

cranes & access

May 2007 Vol. 9 issue 4

Telescopic
Handlers

Bauma
the greatest ever?

IPAF

Summit
Photos

SED
Preview

Trailer Lifts

Working
near airports

The LARGEST UK CIRCULATION of any lifting equipment magazine

Ready for action

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



Pacesetter

Terex® Demag AC 500-2 SSL: The wind power specialist. Set up windfarms in a short time. At minimum operating cost.

What makes the Terex® Demag AC 500-2 so valuable for you:

- Optimized lifting capacities in steep boom positions – perfect for windpower applications
- The Sideways SuperLift by Terex® Demag – the original
- Shortest 8-axle crane with a carrier length of just 17.1 m – for best manoeuvrability
- Short rigging time and optimum transport weights – for minimized transportation costs

 **TEREX®** | DEMAG

Terex-Demag GmbH & Co. KG · Zweibruecken, Germany · 00 49 (0) 63 32 / 830 · www.terex-demag.com · info@terex-demag.com

© Terex Corporation 2007 Terex is a registered trademark of Terex Corporation in the United States of America and many other countries

On the cover:

New Caterpillar telehandlers built under the JLG-CAT alliance are being added to the Hewden fleet, the UK's largest at over 2,000 units. Our telehandler feature is on page 39



C & a contents

16

Bauma review



39

Telehandlers



44

Airport Lifting



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

SUBSCRIBE ONLINE AT:
www.vertikal.net/en/journal_subscription.php

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

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

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

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

Comment 5 News 6

Lavendon buys Rise Hire, Tellock takes over at Manitowoc, New president for Manitowoc Crane Group, Maeda to launch new LC compact crawler cranes, New low level push around from CTE, Merlo introduces new aerial lift concept, Wacker to merge with Neuson Kramer, Crane man arrested, Skyjack doubles its warranty period, UpRight re-introduces AB46, Skylift teams up with JCB, AFI moves into Scotland, Euroloc buys Nacanco, Gam bids for Vilatel.



The BIG Bauma review 16

We devote six pages to look over the news and new products at Bauma and still run out of space. With four editorial staff at the big show we bought back thousands of photos and pages and pages of notes. Here is our first attempt to give a flavour for the event.

Trailer lifts 27

We take a brief look at the changing face of the 12 metre trailer lift market, we also report on our visit to possibly Europe's largest trailer lift manufacturer - Dinolift and finally take a look at the only series production trailer mounted



scissor lift sold in the UK, the recently imported PLE range sold by Planet Platforms.

SED preview 33

We take a look at the SED show and highlight the new products to look for. We also provide you with a full and comprehensive listing of the crane, access and telehandler exhibitors.



Telescopic handlers 39

The past 12 months have seen a raft of new products from just about every manufacturer. We therefore devote our telehandler feature to a review of what's new at each company. With the market still growing rapidly, along with the number of company's competing for a piece of the action, there is a lot going on.

Aerodrome lifting 44

Strict rules apply any time you put a boom in the air near an airport. Expert, Shaun McAleer of Manchester airport provides details on when and what you need to do, giving an insider's view of the situation.

Ladders 56

We feature the first of an occasional page from the Ladder Association providing facts, tips and information on the use of ladders in the workplace.

The IPAF summit photo album 58



Back by popular demand we bring you four pages of photographs from this year's IPAF summit. This year with a little fun, hopefully not at anyone's expense.

And now for something different 65

regulars

ALLMI focus 47

Training 49

IPAF focus 51

PASMA focus 53

Letters 54

Innovations 62

What's on 67

Recruitment 68

Web links 72

In the next C&A

Plant shutdown issue - Industrial lifting and access
The Annual Dealer guide
SED show review
Big All Terrain cranes



Your powered access expertise



IPAF membership



Greater market opportunity

IPAF membership can bring you major benefits, whatever your involvement with the powered access industry.

First of all, it tells your customers a lot about you. It lets them know you have the highest professional standards – and reassures them that you are on top of today's health and safety standards.

Because of our lobbying at national and international levels, you have a stronger voice in all those issues that affect your business – from health and safety legislation to the

introduction of worldwide standards and how they are implemented country by country.

- Our advice line, publications and bulletins help keep you in touch with everything that is going on – and make sure you know how to respond to technical, practical, commercial and legal developments.
- Our operator training is second to none – and recognised by the MCG. Only IPAF members can offer this market leading training – now becoming essential for the use of powered access equipment.



Our IPAF Rental+ award is only available to IPAF rental company members. This ensures that your customers can identify you as a specialist in powered access rental – and that you have been independently audited to meet high service standards.

See you at SED...
in the Cranes & Access Zone,
Avenue E, Stand 800

PAAL
POWERED ACCESS LICENCE
TIM WATERSTONE

OP/0115084

ASSESSED
09/01/04

EXPIRY DATE
31/01/09

TYPES
SL SPB TP



IPAF

IPAF is the world authority in powered access. Find out how membership can give you the same authority in the eyes of your customers.

Tel: +44 (0)15395 62444

Fax: +44 (0)15395 64686

Email: info@ipaf.org

Or visit: www.ipaf.org

IPAF Ltd, Bridge End Business Park, Milnthorpe LA7 7RH, UK
Also in France, Germany, Italy, Netherlands, Spain, Switzerland and USA



www.ipaf.org

cranes & access

The Vertikal Press

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

In Germany:

Vertikal Verlag

Sundgaualle 15, D-79114,
Freiburg, Germany

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

Germany, Scandinavia,
Austria and Switzerland

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

Italy

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

The Netherlands

Hans Aarse

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

UK and all other areas

Pam Penny

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

Design & Artwork by:

bp design Ltd.

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

ISSN: 1467-0852

© Copyright The Vertikal Press Limited 2007

The Vertikal Press also publishes:



For users & buyers of lifting equipment

May 2007 Vol. 9 issue 4

Editors:

Leigh Sparrow
Mark Darwin

Associate Editors:

Ian Boughton
Rüdiger Kopf
Alexander Ochs

Sales & customer support:

Pam Penny
Karlheinz Kopp

Production:

Nicole Engesser

Publisher:

Leigh Sparrow

**Vertikal
Press**

The Vertikal Press Ltd.
MEMBERS OF



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

The Editor,
cranes & access,
PO Box 6998, Brackley
NN13 5WY, UK

Tel: +44(0)8707 740436
Fax: +44(0)1295 768223
email: editor@vertikal.net

c&a comment



A paler shade of green?

In the early days of being environmentally friendly - probably in the mid '70's - groups such as The Scouts would organise 'recycled newspaper collections' to raise money.

Unfortunately, the market was not yet ready for the poor quality recycled products and after a few years the whole exercise failed. In fact, it is true to say that more natural resources were expended in collecting and transporting the paper than the recyclers could ever save. It just didn't stack up.

30 years on, how things have changed caused by a scarcity of natural resources and increasing prices. We are now being forced to recycle and are happy to split our refuse into bottles, cans and paper. We are repeatedly told of the increasing percentage of the products we buy that are recyclable. If we are now 'green', 30 years ago we were probably just khaki.

But where is all this going?

At last month's Bauma I sat in numerous press conferences given by the major manufacturers and in almost every one the first question asked by my esteemed colleagues of the press was about hybrid technology. What were the manufacturers doing? Why hadn't they produced a hybrid machine?

Most gave the 'PC' answer saying they were in the process of developing, not yet ready, would probably be a few more years.....In the process they were spending millions on developing the technology. Indeed Volvo Construction Equipment is spending £75 million a year developing hybrid solutions.

Then Terex chairman Ron Defeo took a different line saying that his company would 'wait and see' and that hybrid technology had a long way to go. His way of being 'green' would be to eliminate waste and by finding a use for and recycling old equipment.

I am all for doing my thing to save the planet, but will the vast amounts of money and resources being poured into hybrid technology by nearly every major manufacturer really end up in future worthwhile savings. Even when it is properly tried and tested, there is still the problem of old machines. Perhaps we should adopt Ron Defeo's mantra and all make a concerted effort to do what we can now rather than waiting for the hi-tech hybrids of the future. Hybrid technology is a bit like the newspaper collections of 30 years ago - it is the right path to take, just ahead of its time. It's time will come, but for now, maybe its time to concentrate on what's closer to home.

Mark Darwin

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

**Vertikal
.net**

Lavendon gets a Rise

Lavendon was back on the acquisition trail in mid April with the purchase of Rise Hire. The van mounted aerial lift specialist Rise Hire has a rental fleet of 150 van mounts and a similar number of fork trucks on short term rental, long term lease and contract hire. Operating from a single location in Over, Cambridgeshire, Rise had revenues of £2.9 million last year with pre-tax profits of

£200,000, gross assets of £7.7 million and net assets of £1.1 million.

Lavendon is paying up to £1.75 million in cash and assuming £5.6 million of debt and will be funded from Lavendon's existing bank facilities. Owner Terry Griffin is not staying with business.

Lavendon's chief executive, Kevin Appleton, said: "Rise Hire has an excellent service reputation and

operates in a market segment where our UK business is under-represented and where operational disciplines are different.

We view the growth in demand for van-mounted powered access platforms as an exciting opportunity, and intend Rise Hire to be the foundation for further investment to develop a market leading position in this sector."

Nick Rae, general manager of Rise Hire said: "This is great news for our customers and staff. Being part of Lavendon will enable us to truly differentiate ourselves in the marketplace whilst keeping our business culture and customer relations intact. It also offers excellent career opportunities for our staff."



Maeda announces new compact crawler cranes

Kranlyft will shortly begin importing several new Maeda LC compact crawler cranes into Europe. The new models will join the increasingly popular LC 785 crane, currently the only Maeda with a superstructure mounted cab.

The new models are the LC338M-3 which is smaller than the 785 offering a maximum

lifting capacity of 2.8 tonnes at 1.5 metres radius and a 6.7 metre, three section telescopic boom. The 383 is 1.74 metres wide, 2.45 metres high and weighs just 3.8 tonnes.

Another new model becoming the largest Maeda to date, is the LC1385M-2 which currently has a nominal rating of 4.9 tonnes, the same as the 785. However the rating is at three metres compared to 785's two metres. At the same radius the LC1385 could easily justify a seven or eight tonne rating. Fitted with a 16 metre, five section main boom the crane can lift 2.6 tonnes to full height. The load chart restricts pick and carry to a maximum of two tonnes but can take 440kg to almost a 16 metre radius.



The new Maeda LC338M-3



The LC1385M-2 will be Maeda's largest crane to date.

Tellock takes over at Manitowoc

Glen E Tellock, 46, has been promoted to president and chief executive officer of the Manitowoc company, replacing Terry D. Growcock, 61, who remains as chairman of the cranes to food equipment business through 2008. Tellock, who has been president of Manitowoc's Crane Group since 2002, also joins the board of directors. Before taking over the crane business Tellock served in a number of financial positions including senior vice president and chief financial officer of Manitowoc. Prior to joining the company in 1991 he worked at the Denver Post Corporation and as audit manager for Ernst & Whinney.



Glen Tellock at Bauma last month.

...Etchart takes on cranes

Eric Etchart, currently executive vice president of Manitowoc Cranes for the Asia Pacific region, moves into Tellock's old job as president of the Crane Group. Etchart joined Potain in 1995 as managing director of Potain Italy, moving to the Asia Pacific region almost 10 years ago. Etchart's replacement has not yet been named.



Eric Etchart, the new president of Manitowoc cranes.

...And Weyers takes over from Wheeler

Other changes at Manitowoc include the move of John Wheeler, currently executive vice president of the Americas, to the post of global operations executive vice president. At the same time Larry Weyers, currently head of Manitowoc Crane Care, will succeed Wheeler as executive vice president for the Americas.



The 30 metre Merlo MPR 30

Merlo has eureka moment

Italian telehandler producer Merlo is planning to enter the aerial lift market with a new concept for a high speed, fully self propelled boom lift. The company created a lot of interest as it unveiled its latest brain wave at the recent Bauma show.

Designated the Platform series there will be three models, the MPR20, MPR25 and MPR30 with 18, 23 and 28 metre platform heights respectively. The two smaller units use a fixed articulated riser, three section telescopic boom and jib with 180 degrees of articulation. The MPR30 also features a two section telescopic riser to provide the extra height and up and over reach.

riser stowing the boom centrally on the chassis and an unusual mechanically rotating counter-weight that places the heavier part of the weight in the centre of the vehicle when the boom is stowed.

The concept will appeal for certain applications such as large job sites, airfield operations, work on very poor ground and perhaps in city work where the compact base and high degree of manoeuvrability will be attractive. In a way this is a half way machine fitting in between a truck and a self propelled.

Merlo says that the MRP models are likely to cost around 15 percent more than a regular self propelled boom lift. Given a positive response



On the road at 40kph

All three units can be driven at one km per hour at full height or six km per hour from the basket in the stowed position. The MRP's use a modified Roto chassis and therefore offer exceptional off road capability, with large wheels, dual oscillating axles and a 40kph road travel speed.

Other specifications include more than 16 metres of outreach on the two larger models, optional rotating jib, an overall width of between 2.24 and 2.5 metres and a chassis length under four metres. Balanced axle weights for smooth road travel are achieved by the

the company will build up to 10 field evaluation and test machines with series production scheduled for mid next year.



The clever rotating counterweight

Access companies take on cranes

Two access rental companies - Height for Hire/Easi UpLifts of Ireland and Eco Lift, a division of Hi-Reach of Swindon have both added mini cranes to their product offerings.

Height for Hire, Ireland's largest powered access rental company has placed 11 new Maeda units into its rental locations in Ireland and the UK. Outside of Ireland the company operates under the Easi UpLift name.

The order - comprising of one LC785, two 285's, four 305's and four new 405's - follows a positive response to the six units the company has been operating on an evaluation basis since 2006. It has been steadily adding compact cranes to its fleet and also runs a number of Valla industrial pick and carry units.

Height for Hire director Fergus McArdle said: "We feel that the mini crane concept provides a safer and quicker approach to lifting on the modern building site. We already see this happening in the one to three tonne categories and we are confident this will continue. The mini crawler compliments our existing range well."

The move into the mini crawler crane market is a new venture for Hi-Reach. The company has ordered 10 Maeda units to kick off the venture, including a mix of MC104, MC285, MC305, MC405 and LC785 models. "We liked the Maeda's record of reliability and Kranlyft has clearly demonstrated its ability to deliver an excellent service and support package, which was a very important factor for us."

John Hornby of Kranlyft said, "It feels as if the mini crawler crane is finally coming of age and moving into the main stream access and lifting market. It has been on the cards for a long time."



(L-R) Terry Marnock, Fergus McArdle and Kranlyft director John Hornby.

CTE introduces the Power Tower

CTE UK has introduced a new push around lift called the Power Tower. With a 3.1 metre platform height and weighing just 310kg, the unit is aimed at the step ladder and podium step market.

The lift - developed in close co-operation with Nationwide Access - will be built in the UK by a midlands-based sub contractor for CTE UK. The name Power Tower was previously used by Brian King of CTE when he ran Access Machines. The machine was a push around lift that could also be towed behind a car.

The CTE Power Tower uses a clever in-line sigma-type lift linkage and measures 780mm wide with a 650 x 1,500mm platform and has a 250kg lift capacity for both indoor and outdoor applications. As the lead customer and development partner Nationwide has ordered 300 units, with deliveries beginning at the end of May. Planet Platforms has also placed a pre-launch order for 200 units.



The new Power Tower from CTE-UK

One Stop Hire U turn

Martin Ainscough, managing director of the recently established on-line rental auction site One Stop Hire, says that he has listened to criticism and 'done a U-Turn' in terms of how the auction works. The company has been criticised for promoting a 'Dutch auction' and driving prices down.

Although he says the new hire concept has got off to a flying start with over 1,000 registered suppliers and in excess of 800 customers using the system successfully, changes have now been made which he claims, will streamline the hiring process further and help avoid a negative rental rate auction.

"Previously when a customer placed a hire enquiry on the system, the suppliers were invited to bid as many times as they wished until the best price was achieved, creating a time delay in between the enquiry and order stages," said Ainscough. "Now the supplier will have one opportunity to offer their best price making the system simpler and more efficient for both customer and supplier. I believe that One Stop Hire can benefit everybody by saving valuable time on the phone. The system not only ascertains the best price but it also locates and checks availability in one simple process."

Bauma success at a cost

Preliminary figures for last months 'best ever' Bauma exhibition in Munich confirmed that the show broke all records. Total visitor numbers were up by 20 percent and exceeded 500,000 with international visitors up by 30 percent to more than 160,000. More than 11,000 copies of Vertikal Bauma were distributed with supplies running out by midday on Saturday.

Unfortunately there was at least one fatal accident during the show set-up when, according to police, a 56 year old man from the Tirschenreuth area of Germany was crushed when a 3.65 tonne generator fell whilst being transported on a fork lift truck. Munich police have appealed for anybody who saw the fatal accident to contact them. Unconfirmed reports also indicate that there were at least two other serious accidents during the build up.

Hird leads the way

Hull-based Peter Hird Aerial Platforms has become the seventh company to qualify for the IPAF Rental + quality standard. "We are constantly striving to improve our all-round performance as we increase the size of our rental fleet and we felt that this would be an essential part of our operating infrastructure," said a justifiably proud Peter Hird.

The company has also added more equipment to its fleet including 96 new platforms, largely Genie but with a good number of JLG lifts in the mix, including an order for 20 of the new JLG1230ES self propelled 12 ft platform height vertical mast lifts which was confirmed at Bauma. It has also added further Valla pick and carry cranes and has installed vehicle tracking throughout the Group with the fitting of Minorplanet's new Vmi Greenlight, a live tracking system that provides full visual control via plasma screens in the company's offices.

(L-R) Emma Raper, Allan Hemming, Giles Council and Philip Moss on achieving IPAF Rental + status



Weldex managing director Dougie McGilvray and his son Iain celebrating the official hand over of their first SL6000. They promptly ordered two more machines.

Order, order.....

Bauma was a busy time for Kobelco with official handovers and several additional orders confirmed. Weldex managing director Dougie McGilvray and his son Iain were there for the official handover of the first 550 tonne, SL6000 with the president of Kobelco Cranes, Mr Tanno.

The celebrations continued when McGilvray ordered a further two SL 6000 machines making a total of four units.

Stent Piling also took delivery of two machines on the stand - a CKE600 with tractor-type tracks and a BME800HD. The company now has eight Kobelco cranes in its fleet.

AJ Achieves Rental Plus

AJ Access Platforms has become the sixth company to qualify for the IPAF Rental + quality standard in early April. The programme sets minimum quality standards for the rental operation and includes some tough on site audits.

AJ managing director Tony Mort says that he sees this award as an important ingredient in his company's overall aims. "Our aim as a company has always been to follow the industry's highest ideals and standards and this IPAF has managed to achieve in another area of aerial platform operation by developing the IPAF rental+ scheme."

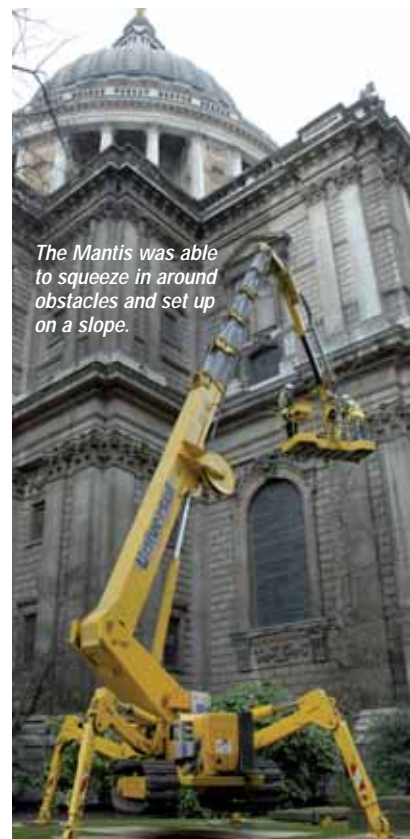
"We hope that the IPAF scheme will spread, becoming an important ingredient in the further enhancement of safe working at height with powered work platforms," he added.

Large spider at St Paul's

A 38 metre Palazzani Mantis TSJ spider lift has been used by surveyors, Plowman Craven, to carry out a full survey of the north face of St Paul's Cathedral in London.

The challenge was to gain access from the area below which included narrow entrances, slopes and weight restrictions of grass lawns, paths and cellars.

Lee Kerr, Narrow Access manager at Universal Aerial Platforms which supplied the Mantis said: "For this particular application the Palazzani spider was an ideal choice being able to gain access through a narrow gateway and provide working heights of up to 38 metres whilst working within a confined space."



The Mantis was able to squeeze in around obstacles and set up on a slope.



Derek Lewis (left) of SHB Hire taking delivery of SHB Hire's new DAF crane trucks from Malcolm Worsdell, T H White's crane division area manager.

SHB adds Palfinger

Founded in 1968, SHB Hire is Europe's largest 4x4 rental company. In recent years the company has broadened its range to include a wide variety of commercial heavy duty vehicles, including a fleet of 8x4 and 6x4 DAF trucks with Hardox steel tipper bodies and B4 Epsilon 100 and 120 cranes, sourced from T H White. The success of the tipper grabs and the relationship that had been established with T H White's Malcolm Worsdell, led SHB Hire to approach T H White again when the time came to expand into the larger crane market. The decision was taken to purchase two PK42 cranes on 6x2 26ft sleeper chassis for cabin carrier work, and two PK27s on 6x2 26ft beaver tail chassis for both container and plant carrier work.

When Derek Lewis of SHB Hire took delivery of the new crane trucks he said: "The reliability and durability of the Palfinger Epsilon cranes, plus the back-up provided by TH White, allows our customers to get the job done effectively. And that's what it's all about!"

Grove-Manlift parts business sold

MinnPar, the Minneapolis based subsidiary of PartsZone LLC, has purchased the rights to manufacture and sell service and replacement parts for all models of Grove Manlift aerial work platforms from Manitowoc. Manlift parts will be handled with the help of the MinnPar's sister company, Parts for Lifts in Pennsylvania.

Manitowoc will transfer all blueprints, engineering drawings, parts inventories, customer and supplier lists and transactional records to Minnpar and refer all customer requests in North America directly to it. Minnpar will source and stock purchased parts and manufacture or outsource Grove built items. In Europe Manitowoc Crane Care will act as an agent for MinnPar.

Parts for Manlifts, Toucan and Liftlux ranges are provided by JLG which purchased the Grove Manlift business from Manitowoc in 2004.

Northern identity

Warren Access is the latest business to join North East England's promotional drive by emblazoning its vans with iconic images from the region.

The company is transforming its fleet of aerial lifts to display the eye-catching 'Passionate people, Passionate places' branding and show its support for the North East England marketing campaign.

So far, four vehicles have been completed and each one using a different image from the region which includes the Tyne Bridge, the

Angel of the North, Bamburgh Castle and Durham Cathedral.

The Newcastle-based, family-run business was established by Derek Warren in 1993. In the last 12 months the company has gone from strength to strength, moving to new premises and significantly expanding its fleet.



TRANSPORT PLATFORMS



RACK AND PINION HOISTS



MAST WORKING PLATFORMS



- HANDINESS
- RELIABILITY
- QUALITY
- MAX SAFETY



MABER[®]

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



TEUPEN work safely aloft www.teupen.info

New markets - higher yield

...with the LEO range up to 50 m plus

World leader in building crawler-mounted access platforms. Teupen offers more possibilities and economy for every application.

See us at SED

The patented crawler system and the new Teupen crawler, an ideal combination for your individual application.

Simply greater Success.

Crane man arrested

An employee of Liebherr - an Austrian national now based in Nenzing - but previously responsible for sales of offshore cranes at Sunderland,, has been arrested in Austria accused of embezzling at least €86,000. The public prosecutors office in Feldkirch which is responsible for the case, says that two further British employees in the accounting department have also been questioned.

The affair concerns irregularities in the treatment of credit notes to certain customers. The accused man has apparently admitted to passing company money through his private account.

Nenzing managing director Wolfgang Remlinger is quoted in the local press as saying that he believes that the total sum involved is considerably higher than €86,000, possibly running well into three figures.

Award for excellence

Ranger Equipment, the UK distributor for Teupen has won the SED 2007 cranes and access award for excellence for the Leo 50GTX spider lift.

Steve Hadfield accepted the award on behalf of Ranger and Teupen, he said: "I believe that our marketing efforts helped win this award on Teupen's behalf as manufacturer of the Leo 50GTX."

Steve Hadfield with the SED award for excellence.



Skyjack doubles up

Scissor and now boom lift manufacturer Skyjack, has put 'its money where its mouth is' announcing the doubling of its international warranty coverage to a full two years 'top to bottom' parts and labour coverage.

The extended warranty is effective on all scissor and boom lifts shipped from the company's plant on or after April 18th.

In a statement the company said: "Customers have been telling us that our machines are the most reliable with the lowest life cycle costs so now, we're backing it up."

Skylift teams up with JCB

Limerick-based Skylift Hire and JCB have announced a new partnership to offer JCB Loadall telehandlers for rent in Ireland. The move includes a major order from Skylift for JCB 535-140 and 540-170 machines to convert and expand the Skylift handler fleet. John Cusack, Skylift managing director said: "Over the past number of years we have become one of the largest indigenous suppliers of powered access and telescopic handler equipment. The ambitious nature of our arrangement with JCB is a key element in our continued growth strategy in the telehandler division."

(L-R) Seamus O'Dwyer, financial controller, Skylift, Denis O'Kelly, sales director, ECI JCB, John Cusack and JCB's commercial manager Richard Myles.



Wacker launches IPO and takes Neuson Kramer

Wacker Construction Equipment has agreed a merger with Neuson Kramer, the Austrian telehandler and loader manufacturer. It has also announced plans for an Initial Public Offering of its stock later this spring, when the company will float its shares on Frankfurt Stock Exchange's Official Market.

