama City as its distributor for Panama.
- **Terex** has promoted **Kurt Bollman**, to general manager of **Terex ASV**.
- **Palfinger** has formed a joint venture with the **Kraft Invest Group** to expand its sales operations in Russia.
- **Bronto Skylift** has appointed **Rothlehner** as its "Industrial" distributor for Germany.
- **Essex Crane** has appointed **Kory Glen** as director of finance.
- **Tat Hong** Holdings has invested in a new joint venture in China.
- **Alimak-Hek** has appointed **Patrik Nolåker**, 46, as chief executive, replacing **Petter Arvidson** who becomes a non executive director.
- **Oshkosh** is to sell up to 14.95 million new shares in an underwritten public offering.
- **AIF Capital Asia III** has invested \$65m in **Tat Hong Holdings**.
- **Leigh Farmer** previous owner of **Higher Platforms**, now part of the **Lavendon** group, has left the business.
- The **House of Lords** is to examine the **Work at Height Regulations 2005** to assess their impact and implementation.
- **Tanfield's** electric vehicle joint venture in the USA, has won Federal funding to speed the development and deployment of its electric vehicles.
- **System Lift**, the German grouping of independent aerial lift rental companies, has reported total member revenues for 2008 of €104 million.
- **Instant UpRight** has appointed **Ian Simpson** as boiler access development manager, while **Joe Oxley**, becomes district manager for the Middle East and **Gerry Dunne** takes over as key account manager for Ireland.
- **inspHire** has agreed a partnership deal with online rental marketplace, **Erento**.
- **Instant/Upright** the alloy tower manufacturer has lost its legal battle with Spanish producer **Alufase**
- **Vertikal.Net** broke the five million hits a month barrier in July, while pages viewed passed the 2 million level for the first time.
- **Grant Mitchell** director of **Ainscough** heavy cranes and Southern region has left the company.
- **Ainscough** has combined its Northern and Southern regions under **George Kesterton**, previously sales director for the northern region and **Steve Wathen** is promoted to commercial director, heavy cranes.
- **Steve Shaughnessy**, managing director of **Loxam UK**, will leave the business later this year.



Lucy Valla



Patrik Nolåker



Ian Simpson



Joe Oxley



Gerry Dunn

- **Mecaplus**, has appointed **AST GmbH** as its exclusive distributor in Germany, Switzerland and Austria.
- Pennsylvania-based **GGS** has launched a series of web-based online crane operator and signaller training courses.
- **Upright** has appointed **VIC Equipements** as its distributor in Algeria and **Société Le Matériel SA** as its distributor for Tunisia.
- **Terex AWP** has appointed **Mike Mrotek** as senior product manager for **Genie's** North American telehandler product line.
- **PP Engineering** of Rotherham, UK, has taken delivery of a 220 tonne **Tadano Faun ATF220G-5**.
- **Speedy hire**, has signed an agreement with **Al Futtaim Carillion** to establish an operation in the Middle East.
- Six individuals have been charged with insider trading during the acquisition of US rental company **NEFF** by **Odyssey Investment Partners** in 2005.
- **Cramo**, has reported first half revenues down 23%.
- **H&E Equipment** has reported first half revenues down more than 30%.
- **Faresin** the telehandler and building equipment company has reported 2008 revenues up 13%.
- **Tat Hong**, has reported first quarter revenues down 37%.
- Las Vegas based **Ahern** has reported first half revenues down almost 26%.
- **Essex Crane** has reported a 25% fall in first half revenues but is increasing its capex.
- **United Rentals** has reported a 24.6% fall in first half revenues and a loss of \$62 million.
- **Terex Cranes**, **Zweibrücken** has appointed **Frank Schroeder** as director of parts and service.
- **RSC** has reported first half revenues down 22% on last year.
- **Hertz Equipment** has reported first half revenues of \$556.5 million a decline of almost 35%.
- **Trico** the US aerial lift rental company has opened a new location in San Antonio, its second branch in Texas.
- **Hertz Equipment** has acquired **Irving Industrial Rentals** of Saint John, New Brunswick.
- **Nacanco** the Italian aerial lift and telehandler rental company has moved into new premises in Brescia.
- **Facelift Access Hire** has taken delivery of its 20th, 17 metre truck mounted lift from British based manufacturer **Ascendant Access**.
- **AJ Access** has been appointed as a **PASMA** approved training centre, offering mobile access tower training from three locations.
- German aerial lift rental company **Mateco** has acquired **Kühne Arbeitsbühnen**.
- **Peter Hird and Sons**, has become a fully accredited test centre for the new **CPCS** training scheme.
- **Altec** has announced that it will close the **Lift-All** plant in Fort Wayne Indiana.
- **Edins Kranar** of Järfälla, Sweden, has entered the spider crane market with an investment in three **Maeda** cranes.



Frank Schroeder

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

The background image shows a large orange and blue Ainscough crane in operation at a construction site. The crane is lifting a large, multi-level metal structure. The site is filled with scaffolding and concrete structures. In the background, there are hills and a clear blue sky. The crane has 'AINSCOUGH' written on its boom.

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TOP 30

UK & Ireland **c&a** top 30 Top 30 Crane, Powered Access & Telehandler rental companies 2009

This is our 11th annual survey of the UK and Ireland rental fleets and clearly shows the dramatic impact of the past 12 months.

Cranes

Mobile cranes

There has not been a great deal of change among the Top 30 Mobile crane companies, with no change at all in the top 10 and some minor reshuffling of places in the rest of the chart as some companies have reduced their fleets while others have held or even expanded slightly. The only notable departure is GBK which has seen a significant fleet shrinkage and entered administration this summer. John Sutch and J Hewitt were both missed last year and are now in. When it comes to the largest crane chart, the number of companies with 200 to 250 tonne units, seems to have grown as smaller companies have taken delivery of the units that they ordered up to two years ago. We also have the arrival of the first 1,200 tonne Liebherr LTM11200 with McNally.

Crawler cranes

Very little change to report here apart from the continued growth in the mini and spider crane markets. GGR/Unic is now the largest company in pure unit terms, but they are or course all spiders, and hard to compare with the likes of Weldex, AGD and NRC. The market has held up better than most, thanks the ongoing shortage of crawlers and the types of work, such as infrastructure, where they are preferred. Ainscough is a new entrant although with just four cranes, their entry was in the largest crawler crane chart with the Terex CC2800, the third largest crawler in the region.

Tower cranes

The tower crane market has been devastated and by far the hardest hit. Most fleets have been significantly reduced, with self erectors having fared even worse than top slewers. Having said that, there has been little or no change in the companies in the top 10, although WD Bennetts went under, to be replaced by the smaller Bennetts Cranes.

Once again we have fine tuned and hopefully, improved the survey in order to make this a useful guide for both rental companies interested in re-renting and for end users to identify potential equipment suppliers. We will soon start planning the 2010 survey, so while you are looking over this one, and it is fresh in your mind please don't hesitate to let us have your feedback on how we might improve and upgrade the report and what, if any additional categories we should add.

A quick comparison between this year's survey and last years shows the dramatic changes a year has made. Last August/September was the culmination of one of the best 12 month periods in recent times for crane and access rental companies, although telehandlers were already feeling the pinch. Since then of course we have passed through the Lehman Brothers collapse and the banking crisis that followed a few weeks later. So the 12 months leading up to this survey have been exceptionally hard and it clearly shows in the charts, with a massive drop in investment, cut backs in the number of employees and locations and the complete disappearance of several well established companies.

Mobile crane and vehicle mounted aerial lift companies appear to have fared far better than tower crane, self propelled lift and

TOP CRAWLER CRANE HIRERS

Company	Total units	Full size	Minis
GGR UNIC	126	0	126
Weldex	116	116	0
AGD	94	60	34
NRC	81	60	21
BPH Equipment	54	54	0
Select Plant	40	38	2
Sparrows	26	0	26
Q-Plant	28	28	0
Hire Maeda	20	0	20
Morgan-Est	20	20	0
Coppard Plant	20	0	20
Easi Uplifts	18	0	20
Bob Francis	17	16	1

telehandler rental operations. In spite of this most companies have managed to keep their heads above water, some smaller companies have continued to thrive, or at least hold their own. With a chink of positive light now visible we hope that the picture this time next year will be a good deal rosier.

TOP 30 MOBILE CRANE HIRERS

Company	Mobile	Crawler	Mini Crawler	Tower	Mobile Tower	Total
Ainscough	509	4	0	0	4	517
Hewden	180	0	0	0	0	180
King Lifting	79	0	3	7	1	90
Bronzeshield	78	0	0	0	2	80
Mammoet	78	0	0	0	0	78
Quinto	69	0	1	0	2	72
Marsh Plant	65	0	0	0	0	65
Baldwins	62	6	0	0	0	68
Emerson	55	1	0	10	0	66
Emsley	53	0	0	0	2	55
Terranova	45	0	0	0	0	45
Specialist Hire Group ²	44	0	0	0	0	44
William O'Brien	41	2	0	0	4	47
WinterLift ¹	41	0	0	0	1	42
Kavanagh	40	1	0	0	0	41
Crane Hire Ltd	37	0	0	0	0	37
Brynn Thomas	36	0	2	0	0	38
Peter Hird	36	0	0	0	0	36
Sparrows	34	22	0	23	0	79
Davies	32	5	0	0	0	37
NMT	31	0	0	1	4	36
Southern Cranes	31	0	0	0	1	32
McNally	29	2	0	0	0	31
MacSalvors	28	0	0	0	0	28
J Hewit Crane Hire	28	0	0	0	0	28
John Sutch Cranes	26	0	1	1	3	31
City Lifting	25	0	4	114	12	155
Aba Crane hire	25	0	0	0	0	25
Dewsbury & Proud	25	0	3	0	0	28
Bob Francis	23	16	1	0	0	40
Select plant	23	38	2	288	0	351

¹ incorporates Yorkshire Crane Hire ² Marsden and Jardines Crane Hire



Methodology

Every company that might possibly be a candidate for the Top 30, whether it be for the 30 largest fleets, the 30 largest machines or as the largest players in each specialist segment, is sent an individual form for completion, either online, by mail or fax. The most likely candidates are also followed up with telephone calls when responses are not received and finally if all else fails we estimate the based on last years numbers and input from as many industry insiders as possible. Our aim though is to keep the 'estimated fleets' to under five percent - two or three companies - within each chart and this year we have largely achieved that.

The Top 30 report, as with any survey is open to error and abuse which we do try to keep an eye out for and question or in some rare cases adjust! On the whole most respondents appreciate that 'you only get out what you put in' and play fair, but of course we can not guarantee 100 percent accuracy - if only!

If you do spot some glaring errors or question the authenticity of some of the data we have been given, don't keep it to your self - please do let us know and we will take note in preparation for next year. In the meantime we would very much like to thank all of you who participated and took the time to help us update and produce what we hope proves to be a highly useful report.

Leigh W Sparrow

Publisher



TOP TOWER CRANE HIRERS

Company	Total Units	Top Slewlers	Self Erectors
Select Plant	288	288	0
HTC	225	225	0
London Tower Crane	160	152	8
Falcon Crane Hire	155	145	10
Arcomet	155	115	40
Mantis Cranes	122	12	110
City Lifting	114	93	21
Kier Plant	100	90	10
Ladybird	77	34	43
Bennetts Cranes	58	55	3
Irish Cranes&Lifting	29	29	0

LARGEST TOWER CRANES

Company	Model	Capacity in tonne metres
Select	Comedil CTL630 32	630tm
HTC	Wolff 600EC	600tm
London Tower Crane	Not given	500tm
Falcon	Potain K4/56	400tm
Arcomet	Potain MD365	365tm
Kier	Potain MD345 12	350tm
Bennetts Cranes	Jost 316	316tm
City Lifting	Comansa 21LC290	290tm
Mantis	Saez TL65	130tm



TRAILER ALUMINIUM CRANES

Company	Total units	Max Boom	Max Capacity	Fleet boom length
Oktopus UK	8	30m	1,300kg	224m
GGR Unic	6	29.2m	1,200kg	166m
Power Lifting Services	5	31m	1,500kg	148m
Mini Crane Hire	1	28m	1,300kg	28m

LARGEST CRAWLER CRANES

Company	Model	Capacity in tonnes
Weldex	Liebherr LR11350	1,350t
ALE	Liebherr LR1800	1,200t
Ainscough	Terex CC2800	600t
NRC	Sumitomo SC1500-2SL	230t
BPH	Kobelco CKE2500	250t
Q-Plant	Kobelco CKE1800	180t
AGD	IHI CCH1200	120t
McNally	Liebherr LTR1100	100t
Davies	Hitachi SCX900-2	90t

c&a

top 30



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Cranes continued

LARGEST MOBILE CRANES

Company	Model	Capacity in tonnes
McNally	Liebherr LTM11200	1200t
ALE	Gottwald MK1500	1200t
Ainscough	Liebherr LTM11000	1000t
Baldwins	Liebherr LTM11000DS	1000t
Port Services	Terex Demag TC2800-1	1000t
William O'Brien	Terex Demag AC700	700t
Brynn Thomas	Grove GMK5450	500t
Mammoet	Liebherr LTM1500 8.1	500t
Crane Hire Ltd	Demag AC500-2	500t
NMT	Terex-Demag AC350	350t
Kavanagh	Demag AC350-1	350t
Terranova	Demag AC350	350t
Peterborough crane	Grove GMK 6300	300t
Bronzeshield	Liebherr LTM1300/1	300t
Emerson	Demag AC755	275t
King Lifting	Demag AC250-1	250t
John Sutch	Liebherr LTM1250-6.1	250t
Winterlift	Liebherr LTM1250-6.1	250t
HTC	Terex Demag AC250	250t
Davies	Terex AC250	250t
City Lifting	Faun ATF 220G-5	220t
Aba	Grove GMK5220	220t
PP Engineering	Faun ATF 220G-5	220t
Horizon Crane Hire	Faun ATF 220G-5	220t
Emsley	Liebherr LTM1200	200t
Southern Cranes & Access	Demag AC200	200t
Abba Crane	Liebherr LTM1200 5.1	200t
Specialist Hire Group	Terex-Demag AC200-1	200t
Sparrows	Terex-Demag AC200-1	200t
J Hewitt Crane Hire	Grove GMK5180	180t
Marsh Plant	Liebherr LTM1130-5.1	130t
Bob Francis	Grove GMK5130	130t
Dewsbury & Proud	Grove GMK5130	130t



CRANE COMPANIES AND INVESTMENT

Company	Investment past 12 Months	Depots	Employees
Ainscough	£21,000,000	30	1,043
McNally	£10,080,000	4	164
Hewden	£8,700,000	18	240
Bronzeshield	£8,000,000	3	94
BPH Equipment	£7,200,000	1	58
Port Services	£7,000,000	3	100
Crane Hire Ltd	£7,000,000	5	45
Marsh Plant	£4,000,000	7	120
William O'Brien	£4,960,000	3	78
King Lifting	£3,700,000	8	160
NMT	£3,500,000	2	38
Brynn Thomas	£3,500,000	4	75
Kier Plant	£3,000,000	7	175
Emsley Crane Hire	£3,000,000	2	67
Southern Cranes & Access	£2,900,000	3	52
Select	£2,000,000	2	450
Winterlift	£2,000,000	2	48
Terranova	£2,000,000	2	80
GGR UNIC	£1,850,000	3	70
Horizon Crane Hire	£1,800,000	1	16
McSalvors	£1,500,000	5	65
PHird	£1,500,000	2	37
Falcon	£1,500,000	1	167
Quinto	£1,400,000	7	137
John Sutch Cranes	£1,000,000	2	65
AGD	£1,000,000	1	82
NRC	£800,000	1	49
Specialist Hire Group#	£500,000	5	70
Aba Crane Hire	£500,000	1	32
Horizon Crane Hire	£800,000	1	10
PP Engineering	£800,000	1	30
Emerson	£500,000	1	89
Ladybird	£300,000	1	16
J Hewitt Crane Hire	£408,000	1	36

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NATIONWIDE PLATFORMS

PANTHER

EPL ACCESS

Access

The most notable change in the top 30 aerial lift rental companies is the disappearance of EPL which went into administration and was acquired by Lavendon and the closure of the SGB powered access fleet. Access Rentals also entered administration but was acquired by Haulotte and is being operated as a separate unit to its UK Platforms business. Combined this makes Haulotte the 7th largest lift rental company in the region. When it comes to the largest machines we have now produced a separate truck mount and spider lift chart for easier comparisons.

TOP 30



c&a

top 30

TOP 12 TRUCK MOUNTED FLEETS

Company	Truck mounted	Van mounted	Total
Lavendon	278	385	663
Access Hire Nationwide	47	259	306
Loxam	115	155	270
ES Access	102	65	167
Facelift	74	20	94
Easi Uplifts	47	45	92
Smart Platform Rental	70	0	70
Orion	35	0	35
Manlift	18	0	18
Hi Reach	16	0	16
Blade Access	12	0	12
Rapid Platforms	12	0	12



TOP 30 POWERED ACCESS COMPANIES

Company	Total	Booms	Scissors	Spider Lifts	Push arounds	Truck mount	Van Mount	Trailer lifts
Lavendon Access	12,569	4,597	6,908	3	382	278	385	16
AFI	4,256	1,262	2,879	0	115	0	0	0
HSS	3,028	466	1,724	0	667	0	0	171
Easi UpLifts	2,692	1,495	921	81	43	47	45	60
Hewden	2,500	1,300	1,200	0	0	0	0	0
A-Plant	2,309	825	1,097	0	362	0	0	25
Hi-Reach	2,182	687	1080	8	365	16	0	26
Loxam	1,570	600	700	0	0	115	155	0
Kimberly	1,277	429	802	1	45	0	0	0
UK Platforms	1,155	545	610	0	0	0	0	0
Access Rentals	1,072	519	553	0	0	0	0	0
Charles Wilson A	873	355	480	3	25	0	0	10
Facelift	696	242	257	45	9	74	20	49
Skylift A	673	275	375	15	0	3	0	5
GPT	660	300	350	0	0	0	0	10
Aerial Platform Service	600	200	400	0	0	0	0	0
Highway Plant A	545	200	300	10	10	10	0	15
PAS	388	118	270	0	0	0	0	0
GT Access	370	152	198	6	12	1	1	0
Elavation A	366	152	201	7	0	0	0	6
AJ Access A	351	155	186	1	5	0	0	4
Lifterz A	341	128	211	1	0	0	0	1
Platfinder A	340	100	200	15	15	0	0	10
Manlift	306	140	130	4	9	18	0	5
Access Hire Nationwide	306	0	0	0	0	47	259	0
LTS	230	47	158	0	25	0	0	0
Peter Hird A	223	115	100	0	8	0	0	0
ES Access	222	20	30	7	0	105	60	0
2 Cousins A	216	75	133	5	1	0	0	2
London Tower Service	214	40	153	0	21	0	0	0

A = Access Link Members 4,624

LARGEST TRUCK MOUNTED LIFTS

Company	metres
McNally	101m Wumag WT1000
Zenith Platforms	88m Bronto S90HLA
Lavendon	70m Bronto T72M
Easi Uplifts	68m Bronto S70XDT
Blade Access	68m Wumag WT700
Loxam	63m not disclosed
Facelift	60m Bronto S62XDT
Orion Access	59m Wumag WT610
AA Access	56m Ruthmann T580
Manlift Hire	51m Wumag WT530
Wilson Access	51m Wumag WT530
Rapid Platforms	43m Wumag WT 450
ES Access	43m Bizzocchi



