

cranes & access

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July 2010 Vol. 12 issue 5

2010 UK/Ireland
Dealer guide

Vertical
Days

in photos

Selling
at auction

Industrial access
and lifting for
plant shutdown

.....New Haulotte telehandlers...Spierings runs into difficulties...Genie reveals support plans.....

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On the cover:

A bloomin' big flower – a Unic URW 706 spider crane together with an aerial lift help erect a 14 metre high wind-powered illuminated 'flower' on the banks of the River Mersey in Widnes.



C & a contents

16

Industrial access



27

Industrial lifting



47

Vertikal Days review



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Comment 5 News 6

Spierings runs into difficulty, CPA launches mobile crane 'best practice guide', Partner switch at Weldex, Vertikal Days success, Haulotte expands telehandler line, Tower crane spigot alert, Hewden creates jobs in HQ relocation, Big fleet expansion for ALE, Fuwa launches 1,250 tonne crawler crane, Genie restructures European operations, Record crane sales at auction, Lampson cited for 2008 accident, CTE restructures, Manitex acquires CVS Ferrari, New European 35 tonne Zoomlion truck crane, Smart buys Ascendant van mount, Fire destroys Tinsley facility, Ashtead cranks up capex, New Bobcat telehandler hoist, H.A.B appoints Ascendant Access.

Industrial access 16

The underlying potential of the industrial market is huge and yet still remains untapped. We ask why? and look at the myriad of products at the small end of the access scale for those planning their annual plant shutdown work. We also interview Cameron Reid (left) of Harsco about his plans for rationalising and reorganising the company's access fleet.



Vertikal
days

Equipment auctions 35

According to Jonnie Keys of Euro Auctions, prices have been holding firm across the board. He speaks to Mark Darwin on the current state of the crane and access auction market.



Dealer Guide 39

Our UK and Ireland Dealer Guide give you all the information you need about where to source all your lifting, telehandler and access equipment.

Vertikal Days review 47

All the equipment, people, deals and music from the best Vertikal Days yet - reviewed in pictures.

Frank Scarborough 66

Publisher Leigh Sparrow recalls the life and career of Frank Scarborough well known in both the crane and access industries, who died early this month aged 62.

Industrial lifting 27

Over the next month or two, production facilities throughout Europe will be carrying out planned maintenance and improvements as they close down for their summer break. While there are many different alternatives for the lifting and shifting aspect of the work, a pick & carry crane built specifically for the task is by far and away the best option.



We take a look at the smaller end of the market.

regulars

ALLMI Focus 55

Training 57

IPAF Focus 59

PASMA 61

Books & Models 62

Innovations 63

Your Letters 64

What's on 68

On-line directory 72

In the next C&A

In the next issue of C&A we have the UK and Ireland Top 30 rental companies, Crawler cranes, Van mounted lifts, Insulated and utility work platforms and Telehandlers.



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c&a
comment

Knee-jerk or lip service?

Most of you will know that here in the UK we have a new government, the first coalition government since the Second World War. Shortly after coming to power the new government was

confronted with a tragic incident in Cumbria in which a man went on a shooting rampage, killing 12 totally innocent individuals.

In recent years, British governments faced with such incidents have felt obliged to be seen to be doing something, announcing 'knee-jerk' legislation or mandates which were often excessive, ill-thought-out and not particularly effective. The Dangerous Dogs Act is a classic and oft cited example of this. Thankfully the new government did not bow to pressure from the mass media and other groups calling for tougher gun controls, preferring instead to conduct a proper review to see what might be learnt from the tragic incident.

Our industry has had its fair share of reactive regulations introduced to cover problems that are perhaps more perceived than real, along with mandates from large contractors intended more for pressure group and media consumption than for improving safety. Tower cranes are a case in point, having come under the spotlight in recent years following a spate of fatal accidents in the UK and USA.

As a result the UK has its tower crane register – which has little practical purpose apart from appeasing campaigners. More recently construction companies have started implementing bans on tower cranes older than ten years. While such a ban might well be appropriate for mobile cranes and aerial lifts, it is almost meaningless for modular products such as tower cranes.

Does that mean on-site staff will check every component or just check the serial number plate on the slewing assembly and if it is less than 10 years old all will be fine? The fact is that a tower section in a high stress area could well be 25 years old but it has no plate. Given that tower cranes are on site for extended periods, surely the type of job and number of hours clocked up is more relevant. A five-year-old crane that has worked around the clock in a salty or sandy environment is going to be a lot 'older' and more worn out than a 10-year-old crane used in a clean environment for occasional lifting.

While such a mandate might be well intentioned, it is meaningless and could lead to the less than reputable operators winning business by ignoring the age of the components such as tower sections, while respectable companies that take such things seriously may not bid for the job because they know that not all of the components are less than 10 years old... hardly a safety enhancing measure.

Mark Darwin

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

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Spierings restructures

Five companies within Spierings Holding, owner of Spierings Kranen the Dutch-based mobile self erecting crane manufacturer, have been placed into administration, following a court hearing in mid June. The court agreed on the bankruptcy of the companies while Spierings Kranen will remain in business, although it is shedding a large number of its 140 employees. Production, sales and product support will continue, with particular focus on the current

order book, new sales and product support for the company's 700 plus crane population.

Spierings laid-off 17 people last year but the cutbacks were not sufficient to carry the group through the current market slowdown. It has recently been working on a radical new model, the 'City Boy' for which the company has already booked 10 orders. Owner Leo Spierings, who founded the company in 1987, said: "I am very disappointed to have had



Spierings unveiled the City Boy at Bauma

to initiate such a severe restructuring of the business and particularly upset over the staff losses, but I am

optimistic that we will be able to re-employ most of them once the market returns to health."

New Haulotte telehandler range

French-based aerial lift and telehandler manufacturer Haulotte has announced a new three model range of 10 metre/4,000kg telehandlers which include the HTL 3210, HTL3510 and HTL4010 with maximum lift capacities of 3,200, 3,500 and 4,000kg respectively. They join the company's existing four model range which offers lift heights of 14 and 17 metres and includes the recently added HTL3614 and HTL3617PRO with standard frame levelling to the existing HTL4014 and 4017 models.

The new 10 metre models are 2.26 metres wide with an overall length of 4.96 metres and stabilisers that set up within the overall width of the machine. Overall height is 2.42 metres (2.38 metres on the 3210). Maximum forward reach is a healthy 7.2 metres with up to 1,200kg capacity at full extension.

All three models feature hydrostatic transmission and full proportional joystick controls as standard. The company says that the new boom design helps improve the visibility to the right hand side of the machine while leaving space

for good access for routine maintenance as well as permitting the fitting of a wide cab at just under a metre.



The HTL4010 is top of the new range

The HTL 4010 and 3210 are equipped with stabilisers as standard, while the HTL 3510 has plus and minus 10 degrees of frame levelling as standard.

The specifications for the three models are:

HTL 4010 - with stabilisers

4,000 kg maximum lifting capacity

1,200 kg at maximum reach

GVW - not given

HTL 3210 - with stabilisers

3,200 kg maximum lifting capacity

850 kg at maximum reach

GVW 7,850kg

HTL 3510 - with frame levelling

3,500 kg maximum lifting capacity

500 kg at maximum reach

GVW 8,500kg

While not introducing any major breakthroughs in design, the new models offer a strong performance combination for those who do not require more than 10 metres of lift height in a package that is relatively compact.



The HTL3510 features frame levelling in place of stabilisers

Potain spigot alert

Manitowoc/Potain has issued a service bulletin and warning regarding a batch of sub-standard tower spigots on its K600 and K800 tower sections. The bulletin has also been referenced by a UK HSE warning notice.

The bulletin follows two catastrophic spigot failures, one in Chicago in February 2009 and a more recent one in London. In both cases the remaining spigots held the crane in place while emergency steps were taken to secure it. The tower crane tops were righted and supported with a mobile crane in London and jacks in Chicago, while the

parted sections were welded and braced, allowing for a normal disassembly. The failure, which starts as a small crack, is thought to be due to inadequate heat treatment.

Whilst investigations continue, all spigots manufactured between 1st November 2006 and 28th February 2007



A Potain K600/800 spigot.

are suspected of being substandard and subject to replacement. Maniowoc Crane Care says that the K600 and K800 series mast sections are only used on its MD, MDT and MR series cranes. Each tower section has a unique PIN /identification number. A full copy of the bulletin can be found on www.vertical.net June 25th.



A Potain MD model

New equity partner for Weldex

NVM has sold its investment in UK-based crawler crane company Weldex to Dunedin private equity in a deal that values the company at £100 million.

The secondary buy-out leaves owner and chief executive Dougie McGilvray 'at the helm' and continuing to expand the business. McGilvray founded Weldex in 1979 and has built it into the UK's largest crawler crane rental company employing 102 at its two locations in Inverness, Scotland and Alfreton, England.

Mark Ligertwood, who led the buy-out for Dunedin joins the Weldex board said: "We have tracked the progress of this business for a considerable time and have been impressed at the way it has continued to grow through the recession. It is extremely well positioned to play a vital role in the construction of new offshore wind capacity."

McGilvray, added: "We have a strong order book and good visibility on forward orders for the larger cranes, particularly those being used in the renewable energy and power plant sectors for which demand is expected to increase in the UK. Our headquarters remain in Inverness and the McGilvray family remain fully involved in the day to day running of the business."

Vertikal Days edges up

The fourth Vertikal Days event at Haydock Park near Manchester attracted 1,133 named visitors in mid June, up just a percentage point on 2009. The weather held up and the conferences at the show were generally well attended. The first day attendance was substantially up on the first day last year with 796 registered while the second days was quieter at 337 – although a number of visitors returned from day one swelling the numbers.

Unlike most shows Vertikal Days only attracts volume users and buyer of aerial lifts, cranes and telehandlers. This year a larger percentage of the UK and Ireland's crane and access rental companies attended with a number of them getting out their cheque books and buying. If you missed it this year turn to page 47 to get a feel from our photo review.



A Weldex crane on a plant dismantling job in the UK



Hewden relocates HQ

UK-based crane, access and telehandler rental company Hewden has relocated its headquarters to its Manchester's Trafford House building, creating 45 new head office jobs in areas such as finance, credit control, payroll and administration.

The move follows the sale of the company by previous owner Finning International, to private equity firm Sun European Partners and the resulting separation of 'back room' activities. Hewden's managing director Kevin Parkes said: "Our finance and administration teams have scooped a number of industry awards this year, add to this the backing of our new owner and we are establishing ourselves as a successful and growing employer in the region."

New mobile crane 'best practice guide'

The CPA has launched its best practice guide for the 'Maintenance, Inspection and Thorough Examination of Mobile Cranes' which has been endorsed by all major relevant associations including the HSE. The document which was put out for comment last October is now available to download from the CPA website (www.cpa.uk.net) and consists of two main parts - Maintenance and Inspection and Thorough Examination of mobile cranes.

The law relating to cranes is clear and includes requirements for them to be inspected, examined and maintained to ensure they do not present a risk. However, investigations into recent accidents have shown that enhanced standards of maintenance and thorough examination could have reduced the chance of death or injury.

This 'best practice guide' therefore aims to clarify the practical elements of maintenance, inspection and thorough examination and it is hoped that companies will now follow this guide in preference to the four year test - that dates back to 1961 - which requires a 25 percent overload lift.

"We need to publicise this new best practice guide so that it is followed by the crane companies and is recognised by clients instead of the old four year test," said the CPA's Colin Wood.



New investor for Midland Access

Leicestershire, UK, based Midland Access Platforms has appointed Simon Tysoe as a director after he became an equity partner in the business. Tysoe has owned and managed Tysoe Installations, a cold room specialist, for the past 28 years, but joined Midland to assist with setting up the company's future strategic initiatives.

Steve Beynon who has owned and managed Midland for the past 11 years, said: "Midland is ready to move on as a company in terms of its growth and abilities. We've recently begun to expand our fleet with the addition of 10 scissor lifts from Genie and have plans to buy further equipment in the coming months."



Genie opens European logistics operation

Genie's new European operation in Roosendaal, Holland, is now fully functional, centralising its equipment inventory and consolidating and streamlining parts operations previously located in France, Spain, Germany, Sweden, Italy, Dubai and the UK.

A recent open day gave dealers and customers the chance to view the new 5,000 square metre parts facility as well as the 750 square metre administration and PDI area and 12,000 square metre machine storage yard.



The Roosendaal facility in the Netherlands

"This facility is a visible sign of our commitment to serving the European market and is a major restructuring of the business," said Matt Fearon, vice president, Genie Europe. "The goal is that when the growth starts, hopefully next year, we will have enough capacity to deal with it." Genie has maintained its local technical service and training capabilities around Europe. "We can pick parts from here in Roosendaal, but we did not want to lose the technical expertise in each country," he said.

In the UK Genie has appointed Independent Parts & Service (IPS) to support its UK/Irish parts efforts. Customers have the choice of ordering parts directly from Genie in Roosendaal or from IPS as a local alternative. IPS has stocked Genie parts for the last 10 years. The aim is to provide Genie customers with an additional local parts availability for same day delivery or collection and reduced shipping costs.

Auction breaks crane record

Auctioneer Ritchie Bros has broken its record for the highest value equipment item ever sold at its recent Denver auction. The record once again falls to a Manitowoc crane, with \$2.5 million bid for a 2006 Manitowoc 16000 440-ton crawler crane purchased by a buyer from California. The previous record was \$1.75 million for an unused one year old, 220 ton Manitowoc 14000, sold in October last year. The record busting buyer also purchased the highest priced Rough Terrain crane in the auction, a 2007 130-ton Grove RT9130E for \$675,000. More than 1,900 registered bidders from 32 countries, competed for 1,400 pieces of equipment, trucks and cranes at the sale.

ALE expands further

Global heavy transport and lifting company ALE is making a substantial investment to its crane fleet including adding a second 4,300 tonne AL.SK190 which it claims is the world's largest land-based crane, with a load moment of 190,000 tonne/metres.



ALE is adding a second 4,300 tonne capacity AL.SK190 to its fleet

The crane will be completed in the second half of 2011. The company has also built a new 650 tonne heavy duty skid-shoe for the load-out and load-in of offshore modules, as well as the installation of bridge decks, container cranes and other heavy loads. Its first job this summer is loading-out a 20,000 tonne topside in Korea.

The new investment brings ALE's hydraulic skidding capacity to more than 70,000 tonnes and total skidding capacity to over 150,000 tonnes. The company has also ordered a new-build barge, the ALE 300, to complement its smaller class 250 barge working in the Middle East.

1,250 tonne crawler from Fuwa

Chinese manufacturer Fuwa Heavy Industry has launched its new 1,250 tonne QUY1250 crawler crane with a 125 percent overload test (1,560 tonnes) in front of potential customers, distributors and officials of China's Liaoning Province.

The new crane can be seen at Bauma China later in the year. The QUY1250 - powered by a 641kW Cummins engine and Rexroth hydraulic system - is rated at 1,250 tonnes at eight metres radius with the main boom in super lift configuration. Maximum height configuration is 96 metres of main boom plus 108 metres luffing jib.

Fuwa is currently working on another new model to slot in between the QUY1250 and the QUY 500. With increasing domestic and export sales, the company is expanding its manufacturing facilities, currently adding a new factory near Shenyang.



The new Fuwa QUY1250

Manitex acquires CVS Ferrari



Manitex International, the boom truck, Rough Terrain crane and RT forklift manufacturer has taken over the running of CVS Ferrari, the Italian-based reach stacker manufacturer. The deal follows CVS Ferrari's entry into administration and is not a full acquisition at this stage. Manitex has established an Italian company - CVS Ferrari SRL which has agreed to rent and operate the business for up to two years with an option to purchase once the Italian insolvency process, 'Concordato Preventivo' is concluded.

Lampson cited for 2008 accident

US-based crane rental company and manufacturer Lampson, has been cited by federal regulators for an accident in which a 1,100 ton Transilift crane collapsed at the Black Thunder Mine, Wyoming in 2008 injuring three men.

The report by the Mine Safety and Health Administration said the foundation the crane was travelling on was uneven and saturated by rain. The soil gave way under the machine's weight resulting in a side loading that caused its collapse. The crane was lifting and moving a 250 ton, 70 metre long section of conveyor support tubing at the time. The citation could result in a fine of up to \$70,000.

The large tube can that it was lifting can be seen on the left.



Jonathan Till of GT Access, with the first of a number of Height Rider 21 Hybrid platforms

GT adds Hybrids

UK-based GT Access has taken delivery of its First Niftylift HR21 Hybrid - part of a large order for new Niftylift machines. GT Access owner Jonathan Till said: "These machines not only have the unique SiOPS operator protection system but also hybrid power. I am convinced I will be able to achieve a better return by offering equipment with a lower carbon footprint. It is also substantially lighter than other 70ft booms."

CTE restructures

Italian truck mount and spider lift manufacturer CTE has announced a major restructuring of its operations and a sale and lease back of its headquarters premises. The group's entire product support and customer service operation will now be centralised at its Rovereto plant, with a call centre staffed by engineers. The company is also adding mobile service vans and appointing authorised workshops across Northern Italy to replace its own service depots in Dolo and S. Giuliano which are closing. Sales and marketing functions will also be located in Rovereto, while the engineering department for all CTE owned brands, including CTE, Effer and Bizzocchi, will be centralised at its Bertinoro site. As part of the restructuring and leaseback arrangement, the company has announced a €3.5 million injection of additional capital into CTE SpA and Effer SpA, the two main operating companies within the Group.

Ashtead cranks up capex

Ashtead, owner of Sunbelt in the USA and A-Plant in the UK has released its full year results and announced that it is stepping up its investment in new equipment.

Total group revenues were down 25 percent to £836.8 million for the year and three percent in the fourth quarter at £210 million. Sunbelt revenues dropped 25 percent to \$1 billion, while A-Plant fell 13 percent to £162 million, both remained profitable at the operating level. Ashtead says that it is increasing its capital expenditure this year from £63 million to £225 million - more if the market shows stronger signs of recovery. The average age of the group's fleet was 44 months at the end of March, compared to 35 months last year.

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New UK oriented Zoomlion

Chinese crane manufacturer Zoomlion has developed a new 35 tonne truck crane for the European market in partnership with its UK-based distributor Crowland Cranes.

The new QY30V-1 has completed its final 10 day operational tests in China, under the watchful eye of Crowland's Peter Issit and has now shipped.



The new 35 tonne Zoomlion QY30V

Further testing will be carried out in the UK as well as giving potential customers time to put the crane through its paces. The 35 tonne rating is at 2.5 metres radius and it can take 1,100kg to 28 metres. It also boasts a full power 40 metre main boom, plus eight metre underslung fly jib, with three offset positions. The new model is the first of three new truck crane developments, with new 55 tonne and 70 tonne revisions due out by the end of the year. Zoomlion is also preparing to ship its new 80 tonne QUY80 crawler crane.

Tanfield extends sale option

Tanfield, owner of Snorkel aerial work platforms has extended the exclusivity period for the sale of its Smiths electric vehicle business to Smith Electric Vehicles US (SEVUS) in a deal worth up to £70 million, buy a further 60 days.



The 12.5m Ascendant A12.5VM on a transit van

Smart Ascendant

UK-based self drive vehicle mounted lift specialist Smart Platform Rental has purchased its first Ascendant - an A12.5VM van mounted lift on a 3.5 tonne Ford Transit chassis.

Smart Platform spokesman Guy Willett said that the company was impressed with the simplicity of the design, operation and maintenance of the Ascendant unit together with its excellent unladen weight which provides a payload of 450kg. The order was placed at this year's Vertical Days where the company also ordered its first Land-Rover based lift, a 14 metre Socage 314 from Kettering-based Cumberland Industries.

Fire destroys Tinsley facility

A massive fire has destroyed the premises of Stockton-on-Tees based Tinsley, the UK-based manufacturer of special trailers for the crane industry. A fire broke out at a neighbour's facility and quickly spread to the Tinsley offices. Tinsley not only builds counterweight and boom trailers with built-in fall protection systems, but also manufacturers replacement body panels and serves the crane and aerial lift industries with blasting and painting services, crane repairs, rebuilds and servicing.

New telehandler hoist

Bobcat has launched a new range of hydraulic hoists and jib extensions for its telehandler range which meet or exceed the latest ISO 430 1-1 classification T4, L2, M4. The boom nose mounted hoists are rated to 3.5 or 4.0 tonnes and 600 and 1,000 kg when combined with a four metre extension.

The company says that the new attachments are designed for applications in construction, general industry and maintenance combining the functions of a crane with the site mobility and versatility of a telehandler. The hoists have a usable 24 metres of 12mm wire rope and offer a maximum speed of 21.5 metres per minute. Correct rope winding is ensured by a spring tensioned roller, small rake angle with guide pulley and a grooved drum (complying with EN-14492-2). The extra wide block prevents lines from twisting. The hoists are available as both factory and dealer installed options.



HAB moves on the UK

H.A.B - the German-based boom and scissor lift manufacturer - has appointed Ascendant Access as its distributor for the UK and Ireland. The announcement was made at last month's Vertikal Days where Ascendant displayed a 15 metre, 1.2 metre wide H.A.B S152-12EWD electric powered scissor lift. The agreement with H.A.B is the first dealership arrangement that Ascendant has concluded and is intended to supplement and expand its product range in the UK.



The H.A.B scissor lift on the Ascendant stand.

Loxam adds Haulotte

Loxam UK has purchased 20 new 33ft/10m platform height Haulotte Compact 12DX diesel scissors. The machines - supplied in Loxam colours and fitted with 3.6 kVA generators - have already been delivered to Loxam depots across the UK.

Darrel Voce, Loxam UK's technical manager said: "We needed more diesel scissors to meet the increasing demand from the construction market for a machine that is suitable for use on more compact sites with less space between buildings. The Haulotte diesel scissor is ideal for this application because of its small footprint."



(L-R) Darrel Voce, technical manager Loxam UK, Shayne Wright, general manager Haulotte UK, Brian Stead, managing director Loxam UK



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Rami acquires in Czech Republic

Finnish-based international rental company Ramirent has acquired the staff, machinery and equipment rental business of NTC Stavební Technika in the Czech Republic. Founded in 1991 NTC gives Rami three additional locations in Hradec Králove, Pardubice and Ceska Skalice, along with seven employees. The purchase price was not disclosed.

Another name change for the Rowes

We reported back in February on the latest company in the Rowe family of Prime Serve Solutions (PSS) notoriety - Brandon Lifting Services. This has now undergone a name change to Brand 1Solutions Ltd - same company and same director, Paula Jane Rowe, Lee Rowe's wife.

The Rowes most recent company prior to Brandon/Brand 1 - PSS (LT) Ltd - is still trading, or at least still exists, although it appears to have left a string of disputed debts with activity reportedly having been switched to Brandon Lifting Services/Brand 1 Solutions.

Swiss lift

The first lift for Swiss rental company Senn's new 1,200 tonne Liebherr LTM11200-9.1 All Terrain crane was carried out in last month at a wind farm in the Jura mountains. The contract involved installing eight Vestas 2MW wind turbines on Mont Crosin - a perfect task for a big telescopic.

With hub heights of 85 metres the crane needed to lift 80 tonnes to a hook height of 113 metres. The LTM 11200-9.1 was rigged with 182 tonnes of ballast, 52 metres of telescopic boom and Y-guying system, a 20 metre lattice extension and 48 metre luffing jib.

