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August/September 2010 Vol. 12 issue 6

Top 30 rental companies

Telehandlers

Crawler cranes

Van and Land Rover mounted lifts

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On the cover:

Two heavy-lift Manitou telehandlers - a 12,000kg MHT10120L and a 16,000kg MHT10160L from Castleford-based Hesse Forktrucks remove one of 16, 7.7m long, 11 tonne Victorian flying buttress railway arches dating back to 1841 near Chorley, Lancashire, for restoration.



C & a contents

29

Telehandlers



35

Van Mounted lifts



47

Crawler cranes



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Comment 5
News 6

Terex launches 100 tonne truck crane, JLG withdraws telehandlers from ag market, Senior management changes at Genie, Tanfield to launch rights issue, Wolseley sells Brandon, AFI refinances, Bielefeld establishes Snorkel Deutschland, New electric spider crane from Unic, First Mec Titan in Europe, Terex acquires China Crawlers, Half year financials, New Campod for truck mounts, Finning moves into Ireland, £34,000 for tower crane drop, Vertikal Days 2011 dates set, UpRight name takes a final bow, Grove to launch 150 ton RT, GGR takes Oktopus.

Top 30 rental
company survey
2010 17



Now in its 12 year the Cranes & Access Top 30 UK/Ireland survey of crane, powered access and telehandler rental companies has been completed. This year's survey includes further fine tuning and follows a tough year in all three markets highlighting the changes at each company.

Telehandlers 29

We take a look at one of the hottest sectors in the telehandler market, at least in terms of developments, the compact and ultra-compact models. We also look at a few interesting applications and talk to the head of a contractor-owned rental operation.

Face to face 31



Mark Darwin meets with Ian Gordon, managing director of Kier Plant and talks telehandlers and crawler cranes.

Van mounted
lifts 35

Van mounted lifts are a particularly strong product sector in the UK, possibly due to the weather? We take a look at the latest developments, applications and some of the key manufacturers.

Lifts for utilities 40

As part of our on-going look at aerial lifts for utility work we focus on lifts for reaching difficult locations. This month we look at Land Rover mounted lifts, currently a hot development area and also touch on the lifting equipment solutions for reaching even more difficult areas.



Crawler cranes 47

Despite the hammering taken by the new crane market over the past two years, one area that has remained surprisingly buoyant is crawler cranes, and in particular the larger end of the sector, as well as the growing number of 'big lift' alternatives. We take a look at this sector of the market and ask if the largest crawlers are now just too big for the market?

regulars

Books & Models 53

ALLMI Focus 55

Training 57

IPAF Focus 59

PASMA 61

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 Heavy lifting, Rough Terrain scissor lifts, Outrigger mats and a preview of the SAIE show in Bologna

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c&a comment

Operator licenses?



This summer, the USA Department of Labor /OSHA published its new crane rule. While backed by law, it is essentially a best-practice guide to working with cranes in construction. Looking at it from a European

standpoint, there is little in the rule that would not be considered sensible basic practice and it looks well thought out, practical and considered.

The most contentious issue however is the third-party certification of crane operators - and this in a country where, even now, some sites allow almost anyone to operate a crane and, as a result, has more than its fair share of accidents.

The rule states that within four years all operators should not only have been fully trained, but also tested and certified by an approved body. While the government says that the new rule will save 22 lives and \$55 million in associated costs, many contractors and crane companies don't agree and feel that their costs will spiral, resulting in the poaching of trained crane operators, possibly leading to some further consolidation of the industry as smaller companies decide it is all too much.

Operator training is an area that Europe, with all its standards and directives, fails to address head on. Some countries require operators to be licensed, others simply say they should be trained. A German crane operator, for example, who comes to the UK to carry out a lift on a Major Contractor site will have a problem, in that any training, licence or experience he has will not be recognised. The site will insist on a CPCS card which is not something that can be obtained quickly. So, no single European market exists for crane operators. Oddly, thanks to IPAF, an aerial lift operator with a PAL card fares a lot better, finding that his card is increasingly accepted on sites throughout Europe and even further afield.

Surely this is an area that the crane industry itself needs to address? It is too late for a national industry association to take it up on its own, but perhaps the subject for the European crane association, ESTA, to get its teeth into, if only to set common minimum standards and groupings for crane operator training that local industry associations could apply?

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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Terex launches 100 tonne truck crane



Terex has launched the Roadmaster 8000, a new 100 tonne truck crane that mounts the superstructure from the recently launched AC 100/4L All Terrain crane to a five axle Scania P400 commercial truck chassis.

The Roadmaster has a choice of either the six section 59.4 metre

boom from the AC100/4L with a total possible tip height - with the three part swingaway extension - of 81.7 metres or the shorter five section, 50 metre boom that provides a maximum tip height of up to 77 metres. The crane is equipped with a new 'YX' type fold out outrigger configuration

developed at the company's Monceau les Mines facility in France. It can travel with 9.1 tonnes of its 23.9 tonnes maximum counterweight, with the possibility to transport the balance on a standard trailer towed behind the crane, where this is permitted. The crane offers some respectable

The new Terex Roadmaster 8000.

capacities with the onboard counterweight, including seven tonnes at 20 metres radius on fully extended main boom. Transport dimensions are relatively compact with a chassis length of 10.6 metres and an overall stowed length of 13.25 metres.

Senior management reshuffle at Genie

Terex AWP/ Genie has announced a restructuring of its senior management team. Matt Fearon, currently responsible for Europe, Africa and the Middle East, moves back to the USA as vice president and general manager for the Americas. Fearon will have responsibility for all aerial lift operations in North and South America, including sales, product development, manufacturing and aftermarket support.

Joe George, currently vice president global sales and customer care, will take over as vice president and managing director, for Europe Africa and the Middle East, based at the Terex group office in Schaffhausen, Switzerland.

XS Koo is vice president Asia Pacific and will be responsible for all operations in Asia, including the company's Changzhou, China production facility which is expected to open for business towards year end.