LARGEST PLATFORMS

Company	Boom	Truck mount	Scissor	Spider lift	Trailer Lift
Lavendon	46m JLG 150HAX	70m Bronto T72M	32m Liftlux SL320	28m Omme 300RBD	Nifty T120
Facelift	46m JLG 150HAX	60m Bronto S62XDT	15m Skyjack 9250	36m Palazzani Mantis	27m Omme EBI229
Hi-Reach	46m JLG 150HAX	17m CTE Zed19	32m Liftlux SL320	28m Teupen Leo 30GT	15m Nifty T170
Easi-Uplifts	41m Genie Z135/70	68m Bronto S70XDT	24.5m Liftlux SL245-25	40.25m Falk Schmidt FS420c	15m Nifty T170
Hewden	41m Genie Z135/70	n/a	32m Holland Lift H320D	n/a	15m Genie TZ50
Skylift Hire	41m Genie Z135/70	n/a	21m JLG SL21-25	30m Omme 3000RBD	15m Genie TZ50
UK Platforms	41m Haulotte H43TPX	n/a	16m Haulotte 18SDX	n/a	n/a
Charles Wilson	41m Genie Z135/70	n/a	16m Genie GS5390	12m Hinowa GL14.7	15m Genie TZ50
Manlift Hire	41m Haulotte H43TPX	51m Wumag WT530	26m Liftlux SL26d	32m Palazzani Ragno 34	15m Aerial K17
A-Plant	41m JLG 1350 SJP	n/a	24.5m Liftlux SL245-25	n/a	15m Nifty T170
Aerial Platform Service	41m JLG 1350SJP	n/a	26m Liftlux SL260-25	n/a	N/A
PAS	41m Genie Z135/70	n/a	32m Liftlux SL320	n/a	N/A
Access Rentals	39m Haulotte HA41PX	n/a	32m Holland Lift G320DL30	n/a	N/A
Kimberly	38m Genie S125	n/a	31.5m Holland Lift G300	n/a	n/a
AFI	38m Genie S125	n/a	24m Liftlux SL245-25	n/a	N/A
AJ Access	38m Genie S125	n/a	15m Skyjack 9250	n/a	10m Nifty T-120
Active Platforms	38m Genie S125	n/a	16m Genie GS5390	n/a	11m Aerial K13
GPT	38m Genie S125	n/a	16m Genie GS5390	n/a	15m UpRight TL49
ES Access	38m Genie S125	43m Bizzochi	15m JLG 500RTS	17m Hlnowa GL19.65	n/a
Loxam	30m Genie S105	63m not disclosed	16m Genie GS5390	n/a	n/a
Lifterz	24m Genie Z80/60	n/a	16.5m Holland-Lift N165EL12	19m bluelift	10m Nifty T-120
Peter Hird	24m Genie Z80/60	n/a	13m Genie GS4390	n/a	n/a
GT Access	20m Genie Z65	n/a	15m Liftlux 153-12	28m Teupen Leo 30	15m Nifty T170
Orion Access	20m Genie S65	59m Wumag WT610	10m UpRight XRT33	32m Palazzani TSJ 34	10m Aerial K12
Horizon Platforms	20m JLG660SJ	n/a	12m JLG M4069	n/a	10m Nifty T-120
Elavation	19m Nifty HR21	n/a	16m Genie GS5390	15m Nifty TD170	15m Nifty T170
London Tower Service	19m Nifty HR21	n/a	12m JLG M4069	n/a	n/a
Rapid Platforms	19m Nifty HR21	43m Wumag WT 450	15m UpRight LX50	27m F.Schmidt FS290	16m Dino 180XT
2 Cousins	18m Haulotte HA20PX	n/a	10m Skyjack 6832RT	12m Hinowa GL14.7	10m Nifty 120
Clements	15m Nifty HR17	n/a	12m JLG 3969	14m Nifty VM160	19m Niftylift 210T
HSS	10m Nifty HR12	n/a	10m Genie GS3246	n/a	11.5m UpRight TL38
Higher Access	10m Nifty HR12	n/a	9.7m JLG 3246ES	28m Teupen Leo 30 GT	n/a
Ranger	n/a	n/a	n/a	48m Teupen Leo50GT	n/a



COMPANY DETAILS & INVESTMENT

Company	Investment	Depots	Employees
Lavendon	£3.6 million	45	870
Access Hire Nationwide	£3.6 million	1	19
Hi-Reach	£2.8 million	7	65
Facelift	£2.4 million	6	123
GT Access	£2.2 million	2	21
A-Plant	£2 million	115	1933
HSS	£1.3 million	230	2,434
Blade Access	£1.2 million*	1	25
Elavation	£1.2 million	1	14
Kimberly	£1.1 million	5	49
AJ Access	£1.0 million	3	20
Charles Wilson	£1.0 million	12	220
London Tower Service	£0.8 million	2	9
Hewden	£0.75 million	75	205
Horizon Platforms	£0.65 million	1	12
AA Access	£0.6 million	1	6
Rapid Platforms	£0.6 million	1	34
Lifterz	£0.4 million	1	18
Orion Access	£0.4 million	1	21
Huntley Access	£0.35 million	1	7
PAS	£0.23 million	3	17
Wilson Access	£0.20 million	1	9
2 Cousins	£0.1 million	1	10
Active Renals	£0.1 million	1	9
Peter Hird	£0.15 million	2	37
Light Hire	£0.5 million	2	10
Clements Plant	£0.4 million	1	14
Easi-UpLifts	Not disclosed	9	110
AFI	Not disclosed	17	220
Loxam Access	Not disclosed	13	110
Access Rentals	Not disclosed	9	61



TOTAL PLATFORM HEIGHT

Company	metres
UK Platforms	15,000
Kimberly	12,950
Access Rentals	12,655
Facelift	10,153
GPT	8,500
C.Wilson	8,000
Skylift Hire	7,500
Aerial	6,850
Highway Plant	6,500
G.T Access	5,122
Highway Plant	5,000
PAS	4,080
Elavation	2,522
AJ	3,500
Lifterz	3,539
Manlift	3,300
Access Hire Nationwide	3,000
ES Platforms	2,975
Peter Hird	2,600
Plantfinder	2,500
2 Cousins	2,445
London Tower Service	1,700

LARGEST SPIDER LIFTS

Company	metres
The Spider Lift Co	48m Teupen Leo50GT
Easi Uplifts	40.25m Falk Schmidt FS420c
Facelift	36m Palazzani Mantis
Baker Access	32m F. Schmidt TSB34
Orion Access	32m Palazzani TSJ 34
Manlift Hire	32m Palazzani Ragno 34
Skylift Hire	30m Omme 3000RBD
Higher Access	28m Teupen Leo 30 GT
Hi-Reach	28m Teupen Leo 30GT
Lavendon	28m Omme 300RBD
GT Access	28m Teupen Leo 30
Rapid Platforms	27m F.Schmidt FS290
CAT Access Solutions	20m Platform Basket 21.10
Lifterz	19m bluelift 21
ES Access	17m Hlnowa GL19.65
Elavation	15m Nifty TD170
Clements	14m Nifty VM160
Charles Wilson	12m Hinowa GL14.7
2 Cousins	12m Hinowa GL14.7

* estimated



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Telehandlers

Still only a top 20 rather than 30, this is still a work in progress with fleets harder to identify than crane or access where the companies tend to be specialist. We know that we are still missing some major companies in this sector, so please if you are not listed this year please do contact us.

The market has been badly hit thanks the collapse in the house building sector. However while most fleets have shrunk significantly, some companies have

continued to invest while the 360 degree market has continued to perform well, although not well enough it seems to tempt some of the larger companies into this market. The trend towards a closer association with the access market continues, with 12 of the top 20 telehandler companies offering aerial lifts as well as telehandlers.

JCB continues to be the favourite brand, although Hewden - the market leader is increasingly Cat, while Manitou is stronger in Ireland and Merlo is well placed among some of the smaller more specialised fleets.



TOP 20 TELESCOPIC HANDLER COMPANIES

Company	Total Units	Fixed	Largest Fixed	360	Largest 360	Main Brand	Depots	Employees	Investment past 12 months
Hewden	1,300	1,300	17m	0	n/a	Cat	75	205	Not Disclosed
UK Forks*	1,120	1,100	17m	20	17m	JCB	6	90	Not Disclosed
A-Plant	1,036	1,036	17m	0	n/a	JCB	115	1,933	£4,500,00
Fork Rent	850	850	17m	0	n/a	JCB	1	28	Not Disclosed
Hawk Tractors	300	300	17m	0	n/a	JCB	6	450	£2,500,000
GE	650	625	17m	25	21m	JCB	26	290	Not Disclosed
Hessle	500	450	18m	50	30m	Manitou	3	50	Not Disclosed
Easi UpLifts	350	280	17m	70	30m	Manitou	9	110	Not Disclosed
GPT	325	300	17m	25	21m	Manitou	10	125	Not Disclosed
Charles Wilson	325	320	17m	5	21m	Manitou	12	220	£750,000
Lavendon	236	236	17m	0	n/a	JCB	45	870	£0
Greenwood Hire	190	115	10m	75	25m	Merlo	4	n/d	Not disclosed
Geoff Huntley Plant	137	137	17m	0	n/a	JCB	1	7	£162,000
Kier Plant	100	100	17m	0	n/a	JCB	7	175	£400,000
CBL	85	80	17m	5	25m	Merlo	11	n/d	Not Disclosed
Marsh Plant	80	80	17m	0	n/a	JCB	7	120	Not Disclosed
Hi Reach Access	68	68	17m	0	n/a	JCB	7	65	£400,000
Kimberly Access	65	65	17	0	n/a	JCB	5	49	£0
Aerial Platforms	28	28	17m	0	n/a	JLG	3	35	Not Disclosed
GT Lifting Solutions	21	3	10m	18	25m	Merlo	1	5	Not Disclosed
UK Platforms	11	11	17m	0	n/a	Haulotte	6	55	£177,000

* estimated



A different perspective

The UK rental sector for larger truck mounted platforms is a relatively small and close-knit community and when information is scarce gossip and rumours are rife. One company that currently has the jungle drums beating is Bradford-based, Blade Access and Cleaning Services. *Cranes & Access* investigates and discovers that the company has been around for a lot longer than many think and has major plans that might shake up some of the established players.

If you believe a tenth of what you hear, Blade has rapidly appeared on the truck mounted radar, is backed by billionaires in the Middle East and is building a fleet of big machines to take the UK rental market by storm.

As the saying goes, there is no smoke without fire, and while most of these rumours are wildly inaccurate, there are a few truisms.

It is human nature to 'speculate' when there is intrigue. So let's establish a few facts by looking at the company's history. Blade Cleaning Services was started by current equal partners Mark Bell and Jamie Bairstow in 1993 as a residential window cleaning company - buckets, ladders and an old £200 van - in the Bradford and Halifax area. For the next six years the company continued to grow, employing five full time staff but still operating from a garage which acted as offices and storage.

By 1999 the business started picking up some commercial work and at the same time it was decided that for the business to grow further it needed to be more professional. Bell left the company to study business and finance and over the next three years he started

and ran a business employing eight people offering financial planning services.

Bell returned to Blade Cleaning Services in 2002 as it was in the process of acquiring another cleaning company which was incorporated into the business.

"The acquisition brought us into contact with certain commercial and industrial clients and this resulted in selling off our residential



Mark Bell

cleaning business and continuing with the two merged commercial businesses which then employed about 30 full time staff," said Bell.



"As well as commercial window cleaning, we offered a full range of industrial and commercial cleaning and graffiti removal."

At this point, anything to do with working at height - expertise and equipment - was hired in from other companies. "In these early days some of our now competitors did well out of us hiring equipment from them," says Bell.

Then one of its customers offered a regular high rise cleaning contract in Leeds city centre which raised the 'why keep on hiring?' question.



This 50 metre Bronto was added to the fleet in September 2008

Hire or buy?

"Although we knew nothing about platforms we found an ex-service fire engine - a 1989 Simon S85 - in fairly good working order and bought it for £10,000," said Bell. "We started the contract using it once a month but found the platform was parked up quite a lot of the time. Word that we had a platform soon spread and local companies started asking if they could use it for an afternoon etc."



"We were then approached by a Manchester-based telecommunications company to clean the loft of a mill in Bradford that was absolutely caked in pigeon muck so they could install equipment," explained Bell. "Within 10 minutes I was on site quoting a price and we started next day. In all about 12 tonnes of droppings were removed from the loft area over four days."

"This was not our usual work, but it was basically 'say yes' and then sort it out," he says. "We got all the correct Health & Safety PPE equipment and did the job quickly and efficiently. At this point I asked the impressed client if they ever used access equipment to mount telecommunications equipment on the outside of buildings. Three months later he rang asking if we could take the platform to Manchester the next morning. This was the first hire for Blade Access and the company was born."

The company continued to focus on scheduled, easy to manage window cleaning work. It was at this point that the two equal partners split the running of the two divisions: Bairstow continuing to run and grow the cleaning business, with Bell taking the platform side of the company. Blade also became involved in consultancy work, advising architects on the potential problems of building cleaning and maintenance.

"We are still heavily involved in the consultancy which is useful in that it naturally opens up doors to new

clients rather than a forced sales process that does not always work," says Bell.

Wanting to expand its access business, Blade Access' next purchase, around a year later, was a 1994, 25 metre Wumag from a local window cleaning company. After this, the company expanded further with a 34 metre Bronto and a couple of 26 metre Wumags. A further two 34 metre Brontos were added soon after.

"The Bronto 34 metre is the classic window cleaning machine with 180 degree cage rotation, 25 metre outreach and mounted on an 18 tonne chassis," says Bell. "It is a very good machine. All machines purchased were second hand because the platform side of the



business was still in its infancy and I didn't want to put the company in any risk, keeping it cash rich. For any work higher than 34 metres we cross-hired and there was a good reciprocal business from most of the major hirers."

The cleaning business now covers the whole of England, from London to Newcastle and the company has built up a reciprocal agreement with local rental companies for additional machines if and when they are needed.

"With our fleet of platforms working on window cleaning contracts through the night, we have the benefit of sending the same platforms out on hire during the day, giving a second revenue stream."

New ideas

We started having a few crazy ideas on the access side to develop the business and these coincided with a few window cleaning jobs that required a 60 metre platform but to be competitive it had to be our machine," says Bell.

"As we were financially secure, we decided to look for a bigger machine, finding one in Ulm in the south of Germany that was bought

new solely to work on a church. The 58 metre Wumag had low working hours and after checking its records we drove the machine back to the UK."

As soon as it was in the UK, it went to a local paint shop which stripped it down and it ended up in the now familiar blue and white livery. This first venture into the bigger end of the market was about 18 months ago.

At that time the company's main focus was growing the operated rental business, so Blade never saw much of an opportunity for 3.5 tonne, self-drive lifts. However earlier this year it purchased two, CTE Z21J platforms and entered the 3.5 tonne self drive market, quickly securing several permanent, long-term local authority contracts.

"We looked at many 3.5 tonne lifts and narrowed the final choice to GSR and CTE with the final decision made on price. The Z21J is very reliable and is excellent value for money," says Bell. "As we expand this area of the business, we will stay with CTE so long as their pencil remains sharp! It is a new area for us and we are still learning but a few doors have opened quite quickly. We are not after daily hires - although we do get them because we are the only hirer in Bradford - but I want to focus on the longer term contracts and build up the fleet of self-drive machines. More will be arriving later this year."

The addition of the 58 metre platform created new opportunities, particularly with its 36 metre outreach.



With additional new contracts needing larger machines, a 50 metre Bronto - sourced from Holland - was added to the fleet. However it was about this time (September 2008) that the company placed its first order for new machines with an order value running into the millions.

Blade's name was never disclosed in the deal and all involved did an excellent job of keeping the industry guessing who was behind the purchase, helping fuel the rumour mill.

However when Blade took delivery of a 70 metre WT700 at this year's Vertical Days - following a 45 metre and 53 metre a month earlier - the industry really started to take an interest in what the company was doing, particularly as the order contains further large truck mounted platforms still to be delivered (103 metre).

cage/pod (possibly enclosed?) giving 360 degree, independent rotation and designed to fit Wumag truck mounted platforms from 37 metres to 102 metres. Subject to final patents, the pod should be seen by mid September.

"The TV outside broadcast sector was one area that I wanted to actively pursue," says Bell. "Initially the attachment will be exclusive to Blade, although how it develops remains to be seen."

The Pod is totally different to existing camera cages and the excellent initial feedback could add considerable value. There are live trials in September and according to Bell, the 'right people are aware and are waiting for it to be available'. Bell also touched on several other unique projects being worked on but would not say more.



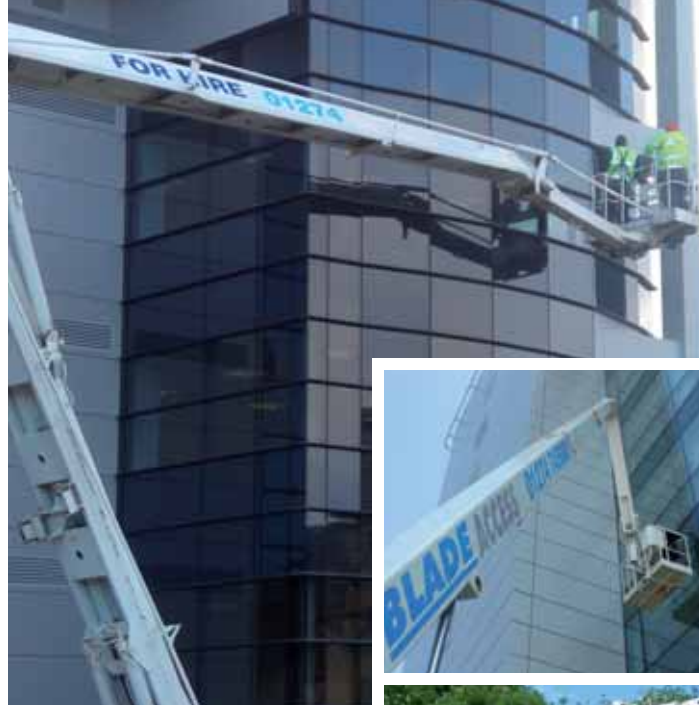
CamPod

With the large order placed but not delivered for at least eight months, Bell was doing a lot of work in the background, developing new work methods, ideas and rescue plans for other industries. The first of several ideas coming to fruition will soon be unveiled and involves the outside TV broadcasting sector.

The new attachment - called the Blade CamPod and built in the Bradford area - is a two-man camera

"Blade is here to offer a service, so having bespoke solutions giving added value, singles us out," he says. "Over the past seven months I have been doing a lot of research and development. The CamPod will be the first project to come to fruition and will be included into the standard platform hire rate. Our aim is to provide the right service and equipment for a given task.

We have already had interest from TV companies based in mainland



Europe so this may be the first of our ventures overseas. We have already attracted interest from Spain, Holland and Germany primarily for the projects that are being developed at the moment. The cam pod is the first and others will follow."

Blade's success

So why is Blade so successful particularly during the current economic climate?

"Customer service is paramount at all times. Both Jamie and I have a very 'hands-on' approach and we still occasionally go out and do the job to keep in the real world."

"We have around 20 operators in the two divisions, and some of the window cleaners can also operate the platforms. The access side of the company has more machines than operators, but can use the window cleaner operators as cover, depending on what is needed. In this way we are never short staffed and there isn't the pressure of employing 10 operators for 10 machines as we can inter-change between the two divisions of the company which to me is a much smarter way of operating."