Senn co-owner Jörg Senn said: "It only took a few days for us to be able to do what we wanted with the crane. It can be set up and dismantled very quickly and even with these systems it still had lifting power in reserve. The crane only needs a small area to be assembled and erected, and that is particularly important in areas such as here in the Jura where nature can be extremely sensitive".



The first blade is lifted into place in the Jura mountains

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York Crane adds 40 tonner



(L-R) Thomas Schramm of Tadano Faun, Brian Crisp of UK cranes, Chuck Richardson and Margaret Jordon of York Crane and Satoru Oyashiki of Tadano Faun.

York Crane Hire of Helmsley, North Yorkshire, UK has ordered an additional 40 tonne Tadano Faun ATF 40G-2. Directors Chuck Richardson and Margaret Jordon agreed the final details of the deal with distributor UK Cranes at last month's Vertikal Days. "The 40G - 2 is without question a drivers' crane and as such the best on the market," said Richardson.

New Ruthmann CEO



Rolf Kulawik is the new CEO of Ruthmann

Rolf Kulawik has been appointed as chief executive of German truck mounted lift manufacturer Ruthmann, following the departure of owner Heinrich Winkelmann and Heinz-Jürgen Buss to head up the €400 million Winkelmann Group, following the death of Winkelmann's father in May. Kulawik will be supported by Uwe Stapper and Uwe Strotmann, with the three forming a senior management team. Kulawik moved to Ruthmann from Wumag in July 2009 as head of worldwide service operations. Winkelmann and Buss remain Ruthmann shareholders.

Caterpillar dealer in receivership

Billy O'Riordan was appointed in June as receiver for Ireland's Caterpillar distributor McCormick Macnaughton and McCormick Macnaughton Power Services. The company has branches in Lisburn and Cork as well as a recently-built head office complex in Rathcoole, Dublin, where it developed large amounts of office and industrial space as the property market turned, contributing to its financial troubles.

First CAP for Highway Plant

Belfast-based Highway Plant has become the first company in Ireland to be certified to provide training for the IPAF Competent Assessed Person (CAP) card. It has also gained the IPAF Rental+ quality standard.

The company which celebrates its 27th anniversary later this year joined IPAF in 1984 and has been a training centre since 2001.

Director Julie Houston Smyth who recently became the first female to be appointed to the IPAF council, said: "As a family business we have worked very hard to educate powered access users and promote safety. We are very proud to have achieved the Rental+ accreditation and look forward to training people for the CAP card."



Highway Plant has a large mixed fleet operating from a single location.

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 - Simply and intuitive controls
 - Easy maintenance

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• **Frank Scarborough** previously with Snorkel, Grove and UpRight died suddenly Wednesday July 7th.



Frank Scarborough

• **Andy Fraser**, managing director of Finning UK is moving to vice president Finning power systems and global business development.

• **Neil Dickinson**, currently director construction for Finning UK will take over from Andy Fraser as managing director.

• **JLG's** Nordic and Baltic distributors have discussed a combined product support group at their annual meeting in Bergen, Norway.

• **Terex** says that the antitrust investigation into its activities in the crushing and screening markets has been concluded without charges.

• **Snorkel** distributor Termiser has been appointed as distributor for the **Pop-Up** range of lightweight aerial lifts.

• **JLG** has appointed **Manitowoc Poland** as its industrial distributor.

• **Pop-Up Products** has appointed **Leach Lewis** as its new distributor for Southern England.

• Crane veteran **Sid Slater** of RH Neal, Coles Cranes, Grove and Krupp passed away after a long illness on June 18th.



Sid Slater

• **Skyjack** parent, **Linamar** has acquired most of the shares in **Linamar Hungary** that it did not already own.

• **Bobcat** is adding 100 hourly jobs at its Gwinner facility in North Dakota as business improves.

• Las Vegas-based **Ahern Rentals** has engaged **Oppenheimer & Co** to review various financing alternatives.

• **Compact Lifting Equipment** of the UK has won a three year supply agreement with Howdens Joinery.

• **Industrial Access Systems** of Glasgow has purchased the first **Multitel SMX 225** spider lift in the UK.



Lee Robertson

• **Scotia Plant** of Coatbridge, Scotland, has appointed **Lee Robertson** as its new general manager.

• **Sennebogen** has appointed **Pace Cranes** as its distributor in Australia and New Zealand.

• Australian **Boom Logistics** has dismissed an informal takeover bid from **Archer/McAleese**

• **Andries Schouten** has been appointed as managing director of Dutch crane and access company **HDW**.

• **Ramirent** has appointed **Dino Leistenschneider** as director group sourcing and member of the group management team.

• **Colin Bond** - worldwide events manager at **JCB** and well known international demonstrator - has retired after 41 years.

• **Hewden** has supplied 50 telehandlers to support the Deloitte Ride Across Britain charity event.

• **Snorkel** has appointed **Comingersoll** as its new distributor for Portugal.

• **Cramo** has acquired two equipment locations from Finnish contracting group **Lemminkäinen**.

• Turkish crane and access rental company **Istanbul Vinc & Platform** has taken delivery of a 70 metre **Palfinger-Wumag WT700**, the largest lift in Turkey.

• **Lavendon** has reported an improvement in market conditions in spite of a 10 percent fall in first half revenues.

• **Manitou** has postponed any discussion of a capital increase at its AGM and issued a positive report.

• The fifth **TABS** German language safety conference for aerial lifts attracted 110 delegates to a venue in Munich at the end of June.



• **JCB** has appointed **Michael Mohan** - previously with Jaguar Land Rover - as group engineering director.



Michael Mohan

• **Kranlyft** the master distributor for **Maeda** cranes has appointed **BelarusLift** as its first distributor in Belarus.

• **Hewden** has signed a deal with **Skanska** worth up to £2 million a year.

• **Hatz diesel** has appointed Dublin-based **Sleator Plant** as its dealer for Eire and sister company **Southern Plant** of Park Royal for the London area.

• **Access Platform Sales** has appointed **Chris Banks** as technical director and **Shane Paver** as operations director Scotland.



Chris Banks

• **ACT** of Saudi Arabia has purchased a 1,200 tonne **Liebherr LTM11200-9.1**, All Terrain crane.

• **Terex AWP/Genie** has won a four year purchasing contract from the **National Joint Powers Alliance**.

• **Cranes UK** has drawn a grand winner to its 'Test your strength' competition at Vertikal Days. Check its website to find out if it is you.

• North Carolina-based crane rental group **Buckner Companies**, is purchasing four **Liebherr LR 1600/2** crawler cranes.

• **Continental Crane** of La Miranda California has acquired the assets of **Carde Pacific** and merged the two businesses under the **Carde Pacific** brand.

• Antwerp, Belgium-based access rental company **Lauwereys** has purchased three new **GSR** truck mounted lifts.

• **Palfinger** North America has hired **Greg Sneek** as crane product manager, based in Niagara Falls, Canada.

• UK crane veteran **Bob Wedge**, 48, of **Birmingham Crane Hire** passed away in early June, after a long battle with cancer.

• Heavy duty scissor lift manufacturer **Holland Lift** has appointed **Teupen Makina Ithalata** as its distributor for Turkey.

• California-based **King Crane Service** has moved to a larger and more modern facility in San Jose.

• **Mike Haden**, a **CITB** instructor from Birmingham passed away in mid June, sadly we have few details - "A little Irish fella, once met never forgotten."



Keith Davies

• **Keith Davies** has been appointed parts manager for **Haulotte UK**.

• **IPAF** has published three standard mastclimbing forms/templates to promote safety and best practice.

• **Genie/Terex** has appointed **Rumailah Motors** as its distributor for Qatar and **Hi-Reach Manlift (Pty)** as its distributor for Sub-Saharan Africa.

• **GE Capital** has announced that it is a co-lender for the \$175 debtor in possession credit line for **Neff Rental**.

• Heavy trailer manufacturer **Nooteboom** has appointed **Benno Hüskena** as its new CEO to take over from **Marc de Leeuw**.

• Spanish crane and access rental company **Hune** has been taken over by its major lender **Banesto**.

• Indianapolis-based aerial lift rental company **Airworx** is opening a Fort Wayne, Indiana location.

• **Haulotte** has appointed **All Canada Crane and Aerials** as a new dealer in Eastern Canada.

• **JLG** has signed a national distribution agreement with Alger-based **Fayalift** for the Algerian market.

• **Vp** - owner of UK-based telehandler rental company **UK Forks** - has reported full year revenues of £134.2 million.

• **JLG** has promoted **Scott Milligan** to vice president, customer support and aftermarket development for the Americas.



Scott Milligan

• **PSE** has ordered a number of **MEC's** 40S Titan boom lifts and plans a major road European road show later this year.

• Dutch-based rental company **HWS**, has launched a programme to promote the use of harnesses with boom lifts.

• Australian-based **Coates Hire** has acquired the assets of **Monash Hire Group** for an undisclosed sum.

• Tennessee-based **Barnhart Crane & Rigging** has purchased the crane rental division of **Powell Companies**.

• UK crane rental company **Spence Crane Hire** has taken delivery of a new two axle **Liebherr LTM 1040-2.1** All Terrain crane.



• **Madisa** - the largest Caterpillar dealer in Mexico - will offer **JLG** lifts from its 45 locations across Mexico.

• **Australian Crane and Machinery** has appointed **Vaibhav Kale** to head its export and international sales.

• **Lavendon UK** has won a **RoSPA** Gold Award for Occupational Health and Safety.

JLG has received an \$85.7 million order for 492 more **ATLAS II** telehandlers from the **US Army**.

• **Manitowoc** has appointed **Roy V. Armes**, 57, of **Cooper Tire** and **Donald M. Condon**, 61, of **Olefin**s as non executive directors taking the board to 10.

• **Harsco Infrastructure** has won a formwork and related services contract in Southern Ethiopia.

• **Arjan Roelse** has resigned as chief executive of **Platform Sales Europe** and left the business.

• **Higher Access** has opened a purpose-built training facility in Manchester.

• **Mainline Tools** and **Plant Hire** of Swadlincote in Derbyshire, UK has joined the **Access Link**.

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

Spoilt for choice?

When it comes to self propelled aerial work platforms the vast majority are employed in a wide variety of applications related to the construction industry. While this sector is likely to continue to dominate the market - regardless of any economic downturn - we can expect more of a balance to come into the market as more industrial facilities appreciate the benefits of powered access.

The underlying potential of the industrial market is huge and will benefit both manufacturers and rental companies alike, not to mention industry itself, which could and should be exploiting the productivity and safety gains that powered access can offer. Manufacturers and rental providers tend to make an effort to exploit the industrial or 'end user' market any time the construction industry goes through a downturn and yet the industrial market still remains largely untapped. Why is this?

There is some validity to the argument that its time has not yet come. Certainly this has been true in the past, but the biggest single reason for the poor penetration and uptake is the fact that it is a very fragmented market where decision making can be very slow. As such it is hard and expensive to cover from a sales point of view and access salesmen - whether rental or dealer - tend to focus on the 'easier' construction and rental buyers where buying power is more concentrated and decisions are made more rapidly.

There is also a notion among many plant maintenance managers that powered access is too expensive and an unnecessary luxury. The fact is that most industrial facilities already have some form of access, usually large A-frame type step ladders, rolling steps or possibly a small scaffold. If all that fails there is always the forklift and pallet if someone is keen on using powered access! A major issue is also the intermittent and short term nature of

the work at height requirements at many plants. If something high up needs to be reached it is so easy just to grab a ladder or borrow the forklift for a half hour. The idea of sourcing the proper equipment is just too much hassle. We know from our Death Wish series on Vertikal.Net that even companies located right next door to an aerial lift specialist will 'make do' with some horrific methods of reaching the work, rather than make the effort to get the right equipment.

We also know from the statistics produced by national organisations such as the UK's Health & Safety Executive (HSE) that most working at height accidents result from the lack of any form of planning. The trouble is that for every 100 times employees use makeshift work at height methods, in more than 98 cases they are likely to succeed or get away with it. However unlike many situations where the odd failure might result in a nasty cut, a graze or stiff back, a fall - even from relatively low levels - can and does result in death or permanent disability. Production will be shut down while an investigation ensues and those who witnessed the accident first hand will be severely traumatised, while the cost - the least traumatic of the after-effects - can easily run into six figures and destroy a business.

Thankfully much is changing and the better plants are beginning to plan any work at height they may have. This is not a difficult thing to do and best done when there is not an immediate need or pressure to source some access equipment.



The cross supply agreement between Manitou and Genie means that Genie can now offer two mast booms - the 5.7 metre GR-20J and this 7.9 metre GR-26J



The articulated boom gives more outreach



MEC 1932ES

Most access equipment suppliers - whether a sales or rental company - will be happy to carry out a full survey of your requirements and quote for any solutions. Do though make sure that you contact several suppliers, as the range of available

equipment is now massive and there is almost always more than one way to reach the work. The most efficient solution might also involve a combination of purchasing/leasing and short term rental, for instance buying a lift or tower for the majority



Rental companies have a selection of lifts - make sure you choose the right one for the application



The Bravi Leonardo offers a good platform size and low weight



Haulotte's new HA12CJ



The easy to operate Skyjack SJ16

of the work and renting in a larger or more specialised piece of equipment for a specific job. When industrial companies do consider safer and more efficient access equipment for the first time they all too often go straight to self

propelled boom or scissor lifts. However there is now a massive range of options to consider and for both efficiency and cost reasons you will do well to take the time to learn as much as you can, before making any long term commitments.

For those of you considering powered access for the first time – particularly in readiness for any plant shutdown work - we take a look at the different types of 'everyday' equipment at the smaller end of the working height range.

Some of the options

The push around scissor lift is a relatively new product sector and offers working heights of up to around five metres making them well suited to many routine 'work at height' duties within a large number of production facilities. Their simplicity, low weight and most importantly low cost will of course be attractive. Users with some experience of powered access and with more regular demand may well prefer the self propelled versions of this size of lift, such as the Nano from Power Tower, and Pop-Up's new 'Drive' range, or ultra low weight self propelled lifts such as Custom Equipment's 8ft platform height - S830 or the 10ft S1030 - or the granddaddy of them all the Bravi Leonardo and its new stock picking cousin the Caddy. These low level units offer light weight, simple construction and easy operation. They can also be used both in the plant and in the office or showroom areas. And if you have some work outside the plant the Leonardo is now available as a slightly heavier outdoor version.

Manufacturers continue to enter this market, the latest being Alarina from Almeria in Southern Spain with two models – the 4.2 metre working height Alas 2100 and the 7.14 metre Alas 5100. The smaller unit is able to drive up a ramp into the back of a van for easy transportation. Weighing 380kg, the Alas 2100 measures 640mm wide by 1.8 metres high and has a 120kg lift capacity. The larger model has a very good working height and 240kg platform capacity but measures just over two metres high, is a metre wide and weighs just over a tonne.

For intermittent users who just don't want to deal with batteries, electrics or hydraulics the recently launched Power Scissor 500 might be just the thing. Designed and built in the UK it is available from Russon Access Platforms of Stourbridge in the UK. It is certainly a case of less is more, with a five metre working height and 120kg capacity, the lift is rated for both indoor and outdoor

use (if fitted with the optional stabilisers). More unusual is the fact that platform elevation is achieved via a manual wind-up handle helped by pneumatic springs which provide the first 65kg of platform lift. This means that the unit is maintenance free, has zero emissions and zero carbon foot print allowing it to be used in sensitive work environments such as offshore, petrochemical or food industries. Its simplicity is already attracting a lot of attention from a major oil company. Elevation can also be achieved using an electric hand drill in place of the hand crank, if the environment allows or an air drill in more sensitive areas. Manufactured in Kings Lynn, the company is in the process of introducing a slightly larger version - the Power Scissor 600. The company also makes the Powerstep 2000 a four metre working height 150kg capacity, spring-assisted telescopic step platform that again can be used in any environment. Certainly, the larger powered 'push arounds' are now offering slightly lower and lighter alternatives to the more established mast-type self propelled platforms such as the UpRight/Snorkel TM12, JLG ES1230, Genie Runabout and Haulotte Star 6 which are now joined by new Skyjack SJ12 and range topping SJ16.

While these mast type platforms offer more working height and basket capacity, they are of course heavier and naturally more expensive, meaning that there may be issues when used on load sensitive suspended floors and also when moving the units between floors using passenger or goods hoists. One platform that has carved out a substantial niche and now sits between the push around's and the mast type platforms or micro scissors, is the Bravi Leonardo although it offers slightly less working height at 4.9 metres compared to the 5.7 metres of the TM12 sector. However its slimmer centrally mounted mast design gives it benefits such as reduced weight at 495kg and longer platform at 1.7 metres. The TM12 weighs 776kg and offers a deck of just over a metre long, but it does provide almost a metre more height and more than 40kg more lift capacity – so it really depends on your needs and of course the deal you can do.

	Bravi Leonardo	Pop Up Drive 10	Genie GR12	JLG ES1230	Snorkel TM12	Skyjack SJ12	Haulotte Star 6
Working height	4.9m	5.0m	5.48m	5.66m	5.7m	5.48m	6.0m
Capacity	180kg	225kg	227kg	227kg	227kg	227kg	180kg
Weight	495kg	544kg	717kg	790kg	776kg	766kg	800kg
Width	790mm	760mm	750mm	760mm	760mm	760mm	760mm
Height stowed	1.69m	1.80m	1.57m	1.66m	1.70m	1.66m	1.65m
Length	1,215mm	1,200mm	1,350mm	1,360mm	1,360mm	1,370mm	1,500mm
Max platform length	1,700mm		1,400mm	1,250mm	1,040mm	970mm+	800mm
Drive speed stowed	3 km/hr	4.0km/hr	2.5km/hr	4.8km/hr	3.65km/hr	4.8km/hr	5.0km/hr
Gradeability	35%		30%	25%	25%	30%	22%

+ The Skyjack as a sliding or traversing deck providing some outreach but not increasing platform size.

Mast booms?

A mast boom is an aerial lift that uses a superstructure mounted mast to obtain its vertical height, but then features a jib or small boom on top. The superstructure should ideally be capable of slewing through at least 180 degrees in order to provide decent outreach to the side. The platforms in the table above are not mast booms – they are fixed mast platforms - no slew, no jibs - and are generally viewed as the equivalent of small scissor lifts in that they perform in an identical manner.

The mast boom has been around for more than 20 years and yet it remains a niche product, despite being the platform of choice for many industrial and construction applications – particularly in France where the concept originated and where it is easy to rent, lease or buy. There are now a good selection of manufacturers – ATN, Haulotte, JLG, Manitou and UpRight – and the cross-supply agreement between Manitou and Genie announced at Bauma, means that Genie also has two models of its own (Manitou-built) – the 5.7 metre GR-20J and 7.9 metre GR-26J.

The larger mast booms not only give users a useful working height of between 10 and 12 metres from a very compact base, but also give an ‘up and over’ capability and a useful working outreach of up four metres – perfect for use as an all-round industrial platform. Unfortunately in the UK, most rental companies have not yet fully appreciated the benefits (or had enough demand) to purchase these platforms in significant numbers so you may have to search a bit to find one available locally.

Should more outreach be required the compact articulated boom is, of course ideal. Most manufacturers offer at least one machine in this sector - Nifty, JLG, Genie, Haulotte,

Iteco and UpRight – but there have been some interesting developments.

ATN – primarily a mast boom manufacturer - launched its first articulated boom, the Zebra 12 last year. The 230kg capacity, 12.2 metre working height Rough Terrain boom and has a single riser, two section telescopic boom and articulating jib. However its most impressive feature is its 8.5 metres of outreach which can compete with most 50ft articulated booms. While this is the first machine of its type produced by ATN the company has a very solid source of technical input from its largest single customer, rental company Access Industrie. The machine would be a good choice for someone looking for a machine with greater outreach than say a Genie 45 in a more compact and lower weight package. Two larger models - 16 and 18 or 20 metre - are said to be on the cards. Several companies also produce extra compact electric industrial booms, including JLG, Genie, Iteco and Haulotte.

Most recently, Haulotte has unveiled its new 12 metre narrow aisle electric boom. The HA12CJ - and the CJ+ when fitted with a rotating jib – has several features that make it ideal for industrial applications. Like its main competitors – the completely revamped JLG E300AJ and AJP and the Genie Z30/20N – the Haulotte uses two short risers to ensure zero tail-swing with a reasonable up and over reach, a two section telescopic boom and 140 degree articulating jib with optional 180 degrees of lateral rotation.

However it also offers 600mm more height, around 300mm more outreach (at almost seven metres) and about 800mm more up and over reach – all in a 1.2 metre wide package. Overall height is 1.99 metres allowing it to pass through most doorways.



JLG 1230ES



Custom Hy-brid HB1030CE



Snorkel TM12



UpRight MB20N



Haulotte Star 10



ATN Piaf 1000R



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How the 'mast boom' platforms compare?

	Haulotte HA12CJ+	JLG E300AJP	Genie Z30/20N	ATN Zebra 12
Working height	11.7m	11.14m	11.14m	12.20m
Lift capacity	230kg	227kg	227kg	230kg
Outreach	7.22m	6.25m	6.53m	8.50m
Length	5.64m	5.49m	5.11m	4.50m
Width	1.20m	1.22m	1.19m	1.94m
Height stowed	1.99m	2.0m	2.0m	
Up and over clearance	4.74m	3.99m	3.86m	4.00m
Platform rotation	180°	180°	180°	180°
Jib rotation	140°	144°	139°	none
Weight	7.04t	7.17t	6.43t	5.15t

Micro scissor lifts

Compared to the other platforms already covered, the small battery electric scissor lift is by far and away the most popular powered access platforms in use today. In 19ft platform height form, they can pass through standard doorways and fit into passenger elevators (although they have gained a huge amount of middle aged flab since they were first launched – so are no longer suited to lifts of under 1,500kg) making them ideal for a wide range of applications from internal installation work to refurbishment, cleaning and industrial maintenance. This type of access platform rapidly gained in popularity when it was launched in 1994, thanks to its compact dimensions, decent working height and light weight - not to mention attractive price. Continual refinements and mass production has meant that the purchase price has decreased over the years – although not to the same degree as rental rates which at times make these units less expensive to rent than a scaffold tower of the same height - so they are one of the most cost-effective platforms on the market when looking at the working height and features.

Take for example the original elevator lift - the UpRight MX19 or the direct electric drive JLG 1930ES – both offer a 227kg lift capacity with a working height of 7.8 metres and compared to the smaller units we have looked at or mast booms, a huge - up to 2.54 metres long - extended platform. While compact compared to the larger scissors it is nothing like as compact as the mast machines or push arounds, let alone the Leonardo, and don't mention the

weight if you have floor loading issues, although most industrial plants are designed to support fork lifts so at around 1,500kg these machines are featherweights.

So as you can see – the array of small platforms is enormous and unless you do some basic research it is very easy to specify the wrong machine or take a machine 'recommended' by a local hirer because he has a yard full of them.

Some companies may opt to buy a machine - and £10,000 should be more than enough to buy the most expensive scissor lift (under six metres) while the smaller powered push around lifts will set you back around £3-4,000). Renting as and when you need it is also a good alternative but as we have already outlined, planning is the key to working at height and obtaining and using the right equipment. It will also be more expensive if a machine is needed on a fairly regular basis. The final option is leasing which means a platform is always available to use, monthly lease costs can be surprisingly low and in tight financial times it does not tie up capital.