Siva Balakrishnan will retain responsibility for the company's 14 service centres and two refurbishment operations in a new role as vice president and general manager, AWP market and channel development, responsible for developing new products and services.

Paul Caldarazzo has been appointed as vice president, AWP globalisation, a new role with responsibility for developing and deploying global strategies for engineering, supply chain and production.



Matt Fearon



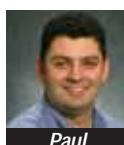
Joe George



XS Koo



Siva Balakrishnan



Paul Caldarazzo

Santander refinances AFI-Uplift

Santander's corporate banking team in Leeds has agreed a multi-million pound refinancing deal with UK-based aerial lift specialist AFI-Uplift. The funding consists of a bespoke package of invoice discounting, asset finance and treasury facilities.

AFI-Uplift's finance director David McNicholas said: "AFI has achieved rapid growth since the MBO in 2006 and the deal we have been able to arrange with Santander puts us in an excellent position to take advantage of any strategic opportunities presented by the current market."



Grove to show big RT at Conexpo

Grove is currently testing a brand new 150 ton Rough Terrain crane with a contractor in South Carolina, in preparation for a formal launch at next year's Conexpo exhibition. Dubbed the RT9150E it is expected to carry a 136 tonne CE rating. We expect to have photos of the new crane as we go to press and will carry them on www.Vertikal.net as soon as we do. This will not be the first 150 ton Grove RT. The last attempt to produce a crane in this class was the RRT1650, introduced in 1983 on four axles with hydrostatic drive. That crane never did well with only a handful ever sold. The 9150E is apparently a good deal more conventional.

Dates set for Vertikal Days

The dates and location have now been set for Vertikal Days 2011, following a survey of this year's exhibitors. The event will be held on June 22 and 23rd at Haydock Park, near Manchester.

The organisers say that the feedback this year will result in a substantial number of changes and improvements for the 2011 event.



Wolseley sells Brandon

Wolseley, the UK-based international builders' merchants, has sold its UK rental business Brandon Hire to private equity firm Rutland Partners for a total cash consideration of £43 million. Brandon had revenues of around £70 million for the year to the end of July, with net assets of around £35 million.

Brandon was acquired by Wolseley in March 2006 for £71.9 million at which time its revenue was £57 million. Brandon was then merged with Wolseley's Hire Centre rental operation adding a further 115 locations and taking the combined number of outlets to 270. The consolidated business now operates from 177 branches and is the fifth largest general equipment rental company in the UK in terms of revenue.



Bardonaro steps down

Frank Bardonaro, the chief executive of US crane rental company AmQuip, has resigned. He will retain a relationship with the company as a shareholder and as a non-executive director. Bardonaro was promoted from chief operating officer to chief executive last October. All issues previously directed to Frank Bardonaro will be handled by chief operating officer Al Bove, who joined AmQuip last December.

Remote control Logiccrane

Cranebusiness, the Dutch crawler crane manufacturer has launched a new 30 tonne Logiccrane 30.25 telescopic crawler crane with full radio remote control. The Class 4 remote control system includes load moment limiter indication and cut-out feedback to the remote control device.

The new crane features a 25 metre telescopic boom plus six metre jib, two winches and heavy duty hydraulically extendable undercarriage. Transport weight is just under 35 tonnes and it offers some decent Pick&Carry capacities.

The Logiccrane 30.25 includes full remote control



The new 2,300 tonne Manitowoc 31000 is going through its final load testing before shipping to its launch customer Bulldog Erectors

Tanfield announces rights offer

Tanfield - owner of Snorkel aerial work platforms - is to sell 20 million new shares in an open offer in order to raise funds for working capital. The offer which is 90 percent underwritten by directors and certain institutional investors, prices each share at 10p, a 30 percent discount on the previous day's closing price. Each shareholder will be able to buy one new share for every 3.7 shares they currently own.

The aim is to raise £2 million before costs and directors have already committed to take up their full allotment. Directors Roy Stanley, Darren Kell and Jon Pither have also agreed to provide a standby loan of up to £750,000 in order to cover any cash shortfalls in the immediate term. The main aim of the offer and the loan is to ensure that the company has sufficient short term working capital to allow completion of the planned electric vehicle consolidation and flotation early next year.

Manitowoc divides Asia

Manitowoc has split its Asia Pacific territory into two separate regions with John Wheeler taking over in China, while Singapore-based Gilles Martin - previously responsible for all of Asia - has been appointed as executive vice president of the Asia Pacific region excluding China. His territory also includes Australia and New Zealand. He will report directly to Manitowoc Crane president Eric Etchart.

Grove veteran John Wheeler was executive vice president of operational excellence and was considering retirement. As executive vice president China, he will be based in Shanghai and will also report to Etchart.



John Wheeler



Gilles Martin

JLG withdraws from Ag market

JLG is withdrawing its JLG branded telehandlers from the agricultural market as part of a new agreement with Same Deutz-Fahr. The move is part of a new 10 year global supply agreement with the Italian-based company, a leading manufacturer of tractors and agricultural machinery. JLG currently manufactures five telehandler models which are sold as the Deutz-Fahr Agrovector range with capacities ranging from 2,900kg to 4,000kg and lift heights from six to nine metres. The two parties signed the original agreement in April 2004.

The company says that the decision to withdraw the JLG brand from the agricultural market was not one that was taken lightly due to the considerable investment it has made promoting the brand to farmers. It now believes that the greatest opportunity for growth in the sector remains with the recognised and established brands and distribution networks. This applies to Deutz-Fahr and Caterpillar for agriculture and JLG and Caterpillar for the construction and rental market.

A JLG built Deutz-Fahr Agrovector telehandler.