Larger units taken

The new Wumag and other larger lifts are unlikely to be available for rent, at least for a while, as the company is negotiating a large, long term contract for them.

"We are in final negotiations of a major project that will need the use of some of the company's existing and not yet delivered larger platforms, so in effect, they will not affect any other rental company," says Bell. "We have already been doing work on this new concept, and most of the big machines delivered from the end of this year will be used for

this. We will keep one 70 metre machine in the hire fleet, but of course we have the option of using the other machines if necessary. The whole thing is complicated because access is just one part of the overall project."

Blade is still a partnership but there are plans to incorporate into a limited company. "The partnership works well because Jamie and I bring something very different to the company - it is a different concept but works for us," says Bell. "All the staff are deliberately chosen from outside the access industry, we made the decision to take people with specific skills and not take salesmen from other companies that have fixed ideas and fixed customer bases. It gives the company the best possible chance of impressing the client from day one with fresh faces and fresh ideas."

Equipment maintenance

"We have one in-house fitter but at a basic level. The truck maintenance is totally outsourced to a local company that works 24/7 which helps as our lifts work day and night. This means machines can be serviced at 1am in the morning when the driver is sleeping if necessary and be ready to go the next day, allowing us to keep saying yes to customers, keep good machine utilisation and minimise breakdowns."

Bell is involved in many new ideas that will emerge over the next year or two including a totally new method of access that will be launched by a new company within the Blade group. A larger, specific window cleaning basket - which would be a huge advantage to the business - has also been discussed with a local manufacturing company but is on hold for about 18 months while other developments are introduced.

The future?

"We are in the process of creating a specialist solutions company - not just a hire desk," says Bell. "I would hope that Blade Access is an approachable company to others in the industry. We have good relationships with most companies

and people who work with us know we do the job right. We invest a lot into staff training - our operators do not just have IPAF cards but are fully trained for working in seven or eight different industry sectors. The equipment is the best available, our pricing is right, we are competitive but small enough to care. Over the next three years there will be a rapid growth in revenues as the other ideas we are currently working on enter the business on both sides of the company."



Wumag WT700 at Vertikal Days



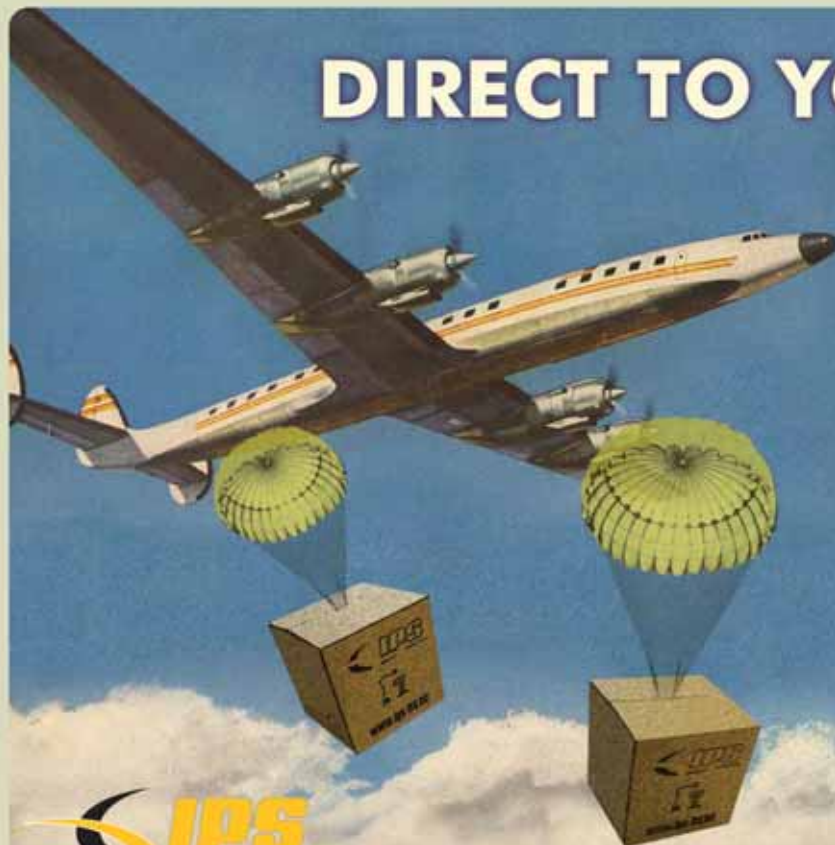
"Very few people know the truth about what Blade is doing and that is the way I like to keep it. If other companies in the sector haven't the foresight to think of new ideas to benefit the way people work and

dramatically change the way some sectors work and that is what we are going out to do. The technology exists so why not?"

"Many access companies treat the technology as a machine that goes

out to work for a rate and makes a bit of money. There are places for companies like this but I don't want my business to go down that route - I don't want to be another national access rental company. We have a totally different ethos and viewpoint which will become clearer over the next few months and years."

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Eco-friendly cranes

Product sales can be quite disheartening for niche equipment distributors even in the best of times. However, these specialist products often suffer less when times are hard. Sales of trailer cranes in the UK/Ireland have been 'slow' at best since Oktopus UK first brought in a Klaas crane almost four years ago. Other UK companies snapped up the distribution rights to the two other German trailer crane manufacturers - Böcker and Paus - but the whole trailer crane concept has still to really take off, surprising because of the product's many advantages. C&A investigates.



Light and compact, this Böcker runs on LPG for a reduced carbon footprint



Trailer cranes can work in some very unusual places



Trailer cranes initially gained a foothold in the UK in the specialist cladding panel and glass lifting business where their superior reach compared to the mini crane alternative made them ideal for larger projects. But while mini crane sales have really taken off, trailer cranes remain very rare beasts outside of their home market.

In our trailer crane feature last August, we estimated that there were about 20 operating in the UK, most of them in the rental fleets of the UK distributors Power Lifting Services (Böcker), GGR-Unic (Paus) and Oktopus Contracts (Klaas). Given the limited levels of investment in equipment, this figure has not moved on a great deal.

But why are they not more popular? For some, it is their 'small' 1,500kg maximum lift capacity that clouds how useful these machines can be on site, particularly when so many lifts are below 500kg onto two and three storey roofs. Most trailer cranes have a maximum lift capacity of at least 1,200kg and can lift a minimum of 200kg to a height of at least 25 metres.

The three manufacturers offer a total of about 10 models and despite a few minor differences, all offer similar specifications and performance.

Even the largest crane boasts a total GVW of less than 3.5 tonnes, making it light enough to be towed behind a 4x4 vehicle and providing a very low outrigger ground pressure when set up on site, especially when compared with an All Terrain or Truck mounted crane

that might otherwise have been used. All except the Klaas can move around site under their own power as standard (Klaas offers this as an option) - with the Böcker having the superior drive to the rear axle, the Paus to the front steering wheels.

In spite of the low nominal capacity rating, their load charts are more than enough for most housing site lifts such as roof joists, air conditioning units and chimneys and the excellent reach and working radius means they can often set up in one position for the day and cover several houses. Remote control allows the operator to move to where the load is being placed, giving safer, more accurate and quicker lifts while eliminating a slinger signaller.

"Another requirement that is starting to take effect is the reduced carbon emission of equipment used during construction," says Matt Wood of Böcker distributor Power Lifting Services. "This is because there are plans being introduced so that all new house construction should be carbon neutral by 2016."

"The Böcker AHK 27 that we run in the hire fleet has a 20hp Honda engine running on LPG which emits about 95 percent less carbon than the diesel engine of a 25 tonne or larger AT crane," he explains. "On a site with a few hundred houses, this adds up to saving a large chunk of carbon emissions. The trailer crane is also a lot quieter when working, reducing noise pollution and its light GVW and own hydraulic drive results in very little surface damage."



Many of these excellent features have yet to be appreciated by builders and contractors, who are typically slow to adopt new ways of working and are still content to hire in a much larger, noisier, more polluting and probably more expensive cranes to carry out exactly the same lifts. The small number of trailer cranes in rental fleets also perpetuates this of course as well as some of the low rental rates currently available on small mobile cranes.

Robin Williams of Mini Crane Hire recently purchased an ex-Oktopus, 2007 model Klaas K19/28 (200kg at 19 metres and 28 metre tip height).

This is his first venture into trailer cranes and he is very impressed. One potential problem he did notice early on is the trailer crane's inability to unload heavy items from the trucks before splitting

"The set-up I have is not necessarily cheaper than an AT crane (about £400 per day but it has the ability to access and set up in places an AT cannot and with the remote control it is so easy to place loads very accurately."

Williams loves the Klaas, but would like to improve just one aspect.

"The unit does not have the capability of self drive, which for some might be inconvenient. I would like a machine with drive to the main axle such as a Böcker, but at the moment, because I carry my own forklift, I use this to tow the crane around the site and into position. Without a forklift or alternative on site, this might be a problem."

Oktopus UK (now Oktopus Plant Hire after the company went into administration in June - being purchased by the previous owner

c&a

trailer cranes



All trailer cranes in the UK have good up and over reach



the loads and placing the materials at a high level.

"With only 1,300kg maximum capacity, the Klaas (and other trailer cranes) are limited in what they can unload," says Williams. "My solution is a 6.5 tonne truck with a Moffet forklift on the back, towing the trailer crane behind. With this combination I can be certain of unloading the trucks using the forklift and then placing the materials using the trailer crane."

Williams bought the crane about six months ago and is "mad busy". He also runs a Maeda 305 mini crane but was being asked to do jobs more suited to a crane with more reach.

and director Richard Gould) continues with its trailer crane fleet under Oktopus Contracts Ltd with Andy Hinton-Sheley still head of cranes.

"What I like about the niche trailer cranes is that even during a recession, the demand and rates have remained high - particularly when compared to small mobile crane rental - primarily because they can access areas where it is physically impossible to set up a mobile crane," he says. "The growth of the trailer crane is down to their exposure. Mini cranes took eight or nine years before they took off, trailer cranes have only been around for about four years. If it

wasn't for the economy over the last 18 months our current fleet of seven units would have expanded to about 10."

Oktopus Contracts says it is seeing a growth in its new customer database.

"A high proportion of lifts only require 15 to 20 percent of an AT crane's capacity and this is where the trailer crane scores. We carry out a wide variety of jobs, all two-man, contract lifts the same as a mobile crane," he said.

"One job that showed off its capabilities was a contract to erect a nine storey steel staircase in an atrium area. The crane was installed on a suspended floor and was able to build-up the staircase from ground floor level. No other crane would have been able to access the atrium (through a narrow door opening) and then have the reach to install the staircase. Weight is a big factor - just 3.5 tonnes rather than at least 21 tonnes for a small mobile crane."

All the machines in the Oktopus fleet are the 1,300kg capacity, 28.4 metre tip height Klaas TC 19-28. Klaas also produces a 500kg capacity, 23.7 metre tip height machine - the TC 17-24 - but for the UK market this unit's capacity is too small. Klaas has also added a 30 metre tip height TC30 earlier this year - basically an updated K19-28 - but with a few more metres of reach and remote Safe load indicator.

Paus distributor GGR-Unic - is also heavily involved in the glazing/cladding installation/attachments sector with a large proportion of work coming from that area. Böcker dealer Power Lifting Services on the other hand, has not gone down this route, deciding instead to push the machine's advantages specifically to house builders. Possibly not the best time to target the housing sector, but being first into this area and establishing itself early on may pay dividends when activity increases.



Paus machines are available from GGR-Unic

"Rather than follow the other trailer crane distributors, we decided to market the crane specifically to house-builders and have been working with a national house builder (Miller Homes) for almost two years. As far as I know, we are still the only trailer crane hirer with such an agreement," says Wood.

C&A visited a housing site in Gloucestershire to see a Böcker AHK 27 in action. Prior to the company using the trailer cranes it

was regularly hiring in mobile cranes from 15 - 50 tonnes, sometimes as big as 200 tonnes primarily to achieve the required boom length. Now, all the high level lifting is done using Böcker trailer lifts. Power Lifting Services has four trailer cranes in its fleet - the 1,200kg capacity, 27 metre lift height AHK 27 and three 31 metre, 1,500kg capacity AHK 31s. The main difference between the two is that the AHK 27 has a two section boom with the larger machines three sections.

The combination of its boom length, its manually pinned three position jib, compact overall size and manoeuvrability - all Böcker's drive the axles have proved a winning combination for the application. The AHK 27 was set up in one position but could cover several houses.

"The lifts today are roof trusses onto a terrace block of five houses adjacent to a pair of semi detached houses," explains Wood. "By positioning very close to both (too small for an AT) the crane is able to lift the joists onto both buildings without having to move its position."

All the work for the house-builder is carried out under contract lift conditions using a slinger/banksman and the operator - using the remote controls - up on the roof alongside the load as it is being placed.

Böcker's latest machines feature a new chassis with infinitely variable positions on all four outriggers as well as the very latest PLC control so that depending upon the load and the position of the outriggers, the machine automatically calculates its maximum capacity and radius and cuts out when either is reached, prompting the operator to improve the load moment before continuing.

Paus Starworker

Paus was the last of the three companies to enter the UK market, with GGR-Unic taking on the distributorship in August 2006. The first model introduced was the 1,200kg capacity Starworker which has a self-propelled chassis driving the front jockey wheels, a nine metre fly jib giving a 25 metre working radius, radio remote control and 360 degree slew.

The Starworker has several lifting attachments including pallet fork, tipping bucket and 450 litres discharge skip, giving increased flexibility allowing companies to reduce costs by investing in a single lifting device. The Paus aluminium pallet fork enables quick and easy application when laying corrugated roof sheets for example. Similarly,

the tile clamp and the tile distributor allow roof work to be executed much more efficiently.

According to GGR Unic, the Starworker has even grabbed the attention of builders working on glazing, plaster work and in-house building because of its multifunctional appeal.

Another useful attachment - also available on the Böcker - is a fully integrated work platform which allows the crane to be used as an aerial lift device as well as a crane, providing another source of revenue for the rental company, while increasing versatility for the end user.

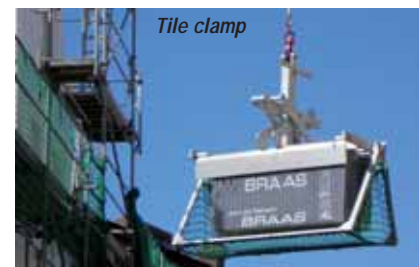
The solar platform was introduced to the Starworker's range of accessories this year, allowing materials such as photo-voltaic/solar panels to be transported safely onto roofs. This is likely to be an application that will grow rapidly in the years ahead as the price of such panels comes down. The fact that a trailer crane can set-up happily in the driveway of most single homes make them perfect cranes for this work.

"The Starworker is an exceptionally versatile piece of equipment," says Graeme Riley, chief executive officer of GGR. "The huge range of attachments available, along with its compact size when stowed transportation makes it tremendously convenient. Its versatility in particular makes it an extremely cost effective option."

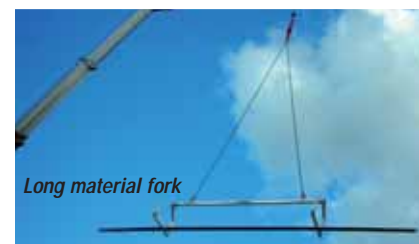
So while the trailer crane is performing very well during the economic downturn, it looks like it

will take a few more years yet before it breaks clear of its niche product status. Its low carbon footprint, ability to access confined areas, low GVW and excellent rental returns should ensure that those that have invested the effort into getting the product to its current position, should be well rewarded when end-users eventually begin to appreciate the advantages. For the end user, perhaps now is the time to look into these handy lifting tools?

Three Paus attachments: -



Tile clamp



Long material fork



Hook chain

Remote controls allow the operator to be ideally positioned during the lift



GGR was able to provide the Royal Bank of Scotland with a Skyworker crane after several other crane companies had to turn the job down. The Skyworker overcame restricted access problems and the need to reach over the top of the building to install the canopy glass.

Berry picks the unusual

Neil Berry of Berry Cranes is a man who speaks his mind and is happy doing his own thing buying equipment that he thinks is right for his business. Since forming his own company about nine years ago, he has built up a varied and unusual fleet of cranes. Mark Darwin paid him a visit to find out more.

Bikers and truck drivers in the Northants/Bucks area will know where Berry Cranes head office is located, even if they did not realise it is there. Jacks Hill café is a famous start and stopping off point on the A5 just outside of Towcester - and Berry Cranes now has its office just to the side of the café although the cranes are parked in a secure yard and workshop in Towcester.

Berry has been working with cranes for the last 26 years, starting as a crane operator on a Grove H15 with Marsh Plant in 1983. Thames Crane Services (TCS), Davis Crane Hire, NMT, King Lifting - Berry has worked for them all, absorbing the good bits, ignoring the bad and applying them to his own business that he started in 2000.

"I still think like a crane operator, not just an owner," says Berry, "which is why I decided to purchase a Böcker aluminium truck crane - the first in the UK. I am sure that other crane hirers are watching to see if I make a success of it before they purchase one, but to me it made complete sense."

"The Böcker AK 32/1500 has a maximum lift capacity of just 1.5 tonnes and weighs less than eight tonnes - compared to a 25 tonne All Terrain at around 24 tonnes - and costs significantly less. Low weight means low outrigger loadings and with a lift height of over 30 metres it has enough capacity to lift trusses and air conditioning units onto roofs. The increasing number of weight restrictions often means that the Böcker is the only crane that can get onto the site and carry out the work. And with an annual service for the truck costing just £180 and fuel economy of 18 mpg, it is economical too."



Neil Berry

So did Berry consider trailer cranes as well?

"I did look at these about three years ago but decided that for us the crane would be far more useful on a truck and the fact that it is the only truck mounted Böcker in the UK is a real advantage."

Berry has a history of buying 'unusual' cranes, until recently he had one of the few Zoomlion truck cranes in the UK - a 30 tonne unit - which like the Böcker, was 'a good crane at a good price, with good lifting capabilities that cover a lot of lifting tasks'. Unfortunately it was a victim of the recession.

"Since January our operators have been on four day weeks, so when one decided to leave I had to decide whether to replace him or get rid of one of the cranes," said Berry.

"The decision was made easier in that a local one-man operator rang enquiring to buy a Zoomlion. When he offered the money for it, that decided which crane was going, otherwise I would have kept it. Over the 14 months in our fleet, it was a strong, reliable performer and an ideal owner-driver crane."



Berry's truck mounted Böcker installing roof trusses in a nearby village

A young fleet suited to the area

The current five machine fleet - all less than four years old except for a refurbished, 11 year old Tadano eight tonner - is targeted at 'taxi crane' work, ideal for dealing with local lifting jobs carried out within a maximum range of 50 miles around Towcester although he tries to keep it to 35 miles if possible. The cranes, the 1.5 tonne Böcker, eight tonne Tadano, and three Tadano Faun units - 35 tonner (the first new crane Berry ever bought in 2006), 40 tonner and the largest in the fleet, a 65 tonne ATF65.

"The eight tonner doesn't owe me anything," he said, "it has paid for itself twice over and I don't mind it sitting in the yard." says Berry. "Having said that, it was one of our highest earning machines last month working on a contract lift every day in Banbury."

But how did Berry make the transition from operator to owner?

"Cutting a long story short, the owner of the crane company I was working for died at the end of 2000. He had three cranes and a lorry loader and no-one wanted one of the machines - a 30 tonne Kato."