The merger with Neuson will occur after the IPO to form Wacker Neuson AG. The combined business will have revenues of around €900 million with an EBIT in the region of €125 million.

Wacker was founded in 1848 when Johann Christian Wacker set up a blacksmith's shop. In recent years it has probably been best known for its compaction hammers and plates. The Wacker family still owns 87 percent of the company's shares, with Dr Ulrich Wacker chairing the supervisory board. The management team holds just over three percent. The company has more than 160 sales and service stations in more than 30 countries.

Wacker's chief executive and president, Dr. Ing. Georg Sick, will head the merged business. He said: "The high quality portfolios of both companies are highly complementary with an almost identical user base, target markets and sales channels. In particular, we aim to capitalise on compact equipment market opportunities in Europe, the USA and Asia." Wacker's revenues grew by more than 23 percent in 2006 to €619.3 million, while profits before interest and tax jumped 51.3 percent to €76.7 million.

The Neuson deal is the fourth merger/acquisition in less than two years for Wacker. It bought Weidemann in 2005, adding a line of compact wheel loaders and last year purchased Drillfix AG and Ground Heaters Inc. In addition to entering the mobile compact equipment market Wacker has been expanding its rental business.

In a related announcement Wacker says that it is ending its long term partnership with Bobcat - Wacker has distributed Bobcat in Germany, Austria and Switzerland for many years through its company stores. The ending of the agreement was both mutual and inevitable as Wacker's product line increasingly overlaps with that of Bobcat. Neuson's Kramer telehandler range would simply have added to that overlap.



Neuson Kramer is to merge with Wacker

AERIAL WORK PLATFORMS

T Telescopic
from 14 to 20m

P Pantel
from 17 to 26m

PX Pantel PX
from 20 to 29m

TJ Telescopic plus Jib
from 16 to 30m

Van Range
from 11 to 17m

Come & see us at
SED Stand 601

KING HIGHWAY PRODUCTS LTD. UNITED KINGDOM
 Riverside - Market Harborough Leicestershire LE16 7PX
 Ph. +44-1858-467361 Fax +44-1858-467161

the easy choice

www.gsrspa.it • info@gsrspa.it

GSR S.p.A. Italy - Tel. +39 0541 397811

HIRE SALES TRAINING

YOUR IRISH ACCESS PARTNERS

- IPAF Training
- 24 Hour Support
- Full Range of Electric & Diesel Scissor Lifts
- Electric & Diesel Articulating Booms
- Diesel Telescopic Booms
- Trailer Mounted Platforms
- Telescopic Forklifts
- Special Access Machines

CONTACT US ON:

DUBLIN	+353	01	459	46	46
CORK	+353	021	488	66	46
LIMERICK	+353	061	30	46	46
GALWAY	+353	091	50	46	46

E. sales@skylift.ie

www.skylift.ie

see us at the **SED** Avenue P Stand 559

UK Generators Limited

UKG Hydraulic Generator

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



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

Tel: 01536 747500
sales@ukgenerators.co.uk

UpRight AB46 is back

UpRight has started selling the AB46 range of articulated booms again. The first unit was shown at the recent Bauma show in Munich and the company has already booked a substantial number of orders for the machine which has not been produced in any significant volume for more than three years.

UpRight has also said that its plans to build a new Greenfield production facility in Madera, California are taking longer than anticipated. The company would not be drawn on why, but it might well be related to alternative options for North American production.



Euroloc snaps up Nacanco...

Euroloc, the Spanish-based general rental company has agreed to acquire Nacanco Spain in a deal that will also see it gain a 30 percent shareholding in Nacanco's Italian business. Euroloc has revenues in the region of €75 million and owns a fleet around 500 aerial lifts and a good number of telehandlers operating from 34 locations in Spain and Morocco. Nacanco Spain has revenues of around €28 million and runs over 2,200 aerial lifts in Spain, from 10 locations.

...And GAM to take Vilatel

GAM the publicly quoted Spanish rental company has made a formal offer to acquire Vilatel, Spain's leading access rental specialist with more than 4,100 platforms.

The offer includes an undisclosed amount of cash and the issue of 2,264,121 shares in GAM, giving the owners of Vilatel a 7.4 percent holding, making them the third largest shareholding behind two financial institutions. GAM shares are currently trading near an all time high of €23.50 valuing Vilatel at over €53 million plus the cash settlement. The offer remains open for 10 weeks.

AFI moves into Scotland

AFI-Uplift has opened a new depot in Bellshill near Glasgow, its first in Scotland, with an initial fleet of 100 boom and scissor lifts. The aim is to double this within the first 12 months. Tom Bruce, has been appointed general manager for Scotland and will oversee the new depot. Bruce has spent 31 years in the powered access industry, mainly working north of the border.

AFI has opened its first depot in Scotland at Bellshill, Glasgow.



PLUS SERIES

The Best Just Got Better!



Convenient SureVent™ flip-top caps



Precise maximum water level indicator

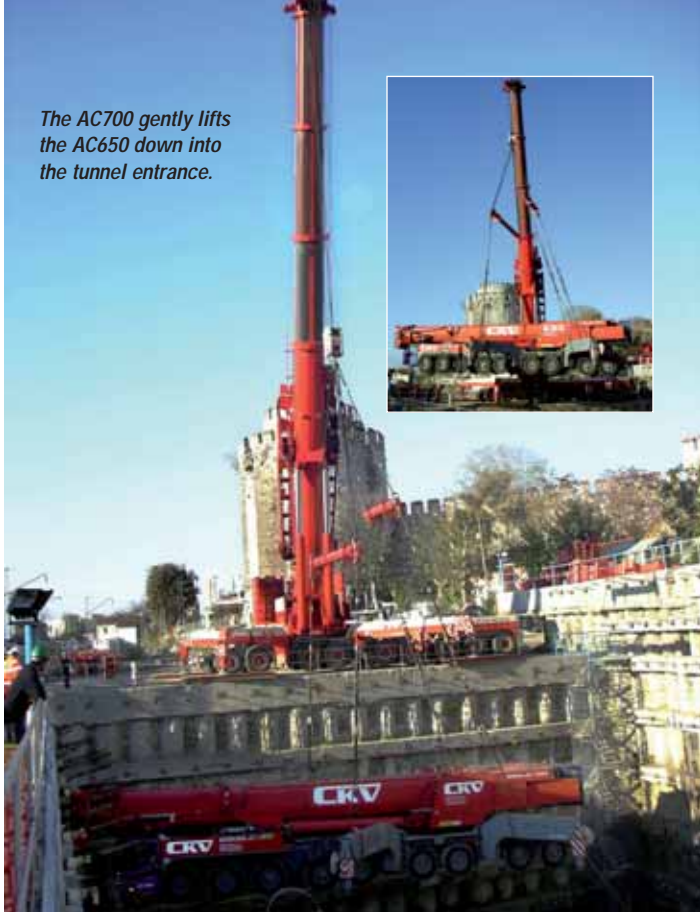


Durable embedded terminals



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

The AC700 gently lifts the AC650 down into the tunnel entrance.



Three cranes help under the Bosphorus

A massive tunnel is currently being construction under the Bosphorus in Istanbul, connecting the Asian and European continents. The total project includes a double-tube train tunnel with a length of 13.6 km, the modernisation of 63 km of existing railway tracks and a 1.4 km long, earthquake-proof tunnel that passes under the Bosphorus, 56 metres below sea level.

CKV Heavy Lifting of Ankara provided a 700 tonne Terex-Demag AC 700, a 650 tonne AC 650 and a 350 tonne AC 350 to assemble a 1,000 tonne, 100 metres long tunnel-boring machine used in one of the tunnels. In order to carry out the work the AC 350 and AC 650 had to be lowered into a 15 metre deep construction pit to carry out the installation work. The AC 650 lowered the AC 350 into the pit for the pre-assembly

of the smaller components. The AC 700 then lowered the AC 650 into the hole to carry out the final assembly at the tunnel entry point. Lifting the AC 650, which weighs 120 tonnes, was no easy task. The AC 700 was set up parallel to the excavation trench and the AC 650 reversed up behind it. The 650's cruciform outriggers were then opened, and fixed in their retracted working position to be used as lifting points. The AC 700 then lifted the AC650, slewed it out over the trench wall and, with a radius of 14 metres, lowered it gently to the bottom of the trench.

The AC650's centre of gravity is located towards the front of the crane with 45 tonnes on each of the front outriggers and just 15 tonnes on each of the rear outriggers, so slinging was critical.

Hewden - Wolffkran case to be heard in the UK

Hewden Tower Cranes has won the right for its claim against Wolffkran, over the Canary Wharf tower crane accident in May 2000 to be heard in a British court. Hewden retained liability for the accident when it sold its tower crane business to Harringtons and claims that negligence on the part of Wolffkran resulted in the failure of the climbing frame which caused the accident. An HSE investigation highlighted numerous problems with the erection team but failed to identify a definitive cause for the cranes collapse. Hewden paid out around £5 million to its client Yarm Road and contractor Cleveland Bridge in 2004. Wolffkran had tried to enforce its contractual terms which stipulates that any legal claims be heard by a German court.

WHEN POWER AND PRECISION ARE NECESSARY



Conditioned to maximum performance

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

COME AND SEE US AT SED - Corby, Northans, UK
22-24 May - Avenue Q, Stand 741



EFFER
THE POWER OF PERFORMANCE

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

UK CONTACT:
Jeremy Newman
Tel. +44 (0)845 86 93 031
Mobile +44 (0)7801 92 42 25
Fax +44 (0)845 86 93 037
jeremy@effercranes.co.uk

www.effer.it - info@effer.it

BIG BLUE IS BACK!



Back and better than ever:
the **UpRight AB46** self-propelled boom.

UpRight Powered Access is proud to
announce the return of the much-loved
AB46 boom lift:

- Superb "up and over" ability
- Same legendary boom lift speed
- Same zero tail swing

New features:

- Simple to maintain, hard-wired control system
- More spacious basket
- Low profile, high grip tyres
- Quieter tier 3 diesel engine

Available in 2WD electric and
4WD rough terrain configurations.

2007 is the year of UpRight:
Big Blue is Back!

UpRight Powered Access Sales U.K.
Unit A, Hortonwood 2, Telford, Shropshire, TF1 7GW.
Tel: 0845 900 0202 Fax: 01952 671 471

www.upright.com

UpRight
POWERED ACCESS

- **Braviisol**, the producer of the Bravi range of self propelled mast lifts is adding an additional production facility for the Leonardo range to meet rapidly growing sales.
- **Svelt**, Italy's leading producer of ladders, podium steps and scaffold towers has appointed Indfast to stock, sell and market its products in the UK.
- **Genie** has confirmed that if it goes ahead with plans to build electric scissors in Europe, the location will be the Terex plant in Coventry, UK.
- **IPS** the Telford-based supplier of parts and services to the powered access industry has established a new operation in Finland.
- **JLG** has appointed Andrew Satterley as its new general manager for Australia and New Zealand.
- Dutch rental company **HWS Verhuur** has purchased 10 UpRight SL26 Speed Levels from Dutch dealer, Platform Sales Europe.
- Guy Willet, currently PR and marketing services manager at **Nationwide** is to join **Smart Rent** the truck mounted rental company.
- Bauma yielded 39 orders for **Unic** cranes Europe, many of them from leads originating at the show.
- Jayne Newton has been appointed communications specialist at **Genie** Europe.
- New Zealand's **Hirepool** has acquired Gisborne Hire Centre and Barricading solutions.
- **Coates Hire** - one of Australia's largest rental companies - has announced a strategic review to consider its options after a number of takeover approaches.
- **Boom Logistics**, the fast growing Australian crane rental business, has announced that it has reached agreement to acquire Moorland Hire, a regional access rental business.
- Turkish crane rental company **Sarilar** placed an order for a 1,350 tonne Liebherr LR 11350 and 750 tonne LR1750 crawler crane at Bauma.
- An aerial lift accident that killed two ladies sparked further anger at May Day rallies across Italy protesting the high level of work-place fatalities in the country.
- **Loxam** has made further purchases in Spain acquiring Airent, a Madrid based general rental operation.
- **Power Climber**, the suspended platform producer, has appointed Phil Hermes as east regional sales manager in North America.
- **Riwal** Denmark has opened Riwal Norge in Oslo to re-rent aerial lifts and telehandlers to its rental company customers in the area. Kristian Langseth, previously with Stavdall Utlei, will manage the operation.



Jayne Newton



(L-R) Kristian Langseth and Søren Rosenkrands of Riwal

- **Oshkosh** has announced strong second quarter results with revenues doubling compared to last year. JLG revenues rose by 19.6%.
- The 10,000th **Ruthmann** platform has been sold on ebay for a winning bid of €92478.99
- **Bil-Jax** has appointed Lift Profi Kruger as its trailer lift distributor for Germany, Switzerland and Austria.
- Tony Stokes, previously with **UK Platforms**, has joined **Clements Plant & Tool** in Coventry.
- **Manitowoc** crane has reported its first quarter results for 2007, they show a 43 percent increase in revenues to, \$683 million.
- **Genie**, the Aerial work platform division of **Terex**, increased sales by over 19% in the first quarter of 2007.
- Revenues at **Terex** cranes rose by over 35% to over \$500 million for the first quarter 2007 with a rapidly rising order book.
- **Hybrid** has completed the CE approval process for its 1030E lightweight self propelled scissor lift.
- **Ainscough** took the **ESTA** crane job of the year award for crane jobs up to 100 tonnes for a job on the Millennium Stadium.
- **JLG** says that a president would be appointed in May from the ranks of JLG management.
- First quarter revenues at **Lavendon** increased by 52 percent with increases in all markets except France. Germany rose by 150% thanks to the Gardemann acquisition.
- Isabelle LaPlume is leaving **Haulotte** at the end of May and moving to Paris.
- Chuck Martz has been confirmed as CEO of **Link Belt Cranes**
- New Italian manufacturer **Techoil** has launched a new mini scissor platform with a 2m platform height.
- **Genie** has extended its CTE's distribution agreement for Italy to include telehandlers.
- The first 'new cab' **Manitou** 30 metre 360 degree MRT3050 telehandler in Holland has been delivered to Gortemmulder Telehandler Rental in Mijdrecht.
- **Haulotte** has announced first quarter revenues up by 37% on the same period in 2006.
- **Skyjack's** owner, Linamar has announced a new corporate identity and branding.
- **Vp**, owner of **UK Forks** one of the leading UK's telehandler rental companies has acquired Cool Customers Ltd.
- **Mark Evans** regional sales manager for Terex cranes in the UK has joined Wolffkran Arabia as MD.



Jim Longstaff and Tony Stokes

- **Oshkosh** Truck has appointed Audie Zimmerman as director of business development for the Middle East.
- **NES**, the seventh largest rental company in North America, has sold its tank business to Odyssey partners as part of its move to focus on Aerial lifts.
- Denmark's **DNE Materieludlejning** and **JJ Maskinudlejning** have announced that they will merge, creating one of the countries largest rental businesses.
- Australian alloy and fiberglass mobile scaffold tower manufacturer **Advance** has been sold to Oldfields, Australia's largest facade scaffold company.
- Belgian access rental company, **Padix**, has taken delivery of its 60th new Genie, a Z135/70
- **London's City Lifting** confirmed the purchase of the first Unic 706, to be delivered worldwide and ordered a 220 tonne Tadano-Faun ATF220G-5.
- **UpRight** International the Dublin based producer of Alloy Scaffold towers has appointed Pat Kennelly as head of engineering and manufacturing.
- Australian crane rental company **Boom Logistics** has acquired Wollongong based D&D Crane Hire.
- Traffic was brought to a standstill in Croydon, London in April after a sling on a tower crane broke leaving its load dangling precipitously over the road.
- **Lavendon** has ordered 29 of the smaller 13 metre CTE Traccess machines - the first units in the UK - and may order more after a trial period.
- One of **Harland and Wolfs** massive gantry cranes - Samson knocked over a 95 tonne Henson crane in early April. The accident was caught on video.
- **United Rentals** has announced the retirement of CEO Wayland R. Hicks, 64 and a possible sale of the business. Michael J. Kneeland becomes interim CEO
- **Odyssey partners** has sold Miami based Neff corporation, the eighth largest rental company in North America to Lightyear capital.
- **Panther Platform Rentals** has moved its Kent branch into new larger premises.
- The ex directors of **Elevation Equipment** of Belfast and Dublin have been disqualified for periods of up to 10 years.



Trevor Jepson and Bob Jones with the world's first Unic 706

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

The best Bauma



ever?

With temperatures in Munich reaching 30 degrees, the record number of visitors to Bauma 2007 were basking not only in the unseasonably hot, sunny weather, but also in the spectacular array of equipment including many totally new products unveiled at the show.

This year's all-time record number of visitors - up about 20 percent to more than half a million - coupled with an increasing number of overseas visitors up 35 percent to 160,000, means that Bauma has consolidated its position as the world's top construction equipment show.

The crane, access and telehandler manufacturers were out in force with a few surprises that even caught us out. Over the next few pages we will try to bring you the main highlights as well as giving a flavour of the best Bauma ever.

Cranes

A mere glance at the Bauma skyline was enough to set the pulse of any crane buff racing. The number and physical size of the exhibits not only made little children stand and stare in awe, but also their parents.

Star of the show had to be the Grove GTK1100 for its sheer size and novelty value. However Liebherr also had an awesome crane stand as did Terex, Kobelco and Tadano.

The most eagerly-anticipated crane at Bauma was the Grove GTK 1100. Taking center stage on the Manitowoc Crane Group stand, the distinctive crane drew the crowds to watch its vertical telescopic mast and top-structure reach a

fully erected height of more than 140 metres. Figures alone do not do the GTK1100 justice. Its 76.5



Star of the show? - the GTK1100 certainly drew the crowds.

metre vertical tower is topped with a five-section 60 metre telescopic boom. But it is the machine's relatively small footprint that makes it suited to applications where set-up space is limited.

So far, 14 orders have been received including two units for German crane hirer Weisbauer which was heavily involved in the

design of the crane. According to brothers Thomas and Jochen Weisbauer, the main advantage of this €4.5 million crane is its reduced transportation costs, requiring only five trailers compared to the 25 needed for many lattice cranes.



Brothers Thomas and Jochen Weisbauer, obviously pleased with being heavily involved in the design of the GTK1100, have ordered two units.

Two new Grove all-terrains were also unveiled. The GMK5130-2 with the new Grove carrier cab and improved load charts and the GMK5110-1, a five axle 110 tonner slotting between the GMK5095 and the GMK5130-2. It is equipped with a five-section 51 metre boom and an 11 to 18 metre swingaway extension.

New cab and improved load charts - the Grove GMK5130-2.



On the same stand the Manitowoc Model 14000 attracted a number of buyers while the new Potain self erectors would have 'stolen the show' at a smaller exhibition.

Liebherr's new 1,200 tonne, nine axle LTM1200-9.1 drew the crowds. Claiming to be the world's most powerful telescopic crane, its 100 metre main boom is certainly the longest telescopic boom to date.



The LTM1200-9.1 claims to be the world's most powerful telescopic crane.

For many visitors this was also the first opportunity to see the massive 1,350 tonne LR11350 crawler crane which dwarfed everything in the vicinity.

The enormous tracks of the LR11350 made a great slide.



Like Grove, Liebherr also launched a five axle 130 tonner, the LTM 1130-5.1 with a 60 metre main boom and 10.8 to 19.0 metre swing-away with two seven metre lattice inserts. Its compact dimensions - 12.26 metre long and 2.75 metres wide - will be popular on confined city sites. Two new truck mounts designed for commercial truck chassis - the 45 tonne LTF 1045-4.1 and the 35 tonne LTF 1035.3.1 - offer lower axle weights, better fuel efficiency and standard tyres and components.

Terex's stand was dominated by its mine and quarrying products, however its crane display included the first showing for the four axle AC100/4, the 40 tonne TC40L PPM truck crane and the Changjiang, TC60L built in China.



First showing of the 100 tonne, four axle AC100/4.

No surprises from Terex but the company said that it is working on an easy to rig, quick assembly, 300 tonne, 6 axle AC300/6 which may make an appearance in June with delivery in 2008. It also gave a few details about its new nine axle, 1,000 tonne mobile - the AC1000/9.

Tadano Faun had a fantastic show, with six new models topped out by the ATF360G-6. Its new flagship will be built in Japan with a Faun carrier with the first unit already sold to Mammoet of Holland. On its own the ATF360 is a very accomplished crane with a 60 metre main boom, however it features a radically new telescopic extension, new at least to mobile cranes of this size. The second telescopic boom mounts to the boom nose to provide 120 metres of telescopic boom and jib. Other new products at the show were the 90 tonne ATF90G-4, the 50 tonne ATF50G-3, the ATF 40G-2, the GR550EX 55 tonne rough terrain and the HK40 commercially mounted truck crane.

Part of Tadano's impressive stand - the new GR550EX rough terrain with the ATF90G-4 in the background.



A lot of interest was shown in the uncomplicated Link-Belt HTT8690 - here surrounded by lattice cranes.

Link-Belt, exhibiting at Bauma for the first time since 1986, received a lot of interest in its uncomplicated 80 tonne HTT8690 truck crane, particularly from non-German visitors at the show. Highly successful in North America, Link-Belt wants to evaluate Bauma and SED feedback before making a decision to enter the European and world markets. Sharing the same stand was sister company, **Hitachi-Sumitomo** with the 120 tonne SCX1200-2 lattice boom crawler, sold to BPH in the UK for sheet piling work.

Italian manufacturer **Locatelli** - recently purchased by Italy's biggest rental company Venpa 3 - was showing its new 40 tonne ATC40 city crane and delighted to be situated opposite Grove's GTK1100 (and gaining interested customers because of it). The new crane was, of course, well underway before the purchase, however Venpa pushed hard for the machine to be at the show. It is also planning to ramp up production from the current 170 machines per year.



New owners Venpa 3 is pushing ahead to increase Locatelli production.

Fellow Italian crane maker **Marchetti**, launched two completely different models - the MTK1006 which is mounted on a four axle commercial truck chassis and the crawler mounted Sherpa Logiccrane



The Sherpa Logiccrane from Marchetti has outriggers to level itself on slopes.

CW65.42L. The 80 tonne MTK 1006 has a seven section 40 metre boom that stows over the rear, a 60 tonne version is available, the MTK60, with a five section boom that stows over the cab. Marchetti intends to



Dogie McGilvray (centre with shades) added a further two 600 tonne, SL6000 from Kobelco - making four in total.

remain a niche player, producing only 30-35 cranes a year. The Sherpa, which was developed with Crane Business of Holland, features outriggers allowing it to level itself on slopes while keeping its transport weight down.

The **Kobelco** stand had a very British look with every crane on the stand sold to a UK company. Largest was the new 600 tonne, SL6000 in Weldex colours. In a handover ceremony on the stand, Weldex managing director Dougie McGilvray promptly ordered two additional units making a total of four. Stent also had two cranes on the stand a 60 and 80 tonner.

The joint venture between **Kato** and **Rigo - Euro Rigo** - is currently in the transition between old and new. The company will continue to sell three existing models - the 50 tonne Rough Terrain along with the 90 and 130 tonne All-Terrain cranes - but is working on a range of new products for launch in 2008/2009. Kato also confirmed that it is seriously considering the re-introduction of its city cranes to Europe in the not too distant future.



These articulated pick and carry cranes from Indian manufacturer ACE will soon be made in Romania.

Indian manufacturer **ACE** displayed two articulated, pick and carry tractor cranes which it will be making in Romania following its acquisition of Forma. The 12 tonne 12XW and 15 tonne 15 XW-F are two of its best selling products in India and it is hoping that with a few changes they might become popular in Europe. CE certification is expected to take six months, in the meantime it is looking for dealers.

We expected to see **Spiering's** new seven axle SK2400-AT7 folding

mobile tower crane at Bauma but not the new four axle machine - the SK498-AT4. A 103 tonne metre lifting capacity crane it has 44 metres of outreach and 46.5 metre lift height. MD Leo Spierings said that the company is working on a single order for eight SK2400 cranes mounted on a crawler chassis to be delivered to a customer in Holland. To cope with increasing sales, the company has been expanding its manufacturing facility which should be completed later this year.



Spierings unexpectedly displayed this four axle SK498-AT4 folding mobile tower crane.

Italian manufacturer **Kegiom Lifting** made its debut at Bauma with a new mini crawler crane the 350 E4 Plus. With an outrigger base of 1.7 metres it can lift more than two tonnes, the best in its class, according to Kegiom. The crane can also pick&carry up to 1,250kg. The company which uses Hinowa crawlers and either Cormach or Maxilift cranes, is currently producing about 20 machines per month and looking for dealers.

Another new compact crane was the C3405 from Dutch company **Reedyk**. Using a lightweight Amco Veba crane, the unit has a maximum lift capacity of 1,750 kg and offers 290kg at 10.9 metres. Standard equipment includes a built-in generator, wireless remote control and GPS/GSM for remote trouble shooting and information access.

Dirk Reedyk with his compact crane which has a maximum lift of 1750kg.





City Lifting's new Unic 706.

Staying with compact cranes one of the most successful stands at the show was that of Unic crane - the company sold at least 10 cranes that were completely unexpected. Star of its stand was the 706, the world's largest spider crane. On show was the first production unit, destined for City Lifting's fleet in London.

Fellow Japanese producer **Maeda** was close by on the Kranlyft stand. The company also had an excellent show which suggests the spider crane has come of age in Europe. In addition to its spider cranes, Maeda had the 4.9 tonne LC785 compact crawler, possibly the prettiest crane you can buy. The company revealed that it will shortly be launching two new compact cranes with superstructure cabs. The LC1385M-2, while rated at 4.9 tonnes at 3 metres, could easily justify a seven tonne rating with its 18 metre tip height and strong load chart. At the smaller end it will also launch a smaller model the LC383M-3 2.7 tonner.

Dutch company **Monta-Rent** was showing its unusual 4x4x4 chassis under a Benazzato self erector crane which attracted a lot of interest including from the UK rental companies. Offering a 35 metre jib, 23 metres under the hook and 360 degree rotation, there is very little to compare it with.