Terex Atlas UK takeover complete



Jim Smith becomes sales director for Atlas Cranes UK

Atlas Maschinen, the company owned by Fil Filipov that acquired the Atlas loader crane business earlier this year, has completed its takeover of Terex Atlas UK. The company will adopt the old Atlas logo and orange livery and will trade under the new name of Atlas Cranes UK Ltd.

The company also appointed two new directors, Jim Smith as commercial director, and Jackie Kilcoyne as finance director. The two join Fil and Veronique Filipov as directors and will report directly to Fil Filipov.

Smith joined Atlas in 1986 and is one of the company's longest serving employees. He was previously commercial sales manager and project manager for the company's defence business – which he continues to oversee. Kilcoyne is currently financial controller, having joined the company in 2006. The company says that it is also recruiting four additional service engineers to be based in Hull, Kettering, Worcester and Norwich.

AFI adds big JLG booms

UK-based access rental specialist AFI-Uplift has purchased 18 large JLG boom lifts to expand its top end range. The investment includes six 80ft/24m 800 AJs, six 86ft/26m 860 SJs, three 125ft/38m 1250 AJPs and three 135ft/ 41m 1350 SJPs – the largest models in the AFI fleet.



AFI has purchased 18 big booms from JLG

Notified Body warning

IPAF has issued a warning over CE approvals/certification carried out by UK-based Beide Product Service.

For more information See page 59

New German importer for Snorkel

Carsten Bielefeld of Hubarbeitsbühnen Bielefeld, has established a new trading venture - Snorkel Deutschland - to distribute Snorkel products in Germany. He takes over from UpRight Deutschland which is owned by Holger Johan of Power-Lift. Johan will continue to sell the products, now branded as Snorkel, but on a regional basis and to his existing customers. Snorkel Deutschland will act as a master distributor. Bielefeld who until recently sold Iteco scissor lifts, alongside Matilsa booms and trailer lifts, will sell to major rental companies and support the Snorkel dealer network in Germany.



Ramesh Lal of Snorkel (L) with Carsten Bielefeld and a new Snorkel S1930E

Platformers Days wet but upbeat

This year's Platformers Days held in Hohenroda, Germany at the end of August was the victim of wet weather and storms across Germany and adjoining countries

which may have deterred some visitors. The mood at the show however was very upbeat and markedly more positive than a year ago. Here are a few highlights...



Hybrid Lifts Europe

Hybrid Lifts Europe chose Platformers Days to make its first public appearance. The new company has the European distribution rights for the Custom Hybrid low level scissor lift product line from the USA. The two principals René Tekpstra and Martijn Arkesteyn are working closely with Theo Plichta and the Aichi Sales Office Europe in Holland, sharing facilities and back office functions. The company intends to establish a dealer network to sell and support the Hybrid scissor range.



René Tekpstra (L) and Martijn Arkesteyn of Hybrid Lifts Europe

70ft battery powered boom lift

Italian manufacturer Airo introduced its new 70ft/21m platform height battery electric self-propelled articulated boom lift – the A23JRTE. The new lift includes standard four wheel drive, 230kg lift capacity, 13.5 metres of outreach, a two metre jib with 140 degrees of articulation, 360 degrees continuous slew and 6.6 metres overall stowed length. The A23 is powered by a larger full traction fork truck type battery pack and weighs 15 tonnes.

The new battery powered Airo A-23JRTE.



Possibly the first purchase of the day - Andrej Bozhko (R) CEO of Belarus based Forent purchased two Snorkel S2770RT scissor lifts from Bill Jansink of Snorkel



Other news from the show includes:

- Skako Lift has now started production of its new 32 metre FS320Z articulated spider lift, with the first unit on display.
- Skyjack has started production of its new ultra compact SJ12 and SJ16 mast lifts.
- Hoogwerker Centrum has started selling the 27 metre Oil&Steel Snake 2714 Compact on a 3.5 tonne van chassis, which uses a fifth wheel mounting allowing drivers with regular B(E) licences to drive it in several countries. More on this concept in our truck mounted issue later this year.

Work of art with a difference

If you happened to visit this year's Sail Amsterdam in mid-August a surprising highlight was an artist's impression of a 70 metre long, 25 metre wide and 23 metre high ship's skeleton, formed by 30 JLG telescopic boom lifts.

The impression or rather sculpture, was created with JLG 460SJ's, 660SJ's and one 860SJ on Java-island on the river IJ, for Europe's largest nautical event. The boom lifts were supplied by JLG's Dutch dealer Riwal, which teamed up with artist André Pielage to create the 'Boom Lift Ship' for the Sail Amsterdam Foundation.

The artist built a model of his idea with Lego bricks and then, after consulting Riwal, using JLG scale models. Talking of his work Pielage said: "Through the spacing an archetypal image of a ship is created, recognisable by its simplicity. The structure of this work of art is airy, a quality that features in many of my creations."

Dick Schalekamp of Riwal added: "We like people that approach us with seemingly wild ideas that involve aerial work platforms. They help us to think outside the box. We have seen a lot but never imagined anything like the Boom Lift Ship possible."



The boom ship

New 100 tonne Tadano for Horizon

Falkirk, Scotland-based Horizon Reinforcing and Crane Hire has taken delivery of a new 90 tonne Tadano Faun ATF 90G-4. The four-axle All Terrain crane comes with 51.2 metres of main boom plus an 18 metre swing-away extension and can carry its full 22.3 tonne of counterweight on board while meeting UK road regulations.

Paul Goodall of Cranes UK (L) hands the new ATF 90G-4 to Steven Dougall of Horizon.



HSE warns of cranes in high cycle applications

The UK's Health & Safety Executive has issued a warning regarding the use of standard mobile cranes in high cycle applications following an incident in Aberdeen where a crane's boom snapped. While it was only three years old, the crane had performed more than 17,000 lift cycles in a coastal port application. The letter from the HSE can be read in full in our letters page.