Until recently Berry operated a 30 tonne Zoomlion similar to this



"The main asset of the business however was his mobile phone with all of his contacts, so I offered to buy the crane and phone but had enormous difficulty raising the money from the banks. In the end I leased the crane over three years, but half way through the contract, it needed a new £12,000 slew ring. After numerous discussions regarding who was to pay for the repairs with the leasing company, I eventually bought the crane."

A year later I injured my elbow and couldn't drive for about 12 weeks. I took someone on, initially just to cover the time I was out, but then decided that as the work was growing, to employ him full time. Over the next few years the company grew and although all three sons have been involved, only Simon is employed full time and can cover most aspects of the business."

Revenues have increased from £100,000 to £1 million and although Berry has had to downsize the fleet from eight to five machines as utilisation dropped as low as 40 percent, it is still profitable.

"Although last year's accounts showed slightly less revenue, profits were up nine percent," he said. "I don't discount rental rates and would rather have the machine sitting in the yard than putting it out at silly money."

According to Berry, a good accounts system has been one of the major factors behind his success. "Our book keeper is a qualified accountant and we have a good

computerised accounting system that I use daily, I know our financial situation at any time of the day or night."

Truck cranes

As already mentioned, Berry is not afraid to try new equipment that has yet to find favour with the larger crane hirers. So what about the new truck cranes on the market?

"I don't think that the new 40 and 60 tonne Faun and Liebherr truck cranes are the way forward. True the truck running costs should be lower than an All Terrain, but they are considerably more to buy and when fully loaded they are too big. The Tadano-Faun ATF65 is the best in its class being self contained but not too heavy," adds Berry. "If we need something bigger we cross hire from other tried and tested rental companies."

Customers soon get to know which crane hirers have which equipment.

"We get quite a few companies needing a 60/65 tonne crane for a job who ask us to quote for a 50 tonner, knowing that we will probably send the 65 tonne Tadano-Faun - hence getting the crane they need for less. There have been instances when the ATF65 is already out and we cross hire a 50 tonner which leads to some interesting conversations...."

Although I am not looking to buy at the moment, a 50 tonner would be the next machine on my list maybe for next April/May but the main problem is adding another driver.



The Böcker AK32/1500 has a good reach and enough capacity for most housing lifts



Berry has three Tadano Faun cranes - a 35, 40 and 65 tonne.

"At the moment business is OK but there are no signs that the recession is over. We have a 50/50 split between construction and other business so one sector is well down. Even if the builders press the go button now, it will still take at least six months to ramp up."

A passionate crane man

Neil Berry is a regular contributor to www.vertikal.net offering thoughts and views on the possible causes of various crane accidents. He always says it the way he sees it. Because of his background and passion for the industry he has identified many areas that 'could be improved'. Here are just a few of his thoughts (or rants....)

Berry on safe load indicators:

"One of the biggest problems at the moment is that most safe load indicators still need the operator to input the codes into the computer

to specify how it is rigged. If the wrong data has been entered it cannot be changed without stowing the boom and starting again. I see so many pictures on Vertikal.net where it is obvious that the operator has input the codes for normal width outriggers but then tipped over because it is short rigged. The Böcker does this automatically whatever the position of the legs, but most mobile cranes do not. In this hi-tech world I can't understand it - surely it is an easy way to reduce accidents?"

Berry on accidents:

"A lot of operators live in a very sheltered world and haven't seen a crane tip over or someone injured as a result of a crane accident. Until they have they don't appreciate the full consequences of what can go wrong. We live in a risk assessment world where everyone assesses the risks for you - and then think that a piece of paper will cover their backsides in the event of an accident."

Berry on pinning outriggers:

Many people are unaware that cranes still need to have their outrigger beams pinned and this is one of the major accident problems with modern cranes. So many operators either do not know or don't bother with this simple task that reduces the risk of a serious accident.



The 11 year old 8 tonne Tadano is still kept very busy

Berry on tandem lifts:

I disagree with the rules on tandem lifts where both cranes must have separate lift supervisors resulting in five people (operators and supervisors) involved in the lift. To me there are too many (five) areas

that can go wrong. With good radio communication that number can be reduced.

Berry on insurance inspections:

Most insurance inspectors say it is in the best interest of the crane

company to have the regular operator present for the inspection to liaise with the inspector so that he can pass on any of his concerns. Suppose the operator has damaged the crane during a lift and he doesn't want his boss to find out, he will do everything he can to divert the inspector away from the problem.

Berry on hot tubs:

I hate hot tub companies that tell its customers that the crane costs for an installation is a few hundred pounds which is not going to happen with a contract lift.


Berry on courses:

"You can do an Appointed Person course but that does not qualify you to be a Lift Supervisor unless you have done your slinger/signaller course. So as an appointed person

you can plan a lifting operation although not qualified as a slinger/signaller. So don't know how to sling the load safely and then can't supervise the operation as it was planned in the first place! The whole thing is a mish mash and the CPCS thought it could make money out of it. They haven't a clue."


"We need an apprenticeship scheme where a trained crane operator or slinger/signaller has to complete a year in the field, then does a crane supervisor course. After say another years experience the can qualify as an appointed person by experience and not the ability to pass a classroom-based test.

Berry is passionate and totally committed to providing the best crane service he can. Perhaps if we all had his pragmatic view the industry would be a more straightforward, less bureaucratic and safer place. As he says - common sense is currently not in the UK crane vocabulary.




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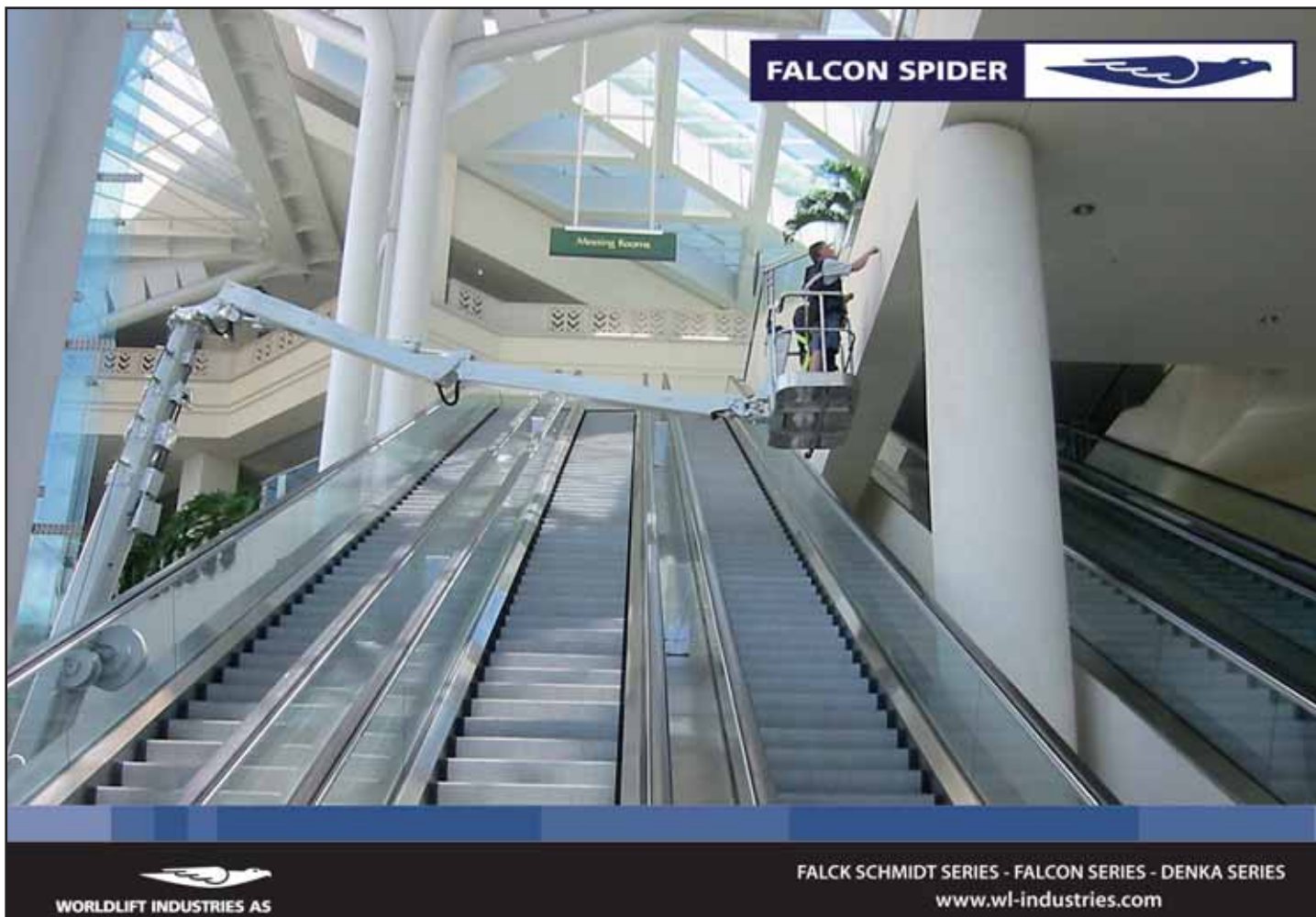
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ATN 2 rue du Pont de Garonne 47400 Tonneins FRANCE
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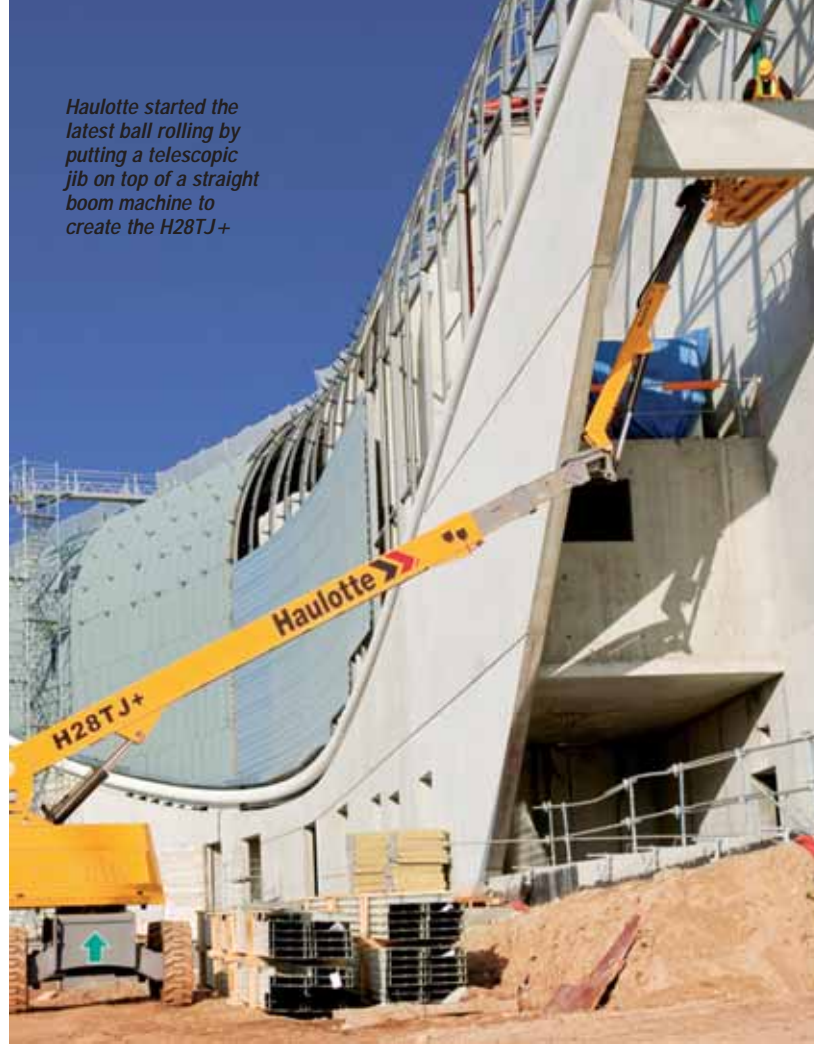
It is almost 40 years since John Grove introduced what is widely acknowledged to be the first self propelled aerial lift with a telescopic boom - the Condor Lift 21-32. This machine was the forerunner of the JLG 40F which did more to kick off the European aerial lift rental industry than any other single unit.

Since then the only really significant change has been the arrival in the early 1980's of the articulated telescopic boom lift. Certainly boom lifts have become more refined and more widely available, both in terms of the number of manufacturers and the range of models that each offers. Over the years manufacturers have strived to improve on the boom lift design and introduce new practical ideas.

products that provide some differentiation has rarely been greater. Thankfully in the past 12 to 18 months there have been numerous new machines that have introduced new ideas, largely tailored to specific applications or markets and mostly built by smaller niche manufacturers.

Telescopic jib

Haulotte - not a niche player - started the latest ball rolling by putting a



Haulotte started the latest ball rolling by putting a telescopic jib on top of a straight boom machine to create the H28TJ+



40 years on - a JLG 21-32 the forerunner of the JLG40F alongside a JLG400S being auctioned off for charity

The articulated jib arrived in the 1980's and has been widely adopted since. First class rough terrain performance came to the fore in the early 1990's and is a prerequisite now on diesel powered boom lifts. Bi-energy power packs became popular in the mid 1990's although mainly in Europe and there have been a wide range of designs to reduce the overall weight of boom lifts, ranging from aluminium boom sections, to a rising boom pivot point from Genie to clever internal moving counterweights and outreach restriction devices from Skyjack and JLG. Apart from these key additions the number of true innovations have been far and few between.

With rental rates for the most popular boom lifts dipping to 'silly' levels in many areas, the pressure on rental companies to find

telescopic jib on top of a straight boom machine to create the H28TJ+. While this is common practice on the truck mounted lifts, self propelled booms have until now featured simple parallelogram articulating jobs, with most engineers focusing on achieving the maximum range of articulation rather than reinventing the concept.

The H28TJ+ creates a machine that almost straddles the telescopic/articulated boom divide in that it clearly offers the outreach and boom speed of a telescopic, while also offering up and over reach closer to that of an articulated boom. In addition it offers some interesting additional reach capability such as when the boom is at a lower angle and the jib articulated to the vertical for some exceptional under and up reach.

Recognising that articulated booms tend to be more compact than telescopes, Haulotte also made sure that the H28TJ+ included reduced tail-swing and relatively compact dimensions.

height, but of course the main boom is at an angle so it is not quite the same as an articulated boom where the riser is vertical. However it does offer some interesting possibilities.

Make Model	Haulotte H28TJ+	JLG 860SJ	JLG 800AJ	Genie Z80/60	Genie S85	UpRight SB85J
Platform Height	26.2m	26.2m	24.4m	23.7m	25.9m	25.9m
Capacity	350kg*	360kg*	227kg	227kg	227kg	227kg
Outreach	22.6m	22.86m	15.8m	18.3m	23.3m	23m
Up&Over	6.0m	0	9.78m	8.83m	0	0
Tailswing#	0.72m	1.42m	0.76m	1.17m	1.42m	1.89m
WxL (m)	2.49x12.3	2.49x12.2	2.44x11.1	2.44x11.2	2.5x12.2	2.6x12.9
GVW	17,300kg	16,500kg	15,600kg	17,000kg	17,300kg	17,100kg

* restricted capacity 230/227kg unrestricted #Tailswing beyond chassis

Looking at the chart above the Haulotte does appear to deliver in terms of dimensions. It is about a metre longer than the articulated booms, but has a smaller tailswing than any other boom of this size. In terms of weight it is similar to the Genie and UpRight/Snorkel machines, but a good two tonnes heavier than the JLG 800AJ articulated boom. Where it falls short of course in comparison to the articulated models, is up and over reach, although it does offer an extra six metres of horizontal outreach at around 20 metres

Levelling on slopes

Self propelled boom lifts are supposed to operate on firm level ground, however, unlike most scissor lifts, boom lifts are not usually fitted with lock-outs that stop lift operations when the machine is out of level. As a result a large number of users are under the impression that they can operate a boom on any slope as long as the tilt alarm is not sounding. With most boom tilt alarms set at five degrees this gives a reasonable degree of flexibility.

Matilsa has recently launched a 21 metre articulated boom with outriggers, the Parma 21D



The fact is though this is not correct. Firm level ground is stated in most operator manuals and the five degrees is the safety margin. It is true that a boom lift is unlikely to tip forward unless it is significantly overloaded with a substantial amount of boom extended. Even then there is a fair degree of warning as the machine starts to 'get light'. However if a fully retracted boom is raised rapidly to maximum elevation with a light load the lift may well go over backwards if set up on such a slope.

For jobs where a slope or steps are involved the correct solution is either to bring in a larger boom and stand further back from the slope, or to use a spider lift with outriggers that allow it to level on the slope. Spider lifts cannot drive at height, so if this is important for productivity the big boom that can stand off has been the only way to go. Of course, if there is no place to stand back then that is not a solution either.

The slope solutions

There are however now a couple of self propelled alternatives and both, oddly enough, are made in Spain. Matilsa has been producing aerial lifts for many years and several years ago introduced a product that was deceptively similar to a Genie 45 articulated boom. However it



The outriggers on the new Matilsa Parma 21D boom lift provide levelling of up to 17 degrees.

included an often requested option of levelling outriggers, allowing the machine to level up when necessary but be fully self propelled when required. More recently the company has extended the concept to larger models and earlier this year announced a 21 metre version, the Parma 21D with a dual riser, three section telescopic boom and articulated jib along with four wheel drive, four wheel steering and auto self levelling outriggers capable of levelling on slopes as steep as 17 degrees.

High driving on slopes

While the Matilsa concept solves part of the problem, there are times when the benefits of driving the lift at full height are so beneficial that buyers have sought to combine a machine that would remain mobile at height while working on sloping ground. The UpRight Speed Level partly achieved this in a vertical scissor type machine. It could be levelled on a slope and as long as the oscillating axle remained parallel with the fixed axle it could drive while in the air. However it does not offer the outreach of a boom, and



Up to 15 big booms - 125ft JLG 1250 and 135ft Genie Z135s from Hi-Reach are being used to erect the steelwork on the unusual wave shaped Aquatic Centre for the London Olympics.

apart from particular situations, such as on a long ramp running alongside a building or in a tunnel, the axles rarely remain parallel.

The problem was solved by a small Spanish tree pruning company, after it realised that when ground conditions allowed it to use a self propelled boom lift, productivity soared through the roof and it made a lot of money. The problem was that all too often the ground below the trees was not even remotely level.

Unable to find a manufacturer willing to solve the problem it designed a product itself and after considerable trial and error and practical experience it perfected its fully self levelling boom lifts. It then began to sell them to other companies,

metropolitan areas, the company has decided to expand the product range into more general or dual purpose models and launch them internationally. The company recently attended both Vertical Days in the UK and Platformer Days in Germany, where it attracted a good deal of interest.

300 percent productivity improvements

Its latest platform - the ME12SL - has a platform height of 10 metres and uses an oscillating axle at one end, while the wheels at the other end are mounted on individual arm-like suspension/drive units which allow the lift to level 30 percent side to side and 16 percent longitudinally. An interchangeable



The 12 metre working height Mecaplus ME12SL can level on ground up to 30 percent side to side and 16 percent along its length

largely for tree work, and the Mecaplus self propelled boom lift range was born. Having perfected the technology and revolutionised tree pruning in most large Spanish

basket can be used for either one or two people (with outreach of seven metres or 6.3 metres respectively) as this is a dual purpose machine it still includes some foot controls



The Giraf Track is saving contractors time and money installing insulation and cladding panels on industrial buildings

which are essential for maximum productivity when pruning. At the same time the platform is made from 3mm thick steel and all hoses and electrical cables are fully protected to protect against falling branches, resulting in a very clean-looking machine. Two wheel drive is standard but 4x4 is an option as are tracks.