Arcomet saw a great deal of interest in its **MTC** compact mobile tower crane. The new truck mounted



Monta-Rent put its 4x4x4 chassis to the test at the show.

AF30 and AF45 use a Faun carrier. Orders for eight units were received at the show mainly for the current model the AF38.

The MTC truck mounted tower crane was proving very popular. Arcomet will also be bringing its amazing stand to SED - go and check it out.



Italian crawler and foundation crane manufacturer **Enteco** has added a smaller model to its range of crawler cranes - the 18 tonne capacity E8018 - extending the range from 18 to 180 tonnes. Tracks extend from 2.5 metres to 3.6 metres for easier travel. The company says it has appointed a new UK dealer.



New UK dealer will be hoping for interest in Enteco's new 18 tonne capacity E8018 crawler.



XCMG had an impressive internal stand.

Tower cranes

Flat tops, luffing jibs, saddles, city and self erectors. They were all on display with more producers than ever before.



More than 40 years as a tower crane rental company is the basis for the no-nonsense designs behind **Wilbert** tower cranes. Comments from experienced tower crane buyers suggests that these cranes are exceptional in terms of ease of use features. From a standing start in 2003, more than 75 cranes are now in use. Two new cranes on the stand included the WT205L e.tronic luffing jib with jib lengths to 60 metres and a maximum lift capacity of 12.0 tonnes and the WT150 e.tronic flat top crane with a similar jib length but half the

maximum capacity. Features include reduced transportation and handling costs and a flexible jib system.

Saez had nothing new on its stand, but watch out for the TLS 75 and TLS 80 at the end of the year. The company says that it is currently working on a luffing jib crane but that it will not be appearing for quite a while.

Jost tower cranes had an interesting exhibit - a single tower with its new JT132.8 topless saddle jib crane and a JTL68.4 topless luffing jib mounted on top. An unusual combination just for the show to save space but it attracted a lot of interest including a few looking for such a combination.



Amazingly, there were serious enquiries for exactly this set up!

According to Jost, with a suitable anti-collision system in place, it would work!

Rapidly developing **Wolffkran** launched its completely new large luffing jib crane - the Wolff 355B. According to Wolffkran's managing partner Peter Schiefer, this 355 tonne metre crane is its best yet and confirms its leading position in the sector.



Wolffkran had plenty to talk about including the new top slewing luffing jib Wolff 355B.

Work Platforms

From the one man push around to a 100 metre truck mount, Bauma had it all. Here is a roundup of the more interesting and new equipment.

Merlo produced the most unexpected platform of the show - the MPR series.

Compact Cranes for Alternative Lifting

Valla 90E



Max
Capacity
9t



Weight
9000kg



Power
Source
Electric

Lifting Capacities
from 2 to 90
tonnes, available
in DC powered,
LPG & Diesel.



Valla Cranes Supply Worldwide
call +44 (0) 1482 351 546

sales@valla-cranes.co.uk

www.valla.com

Valla

InnoVation in access

Vital
Vibrant
Valuable
Versatile

VERSALIFT

- Walk in bucket
- Jackless models
- Jacks from bucket
- Extended outreach
- Lightweight booms
- 265kg SWL options
- IPAF training centre
- 420° rotation option
- Proportional controls
- Low voltage insulation
- Telescopic main boom
- High voltage insulation

Versalift Distributors (UK) Ltd.

1 Altendiez Way, Latimer Park,
Burton Latimer, Northants, NN15 5YT.
Tel: 01536 721 010 Fax: 01536 721 111
Email: sales@versalift.co.uk



www.versalift.co.uk



The most unexpected platform at the show - Merlo's MPR series combines a modified Roto telehandler chassis with an articulated telescopic boom.

The concept combines a modified Roto 360 degree telehandler chassis with an articulated telescopic boom lift mechanism. Available in three sizes with 20, 25 and 30 metre working heights the telehandler base gives fantastic rough terrain capability with four wheel drive and steer and a 40kph road speed.

Self propelled at full height, all models offer 16 metres of outreach, an overall width of between 2.25 and 2.5 metres, a short chassis length and balanced axle weights thanks to the riser that stows the boom centrally on the chassis and a mechanically rotating counterweight. Add 180 degrees of jib articulation, with optional rotation, an overall stowed length of about eight metres and 16 tonne GVW and the MPR series could have a wide appeal.

After all the hype, **Palfinger** launched its TA25, a new 3.5 tonne chassis, 25 metre platform. Available in two versions, Business mounted on a Mercedes Sprinter and Economy mounted on a Nissan Cabstar - the cheaper will probably be the more popular in the UK. The lift uses aluminium profiles to reduce weight while giving 14 metres outreach to the rear and 12.5 metres to the side. Production at Bison has increased four fold since Palfinger took over. A total of 233 units were produced last year with more to come.

Finnish manufacturer **Leguan** showed off its 4x4, 80SX skid



Aluminium and glass fibre keep the weight down on Palfinger's new TA25.

steer scissor lift which has already attracted the attention of rental company Ramirent. Claimed to be the first machine of its type, the machine has outriggers that can level on slopes of up to 25 degrees, a 20ft platform height, 1.2 metre platform extension and IC or electric power to work inside or out. Leguan is looking to add an extra scissor stack to create a 26ft machine.

Palazzani showed its new XTJ 42 which replaces its 38 metre model *Leguan 80SX* has already attracted the attention of Ramirent which has bought three for evaluation.





The new XTJ42 has a working height of 42 metres.

giving an additional four metres height with a similar weight and dimensions to the smaller machine. A new, 19 metre straight boomed machine - the TSJ 19 - was also on display.

With an all black stand Haulotte had only five machines on display, its two big booms, the 43 metre H43 TPX telescopic and 41 metre articulated HA41PX, two new telehandlers and its new Multijob MJX.

Alexander Saubot, Haulotte chief operating officer tries out one of the new platforms.



Niftylift with its biggest Bauma stand ever showed how wide its range is these days. The 17 metre narrow aisle HR17N, offers 9.6 metres of outreach from a 1.5 metre wide base, while the new HR18 is a heavy duty 18 metre machine with 300kg platform capacity. The HR12 4x4 bi-energy was also new to Germany. The company's new plant in Barnsley is now open helping add production capacity.

Bil-Jax from Archibold Ohio, has been in the access business a long



Bil-Jax is expecting good sales with its first CE rated model - the T134/98.

time but managed to squeak into Bauma with its first CE marked trailer lift - the T134/98. The 13.4 working height platform is typically American with a substantial structure that provides 9.8 metres of outreach with 225kg capacity.

A nicely finished machine its features include: forklift slots for lifting; a folding and removable basket allowing conversion into a lightweight crane and basket mounted outrigger and drive assist controls. Bil-Jax hopes to gain a 10 percent share of the UK/European market in the short term.

We spotted a small self propelled lift on the Copma stand - the creation of Walter Aldini of San Vittore-based **Techoil**. It weighs less than 300kg, the unit has a maximum platform height just over two metres. List price is €8,000.

TCM is adding 17 and 21 metre truck mounts

The man behind the machine - Walter Aldini - shows off the Steward.



to its range which now extends to 60 metres. Its first 50 metre lift has been sold to the Yemen fire brigade for delivery in June. Look out for a possible acquisition later in the year.

Socage showed a new 17 metre spider lift, with 7.5 metres of outreach and 200kg capacity which can also be used as a crane. The company says it has had some success with sales of larger truck mounts in Ireland. Allan Access is the distributor in the UK.

One of the few van mounted manufacturers at the show, Time Versalift showed two new models - the VT 51NF with a two stage extendible boom and the TEL 30/34 NE.

Hinowa's new 18.8 metre working height crawler spider lift - the Lightlift 19.65 - has a minimum width of just 786mm, six metres of outreach, 120kg capacity and a new 15hp Honda EG440 engine.

The new 18.8 metre working height spider Lightlift 19.65 has a minimum width of 786mm.



Now Genie® is within your reach

When you need to go up in the world, Genie has the machine for you.

Genie machines are built to provide a superb level of reliability and safety when you're working at height. And their exceptional performance means that they're strong enough to manage even the toughest jobs.

Come and see our latest products at SED 2007, Genie stand: Avenue D stand 620

With a range that includes the highly manoeuvrable personnel and material lifts to the rugged telehandlers and articulating and telescoping booms with lifting heights of up to 43 metres there's sure to be one that suits you.

To find out more, contact our local team.



Tel: 01476 584333



Copyright © 2007 Genie Industries, Inc. All Rights Reserved.

Genie
A TEREX COMPANY



www.genieindustries.com
Email: infoeurope@genieind.com



Producing a low cost rental machine may make Kreitzler more popular in the UK.

German-based **Kreitzler** was showing a low cost version of its small scissor the KIB 12/107 aimed at the rental market. The company produces about 300 units a year and is looking for a UK/Irish dealer.

Iteco launched two new scissor machines, a 15ft IT 4680 M with a 360mm side extension to offer a wide deck, and the 4x4, 40ft IT 12180 with diesel or electric power.



A 360mm side extension is available on Iteco's new 15ft IT4680 M.

UpRight has a good show in terms of orders and used Bauma to relaunch its larger boom lift range beginning with the AB46. More than 100 orders have been taken so far.

Holland-Lift had a host of recently launched big scissors, star of the show was its latest Rough Terrain T-210DL25 MonoStar with a platform height of 70ft, a 7.3 metre extended platform length, 1000kg capacity and can drive at full height.

Holland-Lift was thinking in the box for this model of its new T-210DL25 MonoStar.



The 10,000th **Ruthmann** truck mounted lift, a 22 metre H220, was sold on ebay for €92,478.99. €18,500 of the proceeds was donated to a children's charity.



I got it on ebay for €92,478.99 and a children's charity benefited by €18,500.

Italian-built **Platform Basket** is testing the market with its new lightweight, 15 metre high extendible track spider lift the 15.75. If the response is good, look out for more in the range and also updated self-propelled booms.

Dinolift unveiled its all new 12 metre telescopic trailer lift with round cage and simple easy to use controls. So far only available with AC power. (See Dinilift profile on P29)

Teupen's assault on the UK market through dealer Ranger Equipment will be helped with two new machines the Leo 18GT - a 17.9 metre crawler platform - and the diminutive Euro B12T mounted on a Toyota Dyna 100LY chassis.

Tecchio showed three new machines - two with 22 metre working heights, one crawler mounted and one on a 3.5 tonne chassis - and a 16 metre working height machine which can be mounted on a 4x4 vehicle such as a Unimog.



Mounted on a Unimog chassis, the Tecchio 16 metre platform has a 'go anywhere' capability.

The **PM Group** had several new machines including the 200kg capacity, 21 metre Octopussy spider, a 21 metre truck mounted platform, an addition to the Eagle S



The new Octopussy 21 metre spider platform has a 200kg capacity at a 9 metre outreach.

truck mounted range - the 62 metre high, 32 metre outreach 6232 - and the 35.5SP lorry loader.

CTE was showing its new Z21E truck mounted articulated platform. Installed on a 3.5 tonne chassis the has two articulated sections, a telescopic main boom and jib. A good sized basket can carry 200kg to an outreach of about 9.5 metres and 21 metres working height.

And last but not least **JLG** with the first glimpse of the European-built mast type 1230ES.



Korean manufacturer Soosan was showing one of its SCS range of lorry loaders from 4.2 to 36 tonne metres.



Bronto, one of the few companies religiously insisting on the wearing of harnesses had the tallest platform at the show, with its 101 metre truck mount.



This sand sculpture was a work of art



Sunward showed its SWTH3514



The compact MZ Imer has a 6m, 2.7 tonne lift.

Telehandlers

The telehandler market is one of the fastest growing and most competitive of all equipment sectors. New entrants to the market included the much publicised **Haulotte** and the **Liebherr** machines, but there were also a few new surprises including Spanish manufacturer **MZ Imer** with its six metre, 2.7 tonne MZ-2706-Lift, Portugese-built **Galmex** with its compact 6516 Giraffe and inevitably, a Chinese offering from **Sunward**, the SWTH3514. A quick chat with American manufacturer **Pettibone** established that it will not attempt to bring its range of 'American' telehandlers to Europe, but will concentrate on its loader machines. One less to worry about then!

The on-going discussion as to which manufacturer is worldwide market leader continued as **JCB**



JCB launched two new HiViz telehandlers with improved rear view.

launched two new, low boom 535 HiViz telehandlers and continued to claim market leadership with a 22 percent share. Its new machines feature improved rear view with the boom pin pivot point lowered by 235 mm. Innovative use of materials and components also reduces overall boom dimensions by 13 percent.

Experience the Progress.

Experience the Progress with Liebherr: Liebherr top-slewing cranes are designed according to a modular principle. The cranes of the EC-H and EC-HM series offer now different load curves. Configure the optimum tip load capacity for each operating task. Advanced Technologies are our Business.



Liebherr-Great Britain Ltd.
Normandy Lane, Stratton Business Park,
Biggleswade, SG18 8QB
Phone: (01767) 60 21 67
Fax: (01767) 60 21 61
www.liebherr.com

LIEBHERR

The Group

niftylift gives you more

more
features

more
reliability

more
performance

Niftylift's range of Rough Terrain (RT) booms offer class leading performance and a host of useful features as standard. They are easy to use, maintain and transport and with working heights ranging from 12m to more than 21m coupled with some of the most low weight and compact chassis available today, you'll be amazed at how much **more** they have to offer.

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

niftylift.com



See us at
Access Days
22nd - 24th May



Your partner
on the
road and rails



Rail-Rent B.V. is a company specialised in the development, production and rental of road-rail vehicles.

By means of years of experience and many successfully closed projects, Rail-Rent continues to develop and expand their rental fleet.

Please don't hesitate to call us if you are in need of information or our specialised road-rail vehicles.



Rail-rent

Maxwellstraat 50 - 3316 GP Dordrecht - The Netherlands
Tel. +31 786 543 790 - Fax. +31 786 543 795
info@rail-rent.net - www.rail-rent.net

Reduced rear overhang and a 300mm tighter turning radius improves manoeuvrability. A side mounted JCB Dieselmix engine, new dash and instrumentation complete the package. A Tier III engine is available later in the year. In typical JCB fashion, the company claims to have risen to third in the league of world construction manufacturers based on numbers of machines manufactured (55,741). However by more usual measures of 'size' such as revenue, the company does not fair as well.

Manitou, which claims leadership of the rough terrain lift truck market showed the MRT 18 to 25 metre Privilege 360 degree models with Euro III Mercedes engines, providing an additional 13 percent power. Its latest cab design includes more space, electric windows and better visibility of attachments through the curved windscreen.

The MRT 3050 is now in production offering a lift height of 30 metres and maximum capacity of five tonnes. Variations include a jib and integrated platform with heights of up to 40 metres. Its MT 1030 ST also gets improvements including a turbocharged engine and standard LPS (Load Place System).



An impressive Merlo stand included the new Panoramic P55.9 CS.

Caterpillar's telehandler alliance with **JLG** is developing well although no new machines were at Bauma. An exclusive interview revealed that the 'new generation' of Cat European machines will be available next year. JLG's new owner Oshkosh is pleased with the alliance and is already close to Caterpillar using its engines in other products.



Mike Rafi JLG's general manager and Klaus Ukens Caterpillar's global manager - the guys that make the JLG/Cat telehandler alliance work.

JLG introduced a new and improved 'PS' series of machines with full powershift transmissions as standard, giving better tractive effort. Also on the stand was a machine in the green livery of Same-Deutz-Fahr, marking the three-year anniversary of the supply agreement that it launched at Bauma 2004.

As predicted **Faresin** - now separate from Haulotte - is expanding its range with three new models, the compact 1.9 metre high x 1.8 metre wide, six metre 2.5 tonne capacity 6.25, and two 360 degree models, the 15.45 and the 18.45, offering lift heights of 15 and 18 metres respectively with 4.5 tonnes lift capacity. The 360 degree models are quite sophisticated using a Canbus system for controlling capacity and stability, EISAS - an Electronic Integrated Safety Active System for monitoring load positions and Tier III Iveco engine mounted in line with the chassis.

Haulotte chose a dramatic 'black' theme for all of its products on

Expanding its range, Faresin had three new models including this 18.45 roto.



its stand - including its two new telehandlers. Alexander Saubot, Haulotte chief operating officer said that interest for the show units was so great that they would probably auction the stand models.

Haulotte's first two Top Lift HTL 4014 and HTL 4017 telehandlers have four tonne lift capacities with 14.1 metre and 17.2 metre lift heights. One of the main features of the machines is their stability which Haulotte claims is a result of a rear deck blocking system that reinforces lateral stability. The interlocking of the two axles is said to more than double stability. Safety features are prominent with several visual and audible indicators.

According to Saubot, the 1,000 units it plans to build this year will be sold out by June. The company needs to produce around 3,000 telehandlers a year in order to gain efficiency. Haulotte has set its long term sights on a market share of 10 percent - probably between 5-6,000 units per year.



Considering **Liebherr** had targeted Bauma for the official launch of its telehandler range it was a very low key affair. Yes, there were machines on the stand, but very little else. The units looked interesting with the oval boom and appeared to have good visibility.

Bobcat showed the small T2250 which it says has the features and benefits of a skid-steer loader, articulated wheeled loader and telehandler in one machine. Like its skid-steer machines, the

Genie's new GTH6025 rotating telehandler was just part of an impressive display.



The first Haulotte telehandlers have 14.1 metres and 17.2 metre lift heights.



The Portuguese-built Galmax.

4.5 tonne telehandler can be fitted with a wide variety of attachments.

Dieci's new addition was the Pegasus 60.16. Like the larger 70.11 it unveiled last Autumn, the machine has the same features - Perkins engine and new cab. The company's new production facilities will be officially opened this month doubling its capacity.

Genie showed just one new rotating telehandler - the six tonne, 24.8 metre lift height GTH6025. The unit is operated via two electro-proportional four-in-one joysticks, with a button allowing the two speed transmission to 'shift on the fly'. The increasing use of electronics is seen in a maintenance service indicator and a black box that records 'functional parameters and anomalies'. An optional GPS module is available.

KramerAllrad had three telehandlers on its stand including the latest addition the nine metre 4009. Kramer will move to a new €30 million plant at Pfullendorf next spring, 20 km away from its current facility Uberlingen, with production doubling by 2010.



The MRT 3050 has a lift height of 30 metres and maximum capacity of five tonnes.

Merlo, had a typically impressive stand with several new products. Its new Panoramic P 55.9 CS uses a new frame design with reduced rear pivot point for increased rearward visibility. The all-new hydro-pneumatic cabin suspension improves comfort and is one of many new features including, a quieter Tier III engine and lower center of gravity for better stability. Five new compact Roto machines upgrade the previous K and KS models to a maximum load of five tonnes and lift heights to almost 16 metres. Slew has been increased to 415 degrees while the width has been reduced by 50mm and the length by 130mm. A larger outrigger base increases lift capacity while the cab includes single joystick, electro-proportional controls.



SKYJACK



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

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

For information call us toll free at 1 800 265 2738
or visit us online at www.skyjack.com

ANSI models shown.



Which way with 12m?

The market for trailer lifts in the UK and Ireland has traditionally revolved around simple, low cost 12 and 17 metre working height models with the 12 metre representing the vast majority of trailer lift units shipped. For many end-users this size of articulated trailer lift is their first taste of powered access. Most tool hire shops keep a couple of units in stock and are happy to see them go out on one day hires to all manner of users from house painters to DIYers working on the guttering or chimney.

Until relatively recently these smaller trailer lifts were largely fixed boom articulated models with manual fold down or pull out outriggers. In fact in terms of working population this type of lift is still the most prevalent in the UK and Ireland although this is now changing.

Regular users soon discovered that while these fixed boom machines are great at working at heights of over five metres or so, they are not as handy when it comes to working at lower heights where outreach is minimal, barely reaching beyond the outrigger footprint.

In Scandinavia - which has typically been an even larger trailer lift market than the UK - users discovered this a long time ago, with manufacturers introducing straight telescopic machines. These lifts were initially very long and very expensive and not at all suited to British and Irish tastes. One solution to the low level outreach, devised by companies such as Aerial and UpRight was the addition of an articulated jib or 'flick boom'. Not only did this add to the machine's outreach but it also turned the 12 metre into a 13.5 metre lift giving some useful extra height. In the UK Niftylift was one of the first companies

The Genie TZ34/20 has 12.36 metres working height and 5.59 metres horizontal reach.



to introduce a third way, with the launch of its 120T which uses a shorter riser or lower boom plus a telescopic top boom. At the same time the company - reacting to specific input from some of its regular buyers - included hydraulic outriggers in the package as standard.



UpRight currently has two 13.5m models, the ex Aerial TL37 is proving to be the more popular.

The resulting product not only offered a good deal more outreach and less tailswing at the lowest heights, but the new 120T was also a good deal shorter, excellent news for congested hire shop locations. A typical 12 metre articulated boom is close to six metres long whereas the Nifty 120T is only 4.5 metres long. More recently Spanish trailer lift producer Matilsa introduced a similar model, the Parma 120T and then Genie dropped its fixed boom 34ft trailer lift in favour of an articulated telescopic model, the TZ34/20.

Meanwhile the Scandinavian producers, such as Omme and Dinolift, have taken a fresh look at their 12 metre models, with both of them introducing new, more compact straight telescopic machines which are shorter, lighter, faster and perhaps a little less expensive? With the dollar now hitting new lows, US producer Bil-Jax has decided to launch the smallest unit in



The Omme Mini 12, is quick and light with good outreach.

its new Summit range of straight telescopic trailer lifts, the 13.5 metre 3632T dubbed the T134/98 in Europe.

When the work at height directive started to 'bite' we expected small trailer lifts to be the major beneficiary as window cleaners, painters, gutter and fascia installers and other tradesmen working on two or three storey homes and commercial premises moved away from ladders. While there has been a significant impact for low level access products it has simply not happened for trailer lifts, at least not yet.

With so many new product offerings in the 12 to 13.5 metre trailer lift market it will be very interesting to see which products fare best with UK/Irish users. Much will of course depend on what companies such as HSS, Hewden, Speedy and other

general rental companies select for their fleets. One thing is certain though Niftylift has a strong position in the UK market and will be tough competition for any interloper.

The following chart, while not exhaustive is intended to both show what is available in the 12 to 13 metre trailer lift market but also indicate the differences between the various product types.



Bil-Jax is hoping for a sizeable slice of the market with its 13.4 metre working height T134/98.

Make	Model	WorkHt	Outreach	OAW	OAL	GVW	Cap
Articulated							
Matilsa	Parma 12	12.0m	4.9m	1.6m	5.98m	1,200kg	200kg
Niftylift	120	12.3m	5m	1.5m*	5.5m	1,160kg	200kg
Artic w/Jib							
Snorkel	13/35	12.6m	6m	1.58m	5.99m	1,180kg	227kg
UpRight	TL37	13.2m	5.9m	1.48m	6.3m	1,390kg	215kg
UpRight	TL38	13.5m	5.6m	1.52m	5.97m	1,468kg	215kg
Artic-Tele							
Nifty	120T	12.2m	6.1m	1.5m	4.5m	1,400kg	200kg
JLG	T350	12.7m	6.1m	1.5m	6.5m	1,556kg	230kg
Genie	TZ34/20	12.36m	5.6m	1.45m	5.5m	1,438kg	227kg
Matilsa	Parma 12t	12.0m	6.1m	1.6m	4.6m	1,500kg	200kg
Telescopic							
Omme	Mini 12E	11.9m	7.85m	1.5m*	5.99m	1,200kg	125kg
Dino	120T	12.0m	7.9m	1.72m	5.52m	1,275kg	120kg
Bil-Jax	T134/98	13.4m	9.8m	1.65m	6.7m	1,995kg	227kg
Omme	1250E	12.5m	8.5m	1.6m	7.1m	1,600kg	200kg

MATILSA

PARMA 12T



PARMA 12T



PARMA 12



PARMA 15



PARMA 17



Specialist IT solutions for the rental industry

inspHire

the software people



inspHire is currently used by 7 of the 10 most profitable Powered Access companies in the UK.

Since 1997 we have implemented our rental management solutions in over 500 companies, making inspHire the most widely deployed rental management system in the rental industry.

From tracking equipment, customers and profits, through to business management reporting, our leading software systems will provide your hire business with greater accuracy and control - increasing your productivity and profitability.

Whatever the size of your business, we offer a user-friendly solution that's right for you.

To find out how we can help drive your business forward, call us today. **+44 (0)870 013 0030**

inspHire Limited, 5 Chase Park, Daleside Road, Nottingham, NG2 4GT.
sales@inspHire.com www.inspHire.com

Looking to raise your profits in 2007?

Take control of your assets with inspHire's rental solutions



Success has its own problems



c&a

trailers

A machine is currently built every two hours - one every hour is the target

Like many crane and access equipment manufacturers, Dinolift has a problem with its success. Increasing demand for its trailer and self propelled booms brings with it the manufacturing challenges of gearing up production while maintaining the quality the company has built into its products for more than 50 years. Current delivery for any of its products is six months at best, but closer to a year for some models.

Despite or even because of its continuing success, the company has entered into a 'free to sell' agreement with Haulotte allowing it to sell its machines under the Haulotte brand in areas that Dino does not currently cover. At the moment this agreement is for 'several hundred' units, however with Haulotte now offering trailer lifts in France, Spain, North America, Australia and Asia, this figure could easily balloon. In the long-term, these orders may help cushion Dinolift from any future slow-down in sales. However in the short-term, it adds to the strain of satisfying demand, putting the production under even more pressure.