New electric spider crane

GGR has launched a new 2.9 tonne capacity battery electric Unic URW-295 spider crane. The new model is based on the standard Unic URW-295 which is available with diesel, petrol, LPG or dual power with AC electric drive. It features an 8.4 metre boom, radio remote controls, spider-type outriggers and an overall stowed width of just 600mm.



The battery electric Unic URW-295.

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Terex acquires in China

Terex has acquired a 65 percent stake in Jinan, China-based crawler crane manufacturer Shandong Topower Heavy Machinery Company. Founded in 2007, Topower produces crawler cranes in the 70 to 360 tonne class.

Rick Nichols, president of Terex Cranes said: "The acquisition of Topower will strengthen our position in the crawler crane market in China. We are confident that we can build on the company's expertise while bringing in the considerable experience that we have gained both in the Chinese market and worldwide."

Terex has also agreed a 60 percent share in a joint venture in Quanzhou, China, to produce mobile materials processing equipment with Fujian South Highway Machinery.



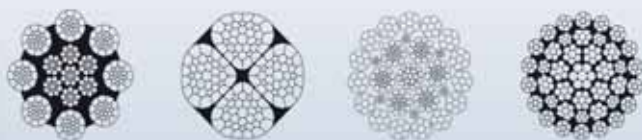
A larger
Topower
crawler

First CE Titan ships

California-based MEC has shipped the first CE approved Titan 40-S heavy duty boom lift to Spain where it will appear at the Elevarte event in Madrid before moving on to Verticaaldagen event in Holland later this month. The 40ft/12m platform height lift combines a massive 1,800kg lift capacity with a platform similar to that of a large scissor lift. Dutch-based dealer PSE has ordered the first 24 units with Rival buying the first units for rental.



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£34,000 for dropping a load

UK-based London Tower Crane Hire & Sales has received £34,000 in fines and costs following the failure of a tower crane hook, which caused a 4,000 kg load to drop 36 metres to the ground at Hertfordshire Regional College in Turnford on November 3rd 2007. The load demolished a site boundary fence and damaged a college building.

HSE Inspector Norman Macritchie said: "It was a matter of good fortune that no-one was injured in this entirely avoidable incident. Maintenance staff had identified safety-critical faults in the crane, yet simple controls needed to prevent use of defective equipment were not implemented. Poor communication and teamwork, together with inadequate supervision, all contributed to this incident. This case has important lessons for all those operating lifting equipment and especially tower cranes."

A statement from London Tower Cranes said: "We welcome the comments from the HSE and have strived since this incident to cooperate with the Executive to learn these critical lessons. We are satisfied that the circumstances which contributed to this incident in November 2007, no longer exist within our business and that our systems and procedures are currently industry leading."



Big Ruthmann heads for the US

The big Ruthmann with its Mack tractor unit

The Ruthmann Steiger TTS1000 sold by German rental company Gerken to Abilene High Lift of Texas, has now been shipped after a refit/refurbishment at the Ruthmann service centre in Gescher-Hochmoor, Germany. The refit also included matching the trailer mounted lift with its new American Mack tractor unit and finally signwriting with the Abilene name.

Gerken purchased the TTS1000 in 2001, one of only two units every built, the first was bought by Gardemann, now part of the Lavendon group. While there are now several models with a 100 plus metre working height, the Ruthmann - mounted on a six axle trailer with a three axle tractor - has the most outreach for this size of lift at 40 metres at heights of up to 60 metres.



Ian James (L) of Bronto with Peter Clerkin and the new lift

First Bronto S38XDT in Ireland

Ross Blasting and Elevation of Newry, County Down, Northern Ireland has taken delivery of the first 38 metre Bronto S38XDT in the UK. The company, which is owned and operated by father and son team Peter and Joe Clerkin, started off in the sand blasting business after Clerkin senior, a crane operator for 30 years at Warren Point Harbour, left to set up his own operation. Joe Clerkin has been the driving force behind the move into aerial lifts, buying his first second hand truck mounted lift when he was just 17. The company now specialises in truck mounts serving the telecommunication industry. The new lift, painted in silver and mounted on a two axle Scania truck, is the second Bronto in the Ross fleet, joining a 43 metre S43.

GT adds Nifty SD120

Bromsgrove and Gloucester, UK-based GT Access has purchased the new Niftylift SD120T lightweight 12 metre working height boom lift. The SD120T utilises the same boom and lift mechanism from the Nifty 120T trailer lift and Height Rider 12 self-propelled boom, but combines it with the company's all-wheel drive 'Self Drive' chassis. Hydraulic outriggers allow levelling on uneven ground as well as keeping the overall weight below 2,500kg. The power pack includes a Bi-Energy option.

The Nifty SD120 with GT Access.



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End June financial results

Palfinger bounces back to profit

Crane and access manufacturer Palfinger has reported a strong improvement for the first half, with revenues up 10 percent to €297 million. Pre-tax profits for the quarter jumped from a loss of €8.5 million last year to a profit this year of €11.9 million.



Haulotte jumps 15%

Haulotte has posted first half revenues of €114.4 million, 15 percent up on last year. The manufacturing business had revenues of €97.4 million, up almost 14 percent, while rental revenues climbed 14 percent to €17 million, thanks to last year's acquisition of Access Rentals.

Orders slip at Terex Cranes

Terex Cranes has reported first half revenues down around six percent to \$862.8 million. The numbers are however boosted by the acquisition of Fantuzzi, without this they are down 21 percent. Terex Group saw revenues improve six percent to \$2 billion, while pre-tax losses of \$149.5 compare to a loss in the first half of 2009 of \$275.1 million.



Ashtead up 8%

Ashtead, owner of Sunbelt in the USA and A-Plant in the UK, has reported first quarter revenues of £239.1 million - up eight percent on last year, while pre-tax profits rose by 35 percent to £11.9 million.

JCB increases profits

JCB says that it managed to lift profits in 2009 by four percent in spite of more than a 33 percent fall in sales. Total revenues were £1.35 billion with pre-tax profits of £29 million.