Mecaplus says that in most pruning applications they can speed up tree pruning work by as much as 300 percent. The machine is equipped with a powerful air compressor, feeding three take-off points in the basket to operate air tools such as pruners and chain saws.

Wheels or tracks?

The demand and availability of track mounted booms has until recently been concentrated in Holland and Northern Germany, but the ability to travel across soft rough terrain has become increasingly sought after by a wide variety of users particularly in the utilities and energy sectors. Over the last year several new tracked booms have been launched including the Giraf Track with its all round lifting and big platform capability and the scissor type platform on a boom concept from Nagano/Hanix. At the same time the market leader in self propelled crawler booms - Aichi - has started to build a world wide distribution network and is working on an articulated boom range. All are looking of course to capitalise on this small but growing niche market. We have covered the Giraf Track GT580B several times recently, its combination of sturdy tracked undercarriage (based on a 15 tonne Caterpillar excavator) three section Merlo boom and a whopping basket - up to 13 metres long with 750kg capacity - has aroused the interest of many. With a maximum platform height of 15.8 metres the unit can be fitted with a two metre jib. The

Giraf accepts all Merlo telehandler attachments including winches, forks and buckets as well as a crane jib. Development work continues on customising the machine for specific tasks (including an operator cab). It has already sold several units in Holland and Belgium where its huge basket is saving contractors time and money installing insulation and cladding panels on industrial buildings.



Genie introduced its Trax version of the S85 with four Loegering crawlers instead of wheels

Track mounted boom lifts are generally very stable thanks to their heavy undercarriages and they can of course cope with the very worst of ground conditions, while rubber tracked versions can be more gentle where low ground bearing pressures are needed. They are however not so well suited to hard surfaces particularly the larger models with steel tracks. One solution to the track or wheels question is that offered by Genie. The company introduced its Trax version of the S65 with four Loegering wheel crawlers in place of its usual wheels, but it continues to offer the original Loegering conversion (Loegering is now a sister company within Terex) which allows the machine to be converted relatively easily between wheels or tracks, depending on the application. While this niche unit has had some success in North America, the concept has yet to find favour over here.

Aichi on the move

When industry commentators talk about the big four, self propelled aerial lift manufacturers, they are usually referring to Genie, JLG, Haulotte and Skyjack or UpRight/Snorkel, almost always overlooking Aichi which depending on the state of the Japanese and Dutch markets and exchange rates jostles with Haulotte for third place. The fact is though that the company has been weak when it comes to worldwide distribution. With the launch of its new global models the company announced plans to become the world leader, however since then progress has been slow - although Aichi is in no hurry. It took over a year to take a decision on its UK/Ireland distribution partner, finally selecting Ranger Equipment in May with products beginning to come through at a very steady pace.

volumes of the build quality of the Aichi machines. The manufacturers' Dutch-based distributor was so confident of the machines reliability that when it wanted to push the wheeled models a few years back it offered them with a free five year warranty. It claims that the cost of doing so has proved to be minimal. Aichi claims that over a five year period it can prove that its units cost less. The fact is though that selling is more complex than having the most reliable products, you also need a great distribution network, with good sales staff and the initial price remains a factor for many buyers.

In the UK Ranger has said that for a limited period, the first units it sells into the UK can be acquired on flexible payment terms, including purchase, lease or rental options. "The incentive is part of a pilot programme to get units on the ground in the UK, test reaction and gather feedback," says Steve Hatfield of Ranger. "I am very optimistic that Aichi's added-value engineering will emerge a strong contender for rental investment as the industry climbs out of recession. When hire companies start to invest again, we believe they will be extra careful about what they buy and reliability will be the key. We anticipate that buyers will be more prepared to consider the higher priced, premium platform because they command higher rental rates, incur less downtime, and with excellent residual value, offer low overall cost of ownership."

At the same time Aichi which is largely owned by Toyota, has looked at how it might cut the cost of its products and there are opportunities such as taking off some of the extras it includes as standard, such as wiper blades on the boom sections and heavy steel rather than composite machinery covers.

Aichi has typically sold its boom lifts at a hefty premium, a price that those who know them well are prepared to pay. The fact is that when it comes to quality and reliability Aichi's boom lifts are still head and shoulders above the competition. The fact that this is still possible when the products offered by others are these days so reliable and well designed, speaks

Aichi booms are available in the UK from Ranger Equipment



It is hard though to imagine Aichi following up on such ideas. When it launched its range of small electric scissor lifts for the world market in 2008, it elected to go with AC direct drive and other premium features, suggesting that its heart is not in making a more basic product anytime soon. Instead it is likely to encourage buyers to "trade up".

Nagano gives it a try

Another Japanese manufacturer that follows a similar design and build philosophy to Aichi is Nagano (branded as Hanix in the UK). Late last year it launched its more specialised machines at APEX. The range, all crawler models, includes two articulated and one straight boom. The largest is the 18 metre platform height NA180JA with a dual parallelogram riser, three



The 9.28m platform height Nagano NA09ZA has a large 3.15 metre by 2.05 metre wide scissor-lift style rotating platform

section telescopic boom and articulated jib. Platform capacity is 227kg and the unit weighs less than 10 tonnes.

The much smaller, 9.28m platform height NA09ZA has a large 3.15 metre by 2.05 metre wide scissor lift style rotating platform similar in some respects to the big deck Tadano and Aichi lifts. The unit weighs over seven tonnes and offers 360 degree rotation and 600kg capacity. These machines are promoted along the same lines as the Aichi products i.e. lower operating costs and greater reliability. This is not the first time that Hanix UK, has tried to market a platform in the UK. The company promoted a crawler mounted boom lift with big platform in the late 1980's/early 1990's but had little success.

The machines feature tracked undercarriages that can compensate for uneven ground to maintain the equilibrium of the platform. Hanix has also appointed specialist service partner IPS Ltd to manage the ongoing service and parts requirements of customers.

Le boom

Another new entrant to the market is French mast boom manufacturer ATN, launching its first articulated boom lift at this year's Intermat. The Zebra 12 is a 12.2 metre working height, 33ft platform height Rough Terrain boom with a single riser, two section telescopic boom and articulating jib. It boasts an impressive 8.5 metres of outreach competitive with most 50ft articulated booms. While this is the first machine of its type produced by ATN the company has a very solid source of technical input from its largest single customer - rental company Access Industrie. The design and build quality oozes experience and would be a good choice for a company looking for a machine with greater outreach than a Genie 45 in a more compact and lower weight package. Look out for two new models - a 16 and 18 or



The 12.2 metre ATN Zebra has an impressive 8.5 metres outreach

20 metre - in the near future. The Zebra 12 has 230kg basket capacity with 180 degrees of platform rotation, good ground clearance, is simple to operate and has its own in-built diagnostic screen allowing users to monitor

the machine's performance without the need to plug in a laptop computer. The machine was available to test at Vertikal Days in June and its build quality and performance are very impressive.

How big a machine is needed to achieve more than 8 metres of outreach?

The new ATN Zebra 12 articulated boom boasts an outreach of eight metres on a machine weighing just over 5,000kg and a platform height of 33ft. We took a look at the smallest articulated boom you need to buy from each major manufacturer to achieve this sort of outreach. The results are surprising.

	Outreach	Platform Ht	GVW	Capacity	Width x Length*	Up & Over
ATN						
Zebra 12	8.5m	10.2m	5,150	230	1.94 x 4.5m	4.0m
Nifty						
HR12 4x4	6.0m	10.2m	3,330	200	1.60 x 4.1m	4.2m
HR154X4	9.2m	13.75m	6,400	225	2.0 x 5.0m	5.7m
JLG						
450AJ	7.47m	13.7m	7,257	227	1.98 x 6.71m	
510AJ	9.48m	15.8m	7,650	230	2.26 x 7.68m	7.67m
Genie						
Z45/25JRT	7.65m	14.0m	6,924	227	2.29 x 6.83m	7.37m
Z51/30JRT	9.25m	15.6m	7,212	227	2.29 x 7.5m	7.47m
Haulotte						
HA120PX	6.2m	10.4m	5,620	230	1.9 x 5.5m	5.7m
HA16SPX	8.6m	14m	6,850	230	1.83 x 6.65m	6.6m
Skyjack						
SJ46AJ	7.68m	14.1m	6,981	227	2.24 x 6.5m	7.63m
SJ51AJ	9.16m	15.6m	7,316	227	2.24 x 7.25m	7.63m
UpRight						
AB46RT	7.6m	14.1m	7,550	227	2.1 x 5.85	7.6m
AB50JRT	8.5m	15.2m	7,092	227	2.25 x 5.25m	7.5m
Manitou						
160ATJ	8.6m	14.25m	7,450	230	2.3 x 5.0m	7.15m

Units in *italics* are company's smallest RT models: Units in normal text are its smallest models with 8m or more of outreach
* Transport length includes folded jibs

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A practical Hybrid

Alternative power sources for vehicles, such as fuel cells and hybrid cars has been the talk of the trade for several years, although for most of us moving up to a cleaner more efficient possibly diesel car is about as close as we get to getting more environmentally friendly. When equipment manufacturers talk of such things experience says that it is more of a publicity stunt than reality. However UK-based Niftylift has launched and started selling a boom lift that it has dubbed the Height Rider 21 (HR21) Hybrid. The new lift is based on the regular HR21 with its 62ft (18.7m) platform height and massive 12 metres of outreach (to platform edge), 4x4 drive and low operational weight. The Hybrid combines a Bi Energy - diesel electric - power pack with a large electric motor/alternator. When the lift is used with the diesel engine its Re-Gen configuration keeps the battery pack charged up, but when the lift needs extra power, such as on steep grades or difficult terrain, the alternator becomes a powerful electric motor which combines with the diesel to boost the platform's power.

The concept allows the Hybrid to utilise a smaller more efficient three cylinder Kubota diesel engine, reducing fuel consumption while an exhaust purification system - part of the Hybrid package - further reduces CO/NOx particulates and noise emissions.

The HR21 Hybrid can also be operated as a pure battery powered lift alone for indoor, quiet or clean applications. The unit boasts 40 percent gradeability, a four metre outside turning radius and weighs just 6.3 tonnes, by far the lightest in its class.



The Nifty HR21 Hybrid

Tougher than old boots

Niftylift has also developed an almost indestructible platform which it includes in the HR21 Hybrid package. The 'Toughcage' features a tough, impact resistant composite base and large diameter steel tube guardrails giving extra

strength and security for the operator as well as reducing the risk of damage to the cage - a common problem on applications such as steel erection where the operators tend to use the boom lifts as a positioning tool as well as a work platform.



Niftylift's Toughcage

market for powered access equipment and of course the fact that unlike excavators, the range of products required to compete in the access market is far greater, often with little commonality between product ranges and lower production volumes. Add to this the requirement for strong distribution skills and most oriental manufacturers struggle against the well established US and European producers, even when they have superior products.

However JunJin, the Korean aerial lift producer, recently made its European debut at Platformers Days in Germany on the Liftprofi stand. The German sales and service company has taken on the distribution of the product line for Germany, Switzerland, Austria and Benelux and showed two self propelled booms - a 24 metre straight telescopic and a 13 metre articulated - certainly the first two in Germany and possibly Europe.

Until this year JunJin has specialised in boom lifts for the shipbuilding industry exporting just a handful of machines. Reports from local users in Korea suggest that they are well built and reliable machines, well suited to the work they tend to cover. The company currently offers nine straight telescopic booms (three with jibs) from 18 metres to 32 metres and three articulated platforms with platform heights of 43ft/13m, 49ft/15m and 54ft/16.5m (with jib). All use Hyundai power.

There appears to be plenty of meat in these lifts with the 18/20.5 metre T200, T225 and TJ220 (with jib) weighing in between 14.5 and 15 tonnes!



In the UK the Nagano machines are marketed as Hanix

Go East my son

The arrival of Korean built construction equipment in the UK started back in the late 1980's when Samsung excavators first arrived. Since then the range of equipment has increased steadily, although Korean producers are now coming under pressure from the Chinese manufacturers. However while eastern producers have won a fair slice of the earthmoving market, there has been very little, if any, penetration of the access equipment market - until now.

Some of the reason for this is the lack of a significant domestic



JunJin has specialised in boom lifts for the shipbuilding industry, exporting just a handful of machines.

Whether JunJin booms will become a regular sight in Europe remains to be seen and will depend more on its ability to work with local distributors and support the product properly. Horst Kruger of Liftprofi is a bit of a maverick and has been ready to work with untested suppliers in the past. He does though have a strong track record of succeeding when he is well supported by a good manufacturer, as in the case of Bil-Jax another line he represents. So keeping an eye on how well Liftprofi does should prove to be a good indicator.

While the Koreans are old hands in the international construction equipment business, the Chinese are mere beginners, although companies such as Sany and Zoomlion have already carved out a respectable market share in the Middle East for their concrete pumps and other equipment.

JunJin currently has nine straight telescopic booms - three with jibs - from 18 - 32 metres.

When it comes to aerial lifts the market in China is still tiny, although it has enormous future potential. JCHI - Beijing Jingcheng Heavy Industry - is the most prominent and professional of the Chinese access equipment manufacturers. Over the past couple of years the company has watched, listened and learnt, designed new models and worked on its product quality. It now offers a solid range of self propelled models, with several units already working in Europe. The company is actively looking for distributors in Europe but is not rushing into any partnerships that it might regret later.

Earlier this year another four of its self-propelled telescopic booms GTBZ26/28/30/32 were CE approved by TÜV. This now gives the company eight, CE approved platforms from 22 to 40 metres. Its articulated booms include two smaller trailer lifts and a new



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JCHI is the most prominent and professional of the Chinese access equipment manufacturers in Europe.

spider platform the GTBY 22S, a 22 metre wheeled unit with a 12 metre outreach.

Whilst really major developments have been thin in recent years, boom lifts are continually being refined and developed to suit

both mainstream and niche use. As more manufacturers from all over the globe become involved, the market will continue to grow while the end user will have an increasingly wide range of products to choose from.



SiOPS

Each year a handful of operators around the world are seriously injured or even killed in boom lifts from sustained involuntary operation of the controls. This tends to happen after accidentally striking an overhead obstacle such as a beam and becoming trapped between the obstacle and the machine's active controls which then continue to lift the boom or drive into the obstacle eventually crushing the operator.

Articulated boom manufacturer Niftylift recently announced a solution to the problem called SiOPS. The system simply works by using small springs to detect any excessive weight or pressure on the operator control box. If compressed they operate a small switch, the enable button flashes and then works as an override. The foot pedal is cut out until the load is removed from the console. This gives the operator time to consider his position and then use an override switch to operate the machine and get out of trouble.

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Be prepared for something completely different

California-based MEC is working on a new product for launch early next year. Clearly a boom type lift, although not as we know it, the patented product could be described as a little bit of boom, a little bit of scissor and a little bit of telehandler all rolled into a tool that could prove to be highly attractive for construction and finishing trades.

With a lift capacity of almost two tonnes and a massive rotating and traversing platform, the new unit should prove popular with commercial glaziers and masons. The unit will be built at the company's new facility located between Fresno and Madera, some 40 miles north of its existing plant - on the site of the old UpRight factory in Selma.

The new concept has been shown to a few of the company's distributors already and as a result the first year's production has already been

spoken for according to a spokesman at the company. The new product follows Mec's stated strategy of focusing on niche type products with moderate volume potential and some mainstream appeal. The company has also converted its 40/46ft telescopic boom product that it first showed at the ARA in February 2008 to a track mounted model following its decision not to push into the standard wheeled boom lift market. More information next issue.

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Building on a solid platform

Newly formed Cumberland Industries joins a small group of UK truck mounted platform manufacturers. In spite of the tough economy it has already secured a 100 platform deal for the Middle East and has been appointed the UK and Ireland, Jordan and Iraq dealer for Terex Utilities all within six months of opening. Cranes & Access visited the company to find out more.

When Kettering-based Cumberland Industries recently completed a 38 metre Terex Utilities insulated boom truck mounted platform, it was the largest ever sold in Europe. The platform is one of 20 similar units and part of an order for 100 truck mounts manufactured by Cumberland Industries destined for the Middle East. The balance of the order comprises 80, 25 metre platforms using an Oil&Steel superstructure.

The 38 metre lift is designed and built to a 'Middle East' spec which is a bit more 'robust' than would normally be required for Europe. Mounted on an extended Mercedes Actros 3340 chassis, features include: 360 degree continuous slew, 15.8 metres of outreach, a 360kg capacity two man basket and a 680kg lift capacity jib and full insulation to 69kVA.

Cumberland Industries has formed a partnership with Oil&Steel UK, with both companies moving into a new, shared office and workshop facility in Kettering in March. Since then, the company has been working on completing the 100 machine order which has to be delivered by October of this year.

"We can offer bespoke products to customers in the UK, Europe and around the world, built in Kettering and using Oil&Steel or Terex Utilities booms," says Paul Murphy, Cumberland Industries commercial director. "We do not clash or interfere with Oil&Steel's own mainline products, however if one of its



Paul Murphy (L) commercial director with Julian Bateman in charge of design and production.

customers requires a bespoke vehicle mounted platform, we are on-hand to help, whereas previously they would have turned away the business."

"This part of the country has several vehicle mounted platform manufacturers and in the current climate with some companies in financial difficulty, there was no problems recruiting staff. In a short space of time we have been able to recruit several very experienced vehicle mounted manufacturing staff including Julian Bateman in charge of design and production, who have worked designing and building platforms with companies such as Socage, Oil&Steel, Bizzocchi, Altec, Terex and Versalift."

Although Cumberland Industries is working closely with Oil&Steel for its 25 metre platform, it is also working on other projects including a 14 metre, 6.5 metre outreach Land Rover-based platform which should be available later in the year. "We have the premises, good local suppliers, fabricators and staff which allows us to build any type of vehicle



Cumberland Industries' new facility in Kettering



This is the first 38 metre platform in Europe using Terex Utilities' insulated boom



The 25 metre, 10kVa insulated unit was unveiled at Vertical Days in June. Mounted on a 14 tonne chassis it has been designed specifically for the harsh Middle East climatic and operating conditions.



The platform is mounted on an extended Mercedes Actros 3340 chassis and has a 360kg capacity two man basket, a 680kg lift capacity jib and full insulation to 69kVA.

mounted platform," adds Murphy.

One of the 80, 25 metre, 10kVa insulated units was unveiled at Vertical Days in June. The lift is mounted on a 14 tonne chassis (the customer's choice) again designed specifically for the harsh Middle East climatic and operating conditions. The platform includes 360 degree rotation, 12 metre outreach and a 250kg capacity two man insulated basket. The Oil&Steel boom was initially specially designed and

developed for the Cumberland Industries unit, but has subsequently been seen on Oil&Steel's own 2510 Compact truck mounted lift launched at Internat.

Cumberland is able to use a wide range of Oil&Steel booms including 14, 17, 18, 20 and 25 metres for its projects. It is also hoping that a new boom can be developed specifically for the Land Rover project rather than 'adapting a boom from another machine to fit'. At the moment Cumberland has a design that uses the Oil&Steel 1470 Snake boom with fly jib but Murphy would rather have a specific boom designed for the application.