The majority of Dinolift sales are still into Scandinavia and Baltic countries through three of Europe's largest rental companies Ramirent, Cramo and Pekkaniska all three of which are headquartered in Finland. Dinolift is also expanding its own market coverage and is looking for new dealers. Russia is a rapidly growing market for the company already taking 10 to 15 percent of

its production, with as much as 25 percent going into the Baltic region. It has just signed up a new dealer, Tapeks Nomr, in Latvia and hopes to add coverage for several more areas following its successful Bauma show. However as managing director Erkki Hokkinen pointed out during C&A's recent visit to Dinolift's facilities in Loimaa, southern Finland, it is difficult to start and grow new markets when demand already outstrips production.

Dinolift increased production by between 40 to 50 percent last year to over a 1,000 units, making it one of the world's largest trailer lift manufacturers. In spite of this, its own organic growth, coupled with the potential of the Haulotte agreement means that the current extension to the manufacturing facilities with investments in machinery and equipment, streamlining the production process, outsourcing and 'looking at (production) acquisitions' are sorely needed. In a way it is fortunate - for the moment - that its platforms are not so popular in the UK and Ireland. According to

The amount of machines going to the large rental companies is significant.



The investment in new production machinery has been sizeable.

Dinolift, the small ones are too expensive compared to the 'home grown' competition and the market has never been strong for the larger trailer lifts.

"We are aiming to meet this increased demand through controlled expansion," said Hokkinen. "Manpower in this part of Finland is a problem and so to expand we need to look further afield."

Since a low point in 2002/3, Dinolift has steadily increased sales of machines, last year achieving a



Managing director Erkki Hokkinen is aiming to satisfy demand through controlled expansion.

turnover of €25 million and building its 5,000th machine in the process. However, such is the company's rate of growth that its 6,000th machine is due off line shortly, less than 12 months after the 5,000th.

"We see market demand continuing to grow for the next five years," said Hokkinen, "with demand continuing to outstrip supply this year."

Controlled expansion means that Hokkinen has implemented various changes including a 20 percent or 3,500 sq metre extension to its main production facility. The group also has several in-house companies - such as Dino Machine and



Sales and marketing director Mikael Paulin shows the 120T rear controls at Bauma.

Powerbeam - that are now more focussed on producing components such as booms and frames in an effort to increase and streamline production.

Management hopes that the rationalisation of the production line will result in a 15 -20 percent increase in machine output. A machine is currently built every two hours but one every hour is the target.

This new 120T will replace two existing machines, the 105T (one of the oldest in the current line-up) and the 125T

Even with expansion, this can only be achieved through outsourcing. It is perhaps surprising, therefore, that the company still makes its own hydraulic cylinders - about 10,000 per year - something it has done for many years because of 'reduced costs' and 'better quality'. By finding a suitable supplier, this will free up valuable machine and production space, as well as personnel, to help increase production. Staff numbers have also increased considerably - from 95 in 2003 to 175 last year.

The current Dinolift range includes both straight-boomed and articulated telescopic boom trailer lifts with either a single (the T range) or a double sigma style (XT range) riser with working heights ranging from 10.5 to 26 metres. The two machine self-propelled (when stowed) RXT range offers working heights of 20.5 metres and 24.0 metres and in spite of its price, is popular in Russia because of poor ground conditions.

The company launched a new model at Bauma - the 12 metre working height, 7.5 metre outreach Dino 120T straight telescopic.

This new model will replace two existing machines, the 105T (one of the oldest in the current line-up) and the 125T. Aimed primarily at rental companies for private, short-term hirers, 120T has an unusual circular one-person basket eliminating the need for a platform rotator. It has been designed to be easy to use, cost efficient and at 1275kg, light enough to be towed behind a normal car. The drive assist system is operated from a lower control panel at chest height on the rear of the machine. Production starts in the autumn and new design elements incorporated into the 120T will be gradually adopted across the whole line.



The simple controls of the new 120T platform.

With a current maximum towing weight of 3500kg, Dinolift says that it cannot build machines in steel with a higher working height than its current maximum of 26 metres. However, with just two self propelled machines in the range the company obviously has room to expand in this area and has yet to enter the crawler spider lift market. Although Dinolift has new models in the pipeline, it says that it is not launching something 'different' - well certainly not before the autumn.

Everyone wants success - but it has to be managed well and with vision to ensure that it is long-term. Dinolift appears to be sorting out both sides of this tricky equation.

The 120T has an unusual circular one-person basket eliminating the need for a platform rotator.



It's from this Planet

Planet Platforms is set to launch a new nine metre working height trailer mounted scissor lift the TP9000 - the first machine of its type in the UK. Following the successful unveiling of the working prototype at the Executive hire show earlier in the year, the TP9000 will be available for sale next month (June). The machine - built in the USA by PLE - is now fully CE compliant, offers a 225kg lift capacity and weighs just 1,100kg making it ideal for towing behind an average family car.



With a working height of up to nine metres and a good-size platform - 2.4 metres by 1.2 metres with the 810mm extension - the TP9000 is easy to tow and set-up.

"The TP9000 can be set up by one user in a matter of minutes whilst offering the lift capacity for a

two-man operation," said Planet marketing and sales manager Tim Mee. "It is simple to use and maintain, making it ideal for hire or fleet use." With a working height of up to nine metres, the unit has a good-size platform - 2.4 metres by 1.2 metres with the 810mm extension. It also has a compact outrigger footprint and is just 3.22 metres long overall. List price is less than £10,000. Planet Platforms has secured the European distribution rights, however it will first look to developing sales of the machine in the UK and Ireland before looking at other countries. The machine will be continually evaluated and developed for other European markets as well as enhancing it for the UK. Early thoughts include charging the machine's battery pack whilst being towed. There is also the possibility of a smaller seven metre model in future. Access specialist Planet Platforms will provide the complete sales and after-sales support for the machine including lease packages, operator training, servicing and spare parts. With no other trailer mounted scissor lifts on the market to compare with the TP9000, we thought it might be interesting comparing it with a nine metre trailer lift, the Nifty 90. Despite its obvious lack of outreach compared to an articulated platform, the extendable platform gives reasonable coverage and scores with platform size and capacity. It will be interesting to see if this type of machine really catches on.

	TP9000	Niftylift 90
Max working height	30ft/9m	31ft/9.5m
Max platform height	24ft/7m	25ft/7.5m
Outreach outside outrigger base	810mm	2,000mm
Basket capacity	225kg	120kg
Platform size (extended)	2,400 x 1,200mm	600 x 600mm
Travel width	1.54m	1.50m
Travel length - height	3.22 x 2.26m	3.8 x 1.70m
Outrigger footprint	2.0 x 1.75m	2.1 x 2.1m
Transport weight	1,100 kg	595 kg

The new TP9000 offers a 225kg lift capacity and weighs just 1,100kg making it ideal for towing behind an average family car.



Oxley®

The group for the work platforms

Official representative for the Italian market

OX-908



OX-906 *Air*



OX-BOX

Localization system
and fleet management
through internet

OX-5000

CAN OPEN
communication
system



Furniture
hoist
from 20
to 60 metres.



TEUPEN®

Spider
lifts
from 12
to 50 metres.



WUMAE elevant
HUB ARBEITSBÜHNEN

Truck mounted
platforms up to 100 m.
Outreach up to 40 m.
Cage up to 3,90 m.
Cage capacity up to 700 kg.



UNIC
CRANES EUROPE



Mini crawler cranes

Wide range of used equipment

Oxley S.r.l.

Via Valle Grana, 90 - 12010 San Rocco di Bernezzo (CN) - ITALIA

Tel. +39 (0)171.857036 - Fax +39 (0)171.857547 - e-mail: info@oxley.it - www.oxley.it



Unearth an
exclusive from
HIAB at SED

Come and see the all-new XCavator Crane
for yourself at SED Stand 43



Hiab Ltd Cargotec Industrial Park, Ellesmere, Shropshire SY12 9JW Tel: 01691 623100 Fax: 01691 623022

www.hiab.co.uk

SED settles in at Rockingham

This year's SED, the second at its new home at the Rockingham Speedway in Corby, promises to be a first rate show. The strong UK market and a good cross section of crane, telehandler and access exhibitors make a visit this year well worthwhile. In the following pages we bring you a full listing of all the crane, telehandler and access companies with details of what they will be showing.

Those who attended SED last year are painfully aware that the event was marred but serious traffic delays. The organisers have pulled out all the stops to ensure that this will not happen this year. Among a number of significant measures, the organisers have dropped the parking fee, providing free parking in order to avoid any delays once cars get inside the gates.

The Vertical team will once again be at the show both distributing our latest issues and reporting on the action as it happens. We are also hoping to meet a good number of our readers and hear from you what you like or dislike about our publications and what you would like us to add or do more of in the future.

If you are planning to visit SED please do stop and see us.

SED 2007 Show Details

When? May 22nd - 24th

Show Hours:

22nd and 23rd 9:00 - 17:00

24th May 9:00 - 16:00

Where? Rockingham

Performance Park, Mitchell Road, Corby, Northants NN17 5AF

Entrance: Pre-Register on the SED web site to get in with no delays or queuing. www.sed.co.uk Or turn up on the day and register on site by completing a registration card - either way it is free.



Alphabetical listing of lifting exhibitors

Company	Row/Area	Stand
Approved Hydraulics	R	522
A-Plant	R	313
Access Industries Group	L	807
Allan Access	E	826
Andover trailers	P	979
Arcomet	U	920
Bill-Jax	L	795
Bobcat	Q	25
Bravisol	J	607
Broshius	J	196
Carrillion training	Pav	71
Case	D	445
Caterpillar	C	340
CPA	L	417
Cormach	P	764
CPCS	Q	542
CTE	L	812
De Jong Hoists	L	806
Dieci	N	573
Dunham Cranes	D	394
Effer	Q	741
Facelift	M	787
Faresin	Q	943
Fassi	Q	742
Faymonville	C	440
Fraco	L	805
Gardner Denver	K	623
Gates Hydraulics	Pav	32
Genie	D	620
Hiab	K	43
Haki	R	729
HSE	M	407
Hinowa	J	192
HMF	N	774
Hose Doctor	M	403
Ifor Williams	L	413
Igus	Pav	24
Indespension	Q	334
Invicta forks	L	421
IPAF	E	800
JLG	E	605
King Highway	J	601
King trailers	D	600

Company	Row/Area	Stand
Kinshoffer	R	310
Knott-Avonride	P	761
Kosran	C	360
Ladybird Crane	L	808
Layher	E	505
Lighthouse Club	L	1015
Link Belt	L	1000
Maber	E	526
Maeda	K	640
Manitou	N	147
Mercedes Unimog	P	769
Merlo	M	780
Mantis Cranes	L	816
Michelin	K	224
National Construction College	Pav	38
Neuson	M	163
New Holland	B	100
Nooteboom	C	400
NRC	L	996
Nylacast	Pav	151
Oil&Steel	F	950
Onestophire.com	Pav	217
Parker Hannifin	M	403
Pirtek	J	198
PM	F	950
Powerlift	J	434
Probst	N	770
Promax	K	647
Ranger	L	792
Russon Access	K	640
Scanlift	L	597
Shawtrack	R	721
Solideal	L	186
Tackle store	L	801
Tracker Network	Pav	98
TVH	Pav	47
UK Generators	P	559
Unic cranes	K	464
UpRight powered access	E	625
Vanson cranes	E	821
Versalift	L	790
Vertikal.Net	L	811
Weaving machinery	R	511
Whitney Engineering	K	213
Watling JCB	K	40



Fassi is showing the latest additions to its Evolution range

What's there to see?

While not on the scale of Bauma, there is plenty to see at SED in a far more relaxed style. The following are some of the highlights.

Access

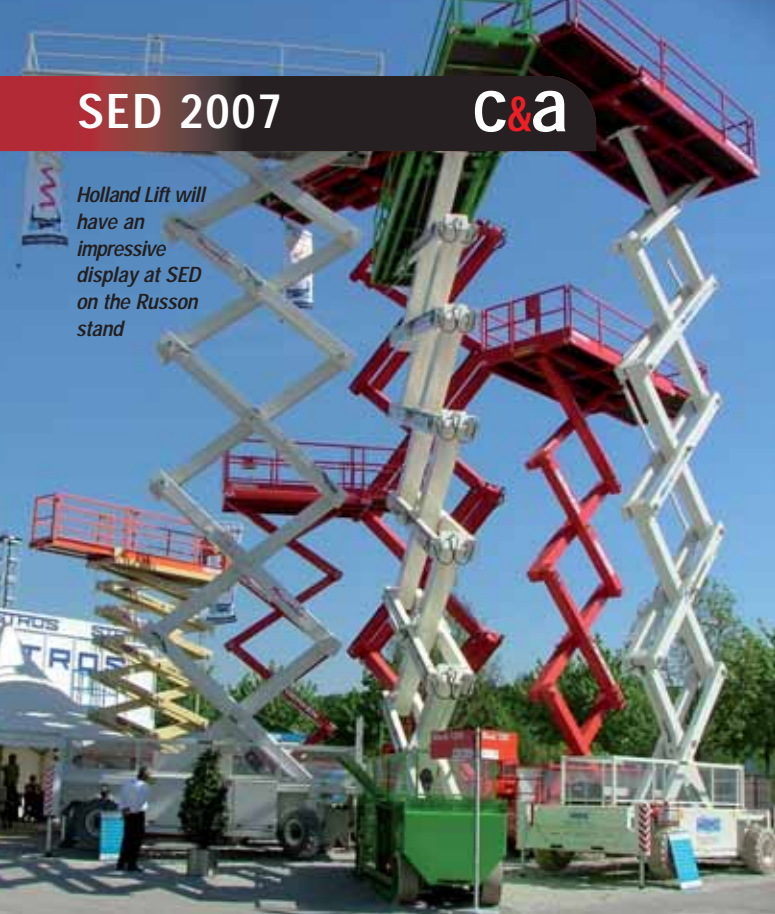
Genie

SED will be the first opportunity for many to see the two new Genie products launched at this years ARA in February. The GS3232 which will almost certainly spawn a new category of narrow aisle high reach electric scissor lifts by using levelling jacks to help the lift achieve greater working heights without the normal requirement for a large amount of additional weight. The new model will auto level itself on slopes of up to five degrees. As the GS3232 can only rise above 22ft when perfectly level, it is not much heavier than the company's 26ft narrow model and is therefore able to use all of the same componentry as the rest of the GS line, saving costs and providing fleet owners with parts commonality. The second new model on the stand will be the Z40/23NRJ a new narrow aisle electric articulated boom lift with a direct AC drive system. The new models shares components with the popular Z45 range.



The first UK showing of the new innovative Genie GS3232

Holland Lift will have an impressive display at SED on the Russon stand



JLG

JLG will show its new 1230ES mast type self propelled lift for the first time in the UK. While this will be the UK launch at least 20 units have already been ordered for the UK market by Peter Hird of Hull.

A range of the company's booms and scissors will also be on display.



SED will be the UK launch for the 1230ES

Manitou

ManiAccess will be on display on two stands, with a selection of its products on the Manitou UK stand and two models, a 180ATJ rough terrain articulated boom and a 120 ATJ narrow aisle electric boom on the Russon Access stand. Russon is the Manitou access rental company dealer for the UK.

Holland Lift

Russon Access has made the UK Holland Lift's best export market and it will be out in force at this year's SED. The company is showing the world's biggest scissor lift, the 34 metre working height G320DL30 Megastar. The unit is destined for Access Rentals and will be handed over at the show. Other models include the new 23 metre working height Monostar 4x4, unveiled at Bauma with 1,000kg lift capacity and 7.3 metre deck; the company's high narrow Combistar range will be represented by the 21 metre high 1.2 metre wide N-195EL12 one of four sold to Panther Platform rentals.

UpRight

At last year's SED the Aerial stand was quickly converted to an UpRight stand, even though the acquisition of UpRight powered access by Tanfield had not been completed.



UpRight is re-launching its AB46 range

Given the success of that first showing, UpRight has increased its space and in partnership with IPS its UK end-user and service dealer, will be showing a cross section of its growing range including the recently relaunched AB46 articulated boom lift.

Bronto

Facelift will be exhibiting a highly unusual 52 metre Bronto S52XDT equipped with a crane attachment in addition to its basket. The aim is to allow users to lift up to 1.3 tonnes on the crane and use the platform at the same time. Facelift see this unique attachment as ideal for fitting or replacing glass panels on large multi-storey buildings.

Ascendant

Facelift will also unveil the new 17 metre Ascendant truck mounted lift, mounted on a 3.5 metre chassis. Ascendant developed the platform in conjunction with Facelift and other rental companies. It has been designed to be easy and simple to use, offering greater outreach, a higher than usual lift capacity and single side outrigger extension.



Allan Access

Allan Access will show two vehicle mounted Niftylifts. The first is its popular Land Rover mount, while the other is a brand new vehicle for utility and arborist work. The fully integrated unit incorporates the superstructure of a Nifty HR15 mounted on a Mitsubishi Canter truck, fully equipped with storage chests and optional tipping chip hopper. Finally the company is also hoping to have a 50 metre Sogage truck mount on the stand and says that it will have a surprise exhibit that will appeal to the telecoms sector. Allan also represents....

Bluelift

This will be the first showing of the Bluelift spider lift range in the UK. These high quality tracked platforms are built by a company that has been producing aerial lifts for others for many years. Allan Access has decided to concentrate on the 12, 16 and 20 metre models.

Platform Basket

UK distributor Promax Access will be showing four new track mounted models from Platform Basket. The revitalised Italian manufacturer has refreshed its range, simplifying the electrics, increasing the overall protection of components and generally improving on the reliability of its machines. Promax is saving the launch of the new high outreach 15 metre Basket until later in the year.

Dinolift

Promax will also be exhibiting the Dino 160XT 16 metre trailer lift, which features un-restricted outreach lift capacity.

SED will be the first chance to see the new 17m Ascendant on the Facelift stand



The Bluelift spider lifts have impressive lifting structures

Hinowa

Italian company Hinowa will show at least one model from its popular Goldlift range of narrow aisle tracked spider lifts.

CTE

The Italian manufacturer is now the UK market leader when it comes to small truck mounts. It will be showing the popular Z-20, a 20 metre articulated telescopic truck mount on a Bremach 4x4 chassis, along with one of the recently introduced Bizzocchi 15 metre straight telescopic truck mounts, most likely branded as CTE. Stars of the show though will be the two new tracked spider lifts, from the Traccess range with 13.5 and 17 metre work heights.

CTE will show two new Spider lifts.



HEWDEN

Need a lift?

**With 2400
Telehandlers
from 5m to 17m
for hire, we
have the
solution.**



call now...

0845 60 70 111

www.hewden.co.uk

Bravi

This rapidly growing producer will show its Leonardo self propelled mast-type lifts with high gradeability chassis.

Gardner Denver

Having been a little quiet for the past 12 months or so Gardner Denver will use SED to launch a new compact truck mounted lift approved for mounting to a Land Rover 110 chassis.

Pagliari - Multitel

For the second year running Pagliari, the truck mount market leader, is exhibiting with dealer Access Industries. The company will show its new 17 metre MX170 twin aluminium boomed lift, which offers good up and over reach and a low centre of gravity for travel. The larger MX200 will also be on display as well as a larger telescopic model.

GSR

GSR is sold in the UK by SkyKing which will use the show to launch the new 20 metre E200PX and 29 metre E290PX articulated telescopic boom lifts. Both truck mounts feature a dual sigma style riser, providing up and over reach with zero tailswing.

Wumag

In addition to representing GSR, King Highway also distributes Wumag in the UK and will focus on the manufacturer's larger models. Sadly the new 100 metre model on the Tadano Faun crane carrier will not be available, however the company is planning to show the 45 metre Wumag WT450, which offers an outreach of 30 metres and 700Kg cage capacity.

Teupen

UK distributor Ranger will have one of the tallest lifts at the show, a 50 metre, Leo 50 tracked spider lift. The Leo 50, the second to arrive in the UK is earmarked by Ranger for its new Re-Rent operation, which is intended to provide a service to access rental companies, making such specialist machines available on a wholesale rental basis.



The Teupen Leo 50 is a spectacular machine and very handy on rough or soft ground.

Powerlift

Specialist van mounted producer Powerlift will be showing its new K-Lift streetmaster V145 van mount along with tracked spider lifts from the Italmec range.

Bil Jax

Now that it has CE certification Bil-Jax hopes to repeat its success at Bauma in the UK. The company will show a trailer lift from its Summit series.

Versalift

Local company Versalift is not only exhibiting its new 2007 models with 265kg lift capacities but will be hosting an open house at its Burton Latimer plant just seven miles from the show ground. The company will be running a double decker shuttle bus back and forth between the plant and Rockingham, so that visitors can see the plant extension that is underway.



Versalift is organizing open days and plant tours at its nearby production facility.

Cranes

SED is no longer the crane show it was, but with the rise of compact cranes and self erecting tower cranes, the number of crane exhibits is on the rise and this year a mobile crane manufacturer - Link-Belt - is exhibiting.

Link Belt

Link Belt will show its 81.6 tonne HTT-8690 telescopic crane with a simple, all wheel steer system, the company is looking for dealers and assessing the European market.

Unic

GGR-Unic will be back at SED with its range of tracked spider cranes. It is hoping to have the first production model of the new 706 on display, if it can be spared by launch customer City Lifting.

Arcomet

The Belgian company is hoping to show its MCT AF38 three axle mobile self erecting tower crane. As the Potain distributor for the UK it will also show an IGO50 self erector along with either a smaller self erector or possibly a Potain MC88 city crane. In addition to the cranes, Arcomet is hoping to bring the same stand that is had at Bauma



Hopoevly the UNIC 706, the worlds largest Spider crane, sold to City Lifting at Bauma, will be on display.

to SED. The highly unusual original structure is a 1930's mobile dance hall that used to travel from town to town in Belgium, if it does make it to Rockingham, forget the cranes and feast your eyes on this beautifully restored treasure.



If the Arcomet stand does make it to the show do stop and have a look, you might have to buy a crane to go inside?

Vanson

Now concentrating exclusively on sales and support for a wide range of tower cranes, the company will be showing two of its more compact tower cranes, the VCNK20.1L micro luffing jib tower crane, with 20 metre jib and 3,500 kg maximum lift capacity and its VC42 self erecting crane with a capacity of up to 4,000kg.

Cataneo

UK dealer Weaving returns to the show with the Cataneo range of self erecting tower cranes.

Comedil

Ladybird, has taken on the distribution of Terex Comedil's range of self erecting tower cranes and will be showing them for the first time at SED.

Mantis

Mantis cranes - the UK and Ireland's only self erecting tower crane producer - will show an example from its successful range.

FB Gru

Dunham the FB Gru distributor will show the new GA136 self erecting tower crane featuring a redesigned jib.

San Marco

Dieci distributes the San Marco range of self erecting tower cranes in the UK and Ireland.

Hitachi Sumitomo

NRC will show its popular SCX800HD-2, 80 tonne crawler crane, the company has sold 10 units since last year. It will also have its 40 tonne telescopic boomed crawler mount, the SCX400T.



The Hitachi Sumitomo SCX800 is proving to be a popular crane.

Loader cranes

This will be the first for many years that we will not be hosting the Hiab Vertikal Challenge, however the loader crane fraternity will be out in force. Hiab will have two new models on its stand, the first dubbed the Xcavator designed specifically to handle the day to day stresses of bucket work and the Multilift XR26S crane for which the company has already taken orders for 40 units.

Fassi

Fassi is using SED to show the latest models from its Evolution range, which incorporate a number of new features and improvements.



Effer is making a comeback in the UK and will have a 155 metre tonne crane on its stand.

Effer

Effer in its first year of a UK comeback is showing several models including its new 155 t/m model which has already been sold to a UK customer, the unit will most likely not be mounted.

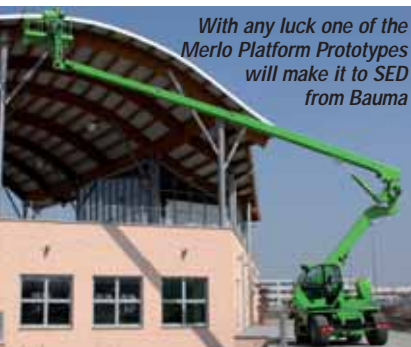
Coachbuilder Shawtrack is now offering both Effer and Heila ranges of loader crane. Other crane exhibitors include Cormach and HMF.

Telehandlers

Naturally SED is a great show for telehandlers, with all of the major manufacturers exhibiting.

Merlo

Merlo is hoping to show one of the prototype platforms from its stand at Bauma as it considers its marketing strategy for this exciting new product. The company is also looking to place at least one of its pre-production evaluation units with a British hire company.



With any luck one of the Merlo Platform Prototypes will make it to SED from Bauma

Genie

Genie will show its recently launched GTH-4013SX with lifting capacity of 4000 kg and maximum lift height of 13 metres.