Manitou up 8.3%

Manitou has posted first half revenues up 8.3 percent to €387.1 million and a strong order book at the end of the period. Telehandler sales climbed more than nine percent to €274 million, while the division made a €9 million operating profit. The company as a whole reduced its net loss to 14.3 million from €93.8 million last year, while net debt was cut in half to €182 million.

Orders up at Genie

Genie's revenues increased by three percent in the first half to \$448.1 million. Accelerating in the second quarter - up 12 percent - the business posted an operating loss of \$22.6 million, compared to a loss of \$71.9 million last year. The company's order book at the end of the period was up 38 percent to \$188.7 million.

Strong pick up at JLG

JLG saw its revenues for the nine months to the end of June almost triple to \$2.4 billion, while an operating income of \$91 million compares to a loss last year of \$1.6 million. A large portion of the revenues are due to Oshkosh subcontract defence contracts but access/telehandler sales were also up 77 percent in the third quarter while its access related order book was up more than 60 percent to \$186.5 million.



Orders up at Cargotec

Cargotec Industrial & Terminal - previously Hiab and Kalmar - has reported a strong improvement in order intake during the first half, up 24 percent to €839 million. The order book at the end of the period was €740 million, compared to €546 million at the end of 2009. At the same time revenues fell 23 percent to €676 million, operating profit was €100,000 compared to a loss of €700,000 last year.



Manitowoc down 38%

Manitowoc Crane - which includes Grove, Potain and National Crane - has reported first half revenues of \$818.5 million, 38 percent down on last year. Operating income for the six months was down 59 percent to \$43.1 million but declined just 22 percent in the second quarter to \$38.6 million.

Lavendon upbeat

Lavendon Group, the world's largest access rental company, says that it is seeing an improving environment in most of its markets. Total revenues in the first half declined seven percent to £106 million. France was up, the UK steady while other operations posted falls. The group made a £324,000 loss, compared to a loss of £40 million for the same period last year.

Tanfield slips 6% but cuts losses

Tanfield, owner of Snorkel (UpRight), has reported first half revenues down six percent to £28.1 million of which £18.5 million was access - down 12.5 percent on 2009. The division made an operating loss of £6.6 million compared to a loss of £8.1 million last year. The group lost £9.97 million, compared to an £11 million deficit in 2009.



Ramirent upbeat

Finnish-based international rental company Ramirent has reported revenues for the first six months down 2.6 percent to €240.3 million, held back by a hard start to the year. Second quarter revenues were up 3.3 percent. Pre-tax profits for the first six months were €100,000 compared to €12.3 million last year, but were healthier in the second quarter at €6.1 million.

Skyjack continues recovery

The industrial division of Linamar, of which Skyjack is the major business, saw revenues rise by 50 percent for the first six months to C\$78 million, but the comparison is distorted due to a revenue reversal in 2009. The second quarter was down 17.5 percent, but Linamar says that this is due to the Fabrication and Consumer operations and that Skyjack continued to increase its sales. The division lost C\$10.6 million, compared to \$18.7 million last year.

Full analysis of all of these results can be found on www.vertical.net

Finning moves into Ireland

Canadian-based Finning International has been appointed as Caterpillar dealer for both Northern Ireland and the Irish Republic. The company has also acquired related assets from the receivers/administrators of the previous dealer - McCormick McNaughton. Finning paid around £3.1 million for the assets in the North and €2.7 million for those in the South and the operation will be incorporated with Finning's UK operations.

Finning chief executive Mike Waites said: "We are pleased to add this neighbouring territory to our established UK operations. We will be able to leverage our existing infrastructure and service expertise to complement our UK dealership. The appointment speaks highly of Finning's relationship with Caterpillar."

GGR takes on Oktopus



GGR will distribute the Oktopus range of cladding panel handling equipment

UK-based GGR has taken over distribution of the Oktopus range of cladding handling equipment. The company will market the products under the GGR Cladding brand, offering its customers the option to purchase or rent the equipment which is used for installing large-format roofing, wall, ceiling and façade panels made of sandwich, profiled sheeting and glass.

The equipment can handle up to 22 metre long panels weighing up to 600kg, with 180 degrees of movement. GGR Cladding will also include GGR's existing cladding product, the Clad King, a dual circuit cladding lifter.

The Campod

Bradford, UK-based Blade Access has launched a new TV camera platform with a seat for the camera operator, dubbed the Campod. The innovative platform within a platform concept is specifically designed for the outside broadcast market allowing the seated camera man and camera to rotate through 360 degrees within the standard platform cage. This is achieved by using a balanced centrally mounted Bright Bar from which both the Campod seating arrangement and the camera housing arm are attached.

Smooth rotation is controlled by the camera man's feet and resistance can be added for more 'delicate' panning shots, allowing him to use both hands for camera control at all times. Part of the testing programme included working with Sky Sports on 3D filming trials at the Celtic Manor Golf Resort in Newport, Wales in preparation for the 2010 Ryder Cup next month.

Mark Bell of Blade Access said that he had the original idea after watching an interview with a golf cameraman who said that 'he had a great day apart from the fact that he had to stand in the platform for 12 hours'.



The Campod assembly fits into a standard platform.