Although the company has a working relationship with Oil&Steel, that does not stop it from working with other manufacturers or clients requiring a bespoke product. Another area for growth will result from its appointment as distributor for Terex Utilities in the UK, Ireland, Jordan and Iraq available since Allan Access/Allan Access Hire went into administration.

The company is also an approved supplier to many of the major utilities companies and is also a member of IPAF.

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HSE Urges Workers to Trade 'Dodgy' Ladders

On 1 September 2009 the UK's Health & Safety Executive (HSE) announced its annual call for 'dodgy' ladders to be surrendered. The work safely at height campaign centres around the 'ladder exchange' which gives everyone the opportunity to get rid of old, damaged and broken ladders and trade them in for new ones. Over 5,000 ladders have been exchanged under this scheme since it first launched in 2007.

Every month over 10 people fall off a ladder at work in the UK and suffer serious injury. The message from HSE and the Ladder Association, a partner in this year's campaign, is clear: "If it's right to use a ladder, use the right ladder and get trained to use it safely."

Peter Brown, HSE head of work environment, Gas and Radiation Division, said: "Over the next few months, businesses will get the chance to get their ladders checked and where necessary, trade them in for new ones at a special discounted price. The Ladder Exchange is the perfect opportunity for businesses to assess the risks involved in using ladders and to adopt sensible health and safety measures."



Don Aers, chairman of the Ladder Association adds: "Over two million people work on ladders daily in the UK and we want all of those workers to work safely. We enthusiastically support the Ladder Exchange as an initiative, alongside training, that can really make a difference."

Ladder Association members supporting this year's Ladder Exchange include Abru, Clow Group, Globe Ladders, HSS Hire, LadderStore.com, Ladder & Fencing Industries (Newent) Ltd and the Youngman Group.

More information at www.ladderassociation.org.uk

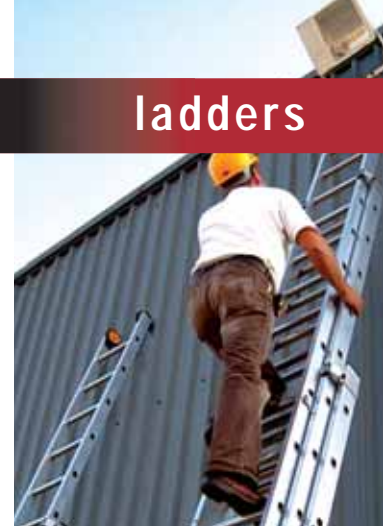
2009 LadderBook

Over 30,000 copies of the 2009 LadderBook have now been distributed. The 12-page booklet contains some good advice on how to use a ladder safely and the important part training has in ensuring that people who carry out tasks with ladders do so sensibly and appropriately. For a copy of the 2009 edition, email jill.couttie@ladderassociation.org.uk or telephone Jill on 0845 260 1048.



Know it All? Think Again!

The Association for Project Safety (APS) and the Access Industry Forum (AIF), which includes the Ladder Association, have joined forces to present a work at height conference - with associated exhibition and live demonstrations - at Lingfield Park Racecourse on Monday, 28 September 2009. Called Working at height: Know it all...think again! it will address the key issues facing CDM duty holders in the construction sector. More information from organiser, Tony Baker, at abaker@aatcl.org.uk



Step Methodology

The Ladder Association advocates the 'STEP Methodology' when using ladders:

Site: When positioning a ladder, is the ground/resting surface suitably dry, flat, firm, strong and secure? If not, you must adapt the surface or take other measures to prevent the ladder becoming unstable.

Task: You should not undertake a task using a ladder or stepladder which will require you to work continuously for more than 30 minutes.

Equipment: Ladders are classified according to general conditions and possible frequency of use. Make sure you're using the correct classification of ladder. (See article below)

People: The Work at Height Regulations state that, "Every employer shall ensure that no person engages in any activity including organisation, planning and supervision in relation to work at height or work equipment for use in such work until he or she is competent to do so, or if being trained, is supervised by a competent person."

Ladder Standards & Classification

Ladders are classified according to the general conditions and possible frequency of use:

Industrial ladders: For heavy duty where relatively high frequency and onerous conditions of use, carriage and storage occur. BS2037 Class1 and BS1129 Class1 ladders are suitable for industrial applications.

Light trades ladders: For medium duty where relatively low frequency and reasonably good conditions of use, carriage and storage occur. BS EN131 ladders are suitable for light trades applications. In addition, the higher rated BS2037 Class 1 and BS1129 Class1 ladders can also be used for light trades applications.

Domestic ladders: For light duty where frequency of use is low and good carriage and storage conditions occur. BS2037 Class 3 and BS1129 Class 3 ladders are suitable for domestic applications. BS2037 Class 3 and BS1129 Class 3 ladders are NOT suitable for any light trades, trade or industrial applications.

The Relevant Standards

Recommendations for the design and performance of ladders are contained in the following British and European Standards:

BS EN 131: Part 1: 1993 'Ladders' Part 1. Specification for terms, types and functional sizes.

BS EN 131: Part 2: 1993 'Ladders' Part 2. Specification for requirements, testing and marking.

BS 2037: 1994. Specification for portable aluminium ladders, steps, trestles and lightweight stagings.

BS 1129: 1990. Specification for portable timber ladders, steps, trestles and lightweight stagings.



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Grove RT540E

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books & models

Grove, one of the first crane companies to commission 1:50th scale models - the TM800 in the 1970's - is now a brand within the Manitowoc Crane group. In recent years it has been steadily expanding its 1:50 range and the latest model to be released is the RT540E, a classic Rough Terrain crane, most often seen on sites where a long term rental is the norm, ground conditions are not ideal and/or pick & carry is a requirement.

gives sight of the engine within. Other details such as ladders, handrails and other equipment are all very authentically reproduced.

The high standard of detail continues to the superstructure, with the cab having windscreen wipers and mirrors, and inside the controls are fully replicated. It also includes a fire extinguisher, textured floor and numerous internal notices for the operator. The cab also features an opening sliding door.

Detailed cab



On the opposite side of the superstructure there is a removable panel which gives access to the hydraulics and it is here that a particularly complex and detailed piece of modelling is found. In fact

The full size version of the crane has a maximum capacity of 35 tonnes, and a main boom length of 31 metres. A telescopic offsettable swingaway extension adds a further 13.7 metres, taking the maximum tip height to 47 metres.

This model is made by TWH Collectibles and is available in several different liveries including the standard Grove yellow. It comes complete with a small reprint of the Grove Product Guide, which is a nice touch, and a simple instruction sheet which describes some of the features of the model.

Our review model was produced for Sword Models in red and white colours and the quality of the paint finish is very high. Equally impressive is the quality of the applied graphics with some of the warning notices being absolutely tiny.

The crane is mounted on good quality tyres with a realistic tread and these are mounted on detailed hubs. The chassis is really well detailed with the outrigger jack cylinders look like cylinders instead of the usual screw threads of older models. The engine area is excellent with superbly etched grilles looking particularly convincing, and an opening flap

the hydraulics are really good on this model with the lines to the drive motors for the winches also modelled.

The boom is a four piece telescope which is nicely made and includes a working boom angle indicator. A metal hook block is provided and this is already reeved in the factory, so there is no need for an inexperienced collector to worry about doing this. Also supplied is a working version of the lattice swingaway extension, which attaches to the boom nose with pins and includes the telescopic stinger extending section.

The functions of the model work well. Both axles steer, and the outriggers can support the weight of the model with the tyres clear of the ground without sagging. The crane slews well and the boom can be set at any angle without the main cylinder bleeding down. Two winches are fitted, and two hooks are supplied so it is possible to run an additional line and hook over swingaway extension.

Overall this is a very high quality Grove model and is rated as 'Highly Recommended'.

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



The Grove RT540E travelling

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Cranes Etc Model Rating

Packaging (max 10)	8
Detail (max 30)	25
Features (max 20)	17
Quality (max 25)	20
Price (max 15)	10
Overall (max 100)	80%

The Plant Hire Investment Report

Catherine Stratton has published the 2008/2009 Plant Hire Investment Report, As usual the report, which has consistently been the best available overview of the UK rental market, is produced in two parts.

The first part covers the industry as a whole, market conditions and market make up, while the second and larger section gives a review of each of the 75 largest UK rental companies, using not only the public record information available from Companies House, but also from her discussions with the relevant companies and her own inside knowledge of the industry. The result is an accurate, comprehensive and incisive overview of the markets and the key players within it.

The report includes 18 different tables or charts that compare the 75 companies according to different statistics and ratios. Finally at the end of the report is a table of the top 100 UK rental companies in the UK by the gross book value of their rental fleets.

There are a number of market reports produced using the publicly available financial reports from Companies House, they tend to range from utter junk to weak and pointless and the price you pay is no guide to the quality. This report though is



shining exception and this year is no different. Stratton says that this is the most challenging one that she has had to produce in the 16 years since she started. While this may well be the case she has excelled herself and produced a report that is worth every penny. If you are interested in the UK rental market and the companies that operate within it or you are just a curious industry insider with a few pounds to spend - this report is a worthwhile acquisition.

Our only regret? That we are not the publishers.

The report is available from Mandy Rees - mandy@executivehirenews.co.uk or Catherine Stratton CathEStratton@aol.com Tel 01865 741116.

Cranes & Access readers are able to obtain a £100 discount off of the £499 published price by asking for the 'Cranes&Access offer'.

The report includes numerous charts.



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ALLMI Engine

Management Systems - project launch

For the past two years ALLMI has been working closely with a number of truck, loader crane and Power Take Off manufacturers in order to resolve the issues surrounding the wiring into and the subsequent programming of Engine Management Systems (EMS) by loader crane installers.

The Association held an open meeting in September 2007, which facilitated debate on the subject and which led to the establishment of the EMS working group. Since then, the group has met on a regular basis in order to develop new systems, procedures and template documents for those involved with EMS, and to create a new secure area of the ALLMI website which will play a major role in improving the flow of information between all parties concerned.

September 25th Launch Meeting

With all of the hard work now coming to fruition, ALLMI will hold another open meeting on the 25th September in Coventry, the purpose of which will be to update the industry on the progress that's been made over the last two years, and to try and obtain further buy-in from the few remaining manufacturers that aren't currently involved with the project. ALLMI's technical manager, Alan Johnson, will chair the meeting and presentations will be given by various working group members including: Phil Rootham of Scania, Les Drage of T H White (Palfinger), Julian Sharpe of Stallion Hydrocar, Robert Oakes of Transloader Services and Ian Roberts of Massey Truck Engineering.

Each of the working group members will be explaining why they decided to participate in the project, what they've gained from it and how the new systems / processes will work from their own perspective. A demonstration of the EMS area of the ALLMI website will also be included.

Johnson said: "The meeting will start with a look at the background surrounding the issue, which mainly revolves around communication problems between the loader crane installer and the truck dealer.

We'll also be looking at what long terms solutions exist, which is where CANbus comes into play. However, although discussions on CANbus are already taking place at European level between truck and crane manufacturers, it's likely to be at least a couple of years or more before anything is implemented and so for that reason, the focus of the meeting will be on the interim solution, which is mainly what the working group has been looking at over the last two years. The solution we are proposing involves the use of a variety of documents and communication methods which are used in conjunction with each other to form a single procedure for dealing with the EMS process."

"This includes: guidance for ordering the correct chassis for the loader crane, a crane installer fax-back form to confirm programming settings, an installer's fusebox / door sticker and an area of the ALLMI website containing instructions and electrical drawings from chassis, crane and PTO manufacturers. In addition to the discussions on EMS, we'll also be having a debate on Whole Vehicle Type Approval in relation to loader crane installation, which might lead to a new working group being formed in order to create a tailored approach to this issue."

If you would like to know more about the meeting in September or the EMS project in general then please contact ALLMI.



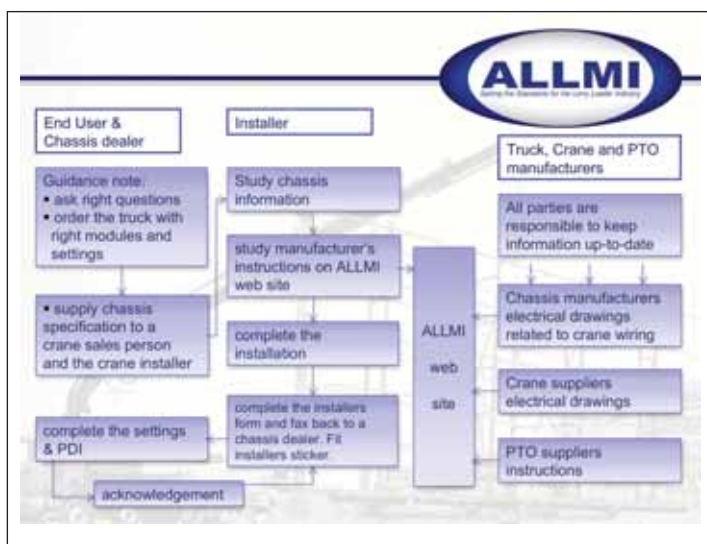
ALLMI Code of Practice Development

A recent ALLMI Technical Committee meeting reached agreement on a new format for the next edition of the ALLMI Code of Practice (COP), which is currently under development.

The Committee plans to alter the structure of the document and to develop it into a broader and more detailed publication, which will include sections on the various aspects of the lorry loader industry.

Proposed Sections for the Code Of Practice:

- Part 1: COP for Crane Providers & Purchasers
- Part 2: COP for Installers
- Part 3: COP for Service Providers
- Part 4: COP for Examiners & Testers
- Part 5: COP for Training Providers
- Part 6: COP for Fleet Operators & Users



ALLMI's technical manager, Alan Johnson, who heads up the project, says: "The current Code Of Practice is an excellent publication which continues to serve the industry, acting as a valuable guidance document for all companies involved with lorry loaders. However, we do feel that with loader crane technology becoming more advanced and lifting operations becoming increasingly complex, there's scope for an even more in depth publication which breaks down into sections focusing on different areas of the lorry loader industry. We're currently consulting members on the sections that should be included and the format in which the Code of Practice should be made available."

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All training centres above offer IPAF approved and audited courses for Operators of Mobile aerial work platforms, European directives require that all staff are fully and adequately trained in the safe use of the equipment they operate.

See www.ipaf.org for full listing

Incorrect equipment costs roofing company £9,500

Tower Roofing Ltd of Brandlesholme Road, Bury was fined £3,500 plus costs of £5,976 following an accident at Magnesium Elektron premises in Swinton in March 2008. Lee Bridge of Tower Roofing was cleaning out guttering at the factory when the fragile roof he was working from gave way. He landed on a stack of pallets more than two metres below, bouncing off and falling a further two metres to the concrete floor.

The company pleaded guilty to breaching the Work at Height Regulations 2005. HSE Inspector Angelica Rutherford-Hacon said: "Mr Bridge is lucky to be alive and would have been seriously injured if the pallets hadn't broken his fall. The roof he was working on was clearly fragile and Tower Roofing didn't think enough about safety in advance of the work starting and put its employees at risk as a result.

"Working on roofs can be extremely dangerous so it's vital that work is planned properly. Companies should involve the workers who will be doing the job and consult them about the right equipment to use. It is only by luck that the incident did not result in a fatality and I hope that it will act as a reminder to roofing companies to treat safety as one of their top priorities."

Fatal fall costs roofer £39,000

In another roofing fall CRN Contracts Ltd in Birkenhead, was fined £25,000 plus £14,086 in costs after one of its employees, David Battisson, 49, fell through the roof of the Range DIY superstore in Wigan, while applying paint to roof panel retaining bolts. He fell 10 metres to the floor and died in hospital from his injuries.

The company was charged with having contravened Regulation 4 of the Work at Height Regulations 2005, and Section 3(1) of the Health & Safety at Work etc Act 1974.



David Battisson fell 10m through this skylight into the store, which was open at the time.

Lack of a safe platform costs £103,000

In another case the Property People (NW) Ltd was fined £92,000, plus costs of £11,404 after its employee, Harold Roach fell 3.5 metres through roof joists at a refurbishment site in Birkenhead in 2005 which left him with permanent paralysis.

The company was charged with failing to provide a safe platform for its employees to use and failing to report the injury to the HSE.

Improvements to CPCS card scheme

The UK's CPCS training scheme for construction equipment operators has been modified in order to make it more responsive, which it hopes will offer more flexibility for employers to get their staff accredited. The following "upgrades" to the scheme will be implemented over the coming months:

Individuals will also be able to apply for a further red card (with a two-year life), while all 'grace periods' will be extended to 12 months, while the extension for candidates who appeal will move from six to 12 months to allow time to complete S/NVQs.

The CPCS has a poster/document available detailing the upcoming improvements.

- The company's network of monitors will have more authority to deal with specific one-off requests
- Overlaps will be permitted between testing and training for some specialist categories
- Logbooks will now be issued at the first red card stage
- The CPCS card renewals process will be thoroughly reviewed
- Additional guidance notes and training materials will be made available on the CPCS website



AFI apprentice wins award

Andrew Bracegirdle, a second year apprentice service engineer at AFI in the UK, has won the National Construction College's Plant Mechanics-Access Platforms Award. Bracegirdle received a trophy, plaque, cordless drill and £50 of vouchers along with £250 worth of tools presented by AFI. He will start the final year of his three year apprenticeship in November and will spend a further nine weeks studying at the National Construction College's Bircham Newton site, near King's Lynn.



Andrew Bracegirdle is presented with his award by explorer Monty Halls

Who trained him then?



We are not sure exactly what happened here, the photo comes from a building site somewhere in the UK. It would seem that the operator raised his boom while on a steep side slope or drove onto the slope with boom raised - the remodelling of the neighbour's car was the same either way.

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- Jacks/boom and PTO/handbrake interlocks

"Spot the Mistake"

video challenges operators to do it right

Operators can now benefit from a new IPAF safety video called "Spot the Mistake", which focuses on the wrong and right procedures for using mobile elevating work platforms (MEWPs).

The 20-minute video features six separate scenarios, which are extracted from the IPAF operator training course. Each scene contains one deliberate mistake which the audience has the chance to identify. The correct procedure is then shown.

"The video encapsulates the most common operator errors and what the right procedures should be," said

Rupert Douglas-Jones, IPAF international training manager. "It's a great educational tool and we thank all the producers and actors for their enthusiasm in making the scenes realistic."

The UK version was launched recently at the IPAF Professional Development Seminar (PDS) in Stoke-on-Trent. The Dutch, French, German, Italian, Spanish and American versions will be launched at subsequent PDS events in other countries.

All versions will be available at the Publications/Film section of www.ipaf.org



ISO 18878 is the training standard

The relevant standard for operator training is ISO 18878:2004 Mobile elevating work platforms - Operator (driver) training. The IPAF operator training programme conforms to ISO 18878. IPAF is the only organisation that has independently audited its training programme against ISO 18878.

ISO 9001 and ISO 18878: What's the difference?

Several IPAF training centres have raised queries as to whether the PAL Card training programme conforms to ISO 9001.

ISO 9001 relates to good quality management practices for companies/organisations. It "provides a tried and tested framework for taking a systematic approach to managing the organisation's processes so that they consistently turn out products that satisfy customers' expectations" (to quote from the ISO website). As such, this standard cannot be used to audit the PAL Card on its own.