Genie's new GTH-4013SX

Dealer/Exhibitor

Self Propelled boom lifts

Platform Basket	Promax
Genie	Genie Europe
JLG	JLG UK
Manitou	Russon
Merlo	Merlo UK
UpRight	UpRight UK

Spider lifts

Bluelift	Allan Access
Cela	Promax
CTE	CTE UK
Hinowa	Hinowa
Italmecc	Powerlift
Socage	Allan Access
Teupen	Ranger

Vehicle Mounted Lifts

Ascendant	Facelift
Bronto	Facelift
Bizzocchi	CTE UK
Cela	Promax
CTE	CTE UK
Gardner Denver	Gardener Denver
GSR	King Highway
Nifty	Allan Access
Pagliero -Multitel	Access
Powerlift	Powerlift
Socage	Allan Access
Terex Utilities	Allan Access
Teupen	Ranger
Wumag	King Highway
Versalift	Versalift

Scissor/vertical lifts

Braviol	Bravisol
Genie	Genie Europe
Holland Lift	Russon
JLG	JLG UK
UpRight	UpRight UK

Trailer Lifts

Bil -Jax	Bil -Jax
Denka	Facelift
Dino	Promax
Genie	Genie Europe
JLG	JLG UK
UpRight	UpRight UK

Mast Climbers and Hoists

De Jong	De Jong
Fraco	Fraco UK
Geda	Haki

Telescopic Handlers

Bobcat	Bobcat Europe
Case	Case
Caterpillar	Finning
Dieci	Dieci UK
Faresin	Faresin
Genie	Genie Europe
JCB	Watling JCB
JLG	JLG UK
Manitou	Manitou UK
Merlo	Merlo UK
Neuson Kramer	Neuson
New Holland	Case New Holland

Mobile cranes

Link Belt	Link Belt
-----------	-----------

Tower cranes

Arcomet	Arcomet
Cattaneo	Weaving
Comedil	Ladybird
FB gru	Dunham
Mantis cranes	Mantis
Potain	Arcomet
Raimondi	Vanson
San Marco	Dieci

Crawler cranes

Hitachi Sumitomo	NRC
------------------	-----

Mini cranes

Maeda	Kranlyft
Unic	GGR Unic

Loader cranes

Cormach	Ernest Doe
Effer	Effer
Fassi	Fassi UK
Heila	Shawtrack
Hiab	Hiab UK
HMF	HMF UK



GEDA
ORIGINAL

TEMPORARY INSTALLATIONS

GEDA® TRANSPORT PLATFORMS SUSPENDED WORKING PLATFORMS

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

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



A product range that reaches every stage of your business

- ▷ ARTICULATING BOOMS
- ▷ VERTICAL MASTS
- ▷ TELESCOPIC BOOMS
- ▷ SCISSOR LIFTS
- ▷ PUSH AROUND
- ▷ TRAILERS
- ▷ TRUCK MOUNTED PLATFORMS
- ▷ TELESCOPIC HANDLERS
- ▷ SELF PROPELLED CRANES
- ▷ MULTIJOB MJX :
FULL ROTATING BACKHOE-LOADERS

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

- More than 40.000 spare parts shipped within 24 hours all over the world
- Training
- Technical support



www.haulotte.com

Haulotte 
GROUP

Loads of interest

The battle for telehandler supremacy is hotting up. The machine's rapid rise in popularity both in the UK and Ireland and globally, has attracted the interest of almost every major equipment manufacturer. The sheer numbers - currently estimated at around 56,000 units worldwide and growing - has also tempted several smaller manufacturers into the market looking for even a small slice of the market. Mark Darwin looks at the latest developments in this fast growing, competitive sector.

In our last telehandler review a year ago, we commented on its tremendous growth and development. If anything, activity over the past 12 months has been even more frenetic, with many manufacturers using the Bauma show as a focus to get the machines in front of an international audience. While we all knew about the much publicised new machine ranges from Liebherr and Haulotte there were also totally new surprises from Spain, Portugal and China, all looking to enter the European market.

But why the enormous growth in telehandlers? And why has the telehandler usurped the backhoe loader as the most popular machine in the UK & Ireland?

The answer is the change in mentality of material supply and the vast increase in palletised materials delivered to construction sites. With estimates of more than 80 percent of materials now delivered on pallets, the telehandler is an essential item

of equipment of every construction site. And the biggest market in Europe is the UK and Ireland.

So what are the latest developments and types of machines that we are likely to see here? One thing is certain, North American manufacturers have realised that to sell into Europe, they need a specifically designed machine. Pettibone has manufactured telehandlers in American for many years, and although it is aiming to sell its unusual wheeled loaders in Europe, it realises that 'traditional American telehandlers' are never going to sell in the UK, not to mention the rest of Europe.

JLG has several ranges of machines for the American market including Lull, Sky Trak and Gradall, but it also produces a range of machines for Europe that came out of the Atlas telehandler acquisition. Its successful and developing alliance with Caterpillar is also concentrating on producing a new range of Cat machines, aimed specifically at the European market. Unfortunately these will not be seen until next year at the earliest.

JCB has improved visibility and manoeuvrability with its new HiViz machines.



The trend over recent years to go bigger and bigger appears to have waned with 30 metres still the maximum height with little apparent appetite to go bigger. At the same time more and more compact machines are entering the market. Whatever the size, improvements in safety - and for telehandlers this means all-round visibility - are at the top of everyone's agenda.

As in most markets two of the most popular marques in the UK and Ireland are JCB and Manitou. They are also fighting for global market-leadership with each claiming the number one slot.

Over the past few months, JCB has been previewing a new ultra compact telehandler called the miniscopic (not to be confused with Maniscopic). With a four metre lift height, a rated payload of 2,000kg and a full height payload of 1,500kg the 515-40 is aimed at jobs where low height and a small footprint area are required such as refurbishment work. JCB also claims a payload capacity of 750kg at a forward reach of 2.3 metres.

According to JCB the key features of the miniscopic concept are its compact dimensions, said to be narrower and lower than conventional telehandlers; hydrostatic four wheel drive transmission with rear wheel steering and versatile performance as a forklift or 0.5 cu m loader.

However at Bauma, JCB chose not to launch this machine, but used the

show to unveil two, low boom 535 HiViz telehandlers instead. The company also confidently claimed worldwide telehandler market leadership with a 22 percent share.

The HiViz machines feature an improved rear three-quarter view helped by lowering the boom pin pivot point by 235mm. Innovative use of materials and components also reduces overall boom section by 13 percent and the machine's improved manoeuvrability results from a 90mm decrease in rear overhang and a 300mm tighter turning radius. A side mounted 63kW, JCB Dieselmix engine and new dash and instrumentation complete the package although a 74kW Tier III engine will be available later in the year.



Popularity has grown with the increase of palletised loads

Manitou's MT 1030 now has a turbocharged engine and Load Place System fitted as standard



Manitou claims to be world leader of all-terrain lift trucks and having built over 236,000 units is clearly dominant in the overall sector. Manitou also claims quietly to be the leading producer of telehandlers and while not wishing to join the chest banging of its UK rival, did concede the information that it holds a 26 share of the telescopic handler market. Given that both companies estimates of the total market are not dissimilar to ours you can do the maths!

Manitou was certainly the first company to commercialise the first all terrain fork truck in 1957 when Marcel Braud - the son of the founder - had the simple idea of turning the farm tractor around and giving it a fork lift carriage. It was later given the Manitou name which is an abbreviation of the french for 'handles everything' even the red colour came from that first tractor, an International Harvester - and the rest, as they say, is history

Manitou's latest machines include the 18 to 25 metre, MRT 'Privilege' rotating telescopic units which have undergone a full make-over including fitting Euro III Mercedes

engines providing an additional 13 percent power. For the operator, the machines include the latest cab design with more space, electric windows and better visibility of attachments through the curved windscreen.

Shown for the first time at intermat last year, the MRT 3050 is now in production offering a lift height of 30 metres and maximum capacity of five tonnes. Its pentagonal five section telescopic boom offers increased rigidity, particularly when horizontal. Variations include winch and jib and a work platform with lift heights of up to 40 metres thanks to its 3D platform.

The smaller MT 1030 ST also gets improvements including a turbocharged engine producing 100hp and the LPS - Load Place System - fitted as standard.

New entrant Haulotte unveiled its own 'designed from scratch' telehandler range at Bauma with two machines - the Top Lift HTL 4014 and the HTL 4017 - both four tonne maximum lift capacities but with 14.1 metre and 17.2 metre lift heights respectively. According to Haulotte, one of the main features of the machines is their stability which it claims results from a rear deck blocking system that reinforces lateral stability. The interlocking of the two axles is said to more than double the usual

The new Haulotte dash features a single multi-function controller which allows one-handed operation.

'stabilisation'. Safety features prominently with several visual and audible indicators and interlocks. Also featured is a single multi-function controller which allows precise one-handed operation, whether in simple or combined movements.

As chief operating officer Alexander Saubot explained, Haulotte was not just aiming for a large maximum lift with these new models. He stressed that the machines have to be able to do the lift in all manner of conditions with all manner of operators who are all too ready to misuse and abuse them.

As production ramps up over the coming months few machines will be available, according to Saubot, only 1,000 units may be built this year, with most likely to come off the line later in the year.

complying with road regulations and new engine demands. The company sees the telehandler market as an important stepping stone towards diversification and likes the fact that there is an increasing overlap between the access and telehandler rental market.

Breganza-based Italian manufacturer Farasin - now free from its partnership agreement with Haulotte - is rapidly expanding its range with three new models, the compact 6.25 - a 1.9 metre high, 1.8 metre wide machine with a six metre lift height and 2.5 tonne capacity - and its first 360 degree models, the 15.45 and the 18.45. These two models offer lift heights of 15 and 18 metres respectively with 4.5 tonnes maximum capacity and of course 360 degrees rotation. The new models are quite



The new Haulotte telehandler attracted a lot of interest at its Bauma launch.

Overall the company states that it needs to produce about 3,000 telehandlers per year in order for it to be economically viable. In a very competitive market with many established producers Haulotte has optimistically set its sights on carving out a market share of around 10 percent over time, this equates to between 5-6,000 units per year. Its effort in just entering this market has taken its toll on new aerial lift products with the further development of its truck mounted platforms likely to be postponed because of problems with

sophisticated using a CanBus system for controlling capacity and stability, EISAS - an Electronic Integrated Safety Active System - for monitoring load positions and a 94Kw Tier III Iveco engine mounted in line with the chassis improving service accessibility.

Liebherr's new telehandler range has now been well tested in the German speaking world and the first models



Now free to do its own thing, Farasin is rapidly expanding its range with two roto models.





Liebherr's machines have good visibility

should now be arriving in the UK, however at Bauma the company was not making a big deal about its latest product sector. The four model line-up offers 10 to 13 metres of lift height and 3,500 to 4,500kg maximum lift capacity. The initial line-up is the TL4 35/10, TL4 35/13, TL4 42/13 and an industrial type unit the TL4 45/10. The unit's oval boom looks interesting and clearly benefits from the company's crane boom experience. With relatively compact dimensions and a low boom pivot point they appear to have good rearward visibility. A number of units are already destined to go into Liebherr's UK rental fleet which should be fully operational later this year.

As we have already mentioned the draw of the growing telehandler market is attracting several new manufacturers to try and gain a foothold at the same time as others, such as John Deere are calling it time. Spanish manufacturer MZ Imer already has both fixed frame and 360 degree models, and recently unveiled a good looking, compact machine the MZ-2706-Lift. Built at its facility in Zaragoza, the unit has a maximum lift height of six metres and a 2,700kgs maximum capacity. Measuring just over two metres high and 1,845mm wide, it has a Yanmar engine and maximum speed of 25 km per hour. Load charts indicate a maximum load of 800kg at 3.5 metres with the fully extended boom. The company says that response to the machine has been good and that it should be available by the end of this year.



Portuguese-built Galmax has launched a slightly smaller machine - the compact 6516 Giraffe. Although the machine was shown at Bauma without a cab it will feature a standard cab when it goes on sale later this year. Overall height is less than two metres and overall width is just 1.53 metres, in spite of its compact size it offers a 5.2 metre lift height but maximum capacity is just 1.6 tonnes.



Portuguese-built Galmax Giraffe should go on sale later this year.

Chinese manufacturer Sunward is also looking towards the west and hoping to find dealers. Its first telehandler was unveiled at Bauma and as yet is still unsure on what sort of price it will carry. The 13.65 metre SWTH 3514 lifts up to 3,500kg, a two-speed transmission and maximum road speed of 35 km per hour, can tow five tonnes and can climb a 60 percent grade with full load. The company stresses that all pumps, motors and valves are supplied by the Rexroth Bosch group.

Merlo, has a reputation for being one of the most innovative telehandler manufacturers in the market, and just keeping up with its new product launches is a challenge. Its new Panoramic P 55.9 CS 8.6 metre/5,500kg machine uses a new frame design which also features a lower boom pivot point to give increased rearward visibility.

The compact MZ Imer 2706-Lift offers good lifting capacity for its size.

The all-new hydro-pneumatic cabin suspension further improves operator comfort and is one of many new features. The new model includes Merlo axles with epicycloidal reducers, a Tier III four-cylinder 140 HP engine which is said to be considerably quieter, a lower center of gravity for better stability, coupled with the compact and easy-to-handle structure of a smaller machine.

Production began last autumn and all of the dealers we spoke with were very happy with the product quality coming out of JLG'S Belgian facility. We will have to wait until next year though to see the new generation of machines that will come from the partnership, but the anticipation from Caterpillar's customers and dealers is high.



Merlo's new Panoramic P55.9 CS uses a new frame design which features a lower boom pivot point giving increased rear visibility.

Merlo has taken the view that rather than chasing greater heights its customers would prefer to see better lifting capacities. As part of this programme, its new five model compact Roto range, which upgrade the K and KS models, all feature 5,000kg maximum lift capacity. Lift heights range up to just under 16 metres. The new models feature a 415 degree slewing range, while the overall width has been reduced by 50mm and 130 mm cut from the length. A larger outrigger base increases the lift capacities but of course takes up more room. The new cab has been incorporated along with single joystick, electro-proportional controls.



The new Merlo cab has a single joystick with electro-proportional controls.

As we already touched upon, Caterpillar's telehandler alliance with JLG is developing well, possibly far better than Cat ever expected.

JLG-Cat alliance managers Mike Rafi (JLG) and Klaus Ukens (Cat) were both singing off the same hymn sheet during a joint interview with Cranes&Access, saying the focus of the first year dealt with the integration of the two companies. With full production of the JLG backed Cat machines since last October, the team can now start to look at the new designs.

Oshkosh, the new owners of JLG, sees the alliance as 'very appealing' and is 'happy to support JLG in everything it does'.

In the meantime JLG, has introduced a new and improved 'PS' series of nine machines for the European market. The new models feature full powershift transmissions as standard, giving better tractive effort. The variable displacement, load-sensing pump is now coupled to a new flow-compensating valve. This is claimed to give more responsive and balanced proportional control for faster cycle times, and better use of power, with improved overall efficiency and fuel economy.

JLG has launched nine new PS machines which feature full powershift transmissions as standard.



Provision has been made for the subsequent update to the new Tier III Perkins engine when it becomes available and the powershift transmission incorporates a selectable brake pedal operated de-clutch function. There is also an improved stabiliser/chassis leveling interlock system to facilitate positioning during loading operations.

A new, more robust engine cover replaces the old fibre glass version providing improved heat and sound insulation. Under the cover, a new JLG-designed engine and hydraulic electronic control system has been introduced and according to the company, provides better control and easier servicing. An in-built analyser incorporates an improved (optional) anti-theft system.

A distinctive new cab has improved access and visibility with the newly designed interior featuring a new 'comfort' seat, better driving position, repositioned pedals, adjustable steering wheel and multi-function joystick controls.

Bobcat's latest telehandler model is the compact T2250 which it says has many of the features and benefits of a skid-steer loader, articulated wheeled loader and telehandler in one machine. Like its skid steer models, the 4,500kg telehandler can be fitted with a wide variety of attachments.

With an overall height of only 1,970mm and width of 1,800 mm the T2250 has similar dimensions to Bobcat's largest skid-steer loader models and yet, says Bobcat, offers a loading performance comparable to that of an equivalently sized



articulated wheeled loader. With the skid steer market traditionally static in the UK and telehandlers still growing, Bobcat has a strong interest to carve out a bigger niche for itself the telehandler market.

Fast growing Italian producer, Dieci continues to add models to its already extensive range. With its move into its new factory due later this month, it will be able to almost double production to about 2,400 units this year. Total capacity at the new plant is said to be 5,000



Kramer is moving to a new € 30 million plant at Pfullendorf where production is set to double by 2010.

machines which means there is plenty in hand for the future.

Recent additions include the compact Apollo 25-6 with upgraded 85hp turbo engine and the high capacity 11 metre/7,000kg lift capacity Pegasus 70-11 360 degree machine. The unit features a new cab, new seat, instrument console and revised switchgear. A slightly smaller 360 degree unit, in terms of lift capacity, the Pegasus 60.16 - offers 6,000 kg and 16 metres lift



Genie's range continues to expand with the GTH-6025R Giro launched at Bauma.

height, it was launched last autumn and shares many of the features of the 70-11.

The Atlante is yet another new range from Dieci with lift heights of six to 11 metres, featuring a four forward and three reverse gear Powershift transmission in response, it says, to customer demand.

Bobcats latest compact T2250 can be fitted with a wide variety of attachments.



Models include the 30-6, the 30-9, the 33-11 and the higher capacity Zeus 38-10.

Genie has added a fourteenth model to its European range - the GTH-6025R Giro or 360 degree model. It offers a maximum lift height of 24.8 metres and a maximum forward reach of 20.85 metres, with a capacity of 6,000kg.

The 4x4x4 unit is operated via two electro-proportional four-in-one joysticks, with a button allowing the two speed transmission to 'shift on the fly'. The increasing use of electronics is seen in a maintenance service indicator and a black box that records 'functional parameters and anomalies'. An optional GPS module also makes it possible to locate the machine. Power is supplied by a 165hp Cummins four-cylinder turbo-intercooler engine, positioned sideways for easier access.

KramerAllrad now has three telehandlers available from six to nine metre lift heights but there are plans to extend the range upwards. By Spring next year, Kramer will move to a new €30 million plant at Pfullendorf, 20 km away from its current facility Uberlingen, where production is set to double by 2010.

The optional Ecospeed high speed gearbox - claimed to be a first in this sector - is said to give full tractive power over the entire speed range up to a maximum 40 km per

hour. A spacious cab giving good visibility particularly with the boom fully retracted into the U shaped frame should make the machines popular with operators.

If anything, the past year has seen more activity in the telehandler market than ever before. If demand continues as is predicted, it will be interesting to see if established



Latest New Holland is the LM1133 which can lift 2.5 tonnes to its maximum 13 metre lift height.

producers such as JCB, Manitou, JLG and Merlo maintain or increase their share, or will the new models from Caterpillar, Liebherr and Haulotte - which is pinning a lot of hope on its new machines - fragment the market? Either way there has never been more choice for those buying telescopic handlers, so the next 12 months could easily be even more exciting than this past year. Watch this space!

FIRST IN. LAST OUT. THAT'S WHY IT HAS TO BE CAT...



B-Series versatility means you get more done with fewer machines

One Cat telehandler does the work of many machines, so you don't need to buy a machine for every application. A range of quick-change Cat work tools helps keep your work rates high.

Your operators stay fresh and productive throughout the day as our cabs are well designed, spacious and comfortable. Keeping operators happy helps reduce staff turnover. Your jobs get done quickly and safely thanks to a single lever joystick, load-sensing hydraulics, a small turning circle and excellent visibility.

Expect your downtime to be lower, because of rugged construction, easier maintenance and unrivaled Cat dealer support, with over 99% of parts delivered within 24 hours. We want your Cat telehandler to spend more time doing what it should always be doing – earning you money.

Contact us today

WWW.CAT.COM



Working near airports

When working with a crane, aerial lift or other tall equipment near an airport - whether Heathrow or a small aerodrome - strict rules apply that involve notifications and maximum working heights. Shaun McAleer is responsible for administering permits at Manchester airport and has a good deal of experience in this area. Here he outlines the main check points.

Background.

It is fairly obvious to anyone dealing with aerodrome safeguarding and administering crane permits at any airport that many crane operators and contractors are unaware of their obligations when operating tall construction equipment in the vicinity of an aerodrome.

This is the case for a wide spectrum of operators, developers and contractors, ranging from those who are well informed and very proactive in their approach to operating cranes near the airport, through to those who are blissfully unaware that their crane operation could be presenting a hazard to aircraft. And that they could be breaking the law and CAA regulations by working without the aerodrome's operators' approval.

The complexities of operating tall equipment near and airport is an important topic which needs to be understood by crane operators and contractors who need to know what is required before they start work. It is also necessary to understand the issues that need to be considered by the aerodrome operator upon

receiving a request for a crane operation, and why in some cases permission to operate can take a little longer to be granted, or in certain circumstances be refused.

Requirements and Procedures.

It is usually a developer or contractor's 'appointed person' who communicates with the airport, but it is ultimately the crane operator who must understand and comply with the conditions of operation when working in the vicinity of an aerodrome.

The term 'aerodrome' means any airport, airfield or heliport where aircraft and helicopters land and takeoff. The unauthorised operation of cranes and other tall lifting equipment in their vicinity can present a serious hazard to aircraft either as a physical obstruction or by interfering with navigational aids such as radar and Instrument Landing Systems.

The Airport Operators Association & General Aviation Awareness Council has produced an advice note covering this subject. The note states:

'The Appointed Person should consult

the aerodrome/airfield manager for permission to work if a crane is to be used within six kilometres of the airfield and its height exceeds either 10 metres or that of the surrounding structures or trees'.

It should also be noted that special consideration should also be given to the operation of taller lifting equipment such as tower cranes, located further than six kilometres from the aerodrome boundary. It is possible that the intended operation could affect safe aircraft operations and/or affect navigational equipment, especially if the crane is located directly underneath runway approach or departure paths. Even when not located under the flight path, long booms or high towers may still present a hazard for low flying light aircraft such as general aviation traffic, helicopters and police operations.

All UK aerodromes provide details of their appropriate contacts. In most cases, the contractor's 'appointed person' will communicate with the aerodrome operator. At Manchester airport for example contact should be made with the Airfield Operations Department. However as a crane operator, if you are uncertain about the possible affects on aircraft safety or whether all required permits are in place for the job, it is always recommended to check with the contractor and, if you have any doubts communicate directly with the aerodrome operator yourself.

Information required

Before any operation of tall equipment, the aerodrome operator must make a Safeguarding Assessment to ensure the intended operation will not affect aerodrome or aircraft safety. The aerodrome operator will require the following information:

- **Exact location of the crane or lift** - An OS grid reference to at least six figures (eastings and northings).

Strict rules apply when putting up a tall boom within 6km of an airfield

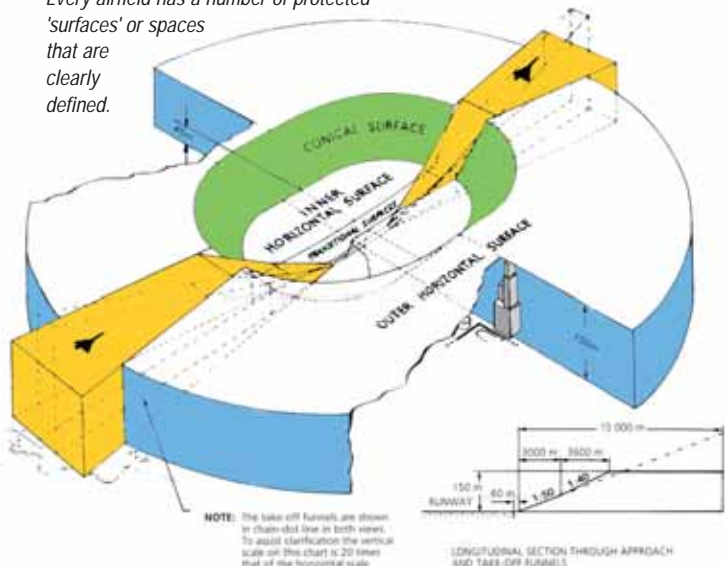


- **Maximum operating height of the crane** - The height should be provided in metres AOD (Above Ordnance Datum); or AGL (Above Ground Level), plus the level of the ground in AOD. Heights shown on Ordnance Survey Maps are 'Above Mean Sea Level'.
- **The type of crane or lift such as tower, mobile etc.**
- **The radius of the boom or jib.**
- **The intended dates and times of operation.**
- **The applicant's name and contact details.**
- **The purpose of the operation.**

Aerodrome Safeguarding Process.

Once the information has been provided, the aerodrome operator will perform an Aerodrome Safeguarding Assessment to assess the intended operation against the Aerodrome's Obstacle Limitation Surfaces. It is these surfaces that will govern the maximum permitted operating height of a crane and any restrictions which may need to be observed to ensure aircraft safety. If penetrations of one or more surfaces by a boom is likely there will be a need to either reduce the maximum operating height of the crane or to work under limitations or special operating procedures.

Every airfield has a number of protected 'surfaces' or spaces that are clearly defined.



The Obstacle Limitation Surfaces are areas of airspace with defined limits designed to ensure an aircraft's flight path is free of obstructions. The exact arrangement and height of surfaces differs at each aerodrome, depending on local ground elevations, the number of runways or type of operations, however all aerodromes will have the following surfaces to safeguard aircraft operations:

- **TOCS (Take-Off Climb Surface)**

A sloping path climbing away from the runway, designed to protect departing aircraft from conflict with obstacles. A TOCS is established for each runway direction intended for use by departing aircraft.

- **APPS (Approach Surface)**

A sloping flight path descending towards the runway, designed to protect arriving aircraft from conflict with obstacles. An APPS is established for each runway intended for use by arriving aircraft.

- **Inner Horizontal Surface (IHS)**

A space to protect aircraft from obstacles during visual manoeuvres in the vicinity of the Aerodrome. The IHS is a horizontal plane located 45 metres above the elevation of the lowest runway threshold and can reach up to four kilometres away

from an aerodrome.

- **Transitional Surface (TS)**

A steeply sloping space which, at its outer limits, meets the Inner Horizontal Surface. A Transitional Surface is established for every runway intended for use by landing aircraft

- **Outer Horizontal Surface (OHS)**

A space to protect aircraft from obstacles during instrument approach procedures. The OHS is a horizontal plane starting at the outer edge of the Conical Surface (105 metres above the IHS) and can extend up to 15km from an aerodrome.

- **Conical Surface (CS)**

A surface to protect aircraft from obstacles during visual manoeuvres. The CS is a sloping surface linking the IHS and OHS.

The diagram on page 44 demonstrates the typical arrangement of obstacle limitation surfaces at an aerodrome with a single runway.

Permission.

Once a safeguarding assessment has been made it will be determined whether the lifting operation can proceed and whether restrictions need to be applied.

Any of the following conditions may be imposed to ensure aircraft safety.