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- **Snorkel Australia** has appointed **Matthew Elvin** as general manager for Snorkel Australia and New Zealand.
- **United Rentals** is employing pricing information systems from Zilliant, to improve pricing and margins.
- UK-based rental company **Prolift Access** has now become an **IPAF** training centre.
- **Ashtead** has appointed **Ian Sutcliffe** to replace **Gary Icton** as new non-executive director.
- **United Rentals** has won a lawsuit filed by investors following its failed sale to **Cerebus Capital** in 2007.
- **Roger Thorington** has joined UK-based **Liferz** as a technical consultant.
- **AmeriQuip** has appointed **H & V Equipment Services** of **Corpus Christi** as its new dealer for South Texas.
- Singapore-based **Tat Hong** has acquired the shares that it does not already own in **Tutt Bryant**.
- **Frank Bardonaro**, chief executive of US crane rental company **AmQuip**, has resigned.
- Online auction company **IronPlanet** has appointed **Nick Jones** as UK account manager.
- **Hertz Equipment** has acquired **Rent One Italy**, a leading Italian generator/mobile power rental company.
- UK-based **Lavendon Access Services** has signed a powered access supply agreement with **Skanska**.
- **ALL Crane Rental** of Alabama has appointed **Brian Ledford** as general manager of the **Whistler**-based operation.
- **Michael Reiss** has joined the **Niftylift** sales team with responsibility for Central Europe.
- UK-based spreader beam specialist **Modulift** has appointed **ATTA** as a distributor in the **UAE**.
- US-based aerial lift manufacturer **AmeriQuip**, has appointed **B-E-S Rentals & Sales** of **Carlsbad, New Mexico** as a dealer.
- **Cramo** has acquired **Hego Maskinutleie** from **Nordic Crane** and signed a five year supply agreement.
- **Manitowoc** has split its Asia Pacific region in two with **John Wheeler** heading to **Shanghai** to head up **China**.
- UK-based access equipment manufacturer **Youngman** has appointed **Mark Carpenter** as its UK sales director.
- UK-based **Kier Plant** has launched a consultation process as part of a proposal to eliminate its own crane operators.
- UK-based **Kimberly Group** has opened a corporate office in **Harrogate**.
- **Manitowoc** has commissioned a 1:50th scale model of its new 2,300 tonne 31000 crawler crane.
- **Snorkel** has added to the management team at its operation in **Elwood Kansas**. **Jamie Graham** joins as director of product support, **Doug Moore** is the new director of supply chain and **Pam Siemer** joins as plant controller.
- Dutch-based heavy lift company **Mammoet** has ordered four more **Kobelco CKE2500-2** crawler cranes.
- **Alexander Equipment** of **Bourbonnais, Illinois** has been appointed as an **AmeriQuip** trailer and spider lift dealer.



Matthew Elvin



Michael Reiss



Mark Carpenter



Doug Moore



Pam Siemer

- **ReachMaster Inc**, the US affiliate of **Skako Lift** - producer of **Denka** and **Falck Schmidt** - is changing its name to **Skako Inc**.
- The **Sterling Group** has completed the acquisition of **B&G Crane Services** of **New Orleans**.
- **Palfinger North America** has appointed **Scott Sasser** as sales and product manager for large aerial lifts.
- **Briggs Equipment UK** is to handle the maintenance of the **Port of Liverpool's** cranes and operational plant.
- **JCB** has won a major order including 40 telescopic handlers, from London-based **Lynch Plant Hire**.
- **Linamar**, owner of **Skyjack**, has completed the private placement of \$130 million of senior unsecured notes.
- Dutch-based international rental company **Boels** has ordered 100 new aerial lifts from **Niftylift**.
- UK-based **Horizon Platforms** has moved into new premises in **Wakefield, Yorkshire**.
- **Lavendon** confirmed a major order for **Niftylift HR21** Hybrid articulated boom lifts placed at **Vertikal Days**.
- **William Rapetti** the **New York** tower crane rigger was acquitted of charges relating to the crane collapse in 2008 that killed seven.
- **Terex Cranes** has appointed **JVM Equipment International** as the distributor for **Terex AT** and **RT** cranes in **Russia**.
- UK-based access rental company **AFI**, has outsourced all of its tyre maintenance to **ATS Euromaster**.
- **Bigge Crane and Rigging** has opened a location in **Aiken, South Carolina**, expanding coverage in **South Eastern USA**.
- A female tower crane operator has survived after her cab fell around 100 metres to the ground in **China**.
- **Kobelco Cranes** has announced plans to build a manufacturing plant in **India** to produce crawler cranes.
- **Manitowoc Cranes** has appointed **Ingo Schiller** as senior vice president of worldwide marketing.
- **Valla** has delivered an explosion proof version of its 7.5 tonne pick&carry crane for work in a refinery in **Singapore**.
- The first **Palfinger-Wumag WT1000** 103 metre truck mounted lift has arrived in **Australia** with rental specialist **LinCon**.
- **Teupen North America** has appointed **Waco, Texas-based Equipment Depot**.
- **Isoli** has introduced a 1,000 volt insulated platform version of its 14 metre **MPT140**.
- **Palfinger** has taken a majority stake in Dutch company **Ned-Deck Marine**.
- **Platform Sales & Hire** has sold 10 new scissor lifts and two booms lifts to **Ryan Air** for its **Prestwick** operations.
- UK builders' merchant **Ridgeons** has taken delivery of seven **Volvo FE-300** trucks, with **Hiab XS144B-2 HiDuo** cranes.
- **Oshkosh** is closing its **Jerr-Dan** plants in **Greencastle, Pennsylvania** in October and moving production to **JLG's** plants in **McConnellsburg** and **Shippensburg**.