Which ever platform you use, you may be surprised how much more efficiently working at height tasks are completed as well as reducing the risk of having a work at height accident.



Iteco's new compact electric industrial boom



The Power Tower at St Pancras Station



Vertical Days saw the introduction of the Power Scissor 500



ATN Zebra 12



JLG Toucan 12



A Nifty HR15



JLG E300AJ



Snorkel Drive10



Alarina's new Alas 2100



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W W W . r a n g e r g r o u p . c o . u k

Safely, safely...

Paul Kelly the recently appointed managing director of Harsco Infrastructure Europe, used Bauma to explain Harsco's vision for its \$3 billion infrastructure division which merges the scaffolding, access and formwork business of Hünnebeck and SGB in Europe with Patent in North America. However, the man in charge of rationalising and reorganising the company's equipment is operations director Cameron Reid. We spent a few hours with Reid and heard about his plans.

Although relatively young, Cameron Reid has been in the equipment and more specifically, mastclimber business, since he left college almost 15 years ago, working with father Andrew Reid and the company he formed in the early 1990's, Mastclimbers Ltd. Continual promotion and growing interest in the product resulted in rapid expansion and by 2001 the company had two depots - one in Glasgow run by Andrew and the other in Leighton Buzzard run by Cameron.

The Reid's connection with SGB/Harsco also began that year when Mastclimbers and SGB (then recently acquired by Harsco) merged their mastclimber businesses, forming a joint venture aimed at developing and growing the business in the UK. SGB held the majority 51 percent share and exercised a three year buy-out option in 2004, acquiring the Reid 49 percent

holding. At this point Andrew retired and Cameron continued with SGB/Harsco which by that time controlled around 70 percent of the UK and Ireland mastclimber business.

"The current downturn is the first I have experienced since starting in the business in 1995," said Reid. "The core principal in growing the mastclimber business was safety. In the early years we worked with the CITB and then IPAF, becoming very involved with BS7981 and 'The safe use and maintenance of mastclimbing work



Cameron Reid



Paul Kelly



Partnering Pan-European contractors is one aim



Harsco has around 2,000 MEWP's



Mast climbers on a multi-storey building in Doha, Qatar



Working at Earls Court tube station in London

platforms'. With one of the world's largest fleets we were able to influence this so that it was specific to the industry with a design standard, code of practice and set of robust training criteria. As we develop Harsco Infrastructure it is as important to maintain safety standards – safety is paramount in everything we do."

Within SGB, Reid has worked in scaffolding, major project services as well as running the separate mastclimber business in Glasgow, Scotland, moving south to Harsco's

Leatherhead head-office as operations director in charge of all mechanical services.

Kelly's appointment earlier this year, was part of a plan to restructure the business to be more effective and sustainable, reviewing all European operations. Reid was appointed business development director in the 'Euro' area with a brief to help each business develop the full Harsco portfolio. Germany appears to be his main area of concentration, at least initially.



A temporary roof structure at Milford Haven



Scaffolding on the Forth Rail Bridge



Powered access in Highbury, London

"Germany is very much a product driven business and we have no mastclimbing or powered access operations nor the capability of supporting our contracts with these products," says Reid. "We do not even offer a scaffold erection or dismantling service. In my opinion Germany is the industrial heartland of Europe but it could take 10 years to fully develop the mechanical services division."

Reid is also helping development in the existing businesses in Scandinavia and Holland and sees an opportunity to using the existing framework in Holland, which is a significant player in the Dutch powered access market as a stepping stone to develop the German business.

The vision outlined by Kelly includes a redistribution of the existing powered access fleet, so why was SGB UK's powered access fleet sold if other countries are highlighted for an expansion in this area?

"The strategy of the business has changed since the decision to sell the UK fleet," explains Reid. "We are in a different market today and we have to be smarter in the way we take our services to market. Individual markets may have been performing well but did not fit into the strategy. The future is more customer driven and customer focussed. We do not want to be all

things to all men but need to concentrate on two main markets – industrial and construction. In industrial we want to work with the clients or principal contractors, in construction we want to partner the true pan-European contractors, allowing clients to deal with one account manager who has the full range of group services available. In the past the business was structured by country with individual management and objectives and no common approach or strategy. This meant that there were times when the mastclimbers were openly competing with the scaffolding division as well as trading with them. My biggest customer in 2006 for mastclimbers was SGB – how daft is that? We should have been developing a single strategy to meet customers' needs and that is how we will develop the new strategy."

"We are looking at how best to utilise the assets at our disposal and identify the opportunities. This will become clearer as we firm up more service agreements with customers. The UK powered access fleet was just not producing a good enough return for various reasons. However if there are a number of contracts that need powered access then we will find those machines, either from other parts of the business where they are not being utilised or by investing in new equipment. All

European powered access inventory is now part of one fleet and success will be judged on how profitable it is." "Companies have focussed on utilisation rather than actual returns on investment. I have even heard of companies in London supplying scaffolding free of charge, purely because they haven't got the space to store the equipment because the lack of work. They do get a return on the labour which allows them to retain staff and avoid redundancies."

"Harsco is not a pure rental business – so return on investment is key. The going rental rate for an electric scissor may be x hundred Euros a week, but we do not price a contract that way. We work out the cost of the product but more importantly, the cost to the business, its overhead to the business and the margin we are looking for – the cost plus pricing model equals our product offering to the customer. You just cannot price a three year petrochemical maintenance contract which may have hundreds of items of equipment on a weekly rental rate."

Future investment?

"The three main 'mechanical access' categories within Harsco include MEWPS - electrical and diesel scissors, booms, industrial lifts; MCWP – mastclimbing work platforms and SAP - suspended access platforms (cradles/ swingstage) and other winch type products. There is a need for the company to establish strategic partnerships with manufacturers on a European and in some cases world-wide basis, not just for the supply of products, but in order to work with us to provide our customers with the right products, training and business development support, particularly for less mature markets than for example the UK and Holland."

"I am currently speaking to numerous suppliers with this in mind. Developing emerging markets such as Russia, Ukraine, Hungary and Slovakia is very different to developing in France or the UK. We need to be smart in how we procure products and services. We need partners that can handle both extremes. The majority of the equipment suppliers will already have a strategy for emerging markets – perhaps through used equipment."

In spite of the disposal of the UK powered access fleet, Harsco still has a surprising amount of equipment. "We have about 2,000

mastclimbers, rack and pinion hoists, transport platforms and materials hoists etc... as well as around 2,000 MEWPS - quite a reasonable sized fleet but a drop in the ocean in relation to our corporate growth objectives." says Reid. "Investment is driven by customer demand so there are no firm plans but Paul Kelly and I are talking to key suppliers. Equipment numbers are now stable and most of the fleet has now been reallocated in accordance with the new strategy."

"I want to establish a core range of equipment which would not include the unusual. At the moment, we wouldn't look at spider cranes for example but with a large industrial fleet we would consider spider lifts. We already have niche industrial products such as JLG's Toucan and in the UK a fleet of Pop-Up push-arounds on projects such as the London Olympics. So I am looking at existing suppliers first who get our strategy and have products that fit."

In some areas there will be rationalisation. "We have 16 different makes of mastclimber in the UK alone. I am not saying how many we will end up with but we are looking at simplifying things towards light, medium and heavyweight product ranges, supplied by whoever can meet those requirements. The product to me is secondary as without the demand there is no business. We need to spend more time with colleagues around Europe to raise competency levels and identify core customers. In the meantime I will be developing a portfolio of products that will meet customer demands and invest as and when contracts require it."

Harsco Infrastructure revenues were \$1.2bn last year 60 percent of which came from its European operations. However its presence has grown enormously from operations in just three countries in 2000 to 43 currently and a predicted 50 countries by next year.

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What a 'Pick & Carry'on

Over the next month or two, production facilities throughout Europe will be carrying out planned maintenance and improvements as many companies close down for their summer break. While this period is always busy, the current economic climate is possibly encouraging more extensive works this year.



C&a

industrial lifting



Galizia G120



Broderson IC80



Ormig 45tmE

Reduced production due to the economic situation means many companies will use this quieter period to carry out more extensive maintenance or significant improvements to the production lines in preparation for the recovery which is showing signs of gathering pace.

Those carrying out such work appear to be gradually rediscovering the fact that the pick & carry capability of an industrial crane is invaluable if the work - often carried out in very confined, low-headroom spaces - is to be completed safely and on schedule. The demise of the pick & carry crane in many parts of Europe has been accredited to many things but is undoubtedly a result of the drastic decline in engineering and manufacturing during the 1970s and 1980s. With fewer such companies, the decreasing demand meant the end of the line for companies that had been a major force in the business such as Jones/Iron Fairy and to a lesser extent Coles. As the population gradually dwindled industrial lifting requirements were covered by the 'new-fangled' All Terrain cranes.

Whilst not as competent as a five to 10 tonne pick & carry crane, the small AT is undoubtedly a handy tool and when not working on industrial

lifting and is versatile enough to handle regular crane hire work. Over the years, however, AT rental fleets have gradually moved up the capacity range. Today the smallest units in most rental fleets are at least 35 or 40 tonnes capacity or more and often too big and too expensive for many industrial pick and carry duties. This has led to a shortage of smaller products for annual shut down work.

The requirement for compact cranes for industrial type work has without doubt been a fact in the rapid growth in the spider crane market, particularly in the UK. While spider cranes are not always as adept in confined spaces as pick & carry cranes, they are a handy alternative and for some installation jobs, the best possible product. More recently the mini crawler cranes - small tracked telescopic machines from manufacturers such as Maeda, Hitachi and IHI - have grown in popularity and can be useful for pick & carry applications. The two largest Maeda crawler cranes - the recently introduced six tonne capacity LC1385C and the 4.9 tonne capacity LC785B - for example, both have a useful two tonne pick & carry capability, while its smallest mini crawler crane, the 2.93 tonne capacity LC383-5B, can pick &



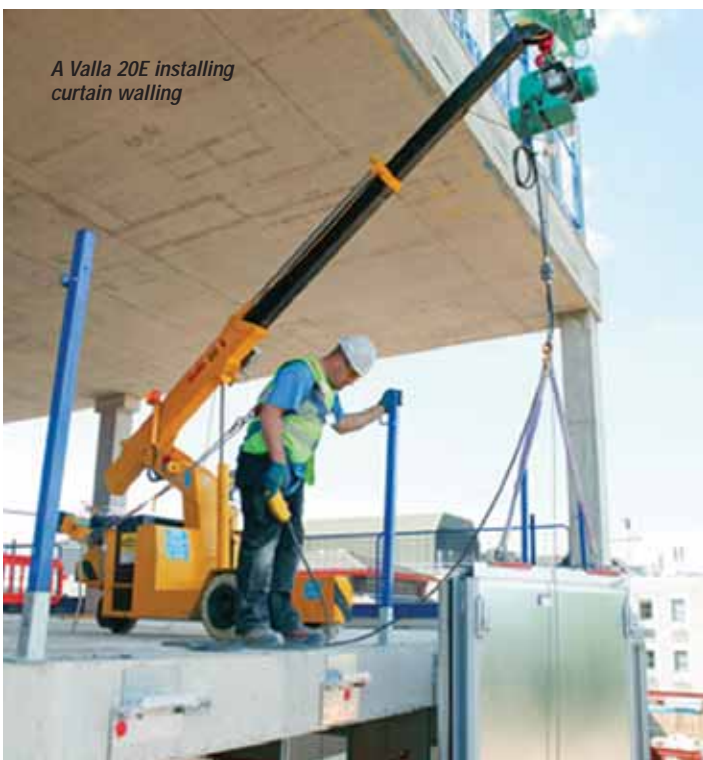
Jekko MPK20

carry 1,465kg. When combined with its compact dimensions, minimal tail swing and options such as a searcher hook makes it a very versatile crane for confined spaces.

A few crane hirers have even kept hold of - or sourced more recently – the older Jones Iron Fairy or similar industrial cranes. Despite their age and size, they are often the most profitable cranes in the fleet. A few other unusual cranes are also being used. Liverpool-based John Sutch Cranes for instance has an interesting 13 tonne Kato KRM13H City crane of which there are just

two in the country (Lee Lifting has the other). The machine has a 30 metre boom and a luffing fly jib so it is a handy crane that gets a better return than a 25 tonne AT.

Other types of equipment are also filling the 'small-capacity' void. Larger loader cranes mounted to compact trucks or tractor units can carry out this kind of work, as well as truck and trailer mounted aluminium boomed machines from Bocker, Paus and Klaas. Telehandlers – particularly the 360 degree rotating units – can now be equipped with a variety of



A Valla 20E installing curtain walling



Ormig 5.5tmE at the SAIE show

hoists/winchers and extension jib attachments making them a viable small crane option.

But if your contract requires picking up and moving a heavy load, a crane built specifically for the task is by far and away the best option. Italy still leads the way in the small, mobile industrial crane sector with companies such as Valla, Ormig, Jekko and Galizia becoming more popular outside of Italy. With the UK no longer producing specialist machines the only other country still manufacturing and using is North America with manufacturers such as Broderson and Grove with its YardBoss range. The main difference between the European and American cranes is the useful flat carry deck on the front of the American machines.

Broderson – now available in the UK and Ireland from Tadano Faun distributor Cranes UK - has been building industrial pick & carry cranes for almost 40 years and offers a range of eight models from the 2.23 tonne capacity IC20 to the 16.3 tonne IC250. The first unit brought in by Cranes UK was an eight tonne capacity IC80. It was expected to be one of the most popular machine in the range offering five tonnes pick & carry capacity, low headroom lifting ability, 360 degree slew, a maximum tip height of up to 14 metres, four wheel steer and optional four wheel drive. However, due to the recent economic downturn, sales have been much slower than expected.

The Grove YardBoss also has an eight model range from eight to 22.7 tonnes capacity and 9.5 to 21 metre main boom length. Grove updated and expanded its line of YardBoss industrial cranes a few years ago. The 20 tonne capacity YB7722 and YB7722XL replaced the 18.1 tonne 7720/7720XL models while the 8 tonne YB4409-2

is a new addition to the product line. Valla however, is the company that has spearheaded the use of small pick & carry cranes outside Italy with its UK distributor, Hull-based Peter Hird & Sons, offering the largest fleet of Valla pick & carry cranes in Europe.

These smaller capacity cranes are time and again proving themselves for lifting loads in congested working environments. As a result of the growing demand there has been massive growth in the amount of choice in the two tonne pedestrian controlled pick & carry crane market with exciting new products from Jekko, Valla, Galizia and Kegiom. Launched at Vertikal Days two years ago, the Jekko MPK20W has many features including a quick release system for its boom nose which can take an 800mm long, 500kg jib, a hook and pulley system and pallet forks.

Valla launched its all-new 2.5 tonne Electric pick & carry crane last year. The new 25E has the same compact dimensions as the older 20E - overall length of 2.2 metres, a width of 950mm and overall height of just 1.8 metres. Apart from the improved lifting capacities and the new styling and design, the biggest breakthrough on this model was the adoption of 48 volt AC electrics with full digital controls. Weighing 2,300kg the crane is capable of lifting its full capacity at up to 850mm from the



Galizia F200

front bumper and to an under-hook height of three metres (almost four metres with a searcher hook). A new winch offers optional rope storage of up to 68 metres and includes a high speed option of almost 14 metres/minute, for handling larger volumes of cable – essential for roof top working and curtain walling which these small cranes are proving popular. This new model is said to be the first of a range of new products from Valla. At last month's Vertikal Days, Valla unveiled the 25E's new lightweight version of the 25EL which is better suited for applications where point loadings are critical. Similar to the older model, the 25EL features a full power boom has a maximum tip height of almost five metres,

compact models the company has ever built, with a short overall length and an overall height of just two metres.

A newly formed Italian company – JMG Cranes – has also introduced a range of compact capacity pick & carry cranes. It was thought that the cranes would be launched last year at either the SAIE exhibition or more recently at Bauma. Unfortunately the cranes made a 'no show'. Valla says that it has taken legal action against the company 'to protect its business and goodwill in respect of unfair competition' so until this has been sorted, we will not be seeing the cranes in Europe. Several other lifting machines use loader boom technology. Although more spider crane than pick & carry,



Hino HS400 uses a Penny Hydraulics crane



The early Ormig cranes were nick-named 'small elephants'



A 25 tonne Ormig



The new tracked Galizia GK20 Electric

electronic steering system and two position boom nose to minimise head room requirements.

Below is a comparison of the three main machines – the Galizia G20, Jekko MPK20 and the Valla 25E.

Ormig started producing mobile industrial cranes in 1949. Its first model was the 5 tn which had lifting capacity of five tonnes. During the early years the 'single boom' design was used for cranes with capacities up to 23 tonnes, nick-named 'Small Elephants'.

Until recently, the smallest Ormig crane had a capacity of 10 tonnes, but at SAIE exhibition late last year, the company returned to its original sized crane with the introduction of the 5.5 tonne capacity, electric drive Ormig 5.5tmE. The new pick & carry crane has maximum boom height of 8.7 metres and is one of the most

German-based crane, access and telehandler rental and engineering company Wemotec and Dutch manufacturer Reedyk both produce compact lifting machines.

Latest offering from Wemotec is the SMK320.67, a versatile long boom specialist spider crane. The company has teamed up with and uses a Palfinger loader boom to produce a machine with stowed dimensions of 4.87 metres long by 1.75 metres wide with an overall height of 1.98 metres, yet is capable of a 32 metre hook height and 6.7 tonne maximum lift capacity. Its articulated boom has two main arms with over-centre articulation, plus a telescopic jib, making it amazingly versatile for reaching difficult areas particularly with a 29 metre outreach. A four-axis manipulator arm has also



The ride-on Kegiom 200 Panda can lift 1,200kg

been integrated into the boom design. Power is provided by either a Hatz diesel engine or AC power unit providing indoor and outdoor operation and two more models will be launched later this year.

In the sub-two tonne class, the new 1,200kg capacity Kegiom 200 Panda battery/electric crane launched at SAIE late last year uses the Kegiom loader crane-type boom on a new three wheeled, ride-on compact chassis. The unit which uses optional swing-out front stabilisers weighs 1,550kg and is just 850mm wide. Maximum tip height is 6.5 metres and a useful feature is 60 degrees of slew which increases to 120 degrees when using the outriggers.

Reedyk's latest mini crane – the C3410 - also features a loader crane-type articulated boom giving a maximum lift capacity of 3,840kg or a maximum horizontal reach of 13.7 metres. In transport mode the compact machine is just 960mm wide and less than two metres high.

Lightweight crane from the USA

In an effort to produce an ultra-compact pick & carry crane, Newport Beach, California-based Smart-Rig Cranes has recently launched the battery powered mini crane that weighs just 450kg. By adding an additional 180kg of counterweight - ie filling the water tank counterweight system - the three section six metre telescopic boom crane can pick & carry just more than 1,000kg to a height of around three metres and will lift 300kg to a 5.8 metre hook height or take 225kg to its full outreach.

Measuring 2.4 metres long by 860mm wide and 950mm high at its most compact, additional stability can be gained from the rearwards moveable water tank counterweight system and rolling outriggers/stabilisers that are swung into the forward position for maximum outreach. The compact crane also features a boom mounted winch, single sheave



The Reedyk C3410 has a 3,840kg capacity and 13.7 metres reach



PICK and CARRY



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The compact 2 tonne capacity Galizia G20



boom nose and hydraulic lift cylinder, all operated via a small remote control.

Two tonner comparison

It could be argued that the recent renewed interest in the pick & carry crane began with the introduction of the compact two tonners a few years ago. In a change of direction away from its spider cranes, Jekko introduced the GMK20 closely followed by the Galizia G20. More recently Valla introduced the slightly larger capacity 25E giving end-users three compact cranes to choose from. These are the machines featured in our 'two tonner' comparison however all three companies have either recently revealed details or are in the process of upgrading versions that offer significant advantages.

The Galizia G20 Plus is based on the existing G20 chassis but uses counterweight 'bags' that can be fitted by hand onto the rear of the chassis. The 'bags' give the G20 Plus an increased load chart from one metre. The operator can easily remove the bags as well as changing the display of the safe load indicator. The other major change is the larger 3kW replacing the 2kW electric drive motor. In standard G20 spec, the crane has a similar load chart to the Jekko MPK20, however the additional capacity of the Plus version means it is similar to the Valla 25E from one metre (900kg at 1.5 metres). The standard G20 can also remove its counterweight to reduce weight further/

Rather than adding features, Valla has concentrated on reducing the weight of the 25E which at 2,300kg was a rather heavy when compared to the competition. The new 25EL version weighs just 1,870kg but keeps the same lifting envelope as the heavier version except for a

reduced capacity of 2,250kg at 0.5 metres. The Valla 25E & 25EL both include the new internal hydraulic system and can be supplied in both hands-on controls and remote option and complete with a 68 metre hydraulic winch.

Jekko is currently working on an upgrade to its LMI software and introducing charts based on crane counterweight. At the moment the crane weight is 1900kg with the winch already installed. It says that it will be possible to remove the back counterweight which reduces the overall weight to 1600kg and maximum lift capacity to 1.7 tonne. It is also possible to add an extra 350kg counterweight giving an increased capacity of 2.5 tonnes.

G20 v MPK20 v 25E

At first glance, these three machines would appear similar.

The Smart-Rig crane has decent lifting duties for its size.



All have electric drive, have a lifting capacity of about two tonnes, are compact at less than one metre wide and two metres high and all can lift more than four metres high. However looking closer, reveals a few more differences.

Most compact is the Galizia G20. At 2025 x 980 x 1650mm it is the shortest (by 165mm) and lowest (by 130mm) and 28mm narrower. And with easily the best steering radius (1,800mm) it all adds up to being more manoeuvrable in tight spaces.

Both the Jekko and Valla have powered boom sections with internal hydraulics. The Galizia has the highest lift height however to reach its 5.2 metre maximum a manual boom section has to be employed. If only the powered boom sections are used, the G20 can lift a similar to a similar height as the Valla (about four metres) although this is about 500mm less than the Jekko.

All three have rear pedestrian steering and all have brakes on the rear wheel. The Galizia however is the only crane with brakes on the front wheels giving improved control and safety and critical should a heavy load tip the machine



YardBoss 4409



Jekko MPK20W

forward resulting in the rear wheel leaving the ground.

Jekko says that the MPK20 can work at a negative boom angle – and the hook can touch the ground about 500mm in front of the crane, a useful feature.

Perhaps the other main comparison area is ease of operation. Galizia says that it is the only one that can be fully operated – moving the crane and perform lifting operations – from controls on the helm rudder rather than positioning the crane using the rudder and then moving to use lifting controls on the main body or via the remote control. Ease of use is what all these small pick & carry machines should be about.

Comparing the latest 'two tonners'

	Galizia G20	Jekko MPK20	Valla 25E
Max capacity	2,000kg	2,000kg	2,500kg
Dimensions LxWxH/mm	2025x928x1650	2595x950x1975	2190x950x1800
o/a weight	2,000kg	1,900kg	2,300kg
Max lift height	5.2m with 300kg	4.6m with 800kg	4.0m with 850kg
Drive system	Electric motor	Electric motor	Electric motor
Steering radius	1,805mm	1,980mm	2,050mm
Battery	24V – 320Ah	24V – 345Ah	48V – 200Ah
Front brakes	Yes	No	No
Rear brakes	Yes	Yes	Yes



Newly formed Italian-based JMG Cranes has two small pick & carry models



Galizia G20



Valla 75E at Chelsea FC

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Taking the downtime out of shutdown



Kevin Parkes, managing director of Hewden

Even when site shutdowns are scheduled well in advance, they are still one of the most stressful periods for project managers. And with costs under constant scrutiny, managers and plant supervisors must ensure that they have the right partnerships, right equipment and above all, the necessary planning in place before committing to what could otherwise be a lengthy and costly process.