IPAF has however been audited against ISO 9001 for a long time and passed the most recent audit in August 2009. The audit focused on IPAF's services, specifically, the provision of support, assistance and general guidance to IPAF members and the powered access industry as a whole. It also focused on the control and administration of the IPAF MEWP and MCWP training programmes. The audit covered such areas as documentation requirements, customer focus, quality policy, product and service provision, and control of non-conformities.

Industry grapples with noise limits

IPAF has presented a position paper to Bern Mertz, the European Commission representative responsible for the revision of Directive 2000/14/EC relating to noise emission in the environment by equipment for use outdoors.

The position paper asks for achievable limits for MEWPs if they are moved from Article 13 to Article 12. Article 13 applies to equipment that must have a noise level marking while Article 12 applies to equipment with a noise limit. The paper aims to specify limits that bring about a reduction in environmental noise from MEWPs while, at the same time, reducing the impact to a limited range of models/engine power ratings. "This shows the MEWP industry's desire to work with the EC but also to keep developments within practical and economical limits," said IPAF technical officer Gil Male.

IPAF had previously lobbied to keep MEWPs in Article 13 and not 12 of the Directive, following industry concerns that Article 12 would place

inappropriate constraints on MEWPs. There were also concerns about the lack of a test code, which implied developing a methodology for defining noise levels on MEWPs.

IPAF had also presented a position paper to the FEM Noise Task Force some time ago. This position paper was circulated before and discussed at the IPAF Manufacturers' Technical Committee Meeting in Atlanta, USA in March 2009. This paper asked for a specific test code and limits for MEWPs.

It is now clear that proposals to keep MEWPs in Article 13 are unlikely to be accepted and that test codes for individual machine types will not be accepted, i.e. manufacturers will have to use the methods of test and analysis given in the Directive.

IPAF has therefore drafted the new position paper in response to these developments. Proposals for revision of the Directive are to be presented to the European Commission this September.

IPAF staff do their bit for training

Two new IPAF staff members got their PAL Card (Powered Access Licence) this July. Karina Lehmann, secretary to the managing director and Gemma Rea, purchase ledger clerk, were successfully trained in the categories 3a and 3b at JLG in Manchester. Stephen McGill was the instructor on that day. Also on the course was IPAF managing director Tim Whiteman, who successfully renewed his licence.

"We were honoured and pleased that IPAF chose JLG to complete its staff operator training," said Edward Price, customer support manager. "We take pride in the quality of training we deliver, so we were more than glad to assist Tim and his team. Our belief is that training should go beyond simply issuing certificates as the quality, content, standard and delivery of the training has an impact on the knowledge that each candidate leaves the course with."



Stephen McGill, IPAF-certified instructor, explains the correct operating procedures to Gemma Rea and Karina Lehmann.



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The new range comes with lifting capacities ranging from 2t to 25t and a maximum working height of 15 metres. The GGR Galizia cranes do not require outriggers, allowing you to pick, carry and place heavy items.

Ideal for use in: workshops, aircraft hangars, marinas, factories, and general industrial lifting environments.

For more information about GGR Galizia Pick & Carry Cranes, please phone +44 (0)161 683 2580, visit the GGR Galizia website www.ggrgalizia.co.uk or alternatively, email the GGR Galizia sales office: info@ggrgalizia.co.uk

PASMA AGM 2009

More than 60 delegates attended PASMA's 2009 Annual General Meeting, held for the second year running at Moxhull Hall Hotel in the Midlands.

They heard managing director, Peter Bennett, report on another successful year which included the association's move from Leeds to Glasgow, the recruitment of an in-house administration team, the introduction of a streamlined online training registration system and the continuance of training numbers at around 50,000 per annum - despite the recession.



Over 60 delegates attended the PASMA AGM

Bennett also announced that PASMA would soon recruit a technical officer to provide help and guidance to members, support the work of the association's various committees and liaise with outside agencies. On behalf of the association members, Bennett thanked retiring chairman Paul Gallacher for his commitment and contribution to the work of PASMA over the last two years, and welcomed the incoming chairman, Roger Verallo, managing director of Euro Towers.



Outgoing chairman Paul Gallacher (L) hands over to Roger Verallo

APS AUTUMN CONFERENCE AT LINGFIELD PARK



Under the umbrella of the Access Industry Forum (AIF), PASMA will be contributing a conference paper and running a demonstration area at the forthcoming Autumn Conference of the Association for Project Safety at Lingfield Park Racecourse, Surrey, on

Monday, 28 September 2009.

Access Industry Forum members FASET, IPAF, IRATA, Ladder Association and NASC will also be taking part. More details are available from tony.baker@aatcl.org.uk at A&T Consultants.

SHOW THEM THE RED CARD!

A brand new poster is available showing users how to check that PASMA ID photo cards are current, genuine and valid. The message is: NOT SURE? GET IT CHECKED!



CRANES & ACCESS TOWER SUPPLEMENT



Scheduled for publication in October, this will be the first supplement devoted exclusively to mobile access towers.

It will be written by the Cranes & Access editorial team in conjunction with the association.

The supplement will enjoy a wide circulation, not just to Cranes & Access and Vertikal.net readers, but also amongst an influential audience of buyers, specifiers and senior health and safety

professionals. It will also be distributed at a number of major exhibitions and events. If you would like to contribute or support this new publication, which we hope will become an annual feature, please contact the Vertikal Press or PASMA.

ON THE MOVE...AGAIN!

The association now has a permanent new home in Glasgow. The move from 19 Woodside Crescent took place on Friday 14 August. The new address is:

PASMA, 7 Newton Place, Glasgow G3 7PR.

All existing contact numbers remain the same, including the correspondence address: PO Box 26969, Glasgow G3 9DR. It is hoped, over time, that as many members as possible will visit the association in its new headquarters.

IN BRIEF

- Work has started on a complete redesign of the PASMA website.
- Work has also started on a new low level access video.
- The House of Lords is to examine the Work at Height Regulations 2005 (WAHR) to assess how they have been implemented by government and their impact on those affected by them.
- Kingfisher Access is organising a PASMA training day on the 24th September where all profits will be donated to the Little Haven's Children's Hospice.
- In Ireland, PASMA has confirmed its full commitment to completing the process for accreditation by the Further Education and Training Awards Council (FETAC), and for validation of its tower training programme to the Common Award 5S00084 - Level 5 Mobile Tower Scaffold Operations.

Contact details



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

Shield fully charged at 100



Battery manufacturer at Shield's Bishop's Stortford facility

In today's corporate world, finding thriving family businesses is becoming harder and harder. Finding one that can trace its roots back 100 years is almost an impossibility. Unless, of course, you visit Bishop's Stortford-based manufacturer and distributor Shield Batteries, the UK's only remaining independent battery manufacturer.

The company was started in 1910, by William Hubert Butterfield - the great grandfather of current managing director Neil Butterfield - manufacturing accumulator batteries in glass jars from its premises in Milton Road, North London. In those days, the batteries were sold under the brand name Milton Accumulators.

Production continued through the First World War before advancing into hard rubber-cased batteries. During the Second World War, the company moved premises to nearby Denmark Road, and William's son William Arthur joined the company to further develop the business. It was 1966 (a few years after 3rd generation David - Neil's father) - joined the company) that the 'Shield' brand was launched, aimed primarily at the starter battery market.

Two years later it relocated to Bishop's Stortford in Hertfordshire, its current head office and



A Crown Deep Cycle battery

manufacturing facility. The fourth generation and current Butterfield, Neil joined the company in 1988 after a few years in the automotive sector, today he heads three Shield group companies which employ a total of 39 staff and generate revenues of £6 million.

The last 10 years have seen considerable growth, primarily through acquisitions and associations. "In 1999 we formed an association with Reem Batteries in Oman and over the last five years acquired Battery Services in Leicester, formed a technical and trade agreement with Crown Batteries - now the fourth largest industrial battery producer in the USA and a specialist in the deep cycle batteries used in access equipment - acquired the brand and technical rights for Sterling high integrity valve regulated batteries and last year acquired Manchester-based Shepherd & Co Batteries, formed in 1928, primarily to improve distribution and service in the North," says Butterfield.

The small site at Bishop's Stortford is supplanted by a local storage facility located nearby. Sales and distribution tend to be dealt with direct but distributors are used in certain parts of the UK (the South West, Ireland and Scotland for example) where there are logistical problems or lower product volumes. "We are heavily involved in the rail and bus industries either with our own designed and manufactured products or via Reem Batteries that

does some of the bus-type batteries for us. All the rail batteries are 100 percent produced here," says Butterfield. "We also still supply the niche but sizeable vintage car battery sector, as well as gel batteries."

However it is the Crown deep cycle batteries, targeted at the powered access industry, that the company is hoping will provide its next growth spurt. It estimates that more than 100,000 deep cycle batteries are sold each year in the UK. "We have supplied deep cell batteries since 2005," says Butterfield. "Many companies have tried this market before but it was always difficult with a dominant market leader (Trojan). Now more and more people see the strength of our company and the quality of the Crown product and are accepting us as their main supplier."

The price comparable Crown battery has a number of unique features and benefits such as a watering eye - allowing quick visual checks of electrolyte levels, more water space on top of the batteries so the time between topping-up is extended, cast-on strap technology and solid precast cold-forged, corrosion-proof terminals.

"Deep cycle battery technology has many challenges - long machine running times, very high power demands, preventative maintenance being the exception, incorrect machine use and charging equipment not up to the job," he says. "If similar batteries are cheaper, there is usually a reason. Batteries with a lower performance come from all over the world - China, Mexico, India, El Salvador. Some of these products perform at well under 50 percent of quoted figures. Cheaper batteries have less material (lead) in them and less features. Of course they will be cheaper."



Crown uses the latest manufacturing techniques.

A measure of a battery is its cycle life. Independent tests in the USA tested four manufacturers' similar batteries to 100 percent depth of discharge (1.75 vpc - volts per cell). An America-only distributed battery managed 281 cycles, a US Batteries achieved 522, the Trojan managed 751 and the Crown 822 cycles.

"All batteries have their strengths and weaknesses but customers should be aware that there is a choice of good batteries available in the UK," says Butterfield. "We have excellent product and a vastly experienced sales, technical and customer service team - ideal for a demanding clientele."

Just what you would expect from a company in its 100th year.



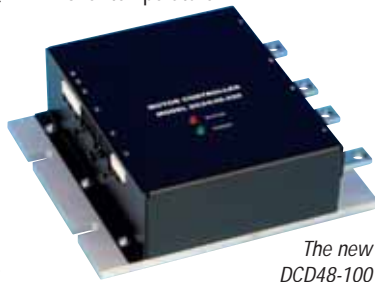
MEC is one OEM using Crown Batteries.

New motor controller extends battery life and 'gets you home'

Performance Controls has introduced the DCD48-100 four-quadrant digital motor controller for machines that employ series wound, or permanent magnet brush motors and offers flexible motor control for electric forklift trucks, electric carts and aerial lifts as well as automation systems and robotics.

The units digital tuning allows performance customisation and the use of the same drive controller for multiple applications. It also offers:

- Optimal power efficiency, resulting in longer run time per battery charge - as a result of employing high-quality MOSFET power devices.
- More efficient use of supply voltage for less heating and losses in the motor - due to the unit's proprietary high frequency pulse-width-modulated modulation technique.
- A 'get-me-home' feature that allows continued operation at reduced capacity and a controlled shutdown in the event that the unit approaches cut out temperatures.
- Superior fault protection - helps protect the controller and motor circuits.
- Separate forward/reverse speed limits and smooth, programmable acceleration and deceleration as a result of internal closed-loop speed and torque control - eliminating the need for external controllers.
- Electrical isolation eliminates the need for external isolation components.
- Supply voltage can run as high as 75Vdc while charging the battery as a result of using high voltage components - thereby eliminating the need to use relays or other components to disconnect the battery.
- Inherent motor and controller protection circuitry includes peak current, over RMS current, and over temperature.



The new DCD48-100 motor controller

New pump and motor from Eaton

Eaton Corporation has introduced a new high-efficiency inline axial piston pump and motor with high-speed/high-flow capabilities, The Series 760 range is targeted at mobile equipment applications, have a working pressure of 430 bar and are available with displacements of 130cc/rev at 3,200 rpm or 160cc/rev at 2950 rpm operating speed.

Standard features of the new pumps, which are said to be quieter and more efficient, include a high displacement integral charge pump and same-side porting. Bolt-on valves and rear ports are optional. The motor features a standard integral shuttle valve design with optional bolt-on valve configurations for same side or rear ports.



The new Series 760 axial piston pump from Eaton

New Telehandler/crane controller

Eaton has added two new, high-performance controllers to its SFX electro-hydraulic controller range. The new SFX 1000 and SFX 2000 controllers offer higher operating speeds and meet Safety Integrity Level (SIL) two and three requirements of the off-highway industry.



The new Eaton SFX2000 controller

"These new controllers are designed specifically for applications where control loop times are critical," says Eaton product manager Christophe Natter. "In addition, both the SFX 1000 and SFX 2000 controllers have an internal Freescale HC 908 'watchdog CPU' and monitoring software that enables them to comply with the IEC 61508 safety standard. When used as stand-alone controllers they meet SIL 2 requirements for off-highway vehicle applications."

"The SFX 2000 has an additional TTP (time triggered protocol) controller that enables deterministic network bus communications. With this capability, a customer can network two SFX 2000 controllers together in an electro-hydraulic application and achieve SIL 3 certification. SIL 3 is important because new technologies that have a higher degree of risk, like steer-by-wire, will need to achieve SIL 3 compliance."

Retractable barriers for cordoning-off

Barrier system specialist Tensator is targeting the industrial market with a belt type retractable barrier system. Up until now the company has focused on queue management applications such as for airport check in lines. However with the HSE reporting that the number of injuries resulting from poor cordoning off it is pitching heavier versions of its well known range for use in industrial plants or internal construction areas.

Chris Wilson, Tensator's business development manager for the Health & Safety sector said: "We have had a noticeable increase in enquiries from sectors such as warehousing, logistics and distribution, and transport. There are a number of easy, cost-effective solutions that can be implemented to help prevent accidents in the workplace. Retractable belt barriers and wall-mounted units can quickly cordon off and increase visibility of wet, dangerous and non-access areas during maintenance work."



Retractable belt type barriers might be a more efficient way of cordoning-off areas where cranes or lifts are at work?

enquiries

To contact any of these companies click on the 'Access & Lifting Directory' section of www.vertikal.net, where you will find direct links to the companies' web sites for up to 12 weeks after publication.

To have your company's new product or service featured in this section, please send in all information along with images via e-mail to: editor@vertikal.net with 'Innovations' typed in the subject box.

This issue's letters cover two months, during which we have received far too many to publish. Those included are representative of the various subjects that you have written about. Most deal with the questionable sales practices that seem to have come to the fore in the UK rental industry this summer. We would like to remind readers that the letters are not necessarily the views of this publication or its staff.

Dear Sir,

Re the letter from Phil Allan in your recent publication.

Having read this letter a number of times, and allowing my blood to cool down, I am left with the impression that the writer of this letter is under the impression that he does not have to take any responsibility for his actions as a director of a number of failed companies.

Reading his letter it has become abundantly clear that he is unable to comprehend his statutory duties to ensure that his companies remain solvent whilst trading.

I do not understand why he is trying to blame HMRC for trying to recover the unpaid taxes due to them. If the company was run correctly then the payment issues to HMRC would not have arisen.

I feel that the part about the government loan guarantee scheme is a red herring as clearly he did not require this funding for the reasons given in his letter. He then goes on to blame the Bank and again HMRC for the failure of this loan.

Had his company actually been solvent whilst trading then the debts due could and should have been paid when due and any winding up petition could easily have been dismissed in court.

He states that his company had only recently started up when he was "forced" to purchase the business assets from the administrators.

This statement of his defies belief. Did someone hold a gun to his head? Is this the actions of a sane and competent director?

There follows yet more accusations against various factoring and administrative companies. Has he forgotten that as a director he actually engaged the factoring company concerned. And again if the company had been run correctly any attempt to put it into administration would have been dismissed in court.

His attacks, if correct, show that he has failed in his duties, as a director, to carry out proper due diligence in his selection of the factoring company. This is his mistake and no one else's. If the company was solvent why was he unable to stop the appointment of the administrator?

Perhaps, given the number of his failed companies, he should be reported and struck off as a company director until such time as he is able to accept responsibility for his own actions and omissions.

Yours sincerely

P J Chapman.

CA Chapman Crane & Plant Hire

Surrey

Dear Sirs,

I would like to respond to the points you raise in an online article regarding the Ainscough Crane Hire equipment which we used in the recent complex rescue of the fallen tower crane in central Liverpool <http://www.vertikal.net/en/stories.php?id=8335>

Whilst I respect the right of the media to write about the news as they see fit, equally I feel it is important to ensure that reporting is an accurate representation of fact, and it is for this reason I would like to provide you with the following information:

Within your detailed coverage of the rescue you include reference to the basket used: "One surprise was the access equipment used for the inspections, a fairly rustic looking platform suspended from one of the cranes. It does not appear to meet many of the international standards set out for this type of equipment and given that the height of the fallen crane is in the 25 to 30 metre range, one would have thought that a truck mounted aerial lift might have been used.

"However it is easy to be an armchair critic, it is of course entirely possible that space limitations meant that the suspended platform was the most practical solution.

"That does not change the fact that the platform does not look up to the job with no midrail and no overhead protection. A shame given that the rest of the approach seems so professional."

In response to your comments we wish to confirm:

- Our plan which included access and egress to the tower crane using a man basket was approved by the HSE, all safety issues were addressed, and indeed the HSE representative and the client's Health and Safety Director were in the man basket reported upon.
- Use of a MEWP was considered during the planning of the operation, however this would have put our personnel and HTC in an un-safe condition, hence our decision to opt for the mobile tower crane.
- The EN standard has been revoked

At Ainscough Crane Hire Ltd we are committed to the highest standards of health and safety, so I am sure you will understand our grave concern at any suggestion that our equipment does not meet appropriate standards. I do hope you will accept this note in the spirit it is intended - a well natured attempt to provide information to correct any suggestion that our equipment does not comply with appropriate standards.

Yours sincerely

Neil Partridge Managing Director

Ainscough Crane Hire Ltd

Just a closing comment on the tower crane rescue in Liverpool - Ainscough completed the recovery perfectly in textbook fashion - although we still don't like the man basket - ed



The following letter concerns a report that one or more salesmen from a major access rental company were following competitors equipment to site in the north of England.

Hi Leigh,

I have just got back from holiday and have been informed of what has been happening in the north of England where truck mounted access providers are having their machines followed. Interestingly one of our drivers 10 or 12 days ago mentioned to me that there had been a car parked across the road from our depot. He informed me that it was a black Ford and that there was a man sat in it. It was reported because it was 6 am on a Sunday morning. We have no further information and I'm not even sure if our vehicle was followed because we thought it was someone looking to break in to the premises.

The CCTV footage shows the vehicle but you couldn't make out the car or passenger very well as it was obscured. When our vehicle left the yard the suspicious vehicle did turn around and go the same way as our vehicle. It all seems too much of a coincidence and looking back now I think it was the same guy who probably then followed our vehicle to the site it was working at. I asked the driver yesterday if he noticed if he was followed but he didn't pay any attention to that as this hasn't happened before.

I seriously think that the company should know better than this and that they are ostracising themselves even more. These are very poor tactics from such a company. They should think about what they are doing in the market place and lead the way instead of using underhand and archaic tactics.