Ingo Schiller

- **Baloo Hire Centres** of **Northern Ireland** has added the **Haulotte Star 10** mast booms to its product range.
- **MLE of Cudahy, Wisconsin** has launched a compact self propelled 2.5 ton electric mobile industrial crane, the **IC20**.
- The new **IPAF** headquarters in **Cumbria, England** were officially opened with a ribbon cutting ceremony in **July**.
- **Harsco** has appointed **Ivor Harrington** CEO of **Harsco Infrastructure** the access and formwork specialist.
- **Alessio Nannini**, previously head of marketing at **Oil&Steel** has moved to **Socage**.
- **Spider**, the suspended access specialist has appointed **Marc Frato** as district sales representative for **New York**.
- Italian-based **Socage** has announced a new 14 metre lift mounted on an **Isuzu D-Max** pick up.
- **Iteco** has appointed **Godrej Material Handling** as the sole distributor for its powered access products in **India**.
- **Hertz Equipment** has reported its first half revenues fell 10 percent.
- **Louisiana-based H&E Equipment** has reported large losses but is optimistic that the trend is now upwards.
- Finnish-based rental company **Cramo** has reported higher losses on flat first half revenues.
- **Essex Crane** rental has reported further revenue declines and losses but is seeing an improvement in trading.
- **Las Vegas-based Ahern rentals** has reported first half revenues 6% down on 2009.
- **Australian-based crane and access company Boom Logistics** has reported full year revenues down 18%.
- **Wacker Neuson** has reported a strong pick up in orders and revenues.
- **RSC** has reported an improving trend in utilisation although first half losses are higher.
- **United Rentals**, the world's largest rental company posted a small profit in the second quarter.
- US based boom truck manufacturer **Manitex** has reported a strong improvement in its first half results.
- **Malcolm Cardy**, ex **Genie Europe** manager sadly passed away on **September 5th** after a short illness.
- **David Sumerling**, 48, previously of **JLG** and **Grove** passed away on **August 21st**.
- **Michael Sullivan**, a well known aerial lift salesman at **United Rentals** has died following a heart attack.
- **Bernard Hunter**, owner of **Bernard Hunter Crane Hire** in **Scotland** died aged 62, on **August 11th** following a heart attack.
- **William Metts** of **Taylor Machine Works**, the fork truck, reach stacker and manufacturer, passed away on **July 17th**.
- **Dallas Johnson** previously general manager of **Florida based Ring Power Crane** died in **June** aged 66.



MLE



Malcolm Cardy

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UK & Ireland **c&a** top 30

Top 30 Crane, Powered Access & Telehandler rental companies 2010

Some two years into one of the deepest recessions in living memory, the Cranes & Access' 12th annual survey of the largest rental companies and equipment in the UK and Ireland, is happy to report a surprising number of companies have survived – albeit in a slimmer state.

Over the past year we have seen a fair few casualties together with some consolidation. Hardest hit has without question been the crane rental industry, with several notable failures. Access rental companies have so far fared better, but with the worst hopefully behind us the slow climb out of recession can be the most dangerous. Meanwhile the larger telehandler fleets are seeing a little light as house building picks up, although they also felt the downturn earlier than cranes and aerial lifts.



Cranes

The end of 2009 and most of the first half of 2010 was a dreadful period for the crane rental industry in general, with low utilisation and dreadful rates. The situation was further exasperated by a banking sector which saw the potential to pull the plug on cash-strapped companies, while recouping most if not all of their exposure. Casualties included Winterlift, Terranova and Venture Lifting, while many others teetered on the edge for months as they coped with bad debts and aggressive financial institutions.

Some sectors performed better than others with crawler crane specialist Weldex continuing to do well and finding a new investor, while ALE expanded its heavy lift business. It is also interesting to note that the UK bases of International crane companies such as Mammoet and Sarens have grown during the year – Sarens was somehow missed from our 2009 survey. With the demise of the three companies mentioned earlier, the chart has changed, but not by a great deal. Most companies have reduced their fleets slightly and the few purchases have largely been replacements, rather than additions.

The tower crane sector was badly hit again, but so far most participants have held on, although companies such as Arcomet have pulled cranes out of the UK market moving them to countries with better utilisation.



TOP CRAWLER CRANE HIRERS

Company	Total units	Full size	Minis
Weldex	120	117	3
AGD	94	60	34
NRC	81	60	21
BPH	55	55	0
Select Plant	40	38	2
Q-Plant	30	30	0
Bob Francis	16	15	1
Sarens	8	8	0
ALE	7	7	0
Ainscough	7	7	0
Davies	7	4	3
Kier Plant	6	6	0
Baldwins	5	5	0
McNally	3	3	0
Minis			
GGR UNIC	121	0	121
Easi Uplifts	28	0	28
Coppard Plant	25	0	25
Sparrows	22	0	22
JT Crane Services	8	0	8
Emerson	6	0	6

TOP 30 MOBILE CRANE HIRERS

Company	Mobile	Crawler	Mini Crawler	Tower	Mobile Tower	Total
Ainscough	489	7	0	3	0	499
Hewden	163	0	0	0	0	163
King Lifting	92	0	3	5	1	101
Bronzeshield	78	0	0	0	2	80
Mammoet	76	0	0	0	0	76
Marsh Plant	62	0	0	0	0	62
Quinto	61	0	0	0	2	63
Baldwins	59	5	0	0	0	64
Emsley	56	0	0	0	2	58
Specialist Hire Group ¹	39	0	0	0	0	39
Southern Cranes	39	0	0	0	0	39
Whyte Crane Hire	39	0	0	0	0	39
Peter Hird	38	0	6	0	0	44
William O'Brien Crane Hire Ltd	37	0	0	0	0	37
Kavanagh	33	1	0	0	0	34
McNally	32	3	0	0	0	35
Sparrows	31	0	22	12	0	65
Davies Crane Hire	31	4	3	0	0	38
NMT	31	0	0	1	4	36
Emerson	28	0	6	0	0	34
MacSalvors	26	0	0	0	0	0
J Hewit Crane Hire	26	0	0	0	0	26
John Sutch Cranes	26	0	1	0	3	30
City Lifting	25	0	4	114	12	155
Brynn Thomas	24	0	2	0	4	30
Aba Crane hire	22	0	0	0	0	22
Dewsbury & Proud/ Crane Hire Midlands	20	0	3	0	0	23
Bob Francis	23	15	1	0	0	39
Select plant	23	38	2	250	0	313
West Country Crane Hire	17	0	0	0	0	17
PCH	13	0	0	2	0	15
Sarens UK	12	8	0	0	0	20
Walsh Crane Hire (Ireland)	10	0	0	3	0	13
Raymond Crane Hire	8	0	0	0	0	8
Horizon Reinforcing	7	0	0	0	0	7
Kier Plant	3	6	0	90	0	99