Kevin Parkes, managing director of Hewden – which recently divested from Finning - and one of the UK's largest and most diverse equipment rental companies, gives some tips for those embarking on a plant shutdown, and how the choice of equipment provider can affect the schedule.

Choose your equipment supplier carefully

Almost every plant shutdown will lead to a demand for additional equipment and businesses may decide to select different items from a range of rental specialists, both local and national, in order to fulfil their specific product requirements. In order to alleviate the difficulties of working with numerous suppliers, project managers should consider working with a single equipment rental company and to create a framework agreement, whereby the hire management is contracted to one supplier.

The lead company will then supply a significant percentage of the hire equipment from its own range but will also take full responsibility for sourcing and managing the supply of equipment required from third party specialists.

Carry out a project overview

Next, a detailed project plan should be produced to ensure that the work to be undertaken and the

health and safety implications of using certain types of equipment are communicated to the various subcontractors on site. This plan could include details of any access restrictions, working at height considerations and the proximity of power.

Schedule equipment

The project team should then identify the equipment necessary for each stage of the shutdown and compile a detailed schedule of work.

The equipment provider will begin by establishing when each hire item needs to be on site and the length of time it is required. This will ensure that the right equipment is available and will also identify where cost savings can be made by reducing the volume of equipment on site at any one time.

In addition, the hire company should build in a contingency plan for possible over runs and delays and ensure that it holds sufficient stock of equipment.

Health and safety risks

Risk assessments and method statements are an essential part of the shutdown and can be a practical means of establishing the critical equipment required. Such a risk assessment will ensure that in the 'worst case scenario', spares are readily available and forethought can also be given for equipment availability.

It is equally important to establish that the operators using each machine are fully trained and able to work safely. The hire provider should also carry out equipment familiarisation with any plant operatives that will be using the equipment and ideally be able to provide specialist operator training for those who lack it.

Increasing emphasis is being placed on training operators to be multi-skilled, so it is becoming easier to hire several machines that can be operated by one person. This means that the supervisor will only need to carry out one health and safety induction session and will also help to reduce the number of workers on site.

Furthermore, it is important to establish which accreditations the hire provider holds. The three key standards are ISO 9001 for quality, ISO14001 for environmental management and OHSAS 18001 for occupational health and safety.

Working with a hire company which has achieved these accreditations at every depot in its network, (Yes, Hewden has!) means that certain

minimum standards for safety, quality and performance will be met.

Time equals money

Forward planning is critical, but even with the best-laid plans, events don't always go according to schedule! For example, a critical piece of equipment may suddenly break down and the replacement could take hours or days to arrive. That's when the service and repair capability of your selected rental company is critical. Suppliers should have service engineers available on an instant call out to get the operation back up and running as quickly as possible. This will help to avoid expensive delays and keep downtime to a minimum.

At Hewden we have more than 20 years experience with plant shutdowns, and Hewden Industrial Accounts, formerly Hewden Services, offers customers a solution that not only removes the burden of managing third party equipment suppliers, but also delivers cost savings and efficiency benefits, while ensuring full compliance with health, safety and environmental standards.



Hewden has more than 20 years experience of plant shutdowns

PowerCat gets its skates on

PowerCat has introduced a cordless version of its lightweight portable skate moving tool. The original PowerCat was launched in 2008 and is gradually growing in popularity as its reputation spreads. The concept of a portable electric powered tug to make the shifting and positioning of large loads on skates an easy and precise job, was devised by crane veteran Klaus Scholpp.

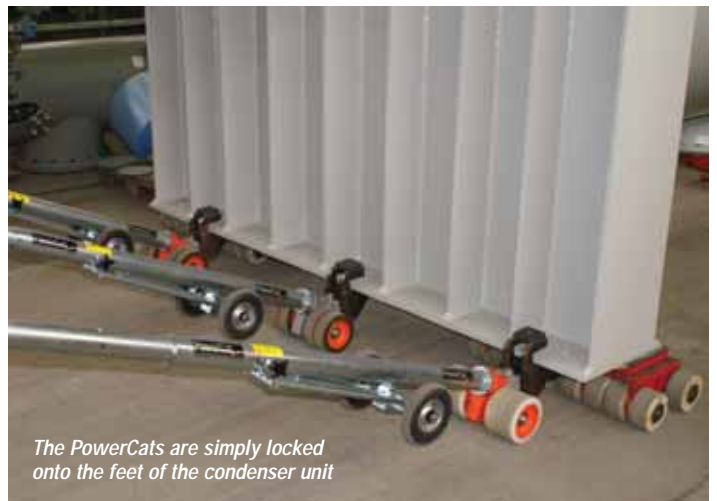
The unit simply clamps onto a set of skates or the object being moved through a variety of standard or custom made attachments to the nose of the device. The highly geared electric motor then operates the drive wheels, while the movement of the drive shaft provides very precise steer control. The fact that they require almost no headroom clearance makes them ideal for bringing large loads into a building through a doorway where there is little clearance.

In a recent job in a confined space, three PowerCat units teamed up to shift a 75 tonne condenser into its final position. Other recent applications have included the

movement of a 12 tonne injection molding machine to a new position and shifting large machining centres.



Three PowerCat units move a 75 tonne condenser into a plant



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A PowerCat moves a 12 tonne injection molding machine into position



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Used prices on the UP!

Whatever we have learned from the turbulent last 18 months, the key point to note is the uncertainty of the market and the volatile rate at which it changes. With stocks of equipment fluctuating drastically, the one certainty is that prices will rise and fall depending on demand and the trend for certain items. According to Jonnie Keys, general manager of Euro Auctions, prices have been holding firm across the board. He spoke to Mark Darwin on the current state of the second-hand crane and access market.

Whether you believe there will be a 'double dip' in the economy or not, items of used equipment are moving around the globe. Like water finding its own level, stock is shipping and changing hands from countries where it is no longer required to areas where demand is high and getting stronger. Whilst confidence is returning to the market manufacturing capacity is now well below what it was at the end of 2008 and as a result, the strength of used equipment prices at auction are holding firm and in many cases improving.

Strong price recovery

"The unreserved auctions we hold each year in the UK, Ireland and Germany, provide a regularly updated insight on the way that the global market has affected the price of plant and machinery," says Keys.

"Month by month the used equipment prices are strengthening. It was nearly 24 months ago that used prices dived, dropping by a massive 40 percent or more. At our last Leeds sale in April, it was evident that a recovery was underway and some prices climbing back to within 10 percent of their pre-crash levels. In most cases, values have recovered about half of the initial 40 percent drop."

As buying trends shift, Keys sees renewed interest from regions and countries that had stopped buying before the global downturn. Macedonia and Bulgaria are buying at auction after an absence of 18 months along with Canada and the USA after a similar period of inactivity. There is still strong interest from North Africa and the Middle East, with representatives from Libya, Egypt, Morocco,



Used equipment prices at auction are holding firm

Pakistan, Iraq, Lebanon and Oman all in the market. As a result, it is no surprise to learn that approximately half of all equipment purchased at recent Euro Auction sales will be exported from the UK. This figure may be much higher, as many UK registered buyers may also ship overseas at some point.

A good time to sell

"Buyers of cranes and access equipment have historically not sold at auction during a downturn, preferring to hang on to equipment in the hope that utilisation would improve, or buying and selling from and to each other when work slows down. Cranes have a long life span and are always in demand, and as a result, don't come on to the auction market very often. As a result, buyers and sellers have been reluctant to turn to the auction either on or offline. In the past the lack of variety and stock choice did not create the interest required to achieve the best price for the seller or the breadth of choice for the buyer."

"However, experience from our last three sales proves that the auction site is now good for prices, as well as good for the seller and buyer of cranes and access equipment. Perhaps a new trend is emerging. In the last six months, we have seen a change in perceptions and volume is now on the increase, which can only be good for prices."

During the January Euro Auctions sale in Leeds, telehandlers made the most money per item behind 20 tonne excavators. With renewed interest in the access equipment sector, the majority of stock at that sale came from the Irish market with a good spread of makes and models. Six months on, this trend appears to be holding and the last two sales in Leeds and Dormagen,

Germany produced excellent results. For consignments of specialised assets such as cranes and access equipment, we have always subscribed to the fact that volume and choice is good for the sale," says Keys. "Between each sale, it is important to identify stock trends early and focus on attracting the attention of sellers and buyers through targeted marketing campaigns. Experience has shown sellers will jump into a sale where stock volumes of certain items are good, which in turn leads to strong sale prices."

Euro Auctions is now actively looking to attract buyers and sellers of cranes well in advance. The previously sporadic nature of crane entries into auctions means that it is important they are entered into the sale early enough to enable a proper marketing campaign to benefit the sale.



Crane Prices - Leeds auction April 2010

Model	Year	Price £
Grove 4075 6x6 Rough Terrain Crane	2001	160000
Grove GMK 3050 50 Ton Rough Terrain	1999	88000
PPM ATT 400/3 35 Ton Rough Terrain	1997	44000
Demag AC35 Rough Terrain Crane	2003	79000
Demag AC25 4x4 Rough Terrain Crane	2001	50000
Demag AC25 4x4 Rough Terrain Crane	1998	35000
Grove TMS250 6x4 Truck Crane	-	17500
Grove 422E 22 Ton Rough Terrain Crane	-	44000
Coles 315M 4x4 Rough Terrain Crane	-	18000
Marchetti Trio 10 Ton Rough Terrain Crane	-	25000
Volvo FL7 6x4 c/w Grove N1295 Crane	-	11000
Tadano TR80M 4WD Crane	-	17500
Tadano TS 75ML 8 Ton Hydraulic City Truck Crane	1995	29000
Grove 4x4 Rough Terrain Crane	-	7000
Iron Fairy IF15 Low Head Crane	-	4000
Jones J1F 15 4x4 Crane	-	3500
Rapier H7 Crane	-	2000
Coles 4x4 Rough Terrain Crane	-	2750
Hydracon 4x2 Mobile Crane	-	2500
Coles Hydra Mobile 9/11 Crane	-	2750
Rapier Andes C41B Tracked Crane	-	9500

Access sold at German auction

The pricing recovery has had a definite impact on access equipment, following the glut of equipment in the market in late 2008 and early 2009. Prices are currently up 20 percent from one year ago, depending on age and condition.

"This continuing upward trend was evident in the aerial platform section of the sale in Dormagen, Germany in early May where a total of 186 platforms went under the hammer – the highest for more than a year - with no shortage of bidders both on site and online," says Keys. "This was the highest ever online sales percentage of any category in a Euro Auction sale, at 36 percent with 35 platforms – including Grove, Genie, Haulotte, Manitou, Terex, JLG, Upright, Skyjack and LiftLux - being sold online to countries including the Netherlands, Finland, France, Hungary, Poland, Sweden and Romania."



Jonnie Keys, general manager Euro Auctions

On average the platforms in this sale made 20 percent more than they did in May 2009. For example, a year 2000 Haulotte HA18PX fetched €2000 more than a machine of the same year did in May 2009. Euro Auctions believes the reason for the strength of this sale was due to the quality of the assets and the range of models on offer. Feedback from sellers was good and all were extremely satisfied with the prices achieved.

Telehandlers are now fetching between 15 to 20 percent more than they did at the start of 2010. This is a rapid rise, and has now stabilised whilst a steady demand still exists. These trends are due to a strong but varied global customer base and a large proportion of assets being sold on the Internet.

A helping hand

Whilst online auctions are gaining popularity, there is no substitute for seeing the machine in the metal on the day of the sale. Euro Auctions regularly organises accommodation and makes travel arrangements, collecting buyers and sellers from airports as well as arranging shipping following the sale.

"The sale in Leeds in April was no exception," says Keys. "With buyers and sellers flying into the UK under the Icelandic volcanic ash cloud, the sale – one of the best on record – went ahead. However many travel plans went 'up in smoke' and we needed to make alternate plans by car, train, boat and coach, in many cases ferrying them to terminals where they could make vital connections to get home as the traffic in airspace around the UK and Europe quickly ground to a halt. No one was stranded and everyone got home."



Prices for access equipment is currently up 20% from a year ago



The volume of equipment at auction is on the increase

Number of platforms sold at Euro Auctions sale, Dormagen, Germany:

May	2008	52
September	2008	57
November	2008	77
February	2009	75
May	2009	214
September	2009	86
November	2009	91
February	2010	72
May	2010	186



Telehandlers are currently very popular - up 15-20% than at the start of the year

Platform Prices - Dormagen auction 2010			
Model	Year	Price €	
Grove 100J Electric Wheeled Boomlift	2000	12000	
Haulotte H25TPX Wheeled Boomlif	2000	7500	
Haulotte HA21TX Wheeled Boomlift	2000	6000	
Haulotte HA18PX Wheeled Boomlift	2000	7000	
Haulotte HA16PX Wheeled Boomlift	2000	7000	
Haulotte HA15I Electric Wheeled Boomlift	2000	5500	
Genie Z45-25J Wheeled Boomlift	2000	3500	
Genie Z45-25 Wheeled Boomlift	2000	6250	
Manitou 165ATJ Wheeled Boomlift	2001	7000	
Terex TA50E Electric Wheeled Boomlift	2000	3250	
Terex TA50RT Wheeled Boomlift	1999	3000	
Skyjack SJ8841F Wheeled Scissor Lift	1998	3000	
JLG 40RTS Wheeled Scissor Lift	1999	6000	
JLG 26MRT Wheeled Scissor Lift	1997	2500	
ITECO PED120EX Wheeled Scissor Lift	1998	1500	
ITECO IG10160D Wheeled Scissor Lift	2001	1500	
Upright LX31 Wheeled Scissor Lift	2000	1500	
Upright SL26N Electric Wheeled Scissor	-	1500	
Upright XRT33RT Wheeled Scissor Lift	2000	2750	
Genie GS3268 Wheeled Scissor Lift	2002	5500	
Haulotte Compact 8 Wheeled Scissor Lift	2006	3000	
JLG 2658E Electric Wheeled Scissor Lift	-	1250	
Upright X32 Electric Wheeled Scissor Lift	2001	3000	
Genie GS2646 Electric Wheeled Scissor Lift	1998	2000	
UpRight SL20 Electric Wheeled Scissor Lift	-	1000	
Genie GS2046 Electric Wheeled Scissor Lift	1998	2250	
Upright X26N Electric Wheeled Scissor Lift	2001	2250	
Upright X26 Electric Wheeled Scissor Lift	-	1250	
Haulotte HA600E Electric Wheeled Scissor Lift	-	750	
Haulotte H1000E Electric Wheeled Scissor Lift	-	1250	
Genie GS1930 Electric Wheeled Scissor Lift	2000	2000	



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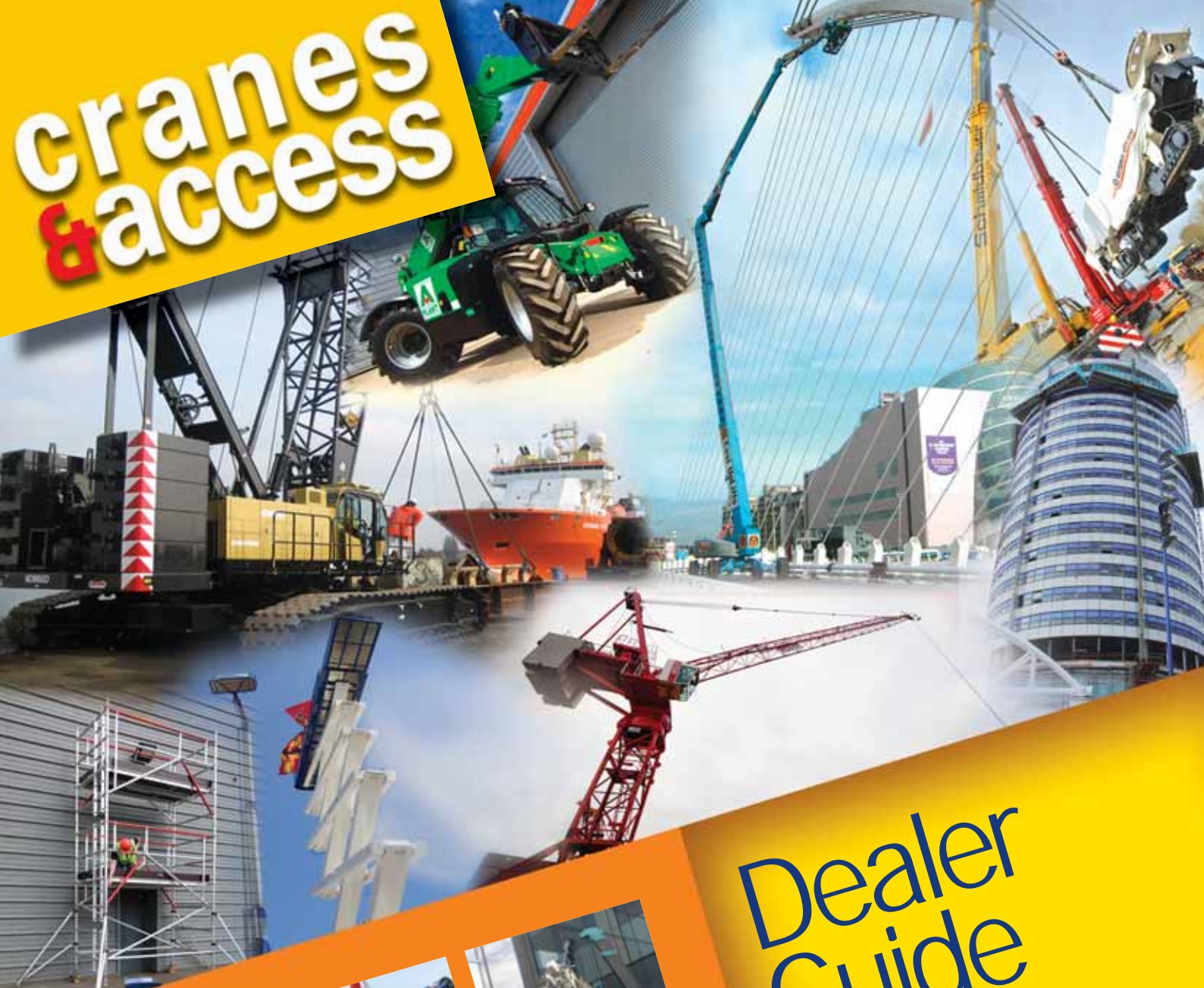
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- Handlers
- Access
- Equipment
- Loader Cranes
- Components & Accessories
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UK & Ireland
2010

UK & Ireland dealer guide

Our dealer guide is clearly growing in usage as it is continually refined and updated. This year we have received more feedback than ever and have added a number of new suppliers and refined the existing content rather than changed it. We would very much appreciate your input for future developments though in terms of what you would like to see us add for next year.



HEAVY LIFT CRANES/EQUIPMENT

Manufacturer	Production Base	UK Distributor	UK Telephone	Ireland Distributor	Ireland Telephone
ALE Engineering Ltd	UK	ALE	01889 272500	ALE	0044 1889 272500
Deep South	USA	No distribution	001 225 753 4371	No distribution	001 225 753 4371
Lampson	USA	Direct	001 509 586 0411	Direct	001 509 586 0411
Liebherr	Germany	Liebherr GB	01767602100	Liebherr GB	0044 1676702100
Mammoet	Netherlands	Mammoet UK	01642 366 150	Mammoet UK	0044 1642 366 150
Manitowoc	USA	Manitowoc UK	01280 818830	Manitowoc UK	0044 1280 818830
Sarens	Belgium/USA	Sarens UK	01642 621 621	Sarens Ireland	0044 05787 40 944
Terex	Germany	Terex Demag UK	01844 203711	Terex Demag UK	0044 1844 203711

MOBILE CRANES

Manufacturer	Production Base	UK Distributor	UK Telephone	Ireland Distributor	Ireland Telephone
Altec	USA	Universal Cranes	01733 211112	Universal Cranes	0044 1733 211112
Bendini	Italy	Terex Demag UK	01844 203711	Terex Demag UK	0044 1844 203711
Bencini - Cams	Italy	Not distributed	00378 0549/988111	Not distributed	00378 0549 818830
Broderson	USA	Cranes UK	0870 066 5466	Cranes UK	0044 870 066 5466
Demag	Germany	Terex Demag UK	01844 203711	Terex Demag UK	0044 1844 203711
EuroRigo	Italy	Closing - no dealers consult Kato			
Franna	Australia	Terex Demag UK	01844 203711	Terex Demag UK	0044 1844 203711
Galizia	Italy	GGR-UNIC	01844 202071	GGR-UNIC	0044 1844 202071
Grove	Germany	Manitowoc UK	01280 818830	Manitowoc UK	0044 1280 818830
Imai	Italy	Jekko UK Ltd	01903 746134	Jekko UK Ltd	0044 1903 746134
JMG	Italy	Compact Lifting Equip	01482 351546	Compact Lifting Equip	0044 1482 351546
Kato	Japan	Kranlyft UK	0117 982 6661	Kranlyft UK	0044 117 982 6661
Liebherr	Germany	Liebherr GB Ltd	01767 602100	Liebherr GB Ltd	0044 1767 602100
Lift Systems	USA	Seeking dealers		Seeking dealers	
Link-Belt	USA	NRC Plant Ltd	01375 361616	NRC Plant Ltd	0044 1375 361616
Locatelli	Italy	seeking	0039 035 4945066	seeking	0039 035 4945066
Luna	Spain	Not distributed	0034 974 211 020	Not distributed	
Manitex	USA	Seeking	001 5129423041	Seeking	001 5129423041
Marchetti	Italy	Direct	00390 523573711	Direct	0039 0 523573711
Ormig	Italy	Universal Cranes	01733 211112	Universal Cranes	0044 1733 211112
PPM	France	Terex Demag UK	01844 203711	Terex Demag UK	0044 1844 203711
Rigo	Italy	No distribution		No distribution	
Sany	China	Sany UK	01923 43813	Sany UK	0044 1923 43813
Sennebogen	Germany	EH Hassell & Sons	01782 644299	EH Hassell & Sons	0044 1782644299
Spierings	The Netherlands	Spierings Kranen	031 412697777	John Rome	0031-412697777
Tadano-Faun	Germany	Cranes UK	0870 066 5466	Cranes UK	0044 870 066 5466
Terex	Germany	Terex Demag UK	01844 203711	Terex Demag UK	0044 1844 203711
Valla	Italy	Peter Hird & Sons	01482 227333	Peter Hird & Sons	0044 1482 227 333
XCMG	China	Cannon XCMG	02881 659709	Cannon XCMG	0044 2881 659709
Zoomlion	China	Universal Cranes	01733 211112	Universal Cranes	0044 1733 211112