Have you had any other responses regarding the article you published or is it just us and the one in the report that are targets?

Kind regards,

Tom Wilson

Director

Wilson Access Hire

The following letter is one of several received following a report on a new campaign by UK rental company Hewden 'Return to Sender' offering to match rental rates for equipment on hire with free delivery, if the competitors equipment is returned and the replacement equipment is kept for at least three weeks.

Hewden also wrote to us taking issue with some comments in the report. It states that it is not encouraging customers to break existing rental agreements and that it is 'a fact of life that every hire achieved is at the expense of another supplier'. It also takes issue with a comment that we published in which a rental company, having come up against the campaign called it 'underhand and unprofessional'.

The most important point of Hewden's letter though is that it stresses that it is categorically not allowing its service and responsiveness to suffer as a result of the lower rates that are likely to be generated by this campaign. It says that to the contrary it is "strictly adhering to its traditional high values, standards and professionalism" and has offered to show how it is working to improve standards rather than allowing them to slip.

Dear Sir,

I read with interest the article published yesterday with regards to Hewden's latest sales tactics. My company and I were a victim of this quite ridiculous and completely unprofessional method of sales just recently. It was on Monday in fact, the apparent launch date of their deal.

We had 2 pieces of rental equipment out on hire to a large customer of ours for £1,000 per week. This was already a significant reduction in the hire rate that we would put out to other, smaller customers (usually at £1,500 per week).

The rate that was quoted to our customer? Free delivery and transport and £650 per week. When I was approached by my customer with this quite insulting price I was very willing to turn them away knowing this price was ridiculous. However, as business stands currently I don't want to be losing any sort of business, even at such a rate and especially not to a company who evidently has no moral code. I don't know what kind of sales practices they are wishing to show considering I could easily make sales with such a spineless technique as this but I prefer to think my customers approach me for my knowledge and service as opposed to my completely mindless rate slashing. I would like to thank you for bringing evidence of this sales pitch to the fore.

Regards.

Letter submitted online with name and address withheld

Dear Sir,

Regarding your editorial comment on sales reps following competitors vehicles in order to determine the hirer, I find the sham horror expressed at this action, which I agree is not the best use of his time and effort, pretty hypocritical.

Each year, your magazine along with all of the others in this and every other industry, carries items about this person moving to that company in some form of sales capacity. As a salesman for many years in this industry I am fully aware of the tactics used, particularly by smaller companies, of offering large salary enhancements to poach salesmen. These sale people are not just being approached for their sales technique. They are approached for their contact books, their knowledge of the competitions' approach and inside workings and their ability to provide a quick sales boost to their new employers. I have personal experience of a fairly new comer to this industry taking one of our sales team in the last month. This salesman is now approaching each one of his old customers and slashing the rates that these customers were previously quite happily paying. Where is the outcry over these, accepted but far more damaging techniques?

So, please can everybody get real here. We all know it happens. We all accept it happens with salesmen. This unfortunate guy's real mistake was in getting caught and being too obvious.

Yours

Gary Brady

Dear Leigh,

I have just this second managed to scrape my jaw from the floor after reading your article on 'Predatory tactics'!

I had meant to comment a lot sooner on the article you carried some months ago with reference to the Australians and their zero tolerance to such practices. The reason I got actively involved in IPAF was to push our trade association to grow a pair of balls and actually police our industry.

I agree whole hardily with Andrew Reid our previous president when he said.

Quoting directly from Vertikal.net "Reid stressed the fact that the primary reason of IPAF is to support member's interests, but he also said that during his two year tenure he wants to see IPAF members adhere strictly to safety standards. "There

has been some evidence that some members have cut corners, it is scandalous to hand over a piece of shoddy unsafe equipment" "IPAF is going to get tough on non compliance" he warned."

My belief is that the member's interests go well beyond the enforcement of basic standards that any business with a decent set of morals would up keep, it goes miles beyond that. There are lots of businesses that do all the compliance

issues to the book, but it's at boardroom, sales and office level that their morals and tactics are questionable! That is what our trade association has to stamp on and be seen to root out from this industry.

More and more I find myself embarrassed to be an access man, not because of my own actions but that of my contemporaries and this is one of those times. As a recognised industry we are now in reality worse than car salesmen and estate agents, as respective industries they eventually recognised the error of their ways and changed!

A recession is a cruel beast to a poorly managed business.

Regards

Name and address provided but editor's decision not to publish in order that this subject does not degenerate any further into something more personal.

Sir,

Like many others I was impressed by the innovative use of the 'empty' plinth at Trafalgar Square. However the use of a wholly inappropriate machine to provide access is inexplicable.

Those of us who live in the world of vertical access know only too well the vast and ever increasing raft of regulations and codes of practices that have to be adhered to on a day-to-day basis under continuous threat of prosecution. This Health & Safety environment however is one to be both cherished for its objectives and respected for its potential effect on businesses and livelihoods.

It is a mystery therefore that members of the public let alone workers are permitted to be transported from one level to another completely contradictory to all approved use of aerial platforms whether or not installed on a telehandler. That a projected 2400 are to be carried in such a way - nearly 5000 cycles beggars belief. The other breaches of PPE requirements as well as conventional H&S provisions just compound the wholly amateur approach which has patently been approved in some way.

This can only be explained by the fact that a conventional passenger hoist or transport platform or mobile stairway would affect the overall artistic impact of the event and that just would not do.

In despair

Chris Hardy

Scanclimber (UK)

Sir,

With reference to your piece on Sennebogen in the July issue of Cranes & Access, it is time for this nonsense long perpetrated by Sennebogen that they pioneered the hydraulic lattice boom crane to cease. Firstly, as early as 1964, Peter Hamilton Equipment Ltd of Matlock, Derbyshire introduced a lattice boom crane attachment for its Hymac 580 crawler fully-hydraulic excavator built at the Rhmney Engineering Co. Ltd factory in Monmouthshire. This I believe was the first fully hydraulic lattice boom crane.

In 1965, Poclair introduced a similar 2.5-tonne capacity lattice boom crane attachment for its TY 45 wheel-mounted hydraulic excavator. In 1966, Richier introduced a lattice boom crane attachment for its Oleomat H11P wheel-mounted hydraulic excavator and in 1967 Peter Hamilton Equipment Ltd introduced a 40-60ft lattice boom crane attachment for its Hymac 1080 crawler excavator rated at 15-tons (long) @ 9ft radius. I can check but it's likely that other German hydraulic excavator makers had also followed similar paths in the mid-to-late 1960s.

Should the retort be - Ah!!! but what about a purpose-designed crane? - not that the Sennebogen was that - it was also a dragline, etc. Then also in 1967, Peter Hamilton Equipment Ltd., of Matlock, Derbyshire - (since 1962 responsible for the sales and marketing of the famous Hymac hydraulic excavators - entered the mobile crane business with the introduction of the Hy-Lift Jupiter 'all-hydraulic' lattice boom crawler crane with a maximum rating of 35-tons @ 10ft radius on a 30ft two-piece main boom extendible to 120ft and available with a 100ft main plus 30ft jib combination. The tracks were driven by reversible hydraulic motors through epicyclic gear reduction. Two hydraulic pumps supplied power for the tracks, 3 hoists (boom, main and aux) and slew. The Jupiter featured in the Nov 1967 edition of 'Cranes' magazine complete with photo and alongside the also newly-introduced Hy-Lift Mercury 15-ton tele boom truck crane. Like the Hymac hydraulic excavators, the Hy-Lift cranes were built in Rhymney, South Wales.

So, much as I respect much of Sennebogen's illustrious history, etc., let's put an end to this fable! Publish this under my name if you chose.

Stuart Anderson

Chortsey Bar Associates

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 Vertikal Press Ltd or its staff.

Roy Wren

1 9 3 2 - 2 0 0 9

Royston Alfred Wren died on the 29th July aged 76, just one day shy of his 77th birthday, he was one of the last of the old school of crane salesman, selling his products on personality and specification, but never on price. He led a rich and for the most part happy life.



Roy Wren

Born in 1932 in Walthamstow, London, most of his early life was taken up by the Second World War when he was evacuated to Basingstoke. Not liking it he returned home to his parents Ellen and Albert the very next week, remaining at home in Walthamstow with the bombing and all.

Roy left school just before his 14th birthday, as he could not understand the need to stay, although later in life this was one of his regrets. He wanted to be an actor, but unfortunately failed a key audition, he then thought he could be a jockey, but that too did not work out. As he was too young to be a professional boxer he began delivering Tizer pop throughout Essex, moving on to work at a printers in the West End of London, where he was sacked for fighting. Next stop was a sign-writing job, but once again he was sacked for fighting!

He was for many years very active with Billericay Football Club both as a very useful midfielder and later during the 1970's as a trainer/physio, during which time the club won three F.A. Vase's and eight league titles.

Being of that age group for the

call-up Roy served his National Service in the Royal Electrical & Mechanical Engineers (R.E.M.E), spending most of his time in Germany. He attended evening classes, taking and passing his RSA exams, leading him to join Coles Cranes as a draughtsman and kicking off his career in cranes. Standing before a drawing board for the next 40 years did not appeal to the young Wren and so at the earliest opportunity he joined the Coles sales team, a decision he never regretted. In the early days there were some lean times, with



Wren during his days as a physio with Billericay FC.

crane sales few and far between, so he would take a market stall at Wickford and Tilbury to help make ends meet.

Roy's career selling cranes was legendary, building up a loyal customer base, who always gave him every chance of getting the deal, which more often than not he did, enabling him to win many sales trophies and prizes over the years. He was selected by Bill de Vigier chairman of Acrow, which owned Coles, to travel to Australia to head the Spring Sales Offensive of 1980. The campaign was a great success, but not without incident, one being when he was told to beware of the Red Backed Spider lurking underneath



Visiting Manitowoc France (Coles France) in 2008 (L-R) Roy Wren with ex colleagues John Massey, John Atkinson and Simon Pedrazzini.

toilet seats. Not a seat went unchecked throughout his travels, with colleagues in adjacent hotel rooms hearing the sound of his loo seat going up and down in the wee small hours! Needless to say the Aussies loved him and Roy enjoyed his time there.

All who knew him will have their special stories, which will certainly include a Bruce Forsyth talent show, where he truly stole the stage and won a trip to Las Vegas to appear on a show there, causing Bruce Forsyth to ask "whose show is this?"

His love of cranes meant he always kept in touch with his friends and colleagues after his retirement from the crane industry. He also ventured into a retirement career as an Official Host and Master of Ceremonies, officiating at many weddings and other venues including the Cranes & Access Crane Dinners during the late 1990's and early 00's. Never wishing to turn an event down he even gave a speech on the "History of the Brassiere" to the Woman's Institute which they will never forget!

Roy's passing leaves us all the poorer as he was uplifting, inspirational and always encouraging. He was also a man with a deeply committed and great faith and would be happy to "share a prayer" over the telephone, giving support to whoever needed it, no matter how far away they were from one another.

Roy married Shirley in 1957 raising three daughters and a son. Sadly Shirley died of cancer in 1984. He married his second wife Sue in 1986 bringing a "new" and very welcome son to the Wren's nest. Sue also succumbed to cancer in 2006. As well as his children he leaves 11 grandchildren.

Roy died from Pulmonary Fibrosis on the 29th July 2009. He was a Diamond.

Bill Green
August 2009.

Wren as toastmaster at the 2002 Cranes Dinner with a friend.



Whats on?

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

Europlatform

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



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



CPA Mobile cranes open meeting

Annual meeting of UK mobile crane hirers
September 23, 2009
Hockley Heath, UK
Phone: +44 (0) 20 7796 3366
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Conexpo Asia

An American show in China
November 16-19th, 2009,
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Phone: +1-414-298-4123
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Big Five 2009

Middle East construction show in Dubai
November 23-27, 2008 Dubai, UAE
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ARA / Rental Show 2010

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E-mail: info@therentalshow.com



Middle East Cranes Conference

Conference on Crane safety
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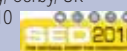


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25t Demag AC 25	2000	4x4x4	25,00m + 13,00m
30t PPM ATT 335	1997	4x4x4	27,40m + 15,00m
30t Liebherr LTM 1030-2	2002	4x4x4	30,00m + 15,00m
35t PPM ATT 400	1998	4x4x4	30,40m + 15,00m
35t PPM ATT 400/2	2000	4x4x4	30,40m + 8,00m
40t Terex-Demag AC 40L	2009	4x4x4	37,40m + 8,00m
40t Liebherr LTM 1040-1	1994	6x6x6	30,00m + 8,00m
45t Faun ATF 45-3	2004	6x6x6	34,00m + 15,20m
50t Demag AC 155	1993	6x6x6	40,00m + 17,60m
50t PPM ATT 590	1996	6x6x6	40,00m + 15,00m
50t Faun ATF 50-3	1997	6x6x6	38,00m + 16,00m
50t Demag AC 50-1	2002	6x6x6	40,00m + 17,00m
50t Grove GMK 3050	2006	6x6x6	38,10m + 15,00m
55t Liebherr LTM 1055.3-1	2004	6x6x6	40,00m + 16,00m
60t Faun ATF 60-4	2000	8x6x8	40,00m + 16,00m
70t Grove TT 865	1997	8x6x8	38,00m + 18,50m
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75t Grove GMK 4075	2001	8x6x8	43,20m + 17,00m
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80t Grove GMK 4080-1	2006	8x6x8	51,00m + 15,00m
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90t Faun ATF 90G-4	2008	8x6x8	51,20m + 19,00m
100t Faun ATF 100-5	2001	10x8x10	51,00m + 30,10m
120t Demag AC 395	1996	10x8x10	60,00m + 17,60m
120t Terex-Demag AC 120	2007	10x8x10	60,00m + 17,60m

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Make / Type	y. o. m.	Drive	Boom / Fly Jib
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25t Tadano TL 250 E	1998	6x4x2	30,00m + 7,50m
50t Kato NK 500 E	1997	8x4x4	40,00m + 15,00m
75t Gottwald AMK 85-53	1977	10x6x6	39,00m + 21,00m

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3.5t JCB Telesluffer 535-125	2007	4x4x4	12,50 m
5.0t Terex Girolift 5022	2001	4x4x4	22,00 m

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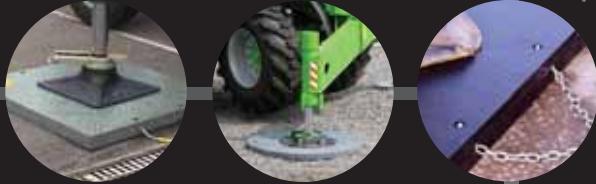
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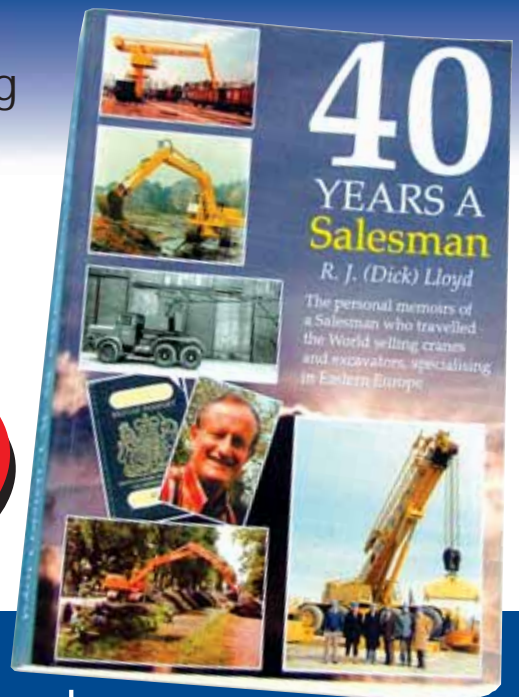
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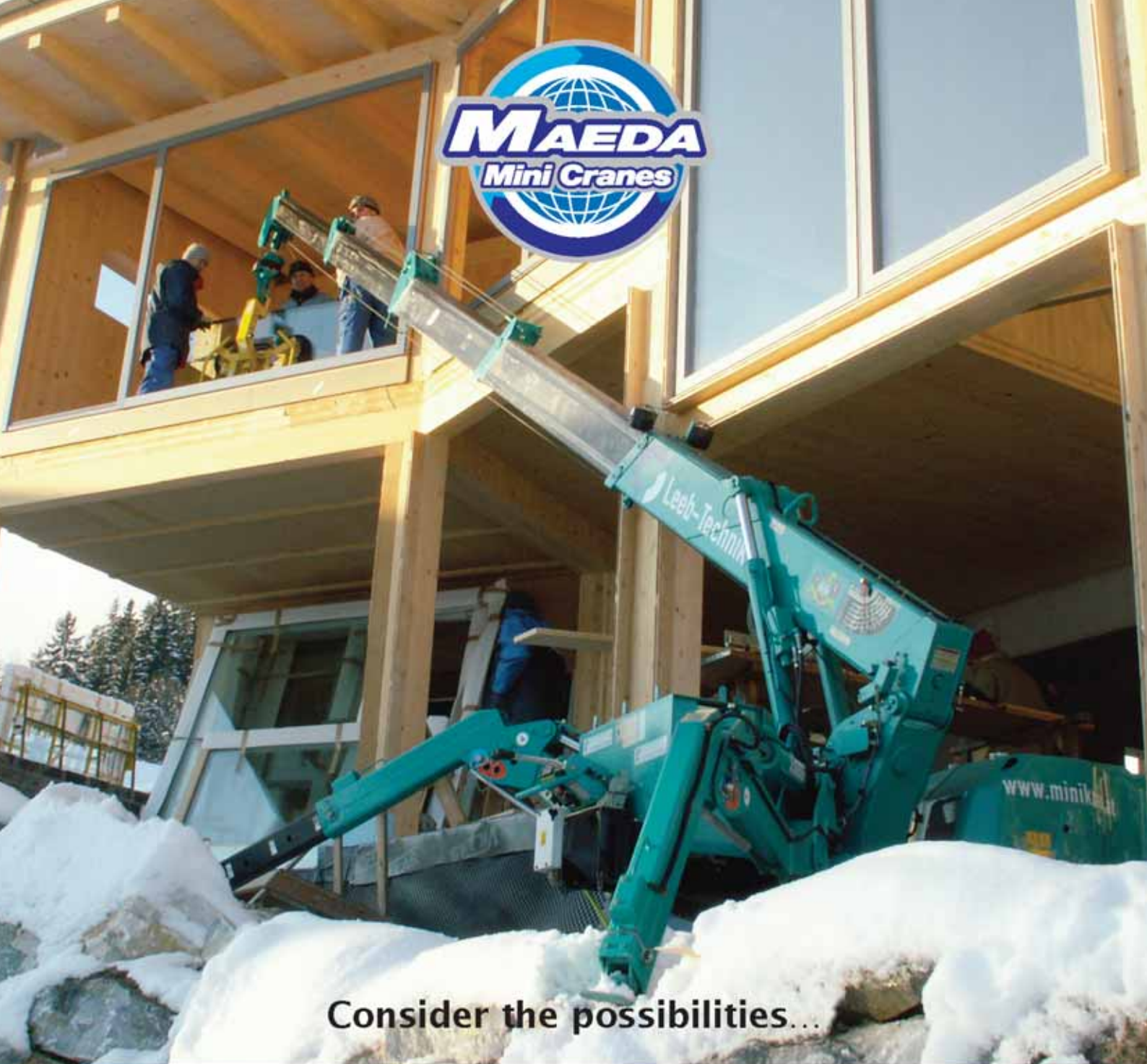
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