- *The fitting of RED obstacle lighting (200 or 2000 candela) to lifting equipment*
- *Restrictions on operating times*
- *Crane operations dependant on runway(s) in use*
- *Restrictions of crane operating height*
- *Restrictions during poor visibility (fog or cloud)*

In some cases it may be necessary for the aerodrome operator to make contact with the CAA for approval, and as such the crane operator or contractor would be required to co-operate in developing a safety case. It is important for both the contractor and crane operator to understand that in such instances it may take longer for operating approval to be granted by the aerodrome and project planning should be altered accordingly.

In most circumstances an aerodrome will operate a permit system. At Manchester airport, once the details of the crane operation and any required restrictions have been established the contractor and crane operator will be asked to complete a Crane Permit Form. This is then registered on a database and a final hard copy of the authorised permit



When putting very high booms into the air there might be restrictions as far as 15km from an airfield.

sent out to the contractor/crane operator which should remain with the crane for the duration of its operation.

**VERY SLIM, TALL, JAPANESE MODEL,
LIKES WEIGHTLIFTING, WILLING TO TRAVEL,
LOW MAINTENANCE, SEEKS SITE OPERATIVE
FOR UPLIFTING EXPERIENCE**

VISIT **WWW.MAEDAGRANES.COM**
SEE US AT SED - STAND K640



You'll see everything much better from here

For a view of the latest new products, no other UK show tops
SED 2007 Cranes & Access.

The high-profile names are here, like NRC, Mantis, Vanson, Genie Europe, JLG, SkyKing, Russon Access, UpRight and Versalift. Catch two new Manitowoc Potain models – the MCT 88, a new top slew top-less tower crane, and the IGO T70, the first in a range of self-erecting tower cranes, as well as the Teupen Leo50GTX, the world's largest tracked platform, and the Manitou MRT3050, the highest reaching telehandler on the market. Along with the latest in powered access, including mounted and self-propelled platforms, scissor and boom lifts, as well as scaffolding and support gear.

Pre-register by visiting the SED website at www.sed.co.uk and booking your Fast Entry Badge. This is where you'll get the big picture and as you'll see, the prospect is stunning.



SED 2007 – 22, 23 & 24 MAY

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

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

Register at www.sed.co.uk or call 0870 429 4374



NRC

JLG

UpRight

Russon Access

Manitou

Genie

Mantis

SkyKing

Versalift

Vanson



ALLMI accredited Lorry Loader Operator Training Providers

Nationwide

T H WHITE

Contact: David Ottaway 01380 722381

Email: cranes@thwhite.co.uk

www.thwhite.co.uk

Nursted Road Devizes

Wilts SN10 3EA



Ireland



Church Road, Tullamore, Co. Offaly, Ireland

Tel: 086 2500 825 Mobile: 086 1042 787

Nationwide



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

Tel: 0870 017 0606

Web: www.atlascranes.co.uk

Nationwide



Hiab Ltd

Cargotec Industrial Park, Ellesmere, Shropshire, SY12 9JW

Tel: 01691 626427 Fax: 01691 626472

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

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

The training accreditation service of Lorry Loader Manufacturers and Importers

ALLMI Second Floor Suite, 9 Avon Reach, Monkton Hill, Chippenham, Wiltshire. SN15 1EE

TEL: 01249 659150 email: enquiries@allmi.com web: www.allmi.com

Thorough Examination and Load Test Training

On May 3rd ALLMI launched its new 'Training Scheme and Competency Assessment for the Thorough Examination and Testing of Lorry Loaders.'

Designed for engineers employed by ALLMI members, the course is tailored for individuals wishing to perform Thorough Examinations and Load Tests or for those already performing functions in this area, but who wish to sharpen their skills and achieve certification.

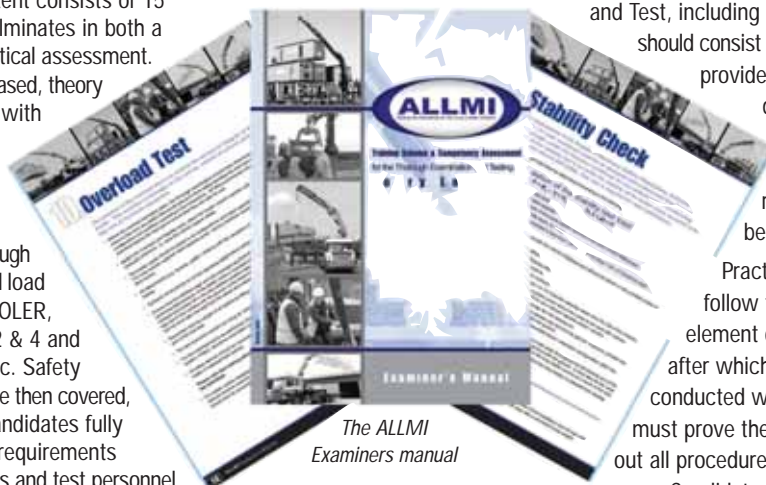
ALLMI general manager, Tom Wakefield said: "The content of the course is extremely comprehensive and very involved. Due to the nature of this kind of work, it's not a course for a complete novice and as such there are strict entry criteria relating to experience and qualifications, which all candidates must meet."

The course content consists of 15 modules and culminates in both a written and practical assessment. The classroom based, theory session, begins with a look at the relevant standards and legislation surrounding thorough examinations and load tests, such as LOLER, BS 7121 Parts 2 & 4 and BS EN12999, etc. Safety considerations are then covered, ensuring that candidates fully understand the requirements for site conditions and test personnel. Risk assessments and method statements are also covered under this module.

Next comes documentation, which explains the importance of having the previous test certificate and the manufacturer's manual, and also in some cases, the need to have

stability calculations, axle load calculations, sub frame specification and information on any special features that the crane might have.

Candidates are then taken through the requirements for the visual inspection and the points that must be examined on the crane, the function check is also fully explained. This is where the crane is tested with no load in order to check the satisfactory operation of every control device and each crane motion. The crane functions are operated throughout the full range of permitted movements and up to the maximum speeds.



Calibration checks are covered before the course moves on to the subject of overload testing. The overload test is intended to confirm the structural integrity of the lorry loader, including the anchorages of the crane to the vehicle, the vehicle structural parts, the stabiliser legs and all hydraulic equipment.

For new installations, a full stability test must be carried out. Candidates are given instruction on calculating the stability test load, how to perform the stability test and the importance of body consideration.

Dynamic tests are also covered, the object of which is to subject

the hydraulic system and structural members to dynamic conditions and fluctuating loads in order to check each powered function through its full range of travel and operating speeds, and to confirm the operation of load decelerating valves.

The highly important post-test inspection comes next which looks for any signs of structural damage affecting the safe use of the crane.

Finally, candidates are given instruction on preparing and issuing a Report of Thorough Examination and Test, including what the report should consist of (candidates are provided with template documents to use) and to whom the report should be sent.

Practical sessions follow the classroom element of the training, after which a test is conducted where candidates must prove their ability to carry out all procedures covered in the course. Candidates are then given a final theoretical test paper, which assesses their knowledge in relation to all issues surrounding the subject, including the calculation of stability test loads.

Ken West of Ken West Hydraulic Engineering attended the first course. "It's a very intense two days as the course covers the subject in so much detail, but I thoroughly enjoyed it and came away feeling very well informed on a subject for which I already had a great deal of experience," he said.

All successful candidates are issued with an identity card and certificate,

and are registered on the ALLMI Examiner's Database and receive the ALLMI Examiner's manual, a 26 page document that serves as a reference guide throughout their career.

For further information on the course, contact Tom Wakefield at ALLMI email tom@allmi.com

ALLMI General Meeting Update

April was a busy month for ALLMI and its members with General Meetings being held for both the manufacturers/service agents and members of the Operators' Forum.

Both meetings approved plans for a joint, annual meeting and social event for all members and training providers, the first of which is planned for early 2008. Significant website developments were announced for the secure members' area, which include the addition of regulations relevant to lorry loaders, HSE safety bulletins and draft standards for comment.

Barbara Edwards of AIPS attended both General Meetings to present the benefits of using ALLMI's insurance facility, whilst Lyndon Noon of GB Oils (Shell's largest distributor) spoke on the supply of oil and lube products to ALLMI members, and Alan Lines of Line Industries on the effective use of Trailerwin software. PC Bill Slater of the West Midlands Police discussed road safety with lorry loaders, while Brian Szukala from the Freight Transport Association, demonstrated an innovative loader crane simulator.



Are your staff properly trained?

Don't risk it call a certified local company today

National



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

North East



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

National



Tel: 01623 750 500 • Fax: 01623 750 400
Email: training@central-access.co.uk
www.central-access.co.uk

National

nationwide



Tel: 0845 601 1032 • Fax: 0116 286 9038
Email: training@nationwideaccess.co.uk
www.nationwideaccess.co.uk

England & Wales



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

National



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

National



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

Ireland



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

Scotland



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

National



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

National



Tel: 08700 771709
Email: training@heightmaster.uk.com
www.heightmaster.uk.com

National



ACCESS SAFETY TRAINING COURSES
AVAILABLE NATIONWIDE

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



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

See www.ipaf.org for full listing

Watch out outriggers

There appears to have been a resurgence lately of accidents involving poor outrigger cribbing or even, (mostly in the USA) the omission to set outriggers at all. Proper set up of outriggers is critical for all cranes or platforms equipped with them.

Spider tips in Newbury

One such incident involved an Italmec Ragno R16 which was being used by Phil Cantrey, an employee of J.P. Hardy Forestry, to trim trees when the ground beneath one of the outriggers gave way creating enough momentum for the boom to tip. John Hardy the owner of J.P. Hardy tree surgeons said that while he had not been on site when the accident occurred it was clear what had happened. The local police arrived with the ambulance and initially treated the area as a crime scene. The Health & Safety Executive was also

called to conduct an investigation. On the surface of it the operator had set his outriggers right on the edge of a brick paved drive, the outrigger pad - metal on stone - slipped into the adjacent flower border. While it looked like an outrigger problem, this lift is fitted with switches to limit the outreach to just over six metres. The unit was at the very least working at the extreme of its outreach. It might have been a tip that then set off the outrigger collapse. A properly trained operator would never have set up so close to a loose edge and would have used a wood or polypropylene outrigger mats.



The outriggers slipped and dropped



The steel pads were set up on the edge, steel on brick - with no mats

Photos published courtesy of the Newbury Weekly News

How's this for good practice?

We were sent these pictures of how or how not to demolish a chimney stack, it might be argued that this is a safe and considered way to do the job, however it certainly looks dodgy. We would be interested to hear views from those readers who are demolition contractors.



It's an excavator? At the top of a chimney?



What is this crane lifting?



Yes it's true it's modified into a demolition tool

MEWPs for Managers

Facelift Access Hire is the latest IPAF training centre to offer the federations new MEWPS for Managers course. This is a one day professional training course which gives managers the knowledge and confidence they need to deal with the constantly changing demands related to working at height on site and the use of Mobile Elevating Work Platforms.

There are certain statutory duties that apply to practically all managers where employees work at height. These are based on the fact that employers and managers are the ones in control of the business. They have the ability to prevent most accidents. Likewise, acts and omissions at this level are likely to be the cause of accidents.

The course has been designed in response to continual requests for advice on subjects such as responsibilities, role of operator

training, legislation, organisation and planning, use of safety harness, platform safety and Implications of the Working At Height Regulations. It also incorporates the following general areas.

1. Organise the work so that it is safe
2. Appoint Competent Persons
3. Provide adequate supervision
4. Provide information, relevant instruction and training
5. Monitor and review health and safety performance

To sum up you have to ask yourself the question 'Am I, as a manager, comfortable with these important matters, up to date and wholly happy with my responsibilities whilst in charge of MEWPs on site, and the women or men who operate them?'

National



Tel: 0845 06 11 999 Fax: 01582 842590

Email: simon@panther.uk.com

www.platform-rentals.co.uk

Scotland



Tel: 01324 889000 Fax: 01324 888901

e-mail: mailbox@outreachltd.co.uk

Web: www.outreachltd.co.uk

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

See www.ipaf.org for full listing

CRANE SAFETY 2007

REDUCING ACCIDENTS • SAVING LIVES • LIMITING LIABILITY

4-5 June 2007, Grange City Hotel, London

Back by popular demand, our 6th annual conference **Crane Safety 2007** is returning with an extensive programme. Taking place in **London** on the **4-5 June 2007**, this conference has been devised as a direct result of recommendations from delegates at our highly successful 2006 conference. Our value-packed two-day event will also host a workshop focusing on **'condition monitoring and factory crane hook fatigue cracking'** with guest speakers from Inspecta, Finland.

The focus for 2007 is on power: the safety regimes and lifting equipment requirements of contractors in construction and maintenance of power generation and upstream and downstream oil and gas operations.

**TO REVIEW THE FULL PROGRAMME GO TO
www.wilmingtonconferences.com/cranesafety2007**

WHO SHOULD ATTEND?

Representatives of the lifting community will include:

- Managers and directors responsible for crane safety
- Practitioners from crane safety and training organisations
- Representatives of crane certification and accreditation bodies
- Facilities managers
- Occupational health professionals
- Risk management directors

Others attendees from the lifting industry will include directors and senior managers from:

- Crane rental companies
- Crane manufacturing companies
- Major construction contractors
- Utilities companies
- Lifting component/accessories suppliers
- Rope and sling suppliers



4-5 JUNE, LONDON

Sponsors and exhibitors



Q: Would you like to boost the profile of your company on an international scale?

A: If you would like to sponsor or exhibit please contact Mark Bridger on +44 (0)20 8269 7746 or email mbridger@wilmington.co.uk



Campaigning to save lives

IPAF is hosting seminars at the SED show on how the Clunk Click harness campaign affects site managers and their staff. The seminars will run at 12 pm each day at the SED Business Centre in the Rockingham building.

Speakers from IPAF are Rupert Douglas-Jones, international training manager, and Gil Male, technical officer. They will look at the correct use of harnesses, explain the current industry

position and review management responsibilities for MEWPs operating on sites. Attendees will receive a copy of technical guidance note H1 summarising current best practice and

a selection of Clunk Click stickers. More information on harness use and training is available from the IPAF Stand 800, Avenue E, Cranes & Access Zone.



IPAF international training manager Rupert Douglas-Jones, seen here speaking at the recent IPAF Summit, will set the record straight on harnesses at SED.

HSC chair to address access conference

Bill Callaghan, chair of the Health and Safety Commission, will make the keynote speech at the Access Industry Forum (AIF) Conference that IPAF is involved in organising. The conference takes place on May 23rd at the NEC Birmingham, as part of the Safety and Health Expo.

The conference will focus on how to make access safe, practical and productive. Using case studies featuring familiar workplace situations, the AIF, together with experts from the HSE, will discuss and demonstrate different solutions to the same problem, highlighting the pros and cons in each case.

Worldwide Clunk Click campaign launched at bauma

IPAF launched a worldwide version of the Clunk Click campaign at bauma, calling for all users of boom type platforms to wear a full body harness with a short restraint lanyard attached to a suitable anchor point. International Clunk Click stickers were distributed at the IPAF stand, including the German "Click Clack", the Italian "Clic Clac" and the North American "Click It". "These simple stickers can save lives," said IPAF managing director Tim Whiteman. "We need sponsors in countries around the world to help us

get them on all boom type machines." The campaign has already won the support of the UK Health & Safety Executive (HSE), the Major Contractors Group (MCG), the Hire Association of Europe (HAE) and the German Association of Construction Equipment Engineers (VDBUM). Companies such as AFI-Uplift, Facelift, Hewden, Nationwide and Niftylift in the UK, as well as Schmidt and Zoom in Germany, have committed to putting a Clunk Click, or Click Clack, sticker on every boom.

AJ Access Platforms awarded IPAF Rental+

AJ Access Platforms has become the latest company to be awarded IPAF Rental+ status by Giles Councill, IPAF audit programme manager. There are currently half a dozen companies that hold this prestigious award, which ensures that rental companies meet defined standards in customer service, safety, staff training, contract terms and machine inspection. Tony Mort, managing director of AJ

Access Platforms, said, "Our aim as a company is to follow the industry's highest ideals and standards, and this IPAF has managed to achieve through the IPAF Rental+ programme. Everyone assumes that all access hire companies are working to the same standards. For companies wanting to win this award, this will ensure that independently audited standards are fulfilled."

inspHire extends discount to IPAF members

IPAF members using the inspHire rental management software now qualify for a 10 percent discount on training programmes. Members already enjoy a 10 percent discount on inspHire rental management software and the offer is now being extended for a limited period to include inspHire training.

This 10 percent training discount applies to IPAF members currently

using the software and members looking to implement the inspHire rental management system. To qualify, bookings for training must be made by June 30th 2007, although the training can be taken at a time convenient to members. To take advantage of this offer, contact the inspHire sales team on sales@inspHire.com or call 0870 013 0030.

Special hotel rate for PDS

IPAF has negotiated special hotel rates at the Holiday Inn Haydock for instructors attending the next Professional Development Seminar. The PDS will be held on 19 September 2007 at the Haydock Racecourse, Horseshoe Suite, off Junction 23 of the M6, WA12 0HQ, between Liverpool and Manchester.

A standard room can be booked for £90 and an executive room for £105, inclusive of breakfast, VAT and use of the Spirit Health Club. Call the Holiday Inn Haydock on 0800 838028 and quote the booking reference 29285.



IPAF, Bridge End Business Park, Milnthorpe, LA7 7RH, UK
Tel: 015395 62444
Fax: 015395 64686

www.ipaf.org
info@ipaf.org

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

Un petit Clic!
Portez un harnais de sécurité complet avec une sangle réglée courte, dans les nacelles à déport de travail

Pour plus d'informations sur l'utilisation correcte des harnais dans les nacelles, procurez-vous la note d'information H1 auprès de l'IPAF sur www.ipaf.org/fr

Universal

New Spider widens the fleet

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

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

0800 866 587
www.universalplatforms.co.uk



The RIGHT Access Tower Systems for the industry...

Approved
Training
Centre



- Global Provider...
- Standard / Painted Tower Systems...
- 60 years experience...
- 10 years on warranty on rib-grip joints...
- ISO & EN Certified...
- WAHR Compliant

UpRight • INSTANT • Zip-Up

Check out our full range of products and services at www.uprighteuro.com or e: info@uprighteuro.com
T: +353 (0) 1 620 9300 or T: +44 1952 242000
Quoting Ref: CA/05/07-5



New mentoring scheme launched

PASMA's commitment to the highest standards in tower training and knowledge has resulted in the introduction of a mentoring scheme designed to ensure that new instructors have the skills and expertise necessary to deliver PASMA training to the required level. With effect from May 2007 candidates will be assigned a lead instructor who will oversee all aspects of their training, offering support and advice at every stage.

Potential instructors will continue to take the four mandatory modules, but will then be required to demonstrate to their personal mentor that they have acquired the information, facts and confidence needed to run a PASMA training course. They will do this by attending and participating in two half-day training courses themselves, and then by conducting a course under the supervision and watchful eye of their mentor.

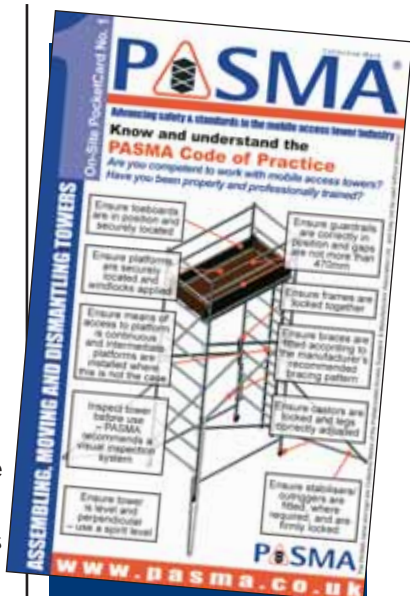
Only when the mentor is entirely satisfied with their competence and knowledge will the new instructor be allowed to deliver PASMA training.

Get mean with the mark!

PASMA is proud of its collective mark which is now prominently displayed alongside its logo. The mark distinguishes the products and services of members of the association, which is the proprietor of the mark, from those of other undertakings.

It is an indication to PASMA's various audiences that these products and services originate from a member of the association and are therefore a sign of membership.

PASMA is determined to protect its collective mark and has signalled that it will not hesitate to take action against any proven infringement. It is in the interests of all PASMA members to report any such infringements to the secretariat.



PASMA PocketCard

A handy, safety-related guide for use on site. The guide is available from the PASMA shop at www.pasma.co.uk

Only Two Ways About It!

Don't forget...there are only two methods currently approved by PASMA in co-operation with the HSE for erecting and dismantling a mobile access tower:

*The 3T Method (Through the Trap)
& The Advance Guardrail Method*



Picture by courtesy of Turner Access

Two new courses

New Manager's and Supervisor's Course

Work has begun on a new course designed specifically for managers and supervisors who have responsibility for overseeing the work of operatives on site. It will cover such things as ensuring that work is properly planned and organised, that those involved in carrying out the work are competent and properly trained, and that towers are correctly inspected and maintained.

Work at Height: the Basics

Now almost complete, this back-to-basics course has been developed for anyone working at height, irrespective of industry sector. No prior knowledge is assumed.

Starting with 'What is work at height?' it goes on to deal with the simple hierarchy for managing and selecting equipment for work at height and addresses such issues as existing places of work, means of access for work at height and personal and collective fall prevention. It makes no recommendations as to specific types of access equipment, other than to point out the factors which must be taken into account when selecting an 'appropriate' method.

PASMA Instructors - Don't miss the PASMA Seminar on Thursday 24 May!
Details at www.pasma.co.uk

PASMA, PO Box 168, Leeds LS11 9WW Tel: 0845 230 4041

Fax: 0845 230 4042 Email: info@asma.co.uk www.pasma.co.uk





Dear Leigh,

In light of the volume of accidents that you are now reporting, both on line and in the magazine, due I am sure to the wonder of modern communications and the internet etc.. I wondered if you might consider collecting and then publishing the actual statistics in some way so that those who might be less familiar with access equipment can put the number of accidents into perspective.

I believe that on any normal working day over 100,000 aerial lifts are used for several hours each on job sites and workplaces around the world. This equates to around half million operating days per five day week or 2 million a month. If we assume that you are reaching the stage where most serious accidents are covered in your publications then how would the number of accidents per 100,000 operational days compare say with crossing the street or even flying in a plane?

Perhaps this is something you should be highlighting more often?

I recently read a comment on air travel which said that many people feel that is more dangerous than driving or rail travel. In reality, according to the statistics, the chance of being involved in an aircraft accident is 11 million to one, compared to 5,000 to one for being killed in a car accident. The drive to the airport is by far the riskier part of the journey and yet people think that they have far more control over the driving part of the trip than they do over the flying... The facts show that it is simply not true, but as with cranes and platforms, air accidents attract a lot more media attention than the 100's of car accidents that occur every day.

While I do agree that the you are providing a very important service in the reporting of these accidents, which will inevitably lead to a safer industry, I also think that you must create and publish some good statistical examples of how safe or unsafe it is to use a platform so you don't make people think cherry pickers are dangerous.

Let me know your thoughts.

See you at Bauma.

Gordon Leicester

Dear Leigh

Vetikal.net features

Spider lift tips 13.4.07 & Another outrigger accident 14.4.07

I am continually amazed at the lack of attention to proper ground support/outrigger pads/cribbing on access platforms and cranes. In the past few days we have read through your web-site (noted above for ease of reference) of instances where cranes and access platforms have tipped over because of little or no support under their outriggers.

Given all the publicity recently to the 'top end' of platforms, regarding harnesses, it's about time we looked at the 'bottom end' and think of proper ground support in the correct use of outrigger pads.

Who in their right mind would buy a house without a foundation? Therefore let's think safe and promote the correct outrigger pads for the application to help prevent further accidents of this type.

The 'spider lift tips 13.4.07' could in all probability have been prevented for as little as £260 for a set of pads and likely have saved this young man a stay in hospital with back injuries..!!

The late Peter Oram formerly with the HSE was a great promoter of proper ground support and he was not wrong..!! His philosophy continues within the HSE in that safety comes first..!!

Yours sincerely

Bill Green

The reporting of what seems like so many accidents has become a concern to us. The aim of our reports is to both highlight dangerous practices and hopefully bring home the reality that the improper use of, or operation of, a crane, telehandler or aerial lift can be dangerous. And yet if used properly an aerial lift is safer than flying in a commercial aircraft.

Even when abused, an aerial lift is very forgiving. If users were to employ a little more thought with a little more awareness of what can go wrong and if boom operators all wore harnesses with short lanyards the number of fatal accidents would be reduced to a handful worldwide.

We will take Gordon Leicester's suggestions on board and either develop our own statistics or work with industry associations to help create an independent database that can show precisely how safe powered access is.

Ed

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.

UNIC

CRANES EUROPE



Discover incredible power and reach in the most confined of working environments. With an overall width from 600mm, **UNIC** mini cranes are small enough to get in there, and big enough to get the job done.

URW-094 0.995t x 1.5m (boom length 5.49m) • **URW-095** 0.995t x 3.5m (boom length 8.65m) • **URW-295** 2.9t x 1.4m (boom length 8.65m)
URW-376 2.9t x 2.5m (boom length 14.61m) • **URW-506** 3.0t x 3.4m (boom length 15.71m) • **URW-706** 6.0t x 3.0m (boom length 19.2m)

For more information about UNIC, please phone 01844 202 071, visit the UNIC Cranes website www.unic-cranes.co.uk or alternatively, email the UNIC Cranes sales office: sales@unic-cranes.co.uk

www.unic-cranes.co.uk

ladders in focus

Ladders are the world's most widely used pieces of access equipment. Love them or hate them there is no arguing that they are cost effective, handy and environmentally friendly. However they are also wide open to abuse, from selecting the wrong ladder for the job to using them on applications for which they are not suited, to outright dangerous and improper use.

They are also widely taken for granted, everyone thinks they know how to use a ladder. Mention ladder training and the reaction is likely to range from sniggers to guffaws of laughter in many quarters. And yet, ladders are for many jobs still the access method of choice and given some good basic training the vast majority of accidents would be eliminated. Cranes&Access has teamed up with the Ladder Association, which has arisen from the old BLMA, to bring you a quarterly Ladder Association page with news, tips and information on the correct use and selection of ladders.