CRAWLER CRANES

Manufacturer	Production Base	UK Distributor	UK Telephone	Ireland Distributor	Ireland Telephone
Demag	Germany	Terex Demag UK	01844 203711	Terex Demag UK	0044 1844 203711
Fushun	China	Crane Business	0031 168 381575	Crane Business	0031 168 381575
Fuwa	China	Crane-Business	0031 168 - 381 575	Crane Business	0031 168 - 381 575
Hitachi-Sumitomo	Japan	NRC Plant	01375 361616	NRC Plant	0044 1375 361616
IHI	Japan	AGD Equipment	01789 292227	Rivertek	0044 0214385342
Jekko	Italy	CLE	01482 351546	Jekko UK	0044 1903 746134
Kobelco	Japan	Kobelco Cranes Europe	01473 716302	Kobelco Cranes Europe	0044 1473 716302
Liebherr	Germany	Liebherr GB	01767 602100	Liebherr GB	0044 1767 602100
Link-Belt	USA	NRC Plant	01375 361616	NRC Plant	0044 1375 361616
Logicrane	Holland	NRC Plant	01375 361616	NRC Plant	0044 1375 361616
Maeda	Japan	Kranlyft UK	0117 982 6661	Kranlyft UK	0044 117 982 6661
Mantis	USA	Cranes UK	0870 0665466	Cranes UK	0044 870 0665466
Marchetti	Italy	Direct	0039 0523573711	Direct	0039 0523573711
Sany	China	Sany UK	01923 43813	Sany UK	0044 1923 43813
Sennebogen	Germany	EH Hassell & Sons	01782 644299	EH Hassell & Sons	0044 1782 644299
Terex	DI/USA	Terex Demag UK	0208 2317400	Terex Demag UK	0044 208 2317400
XCMG	China	Cannon XCMG	02881 659709	Cannon XCMG	0044 2881 659709
Zoomlion	China	Universal Cranes	01733 211112	Universal Cranes	0044 1733 211112

TOWER CRANES

Manufacturer	Production Base	UK Distributor	UK Telephone	Ireland Distributor	Ireland Telephone
Arcomet	Belgium	Arcomet Cranes	01322 303002	Arcomet Cranes	0044 1322 303002
Artic Cranes	Sweden	City Lifting	01708 805550	City Lifting	0044 1708 805550
Benazzato	Italy	Falcon Crane Hire	01362 821048	Falcon Crane Hire	0044 1362 821048
Cattaneo	Italy	Weaving Machinery	01386 49155	Weaving Machinery	0044 1386 49155
Cinomatic	Italy	Seeking Dealers	0039 0341 281961	Seeking Dealers	0039 0341 281961
Clever Crane	Italy	Seeking Dealers	0039 345 6622690	Seeking Dealers	0039 345 6622690
Cobra	Switzerland	Not distributed	0041 266 751530	Not distributed	0041 266 751530
Comedil Top Slew	Italy	Select Plant	0845 8735936	Select Plant	0044845 8735936
Comedil S Erectors	Italy	Ladybird Crane	01527889898	Select Plant	0044845 8735936
Comansa	Spain	City Lifting	01708 805550	City Lifting	0044 1708 805550
FB Gru	Italy	Appointment pending			
FM Gru	Italy	Mantis Cranes Ltd	0845 3098158	Mantis Cranes Ireland Ltd	00353 (0)74 9149981
Gelco Clever Crane	Italy	Seeking Dealers	0039 345 6622690	Seeking Dealers	0039 345 6622690
Jaso	Spain	Falcon Crane Hire	01362 821048	Casey Cranes	00353 454 85240
Jost	Germany	MTI-Lux SA	00352-267454-80	MTI-Lux SA	00352-267454-80
Kroll cranes	Denmark	Direct	0045 4818 7400	Direct	0045 4818 7400
Liebherr	Germany	Liebherr GB Ltd	01767 602100	Liebherr GB Ltd	0044 1767 602100
Linden Comansa	Spain	City Lifting	01708 805550	City Lifting	0044 1708 805550
Mantis	Ireland	Mantis Cranes Ltd	0845 3098158	Mantis Cranes Ireland Ltd	00353 749149981
Peiner	Germany	Select Plant	0845 8735936	Select Plant	0044845 8735936
Potain	France	Manitowoc Crane Group	01280 818830	Manitowoc Crane Group	0044 1280 818830
Potain	France	Arcomet Cranes	01322 303002	Arcomet Cranes	0044 1322 303002
Raimondi	Italy	Vanson	01476 861011	Irish Crane & Lifting	00353 14510787
Spierings	Holland	Spierings Holland	0031-412626964	John Rome	0031 412626964
SAEZ	Spain	London Tower Crane	0208 3274060	London Tower Crane	0044 208 3274060
San Marco	Italy	Deici Ltd	028 3082 1230	Deici Ltd	0044 28 3082 1230
Terex Comedil	Italy	Ladybird Crane Hire	01527 889889	Select Plant Hire	0044 845 8735936
Vanson	UK	Vanson Cranes	01476 861011	Vanson Cranes	0044 1476 861011
Vicario	Italy	Vanson Cranes	01476 861011	Irish Crane & Lifting	00353 14510787
Wolffkran	Germany	HTC	01709559668	HTC	0044 1709559668
Zoomlion	China	Universal Cranes	01733 210561	Universal Cranes	0044 1733 210561
Yongmao	China	Jin Long Europe	020 8327 4060	Jin Long Europe	0044 208327 4060

SPIDER & COMPACT CRANES

Manufacturer	Production Base	UK Distributor	UK Telephone	Ireland Distributor	Ireland Telephone
Benelli Gru	Italy	No Distribution	0039 0522 969756	No Distribution	0039 0522 969756
Galizia	Italy	UNIC Cranes Europe	01844 202071	UNIC Cranes Europe	0044 1844 202071
Italmec	Italy	PowerLift UK Ltd	01480 407771	Powerlift UK Ltd	00441840 407771
Imai	Italy	Jekko UK Ltd	01903 746134	Jekko UK Ltd	0044 1903 746134
Jekko	Italy	Jekko UK Ltd	01903 746134	Jekko UK Ltd	0044 1903 746134
Kegiom	Italy	Seeking Dealers	0039 0143 822031	Seeking Dealers	0039 0143 822031
Maeda	Japan	Kranlyft UK	0117 982 6661	Kranlyft UK	0044 117 982 6661
Palazzani	Italy	Tracked Access	0845 603 5360	Tracked Access	0044845 603 5360
Penny Hydraulics	UK	Penny Hydraulics	01246 811475	Penny Hydraulics	0044 1246 811475
Reedyk	Holland	Seeking Dealers	0031 186 572044	Seeking Dealers	0031 186 572044
Riebsamen	Germany	Not distributed	0049 7582 791	Not distributed	0049 7582 791
UNIC	Japan	UNIC Cranes Europe	01844 202071	UNIC Cranes Europe	0044 1844 202071
Valla	Italy	Peter Hird & Sons	01482 227333	Peter Hird & Sons	00441482 227 333

LOADER CRANES

Manufacturer	Production Base	UK Distributor	UK Telephone	Ireland Distributor	Ireland Telephone
Amco Veba	Italy	Tip N Lift	01473 747222	Tip N Lift	0044 1473 747222
Atlas	Germany	Terex Atlas UK	01698 503 276	Terex Atlas UK	0044 1698 503 276
Atlas Terex	Germany	Atlas Terex UK	0870 0556700	Atlas Terex UK	0044 870 0556700
Benelli Gru	Italy	no distribution	00390 522969756	No Distribution	0039 0522969756
Copma	Italy	Seeking dealers	0039 0546 653 711	Seeking dealers	0039 0546 653 711
Cormach	Italy	Ernest Doe	01245 380311	Ernest Doe	0044 1245 380311
Effer	Italy	Effer UK	0845 8693031	Lambe Engineering	00353 57 9355736
Effer Marine	Italy	Preffered Ltd. (marine)	01634 297733	Preffered Ltd. (marine)	0044 1634 297733
Fassi	Italy	Fassi UK	01926 889779	Fassi UK	0044 1926 889779
Ferrari	Italy	Hyva UK	0161 776 6600	Hyva UK	0044 161 776 6600
Hiab	Sweden	Cargotec UK	01691 623100	Cahir House Machinery	00353 052 41 300
HMF	Denmark	HMF UK Ltd	01733 558145	HMF UK	0044 1733 558145
Hyva	Holland	Hyva UK	0161 776 6600	Hyva UK	0044 161 776 6600
Kennis	Holland	Hyva UK	0161 776 6600	Hyva UK	0044 161 776 6600
Maxilift	Italy	Next Hydraulics	0039 0522 963008	Next Hydraulics	0039 0522 963008
MKG	Germany	Truck Hydraulic Services	01530 510101	MKG	0049 421 321406
Next Hydraulics	Italy	Direct	0039 0522 963008	Direct	0039 0522 963008
Palfinger	Austria	TH White	01380 722381	Palfinger Ireland	00353 579 352525
Palfinger	Austria	Outreach-Scotland	01324 889000	Palfinger Ireland	00353 579 352525
Penny Hydraulics	UK	Penny Hydraulics	01246 811475	Penny Hydraulics	0044 1246 811475
Pesci	Italy	Approved Hydraulics	08447 707969	Lambe Engineering	00353 57 9355736
PM	Italy	PM UK	01536 411284	Joseph Bennett & Sons	0578625245
Terex Atlas	Germany	Terex Atlas UK	01698 503 276	Terex Atlas UK	0044 1698 503 276
Tirre	Germany	Harsh UK	01759 372100	Harsh UK	0044 1759 372100

TRAILER / ALUMINIUM CRANES

Manufacturer	Production Base	UK Distributor	UK Telephone	Ireland Distributor	Ireland Telephone
Böcker	Germany	Eco Crane Solutions	0121 270 7100	Eco Crane Solutions	0044 121 270 7100
Emminghaus	Germany	Not Distributed			
Klaas	Germany	Seeking dealers	0049 2593 9592 – 0	D Crane	0868 362 220
Paus	Germany	GGR-UNIC	01844 202071	GGR-UNIC	0044 1844 202071

LIFTING GEAR

Manufacturer	Production Base	UK Distributor	UK Telephone	Ireland Distributor	Ireland Telephone
Al-Vac		Al-Vac UK Ltd	0870 2418772	Al-Vac UK Ltd	0044870 2418772
Baltrotors		Approved Hydraulics	0161 273 1999	Approved Hydraulics	0044161 273 1999
Bakker Hydraulic		Approved Hydraulics	0161 273 1999	Approved Hydraulics	0044161 273 1999
Conquip		Conquip	01420 592 900	Conquip	0044 1420 592900
Enerpac		Enerpac Ltd	01527 598 900	Enerpac Ltd	00441 527 598 900
Hydrospex		direct	0031 742422045		0031 742422045
LGH		LGH Megalift	01942 898068	LGH Megalift	00441942 898068
Lift systems		Claxton Int'l	01244 661000	Claxton Int'l	0041244 661000
Modulift		Modulift UK	01202 621511	Modulift UK	0044 1202 621511
Probst		Probst UK	01939 235325	Probst UK	00441939 235325
Scanlift		Scanlift Ltd	01206 396111	Scanlift Ltd	00441206 396111
Sumner Lift		Sumner UK	01905 458333	Sumner UK	0044 1905 458333

Telehandlers

Manufacturer	Production Base	UK Distributor	UK Telephone	Ireland Distributor	Ireland Telephone
Ausa	Spain	Ausa UK	01706 649691	Ausa UK	0044 1706 649691
Bobcat	France	Bobcat UK	020 8723 0161	Pat O'Donnell	00353 1 6161000
Case	Italy	Case Construction	01302 802802	Case Construction	0044 1302 802802
Caterpillar	UK	Finning UK	01543 461461	McCormick Macnaughton	00353 1 464 3500
Claas	Germany	Claas UK	01284 763100	Harvest Machinery	00353 41 9836522
Deutz	Belgium	Same Deutz-Fahr UK	01788 891892	Buckley Agri Ltd	00353 68 21757
Dieci	Italy	Dieci Ltd	028 3082 1230	Dieci Ltd	028 3082 1230
Faresin	Italy	seeking dealers	0039 0445 343511	seeking dealers	0039 0445 343511
Genie	Italy	Genie Europe	01476 584333	Genie Europe	01476 584333
Giraf Track	Belgium	Testcentrum De Lille	0032 56 73 80 80	Testcentrum De Lille	0032 56 73 80 80
Gradall	USA	JLG UK Ltd	0870 200 7700	JLG UK	0044870 200 7700
Haulotte	Spain	Haulotte UK	01952 292753	Haulotte UK	0044 1952 292753
Imer	Italy	Imer Direct UK	0121 522 5930	Imer Direct UK	0044 121 522 5930
Jacob		No distribution			
JCB	UK	JCB Ltd	01889 590312		0044 1889 590312
JLG	Belgium	JLG UK Ltd	0870 200 7700	JLG UK	0044 870 200 7700
Kramer	Germany	Kevin Walker	01845 577832	Purcell Plant	00353 45 487927
Landini	Italy	Agriargo UK	01302 757550	D&S Machinery	00353 1 4507377
Liebherr	Austria	Liebherr GB Ltd	01767 602100	Liebherr GB Ltd	00441767 602100
Lionlift	Italy	IJ Access	01788 510747	IJ Access	00441788 510747
Lull	USA	JLG UK Ltd	0870 200 7700	JLG UK	0044 870 200 7700
Manitou	France	Manitou UK	01202 825331	Manitou UK	0044 1202 825331
Merlo	Italy	Merlo UK Ltd	01425 480806	Merlo UK Ltd	0044 1425 480806
MEC	USA	MEC Europe	01352 717880	MEC Europe	01352 717880
Neuson Kramer	Germany	seeking dealers	0049 75518020	Purcell Plant	00353 45 487927
New Holland	Italy	New Holland Construction	01268 292423	New Holland Construction	0044 1268 292423
Pettibone	USA	Pettibone UK	001 262 33 9093	Pettibone UK	001 262 33 9093
Sennebogen	Germany	EH Hassell & Sons	01782 644299	Jim Macadam Equipment	01 4601530
Skytrak	USA	JLG UK Ltd	0870 2007700	JLG UK	0044870 2007700
Terex	Italy	Genie Europe	01476 584333	Genie Europe	0044 1476 584333
VHS Manirail	Holland	direct	00 31497 331033	direct	00 31497 331033
XCMG	China	No distribution			

SELF-PROPELLED BOOM LIFTS

Manufacturer	Production Base	UK Distributor	UK Telephone	Ireland Distributor	Ireland Telephone
Aichi	Japan	Ranger Equipment	01246 477720	Ranger Equipment	0044 1246 477720
Airo	Italy	No dealer	0039 0522977365	No dealer	0039 0522977365
ATN	France	Powerlift UK	01480407771	Powerlift UK	00441480407771
Dinolift	Finland	Promax Access	01226 716657	Promax Access	0044 1226 716657
Genie	USA	Genie Europe	01476 584333	Genie Europe	0044 1476 584333
Giraf Track	Belgium	Testcentrum De Lille	0032 56 73 80 80	Testcentrum De Lille	0032 56 73 80 80
HAB	Germany	Ascendant Access	07768 007828	Andy Northwood	00353 7768 007828
Haulotte	France	Haulotte UK	01952 292753	Haulotte UK	0044 1952 292753
Hitachi	Japan	Hitachi Netherlands	Not distributed	Not Distributed	
Iteco	Italy	Russon Access Platforms	01562 886909	Russon Access Platforms	0044 1562 886909
JLG	USA-Belgium	JLG UK	0870 200 7700	Access Platform Sales	00353 749721017
JCHI	China	Seeking dealers	0086 10 61539210	Seeking dealers	0086 10 61539210
Kreitzler	Germany	No dealer	0049 2302 698418	No dealer	0049 2302 698418
Leguan	Finland	Avant	01953 714896	Essener Equipment	0044 28 86737181
Lehmann	Germany	Seeking dealers	0049 4884903131	Seeking dealers	0049 4884903131
Manitou	France	Manitou UK	01202 825331	Manitou UK	0044 1202 825331
Manitou	France	R2 Access	0844 445 7567	R2 Access	0844 445 7567
Matisa	Spain	Seeking dealers	0034 976 294547	Seeking dealers	0034 976 294547
MEC	USA	MEC Europe	01352 717880	MEC Europe	0044 1352 717880
Mecaplus	Spain	Seeking dealers	0034 974 43 51 26	Seeking dealers	0034 974 43 51 26
Nagano	Japan	Hanix	UK 0161 335 2330	Hanix Europe	0044 161 335 2330
Nifty	UK	Niftylift Ltd	01908 223456	Niftylift Ltd	0044 1908 223456
Nostolift	Finland	AJ Access Ltd	01291 421155	Height for Hire	00353 1835 2835
Platform Basket	Italy	ProMax Access	01226 716657	ProMax Access	0044 1226 716657
Skyhigh	Belgium	Grant Plant	01724 878300	Grant Plant	0044 1724 878300
Skyjack	Canada	Skyjack UK	01691 676235	Skyjack UK	00441691 676235
Snorkel	UK/USA	Snorkel UK	07885 553889	appointment pending	0044 845 1550 057
Tadano	Japan	Direct	0049 9123 1850	Direct	0049 9123 1850
Toucan	France	JLG UK	0870 200 7700	JLG UK	0044870 200 7700
UpRight	See Snorkel				

SCISSOR LIFTS

Manufacturer	Production Base	UK Distributor	UK Telephone	Ireland Distributor	Ireland Telephone
Access-Zipper	UK	Access Industries	01442 874534	Access Industries	0044 1442 874534
Aichi	Japan	Ranger Equipment	01246 477720	Ranger Equipment	0044 1246 477720
Airo	Italy	No dealer	0039 0522977365	No dealer	0039 0522977365
Bravi	Italy	Bravi UK	0113 385 4488	Bravi UK	0044 113 3854488
Custom Equipment	USA	R2 Access	0844 445 7567	R2 Access	0844 445 7567
Eazzilift	UK	R2 Access	0844 445 7567	R2 Access	0844 445 7567
Eddielift	UK	Bravi UK	0113 385 4488	Bravi UK	0044 113 385 4488
Edmolift	UK	Edmolift	01440 730640	Edmolift	0044 1440 730640
Faraone	Italy	Kermco	01825 724489	Kermco	0044 1825 724489
Genie	USA	Genie Europe	01476 584333	Genie Europe	0044 1476 584333
HAB	Germany	Ascendant Access	07768 007828	Andy Northwood	00353 7768 007828
Haulotte	France	Haulotte UK	01952 292753	Haulotte UK	0044 1952 292753
Holland Lift	Holland	Russon Access Platforms	01562 886909	Russon Access Platforms	0044 1562 886909
Hybrid		See Custom Equipment			
Iteco	Italy	Russon Access Platforms	01562 886909	Russon Access Platforms	0044 1562 886909
JLG	USA-Belgium	JLG UK	0870 200 7700	Access Platform Sales	00353 749721017
JCHI	China	Seeking dealers	0086 1061539210	Seeking dealers	0086 1061539210
Kreitzler	Germany	No dealer	0049 2302 698418	No dealer	0049 2302 698418
Leguan	Finland	Avant	01953 714896	Essener Equipment	0044 28 86737181
Liftlux	Belgium	JLG UK	0870 2007700	JLG UK	0044 870 2007700
Manitou	France	Manitou UK	01202 825331	Manitou UK	0044 1202 825331
MEC	USA	MEC Europe	01352 717880	MEC Europe	0044 1352 717880
Nagano	Japan	Hanix UK	0161 335 2330	Hanix Europe	0044 161 335 2330
Omega	Holland	direct	0031 174 525990	Direct	0031 174 525990
Oxley Group		Seeking dealers	0039 171 857036	Seeking dealers	0039 171 857036
PB	Germany	Ranger Equipment	01246 477720	Ranger Equipment	0044 1246 477720
PLE	See Snorkel				
Pop-Up	China	Pop-Up Products	01244 833 933	Pop-Up Products	00441244 833 933
Power Tower	UK	Power Tower	0116 200 1757	Power Tower	0044 116 200 1757
Skyjack	Canada	Skyjack UK	01691 676235	Skyjack UK	00441691 676235
Snorkel	UK/USA	Snorkel UK	07885 553889	appointment pending	0044 845 1550 057
Tadano	Germany	Direct	0049 9123 1850	Direct	0049 9123 1850
UpRight	See Snorkel				
Youngman	China	Youngman/APS	01621 745900	APS	0044 1480 891 25

VEHICLE MOUNTED LIFTS

Manufacturer/ Brand	Production Base	UK Distributor	UK Telephone	Ireland Distributor	Ireland Telephone
Access-Zipper	UK	Access Industries	01442 874534	Access Industries	0044 1442 874534
Ascendant	UK	Ascendant Access	07876 0637968	Ascendant Access	0044 78760637968
Altec	USA	Cargotec	01691626400	Cargotec	0044 1691626400
Barin	Italy	Appointment pending	0039 0435971300		
Benelli gru	Italy	no distribution	00390 522969756	No Distribution	00390 522969756
Bison-Palfinger	Germany	Skyking	08707 475969	Skyking	0044 8707 475969
Bizzocchi	Italy	CTE UK	0116 286 6743	CTE UK	0044 116 286 6743
Böcker	Germany	Eco Crane Solutions	0121 270 7100	Eco Crane	0044 121 270 7100
Bronto	Finland	Ian James	07884 497267	Ian James	0044 7884 497267
Bronto Fire Platforms	Finland	Angloco	01924 441212	Angloco	0044 1924 441212
CMC	Italy	Appointment pending	0039 573 919196		
CTE	Italy	CTE UK	0116 286 6743	CTE UK	0044 116 286 6743
Esda	Germany	wanted	0049 55138590	wanted	0049 55138590
Gardner Denver	UK	Gardner Denver UK	01274 683131	Gardner Denver UK	0044 1274 683131
Gardner Denver	UK	Outreach Scotland	01324 889000		
GSR	Italy	Skyking	08707 475969	Skyking	0044 8707 475969
Hinowa	Italy	APS	01480 891 251	APS	0044 1480 891251
Isole	Italy	ProMax Access	01226 716657	Manlift Cork	0039 0499 438611
Lionlift	Italy	IJ Access	01788 510747	IJ Access	0044 1788 510747
Moog	Germany	direct	0049 755593327	direct	0049 755593327
Multitel-Pagliero	Italy	Access Industries	01442 874534	Access Industries	0044 1442 874534
Nifty	Italy	Niftylift Ltd	01908 223456	Niftylift Ltd	0044 1908 223456
Nostolift	Finland	Not distributed		Not Distributed	
Oil&Steel	Italy	Oil&Steel UK	01633 422988	Oil&Steel UK	0044 1633 422988
Pagliero	Italy	See Multitel			
Palfinger Platforms	Germany	Skyking	08707 475969	Skyking	0044 8707 475969
PowerLift	UK	Powerlift UK Ltd	01480 407771	Powerlift UK Ltd	0044 1480 407771
Powered Access	UK	See Gardner Denver	01274 683131	See Gardner Denver	0044 1274 683131
Priestman	UK	See Gardner Denver	01274 683131	See Gardner Denver	0044 1274 683131
RAM	Italy	Gardner Denver	01274 683131	Gardner Denver	0044 1274 683131
Ruthmann	Germany	ASI	0871 8714284	ASI	0871 8714284
Skyking	UK	Skyking	08707 475969	Skyking	0044 8707 475969
Socage	Italy	Socage UK/Cumberland	01536 529 876	Socage UK/Cumberland	0044 1536 529 876
SUP Elefant	Italy	Baker Access	01993 844938	Baker Access	0044 1993 844938
Tecchio	Italy	Wanted	0039 0429 90648	Mr Pietro Tecchio	0039 0429 90648
Terex Utilities	USA	Cumberland	01536 529 876	Cumberland	0044 1536 529 876
Teupen	Germany	Ranger Equipment	01246 477720	Ranger Equipment	0044 1246 477720
Versalift	UK	Versalift UK	01536 721010	Versalift UK	0044 1536 721010
Womag-Palfinger	Germany	Skyking	08707 475969	Skyking	0044 8707 475969

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TRAILER LIFTS

Manufacturer	Production Base	UK Distributor	UK Telephone	Ireland Distributor	Ireland Telephone
Bil-Jax	USA	Promax Access	01226 716657	Promax Access	0044 1226 716657
Böcker	Germany	Eco Crane Solutions	0121 270 7100	Eco Crane Solutions	0044 121 270 7100
Custers	Holland	No dealer	0031 478 553000	No dealer	0031 478 553000
Denka	Denmark	Urban Access	01202 593411	Skako	0045 6613 11 00
Dinolift	Finland	Promax Access	01226 716657	Promax Access	0044 1226 716657
Emminghaus	Germany	Not distributed	0049 52 6464640	Not Distributed	0049 52 6464640
Falck Schmidt	Denmark	Urban Access	01202 593411	Skako	0045 6613 11 00
Genie	Genie Europe	Genie Europe	01476 584333	Genie Europe	0044 1476 584333
Haulotte	France	Haulotte UK	01952 292753	Haulotte UK	0044 1952 292753
JLG	USA-Belgium	JLG UK	0870 200 7700	Access Platform Sales	00353 749721017
Klaas	Germany	Seeking dealers	0049 2593 9592 - 0	D Crane	0868 362 220
Matilsa	Spain	seeking dealers	0034 976 294547	seeking dealers	0034 976 294547
Nifty	UK	Niftylift Ltd	01908 223456	Niftylift Ltd	0044 1908 223456
Omme	Denmark	APS	0845 0175500	APS	0845 0175500
Paus	Germany	GGR Unic	01844 202071	GGR Unic	0044 1844 202071
Platform Basket	Italy	Promax Access	01226 716657	Promax	0044 1226 716657
PLE	See Snorkel				
Skako lift	Denmark	Urban Access	01202 593411	Skako	0045 6613 11 00
Skyhigh	Belgium	Grant Plant	01724 878300	Grant Plant	0044 1724 878300
Snorkel	UK/USA	Snorkel UK	07885 553889	appointment pending	0044 845 1550 057
Teupen	Germany	Ranger Equipment	01246 477720	Ranger Equipment	0044 1246 477720
Thomas	Belgium	Not distributed		Not distributed	
UpRight	See Snorkel				
Worldlift	Denmark	Baker Access	01993 844938	Baker Access	0044 1993 844938
Worldlift Ind	Denmark	Urban Access	01202 593411	Skako	0045 6613 11 00

PUSH AROUND LIFTS

Manufacturer	Production Base	UK Distributor	UK Telephone	Ireland Distributor	Ireland Telephone
Bil-Jax	USA	Promax Access	01226 716657	Promax Access	0044 1226 716657
Böcker	Germany	Industrate	0161 775 8921	One Stop Handling	00353 1864 9008
Eazzlift	UK	R2 Access	0844 445 7567	R2 Access	0844 445 7567
Eddielift	Italy	Bravi UK	0113 385 4488	Bravi UK	0044 113 385 4488
Edmolift	UK	Edmolift	01440 730640	Edmolift	0044 1440 730640
Faraone	Italy	Kermco	01825 724489	Kermco	00441825 724489
Genie	USA	Genie Europe	01476 584333	Genie Europe	0044 1476 584333
Haulotte	France	Haulotte UK	01952 292753	Haulotte UK	0044 1952 292753
JLG	USA-France	JLG UK	0870 200 7700	Access Platform Sales	00353 749721017
Kuli/Kempkes	Germany	seeking dealers	0049 2191 434 0	seeking dealers	0049 2191 434 0
Pop-Up	China	Pop-Up Products	01244 833933	Pop-Up Products	0044 1244 833933
Power Scissor	UK	Russon Access	01562 886909	Russon Access	0044 1562 886909
Power Tower	UK	Power Tower	0116 200 1757	Power Tower	0044 116 200 1757
Snorkel	UK/USA	Snorkel UK	07885 553889	appointment pending	0044 845 1550 057
UpRight	See Snorkel				
Youngman	China	Youngman/APS	01621 745900	Youngman/APS	0044 1621 745900

SPIDER LIFTS

Manufacturer	Production Base	UK Distributor	UK Telephone	Ireland Distributor	Ireland Telephone
Benelli gru	Italy	no distribution	00390 522969756	No Distribution	00390 522969756
BlueLift	Italy	Bravi UK	0113 385 4488	Bravi UK	0044 113 385 4488
Cela	Italy	Promax	01226 716657	Promax	0044 1226 716657
CTE	Italy	CTE UK Ltd	0116 286 6743	CTE UK Ltd	0044 116 286 6743
Denka lift	Denmark	Urban Access	01202 593411	Skako	0045 6613 11 00
Dinolift	Finland	Promax Access	01226 716657	Promax Access	0044 1226 716657
Easy lift	Italy	PowerLift UK Ltd	01480 407771	Powerlift UK Ltd	0044 1480 407771
Falck Schmidt	Denmark	Urban Access	01202 593411	Skako	0045 6613 11 00
Hinowa	Italy	APS	01480 891 251	APS	0044 1480 891251
IHIMER	Italy	Imer direct	01215225930	Imer direct	0044 1215225930
Imer	Italy	Imer Direct UK	0121 522 5930	Imer Direct UK	0044 121 522 5930
Italtec	Italy	Powerlift UK Ltd	01480 407771	Powerlift UK Ltd	0044 1480 407771
Jekko	Italy	Jekko UK	01903 746134	Jekko UK	0044 1903 746134
Leader	Italy	Powerlift UK Ltd	01480 407771	seeking dealers	0039 0522 619270
Leguan	Finland	Avant	01953 714896	Essener Equipment	0044 28 86737181
Lionlift	Italy	IJ Access	01788 510747	IJ Access	0044 1788 510747
Multitel	Italy	Access Industries	0874 5341442	Access Industries	0044 874 5341442
Nifty	Italy	Niftylift Ltd	01908 223456	Niftylift Ltd	0044 1908 223456
Oil&Steel	Italy	Oil&Steel UK	01633 422988	Oil&Steel UK	00441633 422988
Omme	Denmark	APS	01480 891 251	APS	0044 1480 891 251
Pagliari	Italy	See Multitel			
Palazzani	Italy	Tracked Access	0845 603 5360	Tracked Access	0044 845 603 5360
Platform Basket	Italy	ProMax Access	01226 716657	ProMax Access	0044 1226 716657
RAM	Italy	Gardner Denver	01274 683131	Gardner Denver	0044 1274 683131
Skako Lift	Denmark	Urban Access	01202 593411	Skako	0045 6613 11 00
Socage	Italy	Socage UK/Cumberland	01536 529 876	Socage UK/Cumberland	0044 1536 529 876
SUP	Italy	Appointment pending	0039 573 919196		
Teupen	Germany	Ranger Equipment	01246 477720	Ranger Equipment	0044 1246 477720
Worldlift	Denmark	Urban Access	01202 593411	Skako	0045 6613 11 00

MAST CLIMBERS & HOISTS

Manufacturer	Production Base	UK Distributor	UK Telephone	Ireland Distributor	Ireland Telephone
Ahler	Spain	BFT Mastclimbers	01525 853 575	BFT Mastclimbers	0044 1525 853 575
Alba	Spain	Seeking dealers	0034 944 711 600	Seeking dealers	0034 944 711 600
Alimak	Sweden	Alimak-Hek UK	01933 354700	Alimak-Hek UK	0044 1933 354700
AS Climber	Spain	Direct	0034 918 414 162	Direct	0034 918 414 162
Böcker	Germany	Industrate	0161 775 8921	Pfaff-silberblau Ltd.	0044 151 6090099
Camac	Spain	Direct	0034 93 777 1050	Direct	0034 93 777 1050
Electroelsa	Italy	Direct	0039 0577 913401	Direct	0039 0577 913401
Euroscalf	Italy	Direct	0039 0423 746732-746077	Direct	0039 0423 746732-746077
Encomat	Spain	Not Distributed	0049 1727139541	Not Distributed	0049 1727139541
Fixator	France	Not Distributed	0033 241 31 17 00	Not Distributed	0033 241 31 17 00
Fraco	Canada	Fraco UK	0208 979 0930	Fraco UK	0044 208 979 0930
Geda	Germany	Haki Ltd	01827 282525	Haki Ltd	0044 1827 282525
Goian	Spain	Seeking dealers	0034 943 804 005	Seeking dealers	0034 943 804 005
Haki	Sweden	Haki Machine Ltd	01827 25 90 00	Haki Machine Ltd	0044 1827 25 90 00
Hek	Holland	Alimak-Hek UK	01933 354700	Alimak-Hek UK	0044 1933 354700
Hydro Mobile	Canada	Seeking dealers	001 450 589 8100	Seeking dealers	001 450 589 8100
Maber	Italy	Imer Direct UK	0121 522 5930	Maber	0039 0444 660871
MP-Haki	Sweden	Haki Machine Ltd	01827 25 90 00	Haki Machine Ltd	0044 1827 25 90 00
Piat	Italy	Direct	0039 041 927824	Direct	0039 041 927824
Rovers	Italy	Seeking dealers	0039 089 7724134	Seeking dealers	0039 089 7724134
Safi	Italy	Insa International	0039 423 639 321	Insa International	0039 423 639 321
Scanclimber	Finland	Scanclimber (UK) Ltd	01505 702600	Scanclimber (UK) Ltd	0044 1505 702600
Steinweg	Germany	Industrate	0161 7758921	Industrate	0049 2389 798-0
SMEA.N.	Italy	Seeking dealers	0039 081281030-283030	Seeking dealers	0039 081281030-283030
Stros	Slovakia	Not Distributed	00420 318 842 408	Not Distributed	00420 318 842 408

TRANSPORT TRAILERS

Manufacturer	Production Base	UK Distributor	UK Telephone	Ireland Distributor	Ireland Telephone
Broschuis	Holland	Broschuis Trailers UK	01858 432502	Broschuis Trailers UK	0044 1858 432502
King	UK	King Trailer	01858 467361	King Trailer	0044 1858 467361
Goldhofer	Germany	Andover Trailers	01264 358944	Andover Trailers	0044 1264 358944
Nicolas	France	Allen Monroe Commercial	01704 897003	Allen Monroe Commercial	0044 1704 897003
Nootboom	Holland	HSE	01536 204233	HSE	0044 1536 204233
Faymonville	Belgium	Trafco Ltd	01536 206915	Ashbourne Truck Centre	00353 1 83 50 573
Schuler & Schlömer	Switzerland	Seeking dealers	0041 41 850 7744	Seeking dealers	0041 41 850 7744
Tinsley	UK	Tinsley	01642 784 279	Tinsley	0044 1642 784 279

MOBILE ACCESS TOWERS

Manufacturer	Production Base	UK Distributor	UK Telephone	Ireland Distributor	Ireland Telephone
Advance	Australia	Clow Group	0121 559 5222	Clow Group	0044 2890749748
Aliscaff	UK	Aliscaff Ltd	01279 406270	Aliscaff Ltd	0044 1279 406270
Alto	UK	Alto Tower Systems Ltd	01527 596644	Carey Lifting Gear	00353 1 4567763
Altrex	UK	seeking dealers	0031 38455 7733	seeking dealers	0031 38455 7733
Euro Tower	UK	Euro Tower Ltd	01604 644774	Euro Tower Ltd	0044 1604 644774
Faraone	Italy	Kermco	01825 724489	Kermco	0044 1825 724489
Frigerio	Italy	seeking dealers	0039 035525115	seeking dealers	0039 035525115
Haki	Sweden	Haki Machine Ltd	01827 25 90 00	Haki Machine Ltd	0044 1827 25 90 00
Instant UpRight	Ireland-Northern	Planet Platforms	0800 0854161	Ridgeway Plant	02890 454599
Instant UpRight	Ireland-Republic			Fast Scaffolds	00353 1 830 8133
Layher	Germany	Layher Ltd	01462 475100	Layher Ltd	00441462 475100
Lyte	UK	direct	01639 846800	direct	0044 1639 846800
Monkey Tower	UK	Monkey Tower	01277 356172	Monkey Tower	0044 1277 356172
Eiger Tower	UK	NSG	01244 833100	NSG	00441244 833100
Pop-Up	UK	Pop-Up Products	01244 833933	Pop-Up Products	00441244 833933
Pyrascaf	UK	Pyrascaf	07818 558379	Pyrascaf	00353 1830 7328
Svelt	Italy	wanted	0039 035 681 663	wanted	0039 035 681 663
Turner Access	UK	Turner Access	0141 309 5555	Turner Access	0044141 309 5555
Youngman	UK	Youngman	01621 745900	Youngman	0044 1621 745900
Zarges	Germany	Zarges UK Ltd	01908 641118	Zarges UK Ltd	0044 1908 641118
Zip-Up	Ireland	Planet Platforms	0800 0854161	Ridgeway Plant	02890 454599
				Fast Scaffolds	00353 1 830 8133

DISCONTINUED BRANDS

Manufacturer/ Brand	Production Base	UK Distributor	UK Telephone	Ireland Distributor	Ireland Telephone
ABM	Haulotte	Haulotte UK	01952 292753	Haulotte UK	01952 292753
Aerial	UK	Tanfield	0191 4871311	Tanfield	0044191 4871311
Condor	TIME	Versalift UK	0153-6721010	Versalift UK	0044 153-6721010
Coles	Absorbed by Grove	Manitowoc UK		Manitowoc UK	00441895 430053
Delta	Now JLG	JLG UK	0870 2007700	JLG UK	0044870 2007700
Economy	Snorkel	APS	01480 891251	APS	0044 1480 891251
Iron Fairy	Jones Cranes Ltd	Jones Cranes Ltd	01273 494020	Jones Cranes	0044 1273 494020
Jones	Jones Cranes Ltd	Jones Cranes Ltd	01273 494020	Jones Cranes	0044 1273 494020
John Deere telehandlers	Germany	John Deere UK	01949 860491	John Deere UK/Ireland	00441949 860491
Kesla	Finland	AJ Access Ltd	01291 423930	Height for Hire	01835 2835
Linden-Alimak	Linden-Comansa	City Lifting	01708 805550	City Lifting	00441708 805550
Grove Manlift	JLG	JLG UK	0870 2007700	JLG UK	0044870 2007700
Pinguely	Haulotte Group	Haulotte UK	01952 292753	Haulotte UK	01952 292753
Simon	Genie Europe	Genie UK	01476 584333	Genie UK	0044 1476 584333

COMPONENTS, ACCESSORIES & PARTS

Manufacturer/ Brand	Production Base	UK Distributor	UK Telephone	Ireland Distributor	Ireland Telephone
3B6		3B6 UK	01482 227333	3B6 UK	00441482 227333
Access Parts		Access Parts	01743 821530		0044 1743 821530
AGS	France	Falcon Crane	01362 821048	Falcon Crane	0044 1362 821048
Autec		Wanted	00390 444901000	Wanted	00390 444901000
Ascorel		Direct	0033 474576263	Direct	0033 474576263
Boscaro		Wanted	00390 444866520	Wanted	00390 444866520
BPE		Wanted	00390 522662357	Wanted	00390 522662357
Braden Winch		Koppen & Lethem	01 636 676794	Koppen & Lethem	00441 636 676794
Butti Lifting Equipment		Appointment pending		Appointment pending	
Carl Stahl	Germany	Carl Stahl Evita	845 226 0819	Carl Stahl Evita	0044 845 226 0819
Casar			00 49 68418091350	Wire Ropes Limited	0404 67375
Cavotec		Cavotec UK	01778 346769	Cavotec UK	00441778 346769
Conquip		Conquip	01420 592 900	Conquip	0044 1420 592900
Crosby		Crosby UK	01226 290516	Crosby UK	00441226 290516
Crown Batteries		Shield Batteries	01279 652067	Shield Batteries	01279 652067
Dakota Shine		Future Products Ltd	01935 863377	Future Products	00441935 863377
Davis Access		Davis	0871 200 3370		0044 117 986 9405
Deutz		Deutz UK Ltd	020 8781 7246		
Dunlop Goodyear	UK	0121 306 6000	Goodyear	Eire	01 6238500
Dyno		Dyno Belgium	00 3256617977	Dyno Belgium	00 3256617977
Dynamic Oil		direct	003905981 2611	Direct	003905981 2611
Eco Outrigger Pads		PLC Sales	01449 674154	PLC Sales	00441449 674154
EPW Europe		EPW Europe			
Gearmatic		Koppen & Lethem	01 636 676794	Koppen & Lethem	00441 636 676794
G. Fluid		Seeking	00390 59828543	Mr Mauro Guglielmi	00390 59828543
Hatz		Hatz GB Ltd	01455 622100		
HBC Radiomatic		Crane Care Ltd	0121 333 39 95	Crane Care Ltd	0121 333 39 95
Hetronic		HQ Joysticks Ltd	01733 311997	JMG Systems Ltd.	0044 2882244-31
Hirschmann		PAT Kruger BV	31 7364433-66	PAT Kruger BV	31 7364433-66
IGUS		IGUS UK Ltd	01604 490000	IGUS UK Ltd	00441604 490000
Ikusi		No distribution	01207 583 890	no distribution	0044 1207583 890
Imet		Simal Ltd	01663 732496	Simal Ltd	00441663 732496
Imo		Direct	0049919350818-0	Direct	0049919350818-0
IPS	UK	IPS	01952 607660	IPS	00441952 607660
Kingfisher Access		Kingfisher Access	0333 666 1881	Kingfisher Access	0044 0333 666 1881
Knott		Knott Ltd	01283 531541	Knott Ltd	00441283 531541
Kubota		Kubota UK	01844 268151	Kubota UK	00441844 268151
Loadlift		Loadlift Ltd	01225 671187	Loadlift Ltd	00441225 671187
Lombardini		Lombardini UK Ltd	01865 793299	Lombardini UK Ltd	00441865 793299
LSI	Canada	Crowland Cranes	01733 210561	Crowland Cranes	0044 1733 210561
Moba		Direct	0049-643195770	Direct	0049-643195770
Nylacast		Nylacast Ltd	0116 2768558	Nylacast Ltd	0044116 2768558
Optima Batteries		Four Leaf batteries	01953 881330		
Orlaco		Cranesafe Ltd	01483 894 136	Cranesafe Ltd	0044 1483894136
PAT		PAT Kruger BV	0031 7364433-66	PAT Kruger BV	0031 7364433-66
Penny & Giles		Penny & Giles Ltd	01495 202000	Penny & Giles Ltd	00441495 202000
PSE	Netherlands	direct	+ 317865 21765	direct	317865 21765
Rösler		Seeking	0049 421 8022700	Seeking	0049 421 8022700
Sarum Mats		Sarum Hardwood	01264 811005	Sarum Hardwood	00441264 811005
Scanreco		Koppen & Lethem	01 636 676794	Koppen & Lethem	00441 636 676794
Secatol Skips		Whitney Engineering	01785 282811		
Sevcon		Sevcon UK	0191 497 9000	Sevcon UK	0044191 497 9000
Smie		Cranesafe Ltd	01483 894 136	Cranesafe Ltd	0044 1483894136
Span Set		Span Set Ltd	01606 737494	Span Set Ltd	00441606 737494
Tecsis		Direct	0049695 8060	Direct	0049695 8060
Tele radio		Tele Radio UK Ltd	01663 732200	Tele Radio UK Ltd	00441663 732200
Thermoil		Thermoil Europe	07966 405229	Thermoil Europe	00447966 405229
Timbermat	UK	direct	0161 476 6252	direct	0044 161 476 6252
Trojan Batteries		Union Power Systems	01536 408901	Energy	00441536 408901
US Batteries		Manbat	01743 460790	Manbat	00441743 460790
Welex		Welex Rental	01785 713675	Welex Rental	0044 1785 713675
Zenith Batteries	Italy	PSE	+ 317865 21765	PSE	+ 317865 21765
ZT safety solutions		ZT	01334 4185380	ZT	0044 1334 4185380

Platformers' Days 2010



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Wann: Am 27. und 28. August 2010

Wo: Im Hessen Hotelpark Hohenroda

Ihre Informationsanfrage an 2010@platformers-days.de beantworten wir gerne.

www.platformers-days.de

Vertikal days 2010

In spite of the current economic climate, the crane, access and telehandler sector was out in force for this year's Vertikal Days at Haydock Park in the UK. Attendance figures were up again this year although there was a noticeable preference for the first day when almost 800 visitors entered the show. And for the second year running the weather was very un-English-like – sunny and hot!

Absolute visitor numbers is not the point of Vertikal Days. However, almost every single one of the 1,133 visitors was a major buyer or specifier of access equipment, cranes or telehandlers and there were many looking to do deals. Perhaps the largest was crane rental company Bronzeshield's order for a 350 tonne Liebherr LTM1350-6.1 or Russon Access' £2 million plus order with AFI for large Holland Lift scissor lifts. There were also smaller deals too numerous to list which combined with the general pleasant show ambience (and the weather) helped keep exhibitors and visitors very happy.

Because of the large show preview in last month's Cranes & Access and extensive web coverage, we have decided to make this review a more pictorial affair.

If you managed to visit the show and go to the 'sell-out' evening event, we hope that it was both enjoyable and beneficial. If not, we hope to see you at Vertikal Days 2011 and leave you with a pictorial flavour of this year's show.

See you next year!



Several visitors fancied being a 'Sausage'



Lincoln Noel entertained at lunchtimes in the main marquee



Vertikal Days continues to attract more visitors year on year



Part of the show from a Palazzani 32 metre spider lift



The evening event was a sellout but with the great weather many opted to sit outside



The Vertikal Press Marketplace information point



Alan Hemmings and Giuseppe Guglielmetti on the Valla Cranes stand



The main aisle just before the show opened



Alan Russon of Russon-Access completes the £2 million plus big scissor deal with Richard Saunders of AFI



John Connell of Crown Batteries



The Giraf Track now features increased tracking speed



Luke Thurston (L) and Paul Murphy of Cumberland Industries after the sale of its Socage-boomed A314 Land Rover platform to Smart Platform Rentals



The impressive stability of the PB platform



Gordon Leicester demonstrates the new ZT harness



Kranlyft sold its first Maeda LC1385B in the UK to Bernard Hunter Cranes. (L-R) Jim Rafferty, Terry Marnock and Bernard Hunter



Merlo 45.21 MCSS



CTE showed off its unusual 20.13 Multi Purpose truck mounted platform



The first showing of the Multitel SIMX225 spider



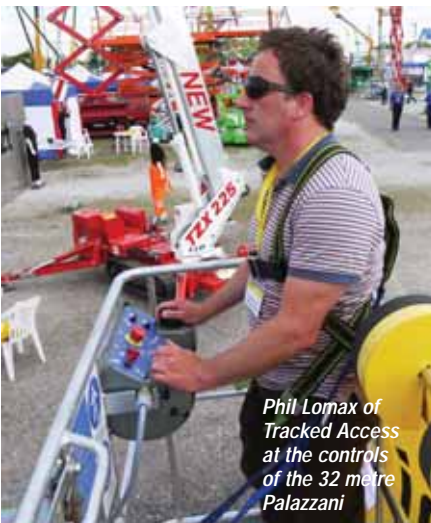
An aerial view of the Liebherr stand



PopUp Products appointed Leach Lewis Industrial as its new distributor for Southern England (L-R) Peter Sayers, Martin Cheese, Peter Whittall and Paul Gallacher



The enlarged Marketplace was a great place to sit and chat with tea and cakes or visit the many exhibitors



Phil Lomax of Tracked Access at the controls of the 32 metre Palazzani



HAB tied up its UK distribution with Ascendant Access



John Keely confirms a large deal (with??)