National training scheme gains momentum

As a natural and logical extension of its activities, and as a practical expression of its commitment to encouraging best practice, the Ladder Association operates a national training scheme for users, supervisors and managers wanting to equip themselves with the knowledge, skills and confidence necessary to use ladders safely and legally. It aims to provide delegates with the information to:

- 1 Select appropriate work at height equipment for a task
- 2 Assess and determine when it is appropriate to use ladders and stepladders
- 3 Correctly locate and safely use ladders and stepladders
- 4 Inspect ladders and stepladders for damage

Details of all the association's approved training centres can be found at www.ladderassociation.org.uk

Name change heralds new era for ladder industry

It's all change at the British Ladder Manufacturers' Association (BLMA). Celebrating its diamond jubilee this year, it not only has a new name - the Ladder Association - but a revised constitution, a fresh agenda and a new look. It also has a new chairman, Don Aers, technical manager at the Youngman Group.

Committed to 'progressing safety and best practice step by step', the association is no longer the exclusive domain of manufacturers, but a progressive, broad-based organisation determined to promote and champion an invaluable piece of workplace equipment.

With some two million ladders and stepladders in daily use throughout the UK, the ubiquitous ladder is set to get some serious support.

"Working in close co-operation with the Health & Safety Executive (HSE) the association will be delivering the clear and unequivocal message that ladders are not banned in the workplace, so if it's right to use a ladder, use the right ladder and use it safely," says Don Aers.

Ian Greenwood, head of the Falls

from Height team at the HSE, endorses this message. "The Work at Height Regulations make it clear that with sensible risk assessment, proper planning and training, ladders can continue to be used for short duration, light work," says Greenwood. "We look forward to collaborating with the association to encourage good practice across industry where ladders are used."

For its part, the Ladder Association is adapting to the challenges facing the industry by positioning itself as the clear and acknowledged focus in the marketplace. Rapidly gaining momentum is its national training

scheme designed to ensure that users are equipped with the knowledge, skills and confidence to use ladders safely and productively. Upon successful completion of the training course, every delegate receives a certificate and Ladder Association photo card as proof of competence. Increasing numbers of delegates are expected to pass through its various training centres in 2007.

The association will be a major contributor to Access Live, the Access Industry Village and the Access Industry Forum's 2007 Conference at the NEC, 22 - 24 May.



Ian Greenwood, head of the Falls from Height Team at the HSE (second from L) with members of the Ladder Association during a recent meeting at ladder manufacturer, Abru.



The Ladder Association card

New website makes essential viewing

A definitive reference source for leaning ladders and stepladders, the Ladder Association's new website includes an interview with Geoffrey Podger, the HSE's chief executive, in which Podger talks about his organisation's views on ladders. He says: "Ladders are not banned in the workplace, so if it's right to use a ladder, use the right ladder and use it safely." The complete interview can be read at www.ladderassociation.org.uk

The Ladder Association
 PO Box 183 Leeds LS11 1AG
 Tel: 0845 260 1048
 Fax: 0845 260 1049
 Email:
info@ladderassociation.org.uk
 Website:
www.ladderassociation.org.uk

Can YOU afford NOT to train?



Heightmaster Raising Standards

At Heightmaster we're specialists in raising standards. We provide training, advice and consultancy to enable people to work safely at height.

We offer a wide range of operator and demonstrator courses to individuals and companies across the UK. All our courses are certificated by appropriate accrediting bodies such as **IPAF and PASMA**.

- Powered Access
- Mobile Access Towers
- Low Level Access
- Safety Harness & Work Restraint
- Work At Height & Risk Assessment
- Safety Wear & Equipment

MEET THE HEIGHTMASTER TEAM AT THE SAFETY & HEALTH EXPO

You can see us at the **Safety & Health Expo 2007** at the NEC, Birmingham, from May 22nd to 24th on stand number AA31 in Hall 12 where we will be displaying the full Heightmaster course portfolio and our latest range of safety wear and equipment including a new range of heated clothing.

SAVE 10%

on Heightmaster courses
by quoting the
reference number
HML/CA/05-07

(the offer can be used once only and is based on course bookings made before 1st October 2007).

See us at
Safety & Health Expo 2007
NEC, Birmingham, May 22nd - 24th
Stand AA31-Hall 12



Tel: 08700 771709 • Email: training@heightmaster.uk.com
Web: www.heightmaster.uk.com

The IPAF Summit

We provided a brief overview of this years IPAF summit in the April issue of Cranes&Access. Due to popular demand we once again host a photo album from the day's events.

As in prior years, the day included a council meeting, the Federation's Annual General Meeting, the Summit - this year entitled Management Responsibility for MEWPs - the champagne reception and the evening dinner. About 200 attendees attended the event, roughly the same number as last year's record-breaking Summit.

AGM

IPAF president Andrew Reid continued his no-nonsense approach to raising the standards for IPAF members in his campaign to purge the powered access industry of the 'cowboys' that are inevitably drawn to fast growing businesses.



Andrew Reid wants to purge the industry of cowboys.

As part of this campaign, membership requirements have been clarified so that no new applicant can be 'blackballed' or rejected as long as they meet clear membership criteria. However with these clear standards or ethics comes the possibility that any member not complying with those high standards and considered to be bringing the industry into disrepute can be suspended or expelled from the organisation.

He said: "IPAF stands for safety

and responsible wealth creation within our industry and we will not tolerate cowboys and corner-cutting bringing the industry in to disrepute. Naming and shaming will continue to be our policy."

He continued: "In order for this to work, a fair and tested policy of exposure and an equally fair appeals procedure exists which can be upheld as we move forward to ensure standards are upheld."



Steve Derbyshire, acting head of safety at Taylor Woodrow spoke on his company manages MEWPs.



The IPAF council 2007

He then called on all members to promote a positive 'Safety First' message to customers and to



IPAF publications on display



The IPAF council during the AGM

New appointments

With Bill Lasky having left the aerial lift industry, John Ball was confirmed as deputy president, which ordinarily will see him taking over from Andrew Reid as president in 2008. Steve Shaugnessy of A-Plant Powered Access takes on the role of vice president.

This years summit had a reasonable amount of interaction with plenty of questions for the speakers.

expose 'wrong doers' in order to help ensure that 'No serious customer will trade with anybody other than an IPAF compliant supplier'.

Another record year.

Aside from the plans, reviews and motions managing director Tim Whiteman was able to report another record year for the federation with revenues up by nine percent to £1.6 million, (€2.4 million). Gross profits also rose by nine percent to £1.4 million (€2.1 million).



The Summit attracted a good attendance

Israel Celli of JLG and Brad Boehler of Skyjack were both confirmed as council members having been co-opted during the year. At the same time the following were elected as chairs of the various committees:

Andrew Reid of SGB
International Mast climbers

Cameron Reid of SGB
UK/Ireland Mastclimbers

Roger Bowden of Niftylift
Manufacturers

Austin Baker of AFI-UpLift
Joint IPAF/CPA Powered
Interests Group

Mike Ripton of Nationwide Access
Training

John Cusack of Skylift Hire
Republic of Ireland

Peter Grant of Merlo
Telehandlers

After tax profits fell by 30 percent to £96,172 (€140,000) due to the investment the federation has made in continental Europe and North America. So far this investment has seen a jump of 60 percent in continental European members while training centre revenues have yet to gather steam.

In spite of this fall shareholders funds or reserves increased by over 15 percent to £726, 114 (€1,06 million) with almost £300,000 (€450,000) of cash in the bank.

IPAF president Andrew Reid with Australia's EWPA president Bernie Kiekebosch a speaker at the summit.



IPAF Photo Album

The rest of our feature on the Summit is devoted to our IPAF summit photo album, back by public demand. This year we have devoted more space to photographs, keeping the text to a minimum but we couldn't help adding in a few possible captions. Hopefully we have not offended anyone... too much! Please do write and tell us what you think. If you have an alternative caption for any of the pictures do send them in and if we receive a good response we will publish the best and think up a prize for the best.



"shouldn't you be at school?" Richard Rawlings with Tom Wilson



'Not another photo!' Chris Buisseret, John Jordan Andy McCusker and Carrie Jordan.



'Wayne Lawson of JLG is captivated by Bernie Kiekebosch's plug for the Australian cricket team'



Grrrr Richard Marchant, Mark Pugh and Frank Page of Facelift



'Go on then it's a deal' Roger Bowden of Niftylift and John Jordan of Rapid Platforms.



'What have you done to it Chris?' Giles Council and Chris Buisseret



New kid on the block Romani Vanzi IPAF Southern Europe



Mario Potrich, Stefani Giusto and Gert Hildebrand



A heavy moment for the two Light men behind Brad Boehler- Brian Light and Richard Phillpot'



'So Ben why is it you have to leave early?' Ben Martin of Gardner Denver with Tim Whiteman.



I have never heard of half these people' Maurip Potrich of CTE with Gert Hildebrand of IPAF



Sandra Franco of Alo Rental Chile, Chris Buisseret, Susan Foster of IPAF Hans Aarse and Linda Davey



Its those Finns again, this time they've cornered Facelift boss Gordon Leicester.



Paul Dougan with Angela and Peter Ives of Adept training Services



Jean Harrison and Margaret Caton'... leading Carrie Jordan astray



'Wow this is a fantastic magazine isn't it' Rupert Douglas Jones with John Ball of East-UpLifts.



The contract men from SGB Tony Stickland, Peter Clarke, Andrew Brereton and Euan Martyn.



Tony Edwards of Balfour Beatty with Alan Keating, Gary Fisher, Will Temple and Mike 'the smile' Evans.



It's been a long day Paul Duggan, Tom Wilson, Steve McGill and Chrissie Sloan.



Lars Peter Godenhalm, Leigh Sparrow of C&A (sitting) and Erkki Hokkinen of Dinolift.



'You have to take all this on next year! - As long as I can wear that chain' Andrew Reid and John Ball.



Yu Forong, John Ball, Andrew Reid and Bai Ri



Sandra Franco of Alo Rental the first IPAF training centre in South America



'Its not really your birthday is it? John Jordan with birthday boy Peter Grant of Merlo.



'Now pretty please ' Keith Smith of Loxam with Mike Evans consultant to Lavendon.



The clans are gathering. Scots Andy McCusker and Kevin O'Shea compare notes with Irish lads John Ball and Ronan McLennan of Easi UpLifts.



"Mirror Mirror on the wall who is the fairest trailer lift manufacturer of them all?" Murray Pollok with Nifty's Roger Bowden and Dino's Erkki Hokkinen and Lars-Peter Godenhielm



"Have you seen my fangs?" Pierrick Lourdain of Haulotte, Tim Whiteman and Bernie Kiekbosch



"No Tony mine really is bigger" Tony Jauncey with Tim Whiteman



Yu Forong hands Lars Peter Godenhielm her card as Bai Ri looks on.



'Beam me up Scotty' Steve Shaughnessy of A-Plant, Murray Pollock of Access International and Tony Groat of AWPT



"You should have gone to Spec Savers" Rupert Douglas Jones with Tony Jauncey.



'I'm taking these two home with me' Tim Whiteman, Sandra Franco and Isreal Celli of JLG.



'Now let me tell you a little story about van mounts' Ben Martin of Gardner Denver with Steve Couling of Versalift.



spot the non-Mediterranean' Mauro Potrich of CTE, Pier Angelo Cantù , Romani Vanzi, Andrew Reid and Massimo Toni of AS Climber



'It really is my birthday!' Peter Grant of Merlo, Pam Penny C&A and John Corcoran of the Electrical Contractors Association share a joke.



'Cheers' Matt Perkins and Dave Barton of the Platform Company



"Today harnesses, tomorrow ze world" Tim Whiteman MD of IPAF lays down the law.



'It was this big!' Hans Aarse stretching a story for Michel Van Mil



'We are forming a barber shop quartet will you join us?' David Hall of Skyjack with John Austin and Will Holloway of KHL.



Happy at last Andrew Reid in the convivial company of the IPAF ladies ladies Sue Heath and Jean Harrison



'Two city gents?' No its Isreal Celli and Simon Cracknell of JLG.

And so to Dinner

As last year there were 21 large tables with strong support from across the industry.



Extended life energy chains

Energy chain manufacturer Igus has developed a new version of its E4 energy chain for long travel lengths or dirty applications.

The chains gliding surface has been enlarged by 70 percent, which combined with a wear allowance of 150 percent, the service life of the has been increased by a factor of four, even when used under extreme conditions.

The optimised surface geometry and the spring-loaded arrangement of the sliding elements also ensures extremely smooth running.

No additional parts

The enlarged gliding surfaces and opening links are cast in one piece for durability but the chain can still be snapped open at both sides for simple line checks and replacement if necessary. No additional assembly



material and tools are necessary for installation of the "extreme gliders" which are designed especially for applications in hostile environments

or where the chain needs to carry a heavy load, such as large cranes or long boomed aerial lifts with full pressure hydraulic controls.

New adjustable force transducer

Tecsis has launched a new S-Type force transducer with proven thin film technology which can be easily adjusted during installation. This feature enables the S-Type to replace up to three conventional force transducers says Tecsis.

The programming unit - PE01 - allows the user to set the measurement range at 100, 50 or even 30 percent of maximum capacity. According to Tecsis accuracy remains consistently plus or minus 0.2 percent regardless of the range selected. The integrated overload protection allows for a load of up to 400 percent of the nominal force in both directions without damage. The transducer uses a proven thin film

sensor, the sensing element, which is sealed with a laser, gives all the advantages of a strain gauge, without some of the disadvantages such as temperature drift.

Typical applications include overload detection equipment or load weighing devices, it features class IP67 protection and the stainless steel housing makes it ideal for tough environments. The maximum force of the different versions varies from 2 kN to 50 kN. The output can be 4...20 mA or 0...10 V. A standard M12 connector is used for electrical connections. The integrated amplifier guarantees a minimal temperature drift, long term stability, and reproducibility of the measured values.



The new S Type force transducer is suited to tough environments and replaces three standard models

Hand-held 'point and read' thermometer ... for engineers and technicians

Micro-Epsilon has launched a new compact handheld infrared temperature measurement device, the Optris MiniSight Pro, offering engineers a genuine, low cost alternative to thermal imaging cameras. Priced at just £199, the new thermometer is very easy to use, the engineer simply aims the device at the target and presses the button. The temperature is then displayed on an LCD readout.

Service engineers and maintenance technicians can use the device to measure the surface temperature of objects between -32°C and 760°C. The optical resolution of the unit is 40:1, providing an accuracy of plus or minus one percent or one degree between 0°C and 760°C. The user can even programme the device to compensate for the emissivity (the intensity of infrared radiation emitted by every material or body) of different target materials.

The Optris MiniSight Pro comes with onboard data logging capabilities that can handle up to 20 different values, a thermocouple input, alarm functions and a USB interface. Optris Connect' software is also provided, which enables the user to set parameters and record temperatures. The unit is supplied with a tripod and carrying pouch as standard.

The device is ideally suited to preventive maintenance applications, quality management, R&D and electronic design, the 'optris MiniSight Pro' can be used to check electrical equipment; to detect 'hot spots' on bearings, motors and power transmission equipment; to measure the temperature of moving objects in manufacturing processes; to detect energy losses on heat insulations; and to inspect critical components on vehicles.



The Optris MiniSight Pro hand-held thermometer

enquiries →

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

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



Introducing M.Y.2007



The MAXILIFT range can work safely with 370° of rotation
(for 200-230-260-300-350)



maxilift



cobra



MAXISTAB



Next Hydraulics Via Mediterraneo n.6 - 42022 BORETTO (RE) -ITALY - tel. +39.0522.963008 fax. +39.0522.963039

www.maxiliftcrane.com - info@maxiliftcrane.com



Bought a *cheap* product again?

With glasses, and especially with steel wire ropes, this may lead to rather unpleasant results. For information about Casar Special Wire Ropes, please call Tel. +49 6841 8091 385. www.casar.de

MAT & TIMBER SERVICES



CRANE MATS
OUTRIGGER MATS
TEMPORARY ACCESS ROADS
RAMPS

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



TEL: +44 (0) 1264 811005
FAX: +44 (0) 1264 810600

e-mail: info@sarumhardwood.co.uk web site: www.sarumhardwood.co.uk

The new Leo 50 GTX



Winner of the SED Awards for Excellence - The new Leo 50 GTX with big basket capacity.

See the NEW Leo 50 GTX at SED Stand L792

SALES • HIRE • SERVICE

TEUPEN[®]
...work safely aloft

AVAILABLE FOR RE-RENT

The Leo range of tracked access is now available for Re-rent from Ranger Equipment

- Simple and fast set up
- Compact and easy to manoeuvre
- Working heights up to 50m
- 180 degree basket rotation
- Big outreach (50 GT)
- Big capacity (50 GTX)
- Easy to drive into a building



Manufactured by Teupen and distributed in the UK by RANGER EQUIPMENT 52 Shaw Street, Whittington Moor, Chesterfield, Derbyshire S41 9AY
www.tracked-access.co.uk • www.teupen.uk.com • Tel 0870 225 5554

Crane boom technology for demolition machines

Rusch Kraantechnik, the Dutch boom repair and fabrication company has built the world's highest demolition excavator with a maximum tool height of 60 metres. The company was originally approached by Caterpillar dealer Pon to build a 55 metre high machine on a second hand excavator base, but after discussing the possibilities with Rusch, Pon decided to go ahead with a 60 metre boom on a new Cat 385C excavator base.

According to Ruud Schreijer the owner of Rusch, stability is not the issue with these big machines - the company modifies the Cat base, making it wider, longer and heavier, on top of this he claims that the incorporation of crane boom technology means that his 60 metre boom is lighter than current 50 metre demolition booms. Scheijer is convinced that his crane boom experience, including the use of the latest ultra-high strength steels, means that he can go even higher, possibly to 70 metres. Although at this height operator visibility becomes a real challenge - boom tip mounted cameras only go so far!

One major crane feature that Rusch has incorporated is a single telescope cylinder for the three big sections with boom pinning. This technology - common place these days on mobile crane booms - is new to the demolition excavator and some significant changes had to be incorporated to cope with the multi-directional stresses and dynamic loading from the tools used on the end of the boom.

The wear pads for example are tapered so that they block up the sections when the boom reaches full extension and boom pins have additional retention devices. The resulting structure is, says Schreijer, very rigid.

So why did Rusch take this project on? Well one point is the sheer challenge of doing it, but it was also keen to diversify into a non-crane product in order to provide the company with an alternative revenue source when the crane market goes through its next slow period.



Crane boom specialist Rusch has built the world's tallest demolition excavator boom, the first unit is sold to Beelen Sloopwerken



It's Showtime



Next week is the busiest in the UK exhibition schedule, at least in terms of access equipment. Three events collide, SED which we have already covered, the Safety & Health Expo at the NEC with the Access Industry Forum's Working at Height conference within the show on May 23rd at 9:30. Last but not at all least and most likely the event where the most fun is likely to be had - Access Days, the Niftylift led event held at the Kingfisher Country club near Milton Keynes.

Access Days

This year the event runs for all three days of SED and will be attended by Niftylift, Skyjack, APS which represents Snorkel, Hinowa, Omme and Bravi and BlueLine Access, the Bronto and Ascendant dealer. Starting at 10:00 each day events go on till late with evening entertainment. New jointly held company truck rental company Mammoth will have its new 46 metre Bronto on display and this will be an ideal opportunity to test the new Ascendant A17/12 British built truck mount on a 3.5 tonne chassis.

Sadly for us it is going to be hard to

cover all three events as we would like, we will of course be attending SED where we are the official publication for the cranes and access village but we will also be visiting the other events. As a straight forward visitor though you can attend SED on the 22nd when the queues are a little shorter, then the Safety&Health show on the 23rd to pick up the AIF conference and finally Access Days on the evening of the 23rd to chill out and socialise. Then you still have the 24th to try out the machines at the Kingfisher and even pop back over to SED.

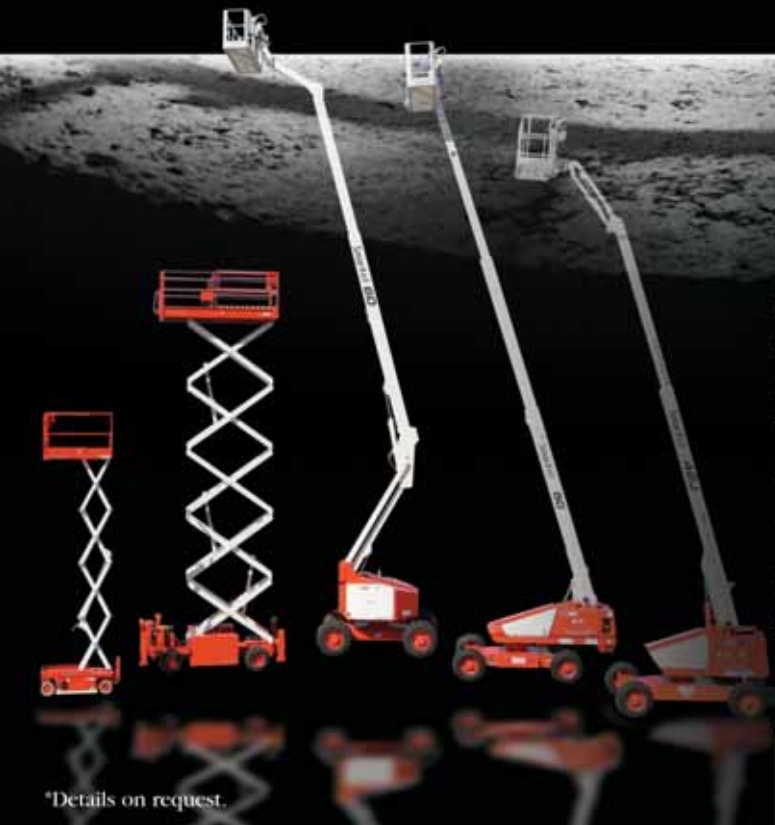


Kevin Fox gives it his all at Access days

The boom is definitely back.



NEVER THINK SMALL.



*Details on request.

Snorkel doesn't claim to be the industry giant. But if you want aerial equipment big in capabilities, big in quality and big in value, Snorkel more than measures up.

From spec'ing your equipment to building it, we take the time to do things right. So you get a better-made lift that operates easily, works hard and lasts long. A lift customized with everything you need and nothing you don't.

You also get the assurance of Snorkel's on-time delivery - a standard of service in which we lead the industry.*

For all your aerial jobs, go ahead and think big. Snorkel can handle it.

Snorkel

Whats on?