Largest crawler telescopic crane at the show was the 70 tonne Link Belt TCC750



Cautrac MST 300 Access on a Marooka chassis



The UK premier of the 60 tonne Liebherr LTR1060 with 40 metre telescopic boom



A Manitowoc and Cosmic Sausages team photo



Per Torp - export manager for Time Versalift - in front of its Modtec chassis electric platform



Allan Russon completes an Iteco deal with Ben Bowers of Lifterz and Martin Connolly of Iteco



First showing of the Jekko SPL17



Haulotte's 12 metre HA12CJ + compact electric articulating boom



The IPS stand



David Fracca demonstrates the Hinowa Goldlift 1780XL



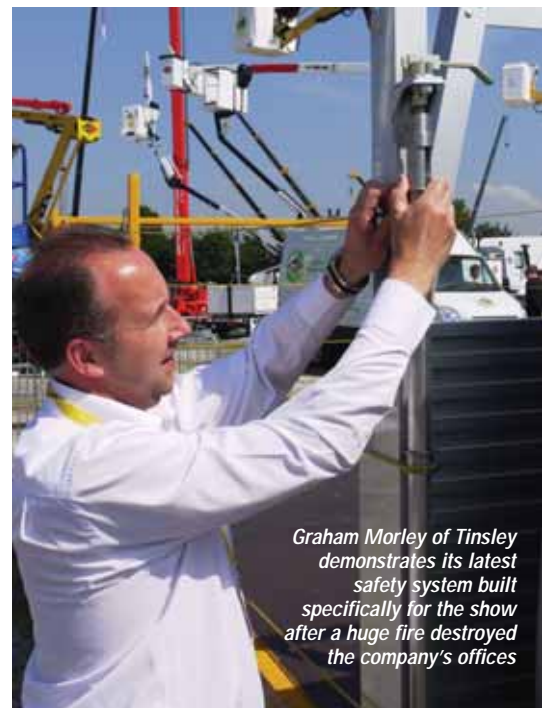
Genie S65 Trax



The 45 tonne capacity Grove GCK3045



The wacky Cosmic Sausages kept everyone entertained during the evening event



Graham Morley of Tinsley demonstrates its latest safety system built specifically for the show after a huge fire destroyed the company's offices

The new Ascendant A18-13
with van mount behind



Liebherr UK managing
director Richard Everist
in front of East Cork
Crane Hire's 350 tonne
LTM 1350-6.1



Industrade's Stefan
Devenish showing off
the Bocker furniture lift



The Nifty stand including the new
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Oil & Steel sold its first Snake 2010 Compact in the UK



First UK show for City Lifting's Artic Crane Raptor 84 articulated tower crane



Jacco Hartkoom of Orlaco shows off its latest camera



The new Manitou 160 ATJ+



Dunlop's latest ER50 crane tyre



Alarina's Alas 2100



An Ormig pick and carry crane helped with the ZT harness demonstrations



Pop Up unveiled new models



The new ZT harness turned inside out to show how it works





(L-R) Thomas Schramm of Tadano Faun, Brian Crisp of UK cranes, Chuck Richardson and Margaret Jordon of York Crane and Satoru Oyashiki of Tadano Faun.



Power Scissor 500



Palfinger P320 in Lin Con colours



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- Services
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WHO IS EXHIBITING?

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ALLMI delivers first AP course

ALLMI recently delivered the first pilot course for its new Appointed Person training programme, the only one of its kind in the UK aimed specifically at loader crane operations.

Following the stringent application process, candidates undergo an intensive training course which covers a total of 18 modules, including: legislation, roles & responsibilities, rated capacity, lift categories, assessing loads, site surveys, slinging/signalling, siting the loader and developing lifting plans. Alan Johnson, ALLMI technical director and chairman of the ALLMI Appointed Person Working Group, said: "The main purpose of the pilot course was to

obtain feedback on course material and assessments and to train two ALLMI instructors who will now play a pivotal role in helping to expand the delivery and availability of the training programme throughout the UK. Those two instructors will be running two further pilot courses in the coming weeks, after which we'll hold a meeting of the AP Working Group to review the feedback. We then hope to be in a position to release the course. So far, the feedback has



(L-R) Alan Roberts-Terex Atlas, Andrew Hollingsworth-Travis Perkins, Alan Johnson-ALLMI, Jason Moore-Moore Training, Steve Frazer-Brown-David Watson Transport.

been very encouraging, as has the demand for places on the pilot courses. With the recent introduction of BS7121 Part 4: 2010, which places increased

emphasis on the formalisation of lift planning and the role of the Appointed Person, we're expecting this course to be very popular with members and the industry in general."

Vertikal Days



The ALLMI stand at Vertikal Days

For the fourth successive year, ALLMI's presence at the Vertikal Days show proved a big success. Exhibiting alongside a host of loader crane manufacturers, the ALLMI stand was a hive of activity, with an impressive number of visitors over the two days.

ALLMI executive director, Tom Wakefield, said: "We've always found exhibiting at Vertikal Days to be a great way to promote the association and this year's show was no exception. We experienced a high level of activity on the stand and because of the specialist nature

of the show, every visitor we spoke to had a genuine interest in lifting operations. We already feel that the show was a success for us, but we expect to see further benefits over the coming months as we build upon some of the relationships we've established".

Operators' Forum General Meeting Review

On 17th June, ALLMI held its first Operators' Forum General Meeting of 2010. Tim Watson (CPA), Marcus O'Conner (HSE) and Alan Johnson (ALLMI) presented the ALLMI / CPA Best Practice Guide for the Safe Use of Lorry Loaders. This was followed by updates on EN12999 A3, Driver CPC accreditation for the ALLMI training schemes, the development of the new ALLMI Code of Practice and the recently issued guidance documents on thorough examinations, BS7121 Part 4 and the supply and use of remote controls. Forum chairman, Steve Frazer-Brown, updated delegates on the executive

committee's activities, including the introduction of a new membership application process, the provision of guidance on employee induction and the survey on health and safety requirements for sub-contractors, as well as supplier approval questionnaires. Frazer-Brown said: "the general meetings present an excellent opportunity to provide members with updates on a number of fronts and just as importantly obtain feedback on the projects we're involved in. With so many issues currently being dealt with by ALLMI, the meeting couldn't have come at a better time."

ALLMI / CPA Best Practice Guide (BPG) launched

On 16th June, at Vertikal Days, ALLMI and the CPA launched their 'Best Practice Guide for the Safe Use of Lorry Loaders'.

The launch included presentations from Marcus O'Connor of the Health & Safety Executive, Alan Johnson of ALLMI and Tim Watson of the CPA, with the aim of providing those present with an understanding of the document's content and objectives and promote support within the industry – the BPG is endorsed by the Health and Safety Executive, the Modular and Portable Building Association, the Safety Assessment Federation, the United Kingdom Contractors Group, the Pre-cast Flooring Federation, the National Construction College and Construction Skills. ALLMI executive director, Tom Wakefield, said: "With over 70 delegates attending the seminar it was a big success. It's pleasing to

see so much interest in the BPG as it's a document that will serve the industry well within terms of clarifying and expanding upon the requirements of BS7121 Part 4."

The content of the BPG includes:

- Planning
- Types of Hire Contract
- Roles & Duties of Personnel involved in Lifting Operations
- Selection & Training of Personnel
- Siting of Lorry Loaders
- Lorry Loader Operation
- Lifting Accessories
- Maintenance Checks & Inspection
- Thorough Examination

The BPG can be downloaded free of charge from www.allmi.com and www.cpa.uk.net



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

See www.ipaf.org for full listing

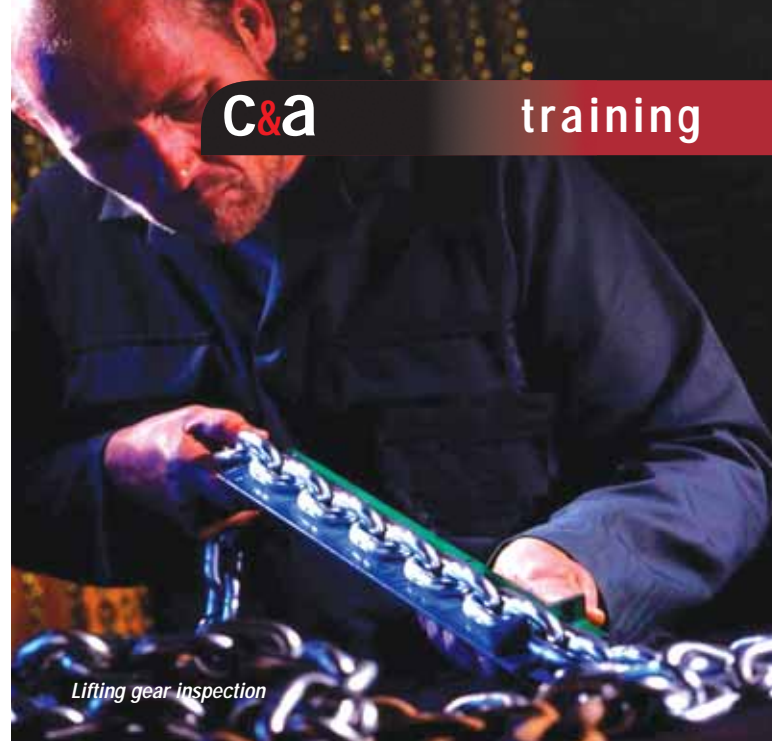
Fall costs Aston Villa £3,000

Aston Villa Football Club has been fined £1,350 plus £1,610 costs after a workman fell through a roof at its training ground. The 34-year-old fell around three metres breaking the bones in his heel during demolition of an old building at the Bodymoor Heath site in June 2007. He was off work for more than six months. The club was fined after admitting breaching Working At Height Regulations.

The Health and Safety Executive (HSE) said the club and the contractor he was working for, Mechanical Cleaning Services of Aston, Birmingham failed to inform workers of the dangers of working at height. The contractor and its managing director Damon Roe were each fined £1,000 plus £1,610 costs.

An internal ladder used for getting to the roof of the building was out of use so Roe decided to use a

ladder against the front of the building to access the roof's plant room, but he and the football club failed to inform workers of the risk of falling through the fragile rooflights. HSE inspector Carol Southerd said: "If the internal ladder had been used this incident would not have happened. There was clear failure to warn the victim of the dangerous condition of the roof or to provide safe access to the tank."



c&a

training

LEA opens up its overhead crane courses

The Lifting Equipment Engineers Association (LEEA) has launched a new scheme to offer universal access to its training courses on the test, examination and maintenance of overhead lifting equipment. The LEEA's individual trainee programme is open to anyone interested in pursuing a career in this field, regardless of whether they are currently employed by an LEEA member company.

The LEEA runs a wide range of rigorous and highly respected training programmes that include an online distance learning course that prepares students for the association's diploma qualification for engineers responsible for the test and examination of overhead lifting equipment.

Launching the new scheme, Geoff Holden, chief executive of the LEEA, said: "The shortfall in engineers properly qualified to work on overhead lifting equipment is one of the most pressing challenges faced by our members. In recent years we have invested significantly in our training facilities and courses and the new individual trainee programme will make these accessible to any aspiring lifting equipment engineer."

The CMPE has chosen Commercial & Professional Qualifications (CPQ) as its preferred partner in the provision of NVQ's to support a new Gold card scheme. CPQ has access to Train to Gain funding and is Matrix, Construction Awards Alliance, City & Guilds, CPCS and National Plant Operators Registration Scheme (NPORS) accredited.

The CMPE Certificate of Competence (CoC) for plant operatives has been available to CMPE members some time and there are currently more than 20,000 card holders. In response to requests members, the CMPE has strengthened and enhanced the existing CoC scheme and introduced the Gold Competency Card. Now, if a CMPE CoC holder or future applicant holds an NVQ – Level 2 in Plant Operations, the CMPE will be able to issue the operator with a Gold Card, in addition to his existing certification.

Lavendon seeks apprentices

Lavendon UK is adding to its apprentice programme and is looking for candidates at both its EPL Skylift and Nationwide Platforms divisions. Locations include:

EPL Skylift – Oldbury, Manchester & St Albans.

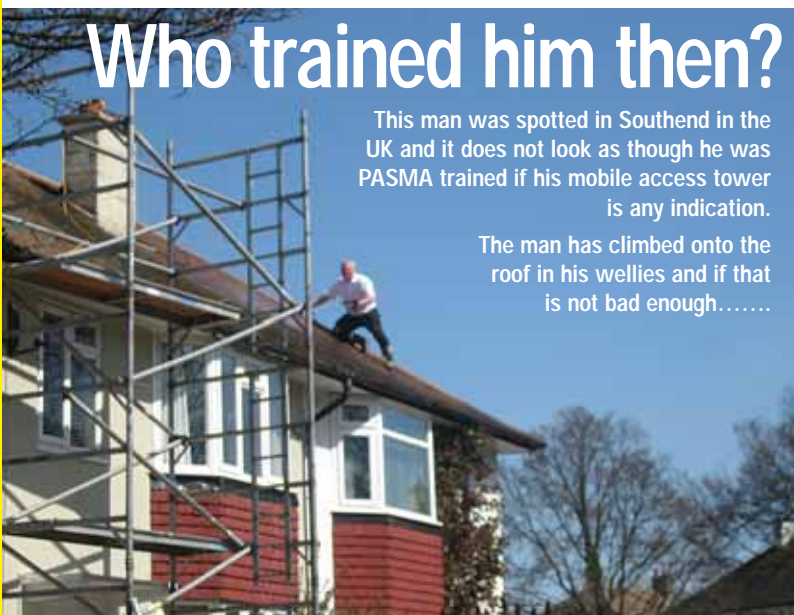
Nationwide Platforms – Birmingham North, Leeds West, Leicester, Milton Keynes, Bristol, Southampton, Durham, Manchester and Glasgow.

If you know a young person who would make a good apprentice contact Jo.campbell@lavendongroup.co.uk

Who trained him then?

This man was spotted in Southend in the UK and it does not look as though he was PASMA trained if his mobile access tower is any indication.

The man has climbed onto the roof in his wellies and if that is not bad enough.....



...he is pressure washing. A nice mossy roof and wellington boots, where is the risk assessment?



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Operators tested at Vertikal Days

Keith Bretherton, senior contracts manager at Keyclad Ltd, and James Duffy, an IPAF-certified instructor at Access Plus Scotland, were the winners of the IPAF test course held during Vertikal Days.

"Do the Test" was the motto of the course, where operators had the chance to demonstrate their skills in doing daily checks, testing all safety systems, putting on PPE and driving the machines correctly through the course.

James Duffy from Access Plus (left) receives his prize from IPAF managing director Tim Whiteman at the Scottish Regional Meeting.



IPAF auditor Chris Smith (left) congratulates Keyclad's Keith Bretherton on completing the IPAF Test.

Craig Paylor to address Europlatform conference

Craig Paylor will deliver the keynote address at the Europlatform conference being held on 16th September at the Hotel Eurostars Madrid Tower in Spain. The conference theme is "Renting Smart: Efficient Fleet Management".

"My presentation will focus on the differences between today's distributors, manufacturers or rental companies and those of the future," said Paylor, whose 28-year career with JLG culminated in his appointment as president in 2007. He retires this month but will remain as a consultant to JLG.

Other speakers include Carlos Fernández Araoz, COO of GAM, the largest rental company in Spain, on 'Managing the Downturn', Nick Mavrick of Volvo Rents, with 'Smart Marketing and Managing Customer Relationships' and George Marriott of Access Plus in the UK, who will speak on 'Leveraging IT to be Efficient' and finally Malcolm Bowers of Lifterz, and Oliwer Sven Dahms of LiftScout Consulting, will discuss "The Benefits of Rental Alliances".

In addition there will be a panel



Craig Paylor

discussion, with participants answering questions from the audience. The panel includes IPAF president and president of Skyjack, Steve Shaughnessy.

A reception will take place on the evening of 16th September, immediately after the conference to which all delegates are invited for aperitifs. The provisional programme and details on registration and getting to the venue are at www.europlatform.info

Machinery Directive: Guide to application, self-certification

The second edition of the European Commission Guide to the Application of Machinery Directive 2006/42/EC is now available. It provides guidance on all parts of the Directive and replaces the first edition. It is a live document and may be subject to revision periodically by the EC Machinery Work Group. The guide may be accessed via the members only section of www.ipaf.org

IPAF members can also access a guide on the issues relating to self-certification of Annex IV machinery, i.e. MEWPs, which has been prepared by IPAF technical officer Gil Male. MEWP manufacturers are allowed to certify their own machines, provided that they manufacture to and declare compliance with harmonised standards covering all relevant essential health and safety requirements (EHSRs) and that they ensure that their manufacturing process ensures compliance of the machinery with their technical file and with the requirements of the Directive at all times. Rental companies and end-users are not affected by these regulations.

MCWP templates published

IPAF has published three standard forms/templates with the aim of promoting safety and best practice in the use of mast climbing work platforms (MCWPs) on work sites.

The MCWP Handover Certificate is designed to ensure that the equipment has been assembled according to the manufacturer's instructions and in conformity with applicable design standards and that the user has been informed about the safe use and emergency procedures of the MCWP.

The MCWP Load Chart is a visual reminder that the loads indicated should never be exceeded and that all users must be aware of the load restrictions and be familiarised in the safe operation of the MCWP before they use the unit.

The MCWP Thorough Examination is a form/checklist covering all elements required to ensure that the equipment has been properly examined and is safe for use.

The templates can be downloaded from the Publications/Technical Guidance section of www.ipaf.org



IPAF staff have settled into the new office and are, as always, ready to help members.



IPAF has moved

The IPAF head office has moved to new purpose-built premises at Moss End in Cumbria that are more suitable for delivering the services that members require.

The new details are:

IPAF Ltd
Moss End
Business Village
Crooklands
Cumbria LA7 7NU
Tel: 015395 66700
Fax: 015395 66084

New video presentations on correct use of MEWPs

Operators and managers looking for pointers on choosing the right MEWP, working in restricted overhead spaces and using spreader pads with outriggers can refer to three new IPAF videos. The presentations by IPAF's Giles Councell, Gil Male and Chris Smith can be viewed at the Publications/Film section of www.ipaf.org



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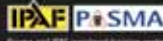
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PASMA undertakes fundamental review of fall prevention methods

PASMA is undertaking a major review of the two methods currently approved by the association and the UK Health & Safety Executive (HSE) for assembling and dismantling towers – notably 3T (Through the Trap) and AGR (Advanced Guardrail).

As a responsible trade association representing all sectors of the mobile access tower industry and as part of its on going remit to regularly review and refine its guidance, it is examining and evaluating all aspects of the two methods in an exhaustive process which is underway now. As part of this process the association has already sponsored a series of public debates in the Access Industry Forum's (AIF) Knowledge Base at this year's Safety & Health Expo and produced a wide-ranging interim technical report as a platform for further discussion and consultation.

with the association to further minimise the risk of falls in the coming years."

PASMA managing director, Peter Bennett added: "Against the background of the recent House of Lords Merits Committee Enquiry which looked into the downstream effects of the Work at Height Regulations, any recommendations regarding AGR and 3T will, of necessity, take into account the benefits and burdens – including the financial and technical implications – placed on manufacturers, hirers, purchasers and, of course, end users."

"In coming to any conclusion we

Peter Bennett and the PASMA team discuss the 3T and AGR methods at the assessment days



Two days of practical assessments took place in June when both methods were assessed and appraised against a common set of criteria. Throughout the process PASMA is consulting widely with all the relevant stakeholders, including the HSE. Its findings are expected to be published later this year.

HSE Inspector, Justine Lee, who has special responsibility in the areas of working at height and fall prevention, said: "We are very encouraged at PASMA's responsible and measured approach to reviewing progress in fall prevention in the mobile access tower industry. We look forward to positively contributing once again to the review process and in working

need to be sure we have addressed all the issues, as far as it is possible to identify and understand them, so that we safeguard against any displaced risks further down the line."

Significantly, the association has not had a single report of any incident, accident or death resulting from the use of either method and they remain the only two methods currently approved by PASMA and HSE for assembling and dismantling towers. Both are fully supported by PASMA's industry standard training scheme.

Anyone wanting to view the 3T/AGR debates in the AIF Knowledge Base at this year's Safety & Health Expo can do so by visiting www.accessindustryforum.org.uk/knowledge.html



The discussions get underway at the practical assessment days

First Annual Review

The Association's first Annual Review will be launched at the Annual Members' Meeting on 13th July at Moxhull Hall Hotel in the West Midlands.

Intended to record and celebrate the association's recent achievements, it contains reports from the chairman, Roger Verallo, managing director, Peter Bennett, and the chairmen of the training, technical and hire/assembly committees. In the report, Verallo says: "Since the early days of its formation more than 35 years ago, the Association has been at the forefront of championing the mobile access tower industry and ensuring that mobile access towers lead the way in providing safe, efficient

and economic work at height."

Endorsing the review, Brian Nimick, chief executive of the International Institute of Risk and Safety Management (IIRSM) adds: "I would like to congratulate PASMA on producing their first Annual Review. As a body, you have much to celebrate; from your Code of Practice to your comprehensive training programme. You have made and continue to make an outstanding contribution to health and safety in the UK."

A copy of the Annual Review can be obtained via the PASMA website or by contacting jill.couttie@pasma.co.uk



Roger Verallo

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Tel: 0845 230 4041
Fax: 0845 230 4042
Email: info@pasma.co.uk
www.pasma.co.uk

Lofty Liebherr

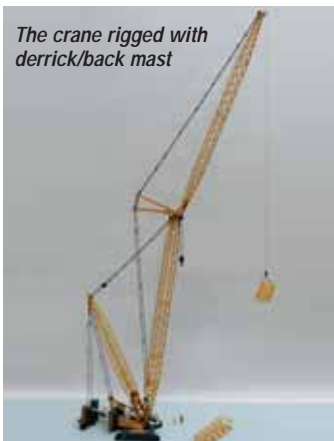
Liebherr procures its models from a number of different suppliers and has recently commissioned many by NZG of Germany. The latest crane model to appear is the 1:50 scale version of the LR1300 crawler crane. The real life crane has a maximum capacity of 300 tonnes and can lift to heights of over 170 metres when rigged with a main boom and luffing jib and is particularly suited to wind turbine work. An optional derrick attachment is also available, and the model also has this available as an optional kit.

The model is packaged really well, with individual pieces wrapped in soft tissue. Building the model is straightforward as the parts fit together well, and the supplied instructions are good.

As usual with NZG models, plastic usage is kept to a minimum and the quality is high. The tracks are metal and are mounted on detailed track frames with individual rollers. They are also detachable from the crane allowing the model to be posed on suitable transport or undergoing erection, so this adds to the flexibility of display.

The operator's cab is finely detailed with mirrors, wipers, lights, grab rails and aerials, and the interior detail is also good. The crane's superstructure has three opening doors which provide access to the winches so there are no unsightly holes in the bodywork.

The crane rigged with derrick/back mast



The ballast weights are beautifully cast and painted and include lifting points so it is possible to pose them being lifted into place. The self erecting cylinders and chains are also modelled and this area looks very authentic. Turning to the boom and jib sections, these are very nicely made with internal bracing on the larger sections and meta

pendants. The parts are joined with tiny brass nuts and bolts which provide an effective connection and special tools are provided with the model to tighten these up.

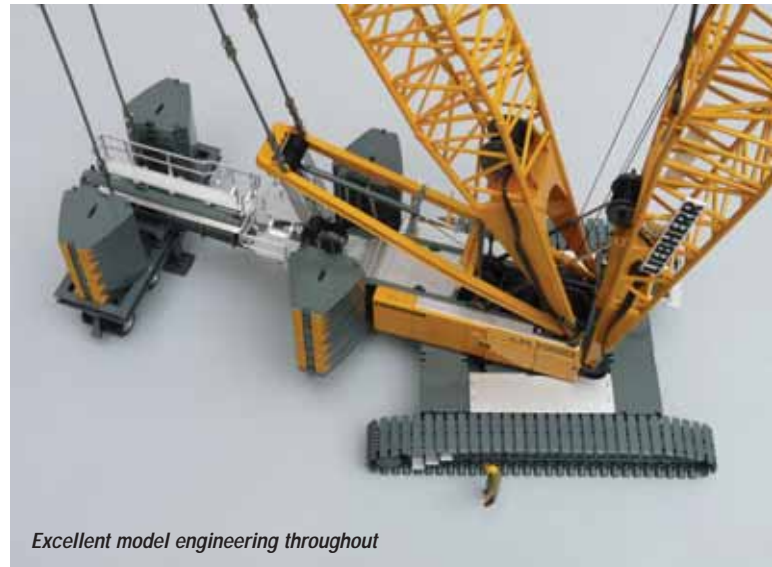
One strange modelling decision the company has made is to permanently connect the boom nose and luffing jib butt section so that the model has to be displayed with its luffing jib and this means the model is inevitably large. Skilled collectors will be able to drill out the connections to allow the crane to be displayed with the main boom only, but it is pity this was not provided for in the design of the model.

The derrick/back mast set provides additional boom and jib sections as well as a back mast and ballast carrier and the quality of these items matches that of the base model. Two hooks are supplied and this provides different rigging opportunities.

Overall this is a very well engineered model which stands 2.3 metres high when fully erected with the derrick kit, so it looks very impressive in an office environment, or at home. The crane and derrick kit are both available from the Liebherr webshop at €358 and €244 respectively.



Opening doors provide access to the winches



Excellent model engineering throughout



The body as a transport load

To read the full review of these models visit www.cranesetc.co.uk

Cranes Etc Model Rating

Packaging (max 10)	8
Detail (max 30)	26
Features (max 20)	16
Quality (max 25)	23
Price (max 15)	11
Overall (max 100)	84%

Higher pressure hot hoses

Eaton Hydraulics has re-engineered its range of Aeroquip MatchMate braided hydraulic hoses to provide significantly higher working pressures and temperature ratings along with superior abrasion resistance. Products include the GH663 suction hose range and the GH120, GH781, GH793 constant (4,000 psi) pressure hoses.

The hoses exceed all relevant SAE and EN standards and are said to offer an average 29 percent higher pressure rating than competitive hoses and a 127°C temperature rating with high abrasion-resistant cover technology, an important feature given that more than half of all hose failures can be attributed directly to cover abrasion.



Niftylift innovates with local school

Niftylift, arguably the most innovative self propelled lift manufacturer of the past two years, is reaping benefits from its relationship with the technology department of a local school. As part of its work in the community, the company has been twinned with Denbigh School in Milton Keynes, providing four students each year with an opportunity to design and develop a live project brief.



The new ToolTidy concept features a range of trays and tops.

The programme has not only won numerous awards since it began, including the CREST Gold certificate and EXSCITEC Platinum award for each of the past four years, but has also produced a number of designs that have gone into production, including a new jockey wheel assembly and an engine tray trolley which simplifies the off-line assembly and module installation.

This year's project involved the development of a modular and portable ToolTidy for the platform. The students focussed on four market sectors: construction, painting and decorating, electrical installation and tree surgery and liaised with operators and rental

companies to tailor their designs to the real life needs of each market sector. The ToolTidy's base has a curved face to make it more ergonomic to carry with its attached shoulder strap, while also matching the contours of Nifty's new ToughCage. Once in the platform the ToolTidy can be floor mounted or clipped onto the mid rail hoop and vertical post. The base has a choice of trays and lids that are customised for specific trades to carry items such as drills, fuel cans and paint brushes depending on the identified requirements.



A display of the coursework shows the progress of the design from simple sketches to final design, alongside the many awards the programme has generated.

The item will go into production as part of the company's ongoing platform development. Nifty nominates a different project co-ordinator each year to work with and mentor the students during the year. Nifty says that it has been amazed at the innovative and original thinking that the students have brought to bear on the projects that have worked with and that it has benefitted from the exercise as well as the students.

The Tool Tidy can be carried with a shoulder strap and then clipped into various or multiple positions in the platform.

Remote vibes

HBC-radiomatic has introduced a new version of its eco radio remote control system. The eco, HBC's smallest joystick controller, is popular for self-erecting tower and loader cranes. The new design features a vibration alarm which is intended to inform the operator of an approaching critical status on the machine as well as faults and potential hazards by causing a detectable vibration at the transmitter.



The new radiomatic eco features a vibration warning.

Examples include rising wind speeds or when approaching maximum capacity. The criteria can be set to suit customer requirements.

The eco is also available with the radiomatic shock-off/roll-detect/zero-g safety feature which deactivates the controller automatically in emergency situations, such as when an activated transmitter is dropped. This eliminates dangerous unintentional commands as the unit strikes the ground. The new radiomatic iLOG electronic key is also standard, enabling the rapid activation of a replacement transmitter. The operator simply removes the iLOG from the damaged/malfunctioning transmitter and inserts it into a replacement transmitter which is immediately ready for work.

enquiries

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

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

Dear Leigh,

Following your editorial on Vertikal.Net regarding the grey market for access machines - more important is another fact:

There are more and more companies in Europe who are, for example, buying used machines in the US for a cheap price and then selling them to European customers without CE declaration. I had such examples several times already where customers, especially end-users are asking us to support them when they have had a problem with their machine. Then we find out that this machine does not have a CE cert and we have to tell them that they are not allowed to use this machine in Germany.

This of course is very irritating for the customer and does not leave a good impression for the whole MEWP market, regardless of which manufacturer it is.

Of course the customer who bought the machine should know what he is buying and what he has to look for and to check that the documentation is complete, but the first thing these people look for is the price.

Bad luck for the customer later on.....

regards

Holger Johan
POWER-LIFT GmbH

We totally agree with the sentiment expressed in this letter. However, the point we were making in the editorial is that should manufacturers not sensibly support those companies that buy equipment outside of the EU and then seek to have it properly modified to the CE specification. Some do and some do not. We are all in favour of 'throwing the book' at those dealers who buy non-CE equipment and then sell it within the EU without a full and proper certification. Such antics should be treated as a criminal offence and enforced rigidly.

Dear Leigh,

Please find attached photo of a man on a roof. The well-known contractor was carrying out some sealant repairs to some valley drainage channels on the roof. A single ladder (untied and not footed) was used to gain access on to the roof.

The angle that the valley ran off meant that the workman was unable to reach the areas he needed to, leading him to take the risk of standing on the wet roof with no edge protection risking a potentially fatal fall.

I took this photo (apologies for poor image - done with camera phone) from the car park some distance away. After approaching the entrance to the well-known pub and restaurant chain I asked him what type of work his company did and after introducing my company to him he quickly informed me that he knew he was taking a risk but this was often the case as his company failed to assess what his access equipment needs on these jobs would be so he had to make do.

On getting home I looked up the company website and was saddened to see what appears to be a very well respected company which appears to take health and safety seriously if you judged them on their membership of the various organizations (ROSPA, CHAS, SCA & Construct Line) listed but on this occasion seemed to get it wrong.

The chap I spoke to was very keen for me to contact their managing director and I hope that maybe I can enlighten him as to the huge choice of safe access equipment available for his employees to use in these situations.

Regards

James O'Grady



The photo of the man in question.

Dear Cranes & Access

I wonder if you have heard of a debate that appears to be running between a number of wind companies following on from the accident that occurred in Germany with a Liebherr LTM 11200 owned by KVN?

It seems, from what we have heard, that some operators (most likely those with a vested interest?) in the industry are suggesting that telescopic boomed cranes are more susceptible to the effects of lateral wind loading stresses transferred from the suspended load/components during turbine installation than lattice boom cranes! This is of course totally without foundation. Cranes whether lattice or telescopic are built to similar margins of safety and have similar wind ratings. In fact it can be argued that a lattice boomed crane is more susceptible to wind from certain directions. The fact is that no matter what type of crane is employed it will have a similar wind rating and as long as used properly will be perfectly safe. Casting aspersions such as this does our industry no good whatsoever and confuses fact from fiction. Shame too on those who listen to such rubbish. As an industry we need to focus all of our intention on making sure that we maintain the highest possible standards and not on producing negative spin in an attempt to hinder competition.

Regards

Name with-held at editor's discretion

Note: This was one of two emails and a letter on the same subject all three of which said much the same or at least had the same theme. This is of course a very interesting subject which we plan to follow up on. In the meantime we would very much appreciate the views of others and particularly from those making this argument.

ED



Dear Sir,

Attached is a copy of a wrapping sleeve of a popular brand of overalls purchased in New Zealand. At first glance I saw the man was not wearing any fall restraint then noticed he was also riding the hook.

One has to ask - Is it an old design or a simple marketing error with those involved not aware of current health and safety laws.

I have to say I found it amusing and we have advised Yakka of their error.

Regards

Rod Macdonald

We are betting that it is an old logo? Looks like something from the USA in the late 1920's the sort of Empire State building times. Hopefully we will find out.

Ed

Dear Sir,

I very much liked your article in the latest Cranes & Access on Mobile tower cranes. I have personal experience of recent Spierings models and some of the early Munster cranes which were well ahead of their time. I have always been surprised that these fantastic machines are not more popular around the world, they are so much more efficient than large mobiles for so many jobs not just the obvious ones.

I was also sorry to see that Mr Spierings is struggling with the business at the moment, I am sure that there are many like me who wish him well and hope that the business comes back soon. Also that the new City Boy crane that he showed at Bauma will still go ahead. This looks like a fantastic machine and I am sure it is the future for all cranes in the way it is designed.

That's all I wanted to say, keep up the nice work,

Henning Jordan

Recent Poll results

Visitors to Vertikal.Net were asked

1. "Do you think 2010 will be a better year than 2009?"

A total of 562 readers voted with the result –

323 answered – Yes = 57.5%

239 answered – No = 42.5%

2. "Should routine overload testing be dropped as part of a thorough inspection?"

A total of 643 readers voted with the result being split right down the middle.

324 said Yes – overload testing should be dropped

319 said No – It should be retained

3. "If you visited Bauma what were your feelings after seeing the Liebherr stand?"

A total of 161 readers voted -

105 answered – "I was impressed" = 65%

42 answered – "It was an excessive folly" = 26%

And 14 answered – "I was there but did not see it" = 9% which is incredible!

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.



Edmolift have recognised that equipment intended for the building site is simply not suitable for use in refined and confined environments

Whilst the vast majority of compact access platform manufacturers have focused their efforts on the construction market, Edmolift have taken an entirely fresh approach. This new direction has much wider appeal with the Micro being design specifically for public places. Offices, retailers, leisure, entertainment, hospitals, hotels, bars and restaurants are included in this far larger marketplace.

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Frank Scarborough

1947 - 2010

Crane and Access veteran Frank Scarborough, died suddenly on July 7th. He spent most of his working life with three major manufacturers, Grove, Snorkel and UpRight. Publisher Leigh Sparrow worked with Scarborough at both Grove and UpRight and knew him as both a work colleague and a friend. This is his personal and candid tribute to him.

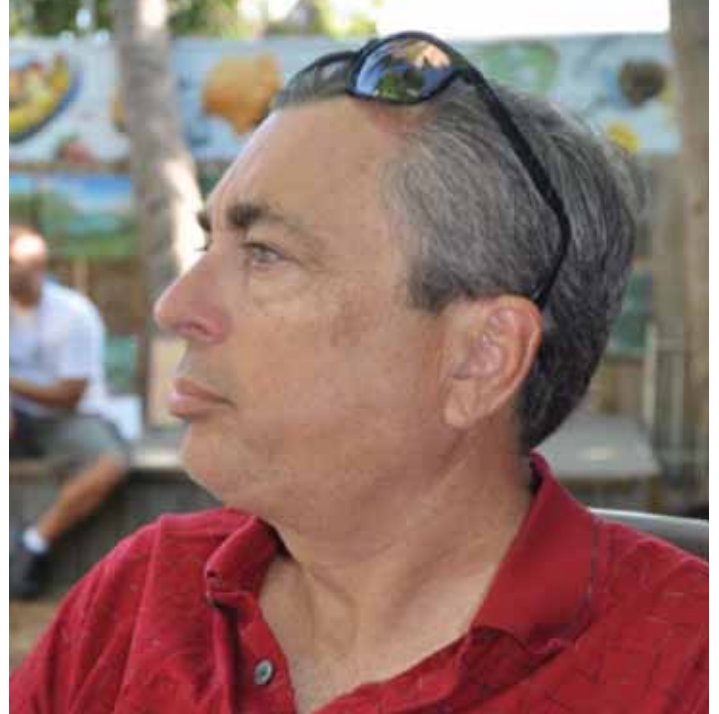
I cannot recall with certainty when I first met Frank Scarborough, which is odd given that we were to become such close friends. A Pennsylvania boy (although he was reportedly born in Baltimore, Maryland, he never spoke much about his early life) Frank joined Grove Manufacturing in Shady Grove, USA as a sales trainee in the fall of 1979. I was in the same programme but had transferred to Europe a few months earlier. I was not to return for almost six years and by the time I did Frank had a field-based job and I don't recall we met up, although we knew each other 'on paper'.

Frank joined Snorkel in 1986 as a district manager and became sales and marketing vice president fairly quickly. I vaguely recall what I think was our first meeting, it was a trade show in Europe, possibly the Hanover Fair. I have this hazy view of Frank as a lone person out in front a stand – we were introduced and we chatted, I seem to recall getting a cool reception.

Over the next few years we would meet as competitors at trade shows and began to warm to each other. Looking back it was probably after my move from Grove to UpRight, when we were closer competitors, that Frank became more open with me. Sometime in 1992 I heard the

news that Frank had parted company with Snorkel and I recall thinking how a major competitor had just lost a key asset. I called David Sargent, the president of UpRight to let him know, within days he called back to say that Frank was joining UpRight as vice president North American sales and marketing.

The next six or seven years were great ones for UpRight and Frank and I became firm friends. The more I knew him, the more I appreciated his qualities both in business and as a human being. Many years after we had become close he told me that I had cheated him out of the job he always wanted! Apparently, in late 1981 he'd been offered the job of district manager for France, Belgium, Holland and Switzerland for Grove. However, the European management were opposed to an American with no European experience being imposed on them. The management back in Shady Grove were bound and determined to have 'one of their men' in such an important role. As a naive 26-year-old, I got the job on the basis of being the only candidate that was acceptable to both parties. While I was aware of the Euro-American spat, I was blissfully unaware that Frank or anyone else had been promised the job. To be honest Frank would have



done a far better job than I. Frank was supremely customer focused and a great 'people person'. He genuinely loved people and he loved selling products that he believed in. He would often say "I'm just a simple peddler", although he never wanted to be thought of as just that and had aspirations to do so much more. Sadly, at UpRight his abilities were restrained by those wanting to restrict his influence, thus he never had control of product support or – until it was too late – the export regions controlled from the US, such as South America and the Pacific Rim. Frank often underrated himself and rarely appreciated his importance within a company. He often acquiesced even when a decision being forced on him was wrong.

When bad decisions were foisted on Frank he would get very down about it and become obstructive. Over the last twelve years there had been several such periods, which would result in the same discussion between us which never resulted in anything. The sad thing is that in most such cases he was absolutely right and the bad decisions caused major – often permanent damage to the business. For me it was a rare fault, completely outweighed by his many qualities. Frank was honest as the day, genuine in the extreme, very good company and one of the best friends you could wish to have. After one such period Frank and UpRight parted company and he was out of work for some time and things were getting tight. It was about then that a group of investors purchased the remnants of Snorkel, with a plan to build out and sell off the inventory slowly, operate the parts business and then possibly

develop the property. They found however that there was still a great deal of goodwill for the brand and the market was picking up. They needed someone to 'front' the business and lead its revival.

Frank Scarborough was an inspired choice. He knew the company inside out and had something to prove. He joined Snorkel in 2003 as chief operating officer, moving back to St Joseph. The business blossomed and the Snorkel name was not only back, but growing far larger and faster than the investors had ever imagined. Frank began to get frustrated in that he did not have full control over some aspects of the business such as product development and rightfully felt that the company needed to develop more new products. When he thought that he was not getting anywhere with this he began to show signs of restlessness, so when Tanfield approached, along with other potential bidders, he was torn between what to recommend to the shareholders, wanting to keep the business independent but also appreciating that a new owner from within the industry might step up investment, while the existing owners could cash out at the top of the market. The Tanfield bid succeeded and he stayed on, possibly hoping that he would be offered a more senior post within the overall group. When production and other changes were proposed he went into one of his down periods, worrying that the reputation that had been carefully built up would be undone. A year after the takeover he left and aged 60 did consider retiring to Key West a place he loved and where he owned a small property.





Frank Scarborough in classic pose with Bill Jansink at the 2006 Platformer Days.

I don't think I have seen Frank since then (June 2008) but we kept in contact. He never talked of his latest job with American Crane and Tractor, preferring to talk about the crane and access industries, of friends and family – the very things he cared about most of all. We last spoke in mid-May and Frank said he was considering coming to Vertikal Days but never managed to make it. He was absolutely delighted with his first granddaughter Sofia, born earlier this year, although he said that he had had a health scare while visiting New York to see her for the first time. There were no further details forthcoming but that was typical of Frank.

His sudden death was a great shock for so many of us around the world who knew Frank, but most of all for his family. Frank's beloved wife, Bonnie, whom he married as a 19-year-old boy, was always very supportive of his work and was someone who liked people as much

as Frank did. Bonnie played an important role in his career and met all of his friends and most of his business colleagues and contacts. Our thoughts are very much with her and his daughters Leslie and Marielle, who reminds me so much of Frank.

I still find it hard to think that I will never see the old b***** again. I was very much hoping to spend many more good times with him in the years to come. It's not to be and the many, many fond memories I have of Frank will just have to suffice. The world is a far poorer place without him.

I'll miss you Frank.

Leigh – only surviving member of the BoB club

A Celebration of Life ceremony will be held for Frank Scarborough on Saturday July 17th at the St. Joseph Benton Club, 402, North 7th street, St Joseph Missouri, starting at 13:00

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German access equipment event
August 27-28th, 2010
Hohenroda, Germany
Phone: +49 (0) 5031972923
Fax: +49 (0) 5031972838
E-mail: 2010@platformers-days.de



Europlatform

September 16th 2010. Madrid, Spain.
Tel: +44 (0) 15395 62444
Fax: +44 (0) 15395 64686
Email: info@ipaf.org www.ipaf.org

Elevarte

Crane & access event for Spain
September 17-18th Madrid, Spain
Email: macarenagarcia@gilusan.com
www.elevarte.es

Verticaaldagen Benelux

Benelux lifting event
September 24th-25th 2010
Safaripark Beekse Bergen , Netherlands
Phone: +31 (0)6 30 421 042
Fax: +31 (0) 84 710 0518
E-mail: info@verticaaldagen.net



SAIE 2010

Bologna Fair, Italian Building products exhibition.
October 22-25th, 2010,

Bologna, Italy
Phone: +39 051 282111
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E-mail: saie@bolognafiare.it



Big Five 2010

November 23-27, 2010
Middle East construction show in Dubai, Dubai, UAE
Tel: +49 (0) 89 949 22 0

Fax: +49 (0) 89 949 22 350

Website: www.thebig5exhibition.com

E-mail: info@imag.de

Bauma China

Shanghai, China, November 23-26, 2010

Tel: +49(0)89 9 4920251

Fax: +49 (0)89 9 4920259

E-Mail: info@bauma-china.com

Executive Hire Show 2011

Exhibition for the UK Tool Hire industry

February 2-3rd, 2011 Coventry, UK

Phone: +44 (0) 1249 700607

Fax: +44 (0) 1249 700776

E-mail: nigel@executivehirenews.co.uk



Bauma/Conexpo Show India

February 8-11, 2011, First Bauma/Conexpo

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Fax: +49 89 949-20259

Website: www.bcindia.com

ARA / Rental Show 2011

Las Vegas. Feb 27th to March 2nd 2011

Tel: +1800 334 2177

Fax: +1309 764 1533

E-mail: info@therentalshow.com



Conexpo 2011

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March 22-26th 2011

Las Vegas, Nevada, USA

Phone: +1 414-298-4133

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IPAF Summit

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April 14th 2011,

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SED 2011

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Rockingham Speedway,

Corby, UK

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Apex

International powered access fair

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www.apexshow.com

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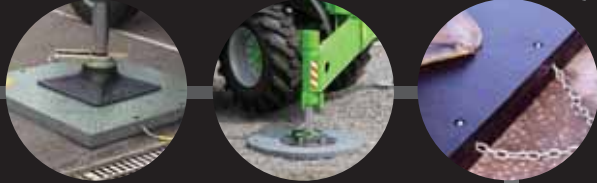
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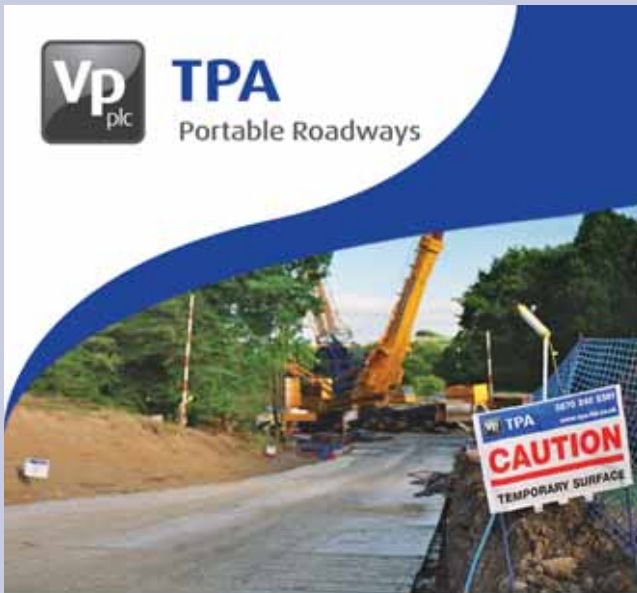
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