SED 2007

UK's premier construction equipment exhibition May 22-24, 2007
Rockingham Speedway, Corby, UK
Phone: [44] 020 8652 4810
Fax: [44] 020 8652 4804
E-mail: jackie.hanford@rbi.co.uk



Ritchies Auction Milton Keynes

May 29th 2007 Fen Farm, Wavedon, Milton Keynes, MK17 8AA
Phone: UK +44 (0) 1327 311223

Crane Safety 2007

June 4-5, 2007 London, UK
Phone: +44 (0)20 549 8639
Fax: +44 (0)20 269 7803
E-mail: mturton@wilmington.co.uk

TABS

Tag der Arbeitsbühnensicherheit
21. June 2007
Fraport Frankfurt, Deutschland
Tel: +49(0)761 8978660
Fax: +49(0)761 8866814
E-Mail: info@vertikal.net



Hillhead 2007

International Quarrying and Recycling Show
June 26-28, 2007
Buxton, Derbyshire, UK
Phone: +44 (0)115 945 3890
Fax: +44 (0)115 958 2651
E-mail: penny.lewin@gmj.co.uk



Platformers days

German access equipment meeting
August 24-25, 2007
Hohenroda, Germany
Phone: +49 (0)5031972923
Fax: +49 (0)5031972838
E-mail: info@platformer-days.de



Europlatform

IPAF central Europe Summit
September 11, 2007
Basel, Switzerland
Phone: +44 (0)15395 62444
Fax: +44 (0)15395 64686
E-mail: info@ipaf.org

Vertikal Days

Meeting for the UK crane and access industry
Haydock Park September 19/20th 2007
Tel: +44(0)8707 740436
Fax: +44(0)1295 768223
E-mail: info@vertikal.net
Web: www.vertikaldays.net



The Hire Show

Exhibition for Rental Professionals
October 2-3, 2007 London, UK
Phone: +44 (0)2083871244
Fax: +44(0)8451276113
E-mail: thehireshow@btopenworld.com



ICUEE

ICUEE-International Construction & Utility Equipment Exposition
October 16-19, 2007 Louisville, Kentucky, USA
Phone: +1 866-236-0442
Fax: +1 414-298-4141
E-mail: e-mail info@icuee.com



Batimat 2007

French building and construction show
November 5-10, 2007 Paris, France
Phone: + 33.1.47.56.51.84
Fax: +33 1 47 56 51 93
E-mail: info@batimat.com

The Rental Show 2008

ARA convention and rental show
February 11-14, 2008
Las Vegas, USA
Phone: +1800 334 2177
Fax: +1309 764 1533
E-mail: info@therentalshow.com

Conexpo-Con/Agg 2008

The leading US construction show.
March 11-15, 2008
Las Vegas, Nevada, USA
Phone: +1 414-298-4133
Fax: +1 414-272-2672
E-mail: international@conexpoconagg.com

IPAF Summit

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

Smopyc 2008

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

Apex

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



Bauma 2010

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



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

ADVERTISEMENT



M. Stemick GmbH
Kran- u. Baumaschinenhandel
CRANES FOR SALE



ALL TERRAIN-CRANES

20 t Grove AT 422 E	Bj. 1989	4x4x4	21,4m
25 t PPM 280 ATT	Bj. 1986	4x4x4	23,00m + 7,50m
40 t Faun RTF 40-3	Bj. 1996	6x6x6	30,00m + 15,45m
50 t PPM ATT 600	Bj. 1997	6x6x6	40,00m + 15,00m
50 t Grove GMK 3050	Bj. 2001	6x6x6	38,10m + 15,00m
75 t Grove GMK 4075	Bj. 2001	8x6x8	43,00m + 17,00m

TELESCOPIC - TRUCK CRANES

30 t Faun HK 028	Bj. 1990	6x4x2	25,30m + 7,50m
40 t Gottwald AMK 56-42	Bj. 1980	8x4x4	28,00m

ROUGH TERRAIN CRANE

20 t Kobelco RK 200	Bj. 1987	4x4x4	25,80m + 7,00m
---------------------	----------	-------	----------------

LATTIC-BOOM-TRUCK-CRANE

90 t Demag TC 280	Bj. 1974	10x6x6	48,00m + 30,00m
-------------------	----------	--------	-----------------

REACHSTACKER

40 t PPM 40 GMI	Bj. 1991	4x2x2	4 th height
45 t TEREX TFC 45	Bj. 2000	4x2x2	5 th height

Tel: +49-2364 - 108203
Fax: +49-2364 - 15546
Mobile: +49-172-2332923
e-Mail: info@stemick-krane.de
Internet: http://www.stemick-krane.de

M. Stemick GmbH
Kran- u. Baumaschinenhandel
Import - Export
D-45721 Haltern / Germany

Import • Export

Marketplace

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

cranes & access

FOR UK USERS & BUYERS OF LIFTING EQUIPMENT

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

ADVERTISING:

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

Vertikal
net



CRANE SERVICES LTD
MINICRANE
HIRE

Additional Services:
Crane Testing • Crane Repairs

Tel: +44 (0)1767 677155

Berrys Yard, Caxton Road, Great Gransden,
Sandy, Bedfordshire SG19 3BH

www.jtminicranes.co.uk



The most compact cranes in the world!



active RENTALS
ACCESS SPECIALISTS

E. recruitment@activerentals.co.uk
T. 01698 281190
W. activerentals.co.uk


**Are you looking for first team action?
Do you want to be part
of a winning team?**

**Scotland's "Champions"
are recruiting NOW
in the following areas:**

- Rental Sales Executives**
- Machine Sales & Leasing Executives**
- Administration**
- Service Engineers**
- Refurbishment Engineers**
- Delivery Drivers**
- Training Instructors**
- Training Administration**













**All applications will be treated with the strictest of confidence.
In the first instance contact the Managing Director**

**Active Rentals Ltd, Active Business Centre,
Allanshaw Industrial Estate, Hamilton ML3 9BG**



Access Platform Sales

NEW • USED • TRAINING • SERVICE

<div style="text-align: center;">  <p>TEREX TA30N (1999) Self propelled boom. 36' working height. Battery. Repainted, serviced & tested.</p> </div> <div style="text-align: center;">  <p>LEGUAN 125 (2004) Self propelled boom. 41' working height. Diesel. Ex-Demo. 4wd. Serviced and tested.</p> </div> <div style="text-align: center;">  <p>JLG VP20 (1998) Personnel lift. 25' working height. Battery. Serviced & tested.</p> </div> <div style="text-align: center;">  <p>GENIE GS-2646 (2002) Self propelled scissor lift. 32' working height. Battery. Serviced & tested.</p> </div> <div style="text-align: center;">  <p>NIFTYLIFT HEIGHT RIDER 12 NDE (1998) Self propelled boom. Bi-energy. 40' working height. Diesel/battery. Repainted, serviced & tested.</p> </div> <div style="text-align: center;">  <p>SNORKEL S2545 (2003) Self propelled scissor lift. 31' working height. Battery. Repainted, serviced and tested.</p> </div>	<div style="text-align: center;">  <p>LIFTLUX SL105-10 (2002) Self propelled scissor lift. 41' working height. Battery. Repainted, serviced & tested.</p> </div> <div style="text-align: center;">  <p>NIFTYLIFT 120T (2004) Trailer mounted platform. Telescopic. 40' working height. Battery. Repainted, serviced & tested.</p> </div> <div style="text-align: center;">  <p>JLG 120HX (1998) Self propelled boom. 126' working height. Diesel. 4 wd. Serviced & tested.</p> </div> <div style="text-align: center;">  <p>OCTOPUSSY 10.55 (2002) Tracked boom platform. 33' working height. Petrol. Serviced & tested.</p> </div> <div style="text-align: center;">  <p>GENIE IWP25 (2005) Personnel lift c/w powered wheel assist. 31' working height. Battery. Serviced & tested. New - old stock.</p> </div> <div style="text-align: center;">  <p>GROVE SM4688 (1997) Self propelled scissor lift. 46' working height. Diesel. 2 wheel drive. Serviced & tested.</p> </div>
--	---

Leewood Business Park, Upton, Huntingdon, PE28 5YQ
Tel: +44 (0) 1480 891251 Fax: +44 (0) 1480 891162
 e-mail: sales@accessplatforms.co.uk

www.accessplatforms.co.uk

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

www.vertikal.net

on line Access&Lifting directory – Visit these companies in one click

ACCESS EQUIPMENT MANUFACTURERS

Aichi	www.aichi.de
AIRO by Tigieffe S.r.l	www.airo.it
Alimak	www.alimak.co.uk
Altrex B.V.	www.altrex.co.uk
A Ruthmann	www.ruthmann.de
Barin	www.barin.it
Basket	www.basket-platforms.com
Bison - Palfinger	www.bisonpalfinger.com
Bravi	www.braviisol.com
CTE	www.ctelift.com
Denka Lift	www.denka.dk
Dino Lift	www.dinolift.com
Esda	www.esda-fahrzeugwerke.de
Genie	www.genieindustries.com
GSR Spa	www.gsrspa.it
Haulotte	www.haulotte.com
Holland Lift	www.hollandlift.com
Iteco	www.itecolift.it
JLG	www.jlgeurope.com
Leguan Lifts	www.leguanlifts.com
Matilsa	www.matilsa.es
MEC	www.mec-awp.com
Nifty Lift	www.niftylift.com
Omega Platforms	www.omegaplatforms.com
Ommelift	www.ommelift.dk
Ranger tracked access	www.tracked-access.co.uk
Skyhigh	www.skyhigh.be
Snorkel	www.snorkelusa.com
Teupen	www.teupen.info
Turner Access	www.turner-access.co.uk
Versalift distributors (UK) Ltd	www.versalift.co.uk
Upright International	www.uprighteuro.com

MAST CLIMBERS AND HOISTS

Alimak-HEK	www.alimakhek.com
Safi	www.safi.it
Universal Sky Platforms	www.uspuk.com

PLATFORM RENTAL

2 Cousins Access Limited	www.2cousins.co.uk
Easi up Lifts	www.easiuplifts.com
Facelift	www.facelift.co.uk
Hi-reach	www.hi-reach.co.uk
Manlift Hire	www.manlift.ie
Nationwide Access	www.nationwideaccess.co.uk
Rapid Platforms	www.rapidplatforms.co.uk
Skylift Hire	www.skylift.ie
Panther Platform Rentals	www.platform-rentals.co.uk

NEW & USED PLATFORMS

Access Business	www.accessbusiness.nl
Access Platform Sales	www.accessplatforms.co.uk
Access Sales International	www.accesssalesint.co.uk
AFI Resale	www.afi-platforms.co.uk
A.J. Access Platforms	www.accessplatforms.com
Baulift	www.baulift.de
Easi-uplifts	www.easiuplifts.com
Facelift	www.facelift.co.uk
Flesch	www.Flesch-Arbeitsbuehnen.de
Genie	www.genieindustries.com
JLG	www.jlgeurope.com
Kunze GmbH	www.KUNZEGmbh.de
Manlift Sales	www.manlift.ie
Nationwide Access	www.nationwideaccess.co.uk
Peter-Hird Ltd	www.peter-hird.co.uk
PASS	www.poweredaccess.com
Promax Access	www.promaxaccess.com
Rapid Platforms	www.rapidplatforms.co.uk
Ritchie Bros auctions	www.rbauktion.com
Safe2Reach	www.safe2reach.co.uk
Skylift Hire	www.skylift.ie
Take Over Platforms	www.takeoverplatforms.com
Thanner	www.USED-Workliift.com
Turner Access	www.turner-access.co.uk
TVH - Group Thermote & Vanhalst	www.tvh.be

ALLOY SCAFFOLD TOWERS

Instant	www.uprighteuro.com
Safe2Reach	www.safe2reach.co.uk
Svelt	www.svelt.it
Turner Access	www.turner-access.co.uk

SPECIAL/BESPOKE ACCESS AND LIFTING SOLUTIONS

Safe2Reach	www.safe2reach.co.uk
Skyreach Access	www.skyreachaccess.com

SPECIAL AND NICHE PLATFORM RENTAL

BAC Verhuur	www.bachoogwerkers.nl
Powered Access Sales & Services	www.poweredaccess.com
Rapid Platforms	www.rapidplatforms.co.uk
Universal Sky Platforms	www.uspuk.com

TRAINING CENTRES AND TRAINERS

Access Platform Sales	www.accessplatforms.co.uk
Active Safety	www.activerentals.co.uk
AFI	www.afi-platforms.co.uk
Ainscough	www.ainscoughtraining.co.uk
AJ Access	www.accessplatforms.com
Avon Crane	www.avoncrane.co.uk
Central Access	www.central-access.co.uk
Facelift	www.facelift.co.uk
Genie	www.genieindustries.com
HCS	www.hydrauliccraneservices.co.uk
Heightmaster	www.heightmaster.uk.com
Hi-Reach	www.hi-reach.co.uk
Hiab	www.hiab.com
Hird	www.peter-hird.co.uk
JLG Training	www.jlgeurope.com
Kingfisher Access	www.kingfisheraccess.co.uk
L&B Transport	www.lbtransport.co.uk
Lifting Equipment Training	www.letltd.co.uk
Nationwide	www.nationwideaccess.co.uk
Norfolk Training Services	www.norfolktraining.co.uk
Rapid Platforms	www.rapidplatforms.co.uk
Safe2Reach	www.safe2reach.co.uk
Skylift Hire	www.skylift.ie
Southern Crane & Access	www.southerncranes.co.uk
TH White	www.thwhite.co.uk
Terex Atlas (UK) Ltd.	www.atlascranes.co.uk
The Platform Company	www.platformcompany.co.uk
Turner Access	www.turner-access.co.uk
Uplift Platforms	www.Upliftplatforms.co.uk

TRAINING ASSOCIATIONS AND NETWORKS

Allmi	www.allmitraining.co.uk
AWPT	www.awpt.org
IPAF	www.ipaf.org

CRANE MANUFACTURERS

Grove	www.grovetworldwide.com
Tadano Faun	www.tadanofaun.de
Terex-Demag	www.terex-cranes.com
Unic Cranes	www.unic-cranes.co.uk
Valla	www.valla-cranes.co.uk
Vanson	www.vansoncranes.com

CRANE HIRE

Ainscough	www.ainscough.co.uk
Hewden	www.hewden.co.uk
Ladybird tower crane hire	www.ladybirdcranehire.co.uk
McNally crane hire	www.cranehire-ireland.com

NEW & USED CRANES

AGD Equipment Ltd	www.agd-equipment.co.uk
Crowland Cranes	www.crowlandcranes.co.uk
Kobelco	www.kobelco-cranes.com
M. Stemick	www.stemick-krane.de
P.V. Adrighem BV	www.adrighem.com
Terex Demag	www.terex-cranes.com
Used Cranes CCK	www.used-cranes.de
Valla UK Ltd	www.valla-cranes.co.uk
UCM	www.ucmholland.nl

SELF ERECTING TOWER CRANES

Airtec safety	www.airteksafety.com
Ladybird tower crane hire	www.ladybirdcranehire.co.uk
Vanson	www.vansoncranes.com

LORRY/TRUCK LANDER CRANES

Effer	www.effer.it
Fassi UK	www.fassiuk.com
Palfinger	www.palfinger.com

TELESCOPIC HANDLERS

Genie www.genieindustries.com
JLG www.jlgeurope.com
Mec Telehandlers www.mecawp.com
Merlo www.merlo.co.uk

OUTRIGGER PADS

Eco power pads www.outriggerpads.co.uk
TMC lifting supplies www.crowlandcranes.co.uk/tmc

USA DISTRIBUTION AND LOGISTICS

Pacific Equipment Logistic www.pacificlogistic.com

NEW AND USED TELEHANDLERS

VHS Vissers Heftruck Service www.vhsblade1.nl

PARTS AND SERVICE SUPPLIERS

Crowland Cranes www.crowlandcranes.co.uk
IPS www.ips-ltd.biz
JLG www.jlgeurope.com
TVH - Group Thermote & Vanhalst www.tvh.be

SAFETY EQUIPMENT

Airtek equipment www.airteksafety.com

STRUCTURAL REPAIRS

Avezaat Cranes www.avezaat.com
Crowland Cranes www.crowlandcranes.co.uk/tmc

WIRE ROPE

Teufelberger Seil www.teufelberger.com
Casar www.casar.de

BATTERY MANUFACTURERS/SUPPLIERS

Optima Batteries www.optimabatteries.com
Trojan Battery www.trojanbattery.com

CONTROL SYSTEMS

Intercontrol www.intercontrol.de

EQUIPMENT AUCTION HOUSES

Ritchie Brothers www.rbauktion.com

INDUSTRY ASSOCIATIONS

ALLMI www.allmitraining.co.uk
IPAF www.ipaf.org
OSHA www.osha.gov

RENTAL MANAGEMENT SOFTWARE

Inspire www.inspire.com

ANCILLARY EQUIPMENT

TMC lifting supplies www.crowlandcranes.co.uk/tmc

EVENTS

Vertikal Days www.vertikaldays.net
SED www.sed.co.uk
Platformers Days www.platformers-days.de
Conexpo www.conexpoconagg.com

Vertikal .net

OVER 1.9 million Hits a Month
OVER 60,000 Visitors a Month

To arrange your listing in the ACCESS and LIFTING EQUIPMENT DIRECTORY: Tel: 08707 740436 Fax: 01295 768223 Email: info@vertikal.net

An entry in our online directory with hot-link to your website and publication here costs just £175/€280 for a whole year

Subscribe to Cranes & access

The only way to
guarantee
that you
receive
every
issue.

Vertikal
.net

Subscribe online at www.vertikal.net



Subscription Application Form

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

Name _____

Company _____

Job Title _____

Telephone _____

Address _____

Country _____

Telefax _____

Email _____

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

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

€75.00 (Rest of Europe)

\$110.00 / £60.00 (Other regions)

I enclose a cheque made payable to The Vertikal Press

Please invoice me

I enclose an international money order

ALLAN ACCESS LIMITED

Welham Lane, Great Bowden, Market Harborough, Leicestershire, LE16 7HS.
Tel: 01858 469 400 Fax: 01858 410 646 Web: www.allanaccess.com



Our unique experience brings together a full and versatile range of vehicle and crawler mounted access platforms for a comprehensive end user portfolio, backed by our first class after sales support service.



Large Truck
upto 85 meters

3.5 tonne models
upto 23 meters

Insulated &
4x4 models

Full
Crawler
Range

FOR USED ... Not Abused Machines!

AFI UPLIFT

The AFI Assurance ...

As one of the UK's largest powered access rental companies, AFI is able to offer an:

- Extensive range of used equipment
- Supplied in the condition you want
- With a range of Finance Options ...
 - Contract Rental
 - Lease Hire
 - Outright Purchase



Band A Supplied:

- Fully tested
- Complete with new batteries (On electric machines)
- Re-painted, as good as new!



Band B Supplied:

- Fully tested
- Complete with new batteries (On electric machines)

What's more, our dedicated resale team make it simple for you to obtain the right machine - at the best value!
All AFI used machines are categorised into bands for quality assurance and to help you stay within budget restrictions, whilst allowing you to fulfil your application requirements

AFI Aerial Platforms Limited
2nd Floor West Wing, Diamond House,
Diamond Business Park,
Thornes Moor Road, Wakefield WF2 8PT
www.afi-uplift.co.uk

FOR AVAILABILITY ... CONTACT AFI RESALE:

Tel: 08707 879835

Fax: 08707 879836

Or Email: resale@afi-uplift.co.uk




Aerial



MANLIFT HIRE LTD.

lifts for sale

We have a number of good used machines available to sell from our fleet, units are supplied fully checked, certified, reconditioned and ready to work.

<p>UpRight MX19</p> 	<p>Year: 2003</p> <p>Qty Available: 4 units</p> <p>Platform Height: 19ft/5.6m</p> <p>Price: €5,750</p>	<p>Haulotte Compact 8</p> 	<p>Year: 2003</p> <p>Qty Available: 6 units</p> <p>Platform Height: 20ft/6m</p> <p>Price: €5,750</p>
<p>Skyjack 3219</p> 	<p>Year: 2002</p> <p>Qty Available: 2 units</p> <p>Platform Height: 19ft/5.6m</p> <p>Price: €5,500</p>	<p>Skyjack 9250</p> 	<p>Year: 2000</p> <p>Qty Available: 1 units</p> <p>Platform Height: 50ft/15m</p> <p>Price: €18,000</p>
<p>Condor 86A</p> 	<p>Year: 1997</p> <p>Qty Available: 1 units</p> <p>Platform Height: 80ft/24m</p> <p>Price: €19,000</p>	<p>Snorkel 2032</p> 	<p>Year: 2003</p> <p>Qty Available: 1 units</p> <p>Platform Height: 20ft/6m</p> <p>Price: €6,000</p>
<p>Snorkel 1930</p> 	<p>Year: 2003</p> <p>Qty Available: 2 units</p> <p>Platform Height: 19ft/5.6m</p> <p>Price: €5,750</p>	<p>CTE Z20E</p> 	<p>Year: 2004</p> <p>Qty Available: 1 units</p> <p>Platform Height: 60ft/18m</p> <p>Price: €39,000</p>
<p>Genie AWP 40 2004</p> 	<p>Year: 2004</p> <p>Qty Available: 1 units</p> <p>Platform Height: 40ft/12m</p> <p>Price: €3,500</p>	<p>We also have available:</p> <ul style="list-style-type: none"> Skyjack SJP 125 x 1 - 2000 Haulotte HA16PX x 6 - 2003 Haulotte Compact 12 x 4 - 2003 Socage DA22 x 1 - 2004 Haulotte HA21TX x3 - 2004 <p>Prices - POA</p>	

Call: +353 (0)21 431 1332 • **Fax:** +353 (0)21 431 1523
Email: Manlift@eircome.net • **Web:** www.manlift.ie

Manitowoc Crane Group UK USED MOBILE CRANE SALES



For further information please contact:
Mr. John Cattle
PH.: +44 77 1308 4948

www.manitowoccrane.com

GROVE



SPIERINGS
MOBILE CRANES

SPIERINGS

a new generation mobile cranes

For information
0031 - 412 - 62 69 64
www.spieringscranes.com
or call your crane hire company

Spierings folding crane, the best solution

WEAVING MACHINERY HYDRAULIC 'SELF-ERECT' CRANES

- FAST & EFFICIENT
- QUIET & COMPACT
- GALVANISED JIB & TOWER
- TRAINING PROVIDED
- AFTER-SALES SUPPORT



Join the silent revolution from only £25,000!

☎ 01386 49155 07817 255 730

4000
USED PLATFORMS
FOR SALE

WWW.PEKKANISKA.COM




VANSON

vansoncranes.com
EXPERIENCE CARRIES WEIGHT! EST. 1981


Self Erecting, Saddle & Luffing Jib Tower Cranes

Call Crane Sales
01476 861011
Today...


Or Visit
www.vansoncranes.com



Young crawler cranes in stock



For information:
Tel: +31 653 - 652522 • Fax: +31 514 - 569186
E-mail: heiko.koop@borcherts.com



Check out our website for details on stock:
www.borcherts.com




McNALLY CRANE HIRE

Offer lifting solutions with our skilled team of personnel across Ireland and England.
Specializing in Wind turbine erection.
We have a modern fleet of cranes from 25t to 1000t capacity.

www.windhoist.co.uk
Email: info@windhoist.co.uk

Services

- Turbine mechanical erection packages
- Heavy cranes
- Maintenance
- Engineering
- Windfarm Decommissioning



WINDHOIST Ltd.
Ayrshire Innovation Centre
Irvine, Ayrshire, KA11 5DA
UK
Tel: +44 2890 232 595
McNALLY's Crane Hire
Dawson Street
Monaghan
Ireland
Tel: +353 47 81000



ECO LIFT

outrigger pads

The UK's Leading Supplier

- Manufactured in Germany to the highest standards from regenerated polyethylene
- Safe and easy to handle will not splinter
- No water absorption
- High resistance to impact and vertical pressures
- Under normal working conditions unbreakable
- Inbuilt memory, adapting to working surface
- Custom sizes available
- Supporting - mobile cranes, self erecting tower cranes, loader cranes, aerial work platforms, concrete pumps, tele handlers
- Load bearing capacities from 5 to 300 tonnes
- 3 year warranty against breakage





Bill Green @ PLC Sales
Tel: +44 (0) 1449 674 154 Mob: +44 (0) 7885 020 582
Fax: +44 (0) 1449 674 173
Email: sales@outriggerpads.co.uk Web: www.outriggerpads.co.uk

TOWER CRANES

NEW & USED SALES

We are highly specialised in Tower Cranes.
So please contact us: e-mail: mtlux@aol.com
www.mti-lux.com



MTI MACHINE TRADING INTERNATIONAL
MTI-LUX S.A.
2 a, Rue Prince Henri, L-6735 Grevenmacher
Tel: +352-26745480 Fax: +352-26745483

Quality used ACCESS EQUIPMENT for sale IMMEDIATELY AVAILABLE FROM OUR OWN STOCK



HAULOTTE HA 12 DX
12m working height
Year 1999. Just 2.900 hours
Diesel with 4 x 4 drive
Good condition
Price €13.750



UPRIGHT LX 50
17m working height
Year 1998. Good condition
Diesel with 4 x 2 drive
Price €8.500



GROVE MANLIFT MZ66B
20m working height
Year 1998, 3,984 hours
Diesel 4x2 drive
Good working order
Price €19.750



Genie GS2646
10m working height
Year 2006 - 26 hours
Excellent working order
4x2 drive
Price €12.225



SKYJACK SJ 6832
12m working height
Year 1995. Good condition
Electric with 4 x 2 drive
Price €5.750



UPRIGHT SL 20
8m working height
Year 1995. Good condition
Electric with 4 x 2 drive
Price €3.750



GENIE TMZ50/30
17m working height.
Year 2000. Excellent condition
Batteries and diesel engine
Price €21.750



UPRIGHT X26N
10m working height
Year 1998 - 513 hours
Excellent working order
4x2 drive
Price €5.250

**DIFFERENT BOOMS AND SCISSORS AVAILABLE FOR
DISMANTLING AND PARTS. SEE OUR WEBSITE**

WE OFFER INTERESTING PACKAGE PRICES - CALL US OR SEND E-MAIL FOR FURTHER INFORMATION

Contact -

Willem Hilderink

info@accessbusiness.nl • platforms@planet.nl

Tel: (+31) 6 53 205 371 • Fax: (+31) 72 520 5353

machinery for sale

Spider FS290



Specialised Hoist. 90ft work height (29m) Battery & diesel. Hyd. Outriggers. Fully spec'd.

Price: 2003 - POA

Spider FS370



Specialised Hoist. 122ft work height (37m) Battery & diesel. Hyd. Outriggers. Fully spec'd.

2003 - POA

Genie S125



4wd telescopic boom. Cummins diesel. 131ft work height (40.1m). Choice

Sep 2003 - POA 2004 - POA
2005 - POA 2006 - POA

Manitou MT1335



4wd Perkins diesel teleporter. 13m work height. 3.5 tonnes max lift. Hyd. Jacks. Choice

2004 - POA

Genie GS2646

Spec: 2wd battery scissors. 32ft work height (11m) work height. Solid non marking tyres choice

Price: 2004 - POA 2005 - POA 2006 - POA

Genie Z30/20n RJ

Spec: 2wd articulated boom. Battery powered. 36ft work (11m)

Price: 2005 - POA 2006 - POA

Genie Z34/22n

Spec: 2wd articulated boom. Battery powered. 40ft work (12m)

Price: 2004 - POA 2005 - POA 2006 - POA

Manitou MRT2150

Spec: 4wd rotator, 21m work height. 5 tonne capacity. Hydraulic jacks. 3tonne Winch and operator basket

Price: 2004 - POA 2005 - POA

Denka DL28

Spec: Trailer mounted hoist. 90ft work height. Hatz diesel. Hyd. Jacks. Choice

Price: 1999 - €30,000 2000 - €35,000

Scan lift SL185

Spec: 4wd all terrain hoist. Crab steer. 60ft work height (18.5m) Hyd. Jacks. Kubota diesel. Choice

Price: 2000 - €24,000

Genie TZ34/20

Spec: Trailer mounted hoist. Battery powered. 40ft work height (12m). Rotating Jib. Choice

Price: 2004 - POA 2005 - POA

All machines sold direct from our fleet. Please visit our website for further details

new and used access machinery
All machines sold direct from our fleet
All machines sold serviced and certified
Door to door delivery

Contact:
Ronan MacLennan

DUBLIN:
Tel: + 353 (0)1 835 2835
Mobile: +353 (0)86 806 6778

 **Easi UpLifts**
LIMITED

www.easiuplifts.com

the access specialists

BIG

ON
CHOICE
STOCK
VALUE
PARTS
SERVICE



We hold a large inventory of new machines

from major manufacturers, a large stock of replacement parts for next or same day delivery and a technical staff to solve all your problems. We make it easy and speak your language.

Call us today, you will be glad you did!



PlatformSales Europe

Maxwellstraat 50

3316 GP Dordrecht, The Netherlands

Tel. +31 78 65 217 65 Fax. +31 78 65 217 60

E-mail: sales@platformsaleseurope.com

www.platformsaleseurope.com