¹ Marsden and Jardines Crane Hire



TOP 10 TOWER CRANE COMPANIES

Company	Total Units	Top Slewlers	Self Erectors
Select Plant	250	250	0
HTC	220	220	0
London Tower Crane	158	150	8
Falcon Crane Hire	150	140	10
Arcomet	130	100	30
Mantis Cranes	122	12	110
City Lifting	114	93	21
Kier Plant	97	90	7
Ladybird	77	34	43
Bennetts Cranes	58	55	3
Irish Cranes&Lifting	29	29	0

Methodology

As in previous years, we have sent a form out to every company that we feel might qualify as one of the 30 largest fleets, own one of the 30 largest machines or be one of the largest players in a specialist segment. We also advertise the process on line (www.vertical.net) and post the blank forms for anyone to download complete and return. The most likely candidates are sent reminders and when responses are not received contacted by telephone. Finally if all else fails we estimate a company's fleet based on last year's numbers and input from as many industry insiders as possible.

Our aim though is to keep the 'estimated fleets' to less than five percent or two or three companies within each chart and this year we have once again achieved that target.

The Top 30 report, as with any survey, is open to error and of course abuse, which we keep a keen eye out for. Questionable data is thoroughly examined and in some very rare cases we adjust the input! On the whole most respondents appreciate that 'you only get out what you put in' and play fair, but of course we cannot guarantee 100 percent accuracy.

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



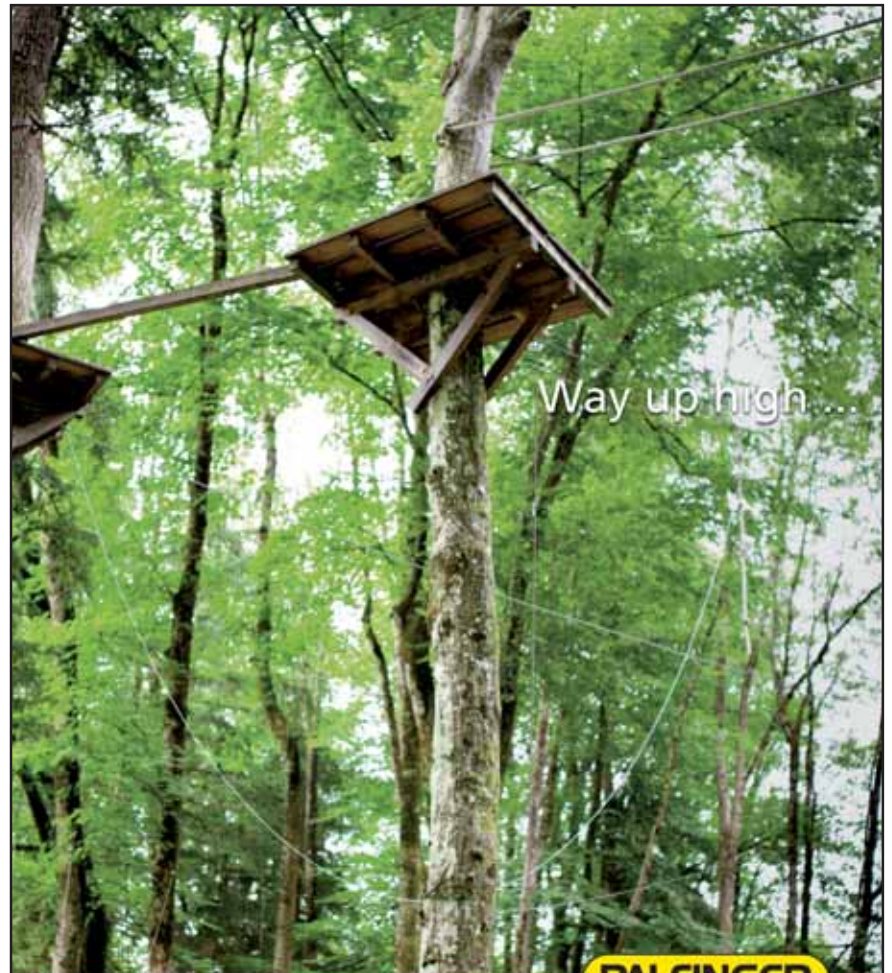
LARGEST TOWER CRANES

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



LARGEST MOBILE CRANES

Company	Model	Capacity
Sarens UK	Demag PC9600	2,000t
ALE	Gottwald MK1500	1500t
McNally	Leibherr LTM11200	1200t
Ainscough	Liebherr LTM 1800	1000t
Baldwins	Liebherr 11000DS	1000t
Port Services	Terex Demag TC2800-1	1000t
William O'Brien	Terex Demag AC700	700t
Mammoet	Liebherr LTM1500-8.1	500t
Bronzeshield	Liebherr LTM1500-8.1	500t
Crane Hire Ltd	Demag AC500-2	500t
Brynn Thomas	Grove GMK 7450	450t
NMT	Terex Demag AC350	350t
Kavanagh	Demag AC350-1	350t
PCH	Grove GMK 6300	300t
King Lifting	Demag AC350/6	350t
John Sutch	Liebherr LTM1250-6.1	250t
HTC	Terex Demag AC250	250t
Davies Crane Hire	Terex AC250-1	250t
City Lifting	Faun ATF 220G-5	220t
Aba	Grove GMK5220	220t
PP Engineering	Faun ATF 220G-5	220t
Horizon Crane Hire	Faun ATF 220G-5	220t
Emsley	Liebherr LTM1200	200t
Walsh Crane Hire	Liebherr LTM1220	220t
Southern Cranes & Access	Grove GMK5220	220t
Abba Crane	Liebherr LTM1200 5.1	200t
Specialist Hire Group	Terex-Demag AC200-1	200t
Sparrows	Terex-Demag AC200-1	200t
J Hewitt Crane Hire	Grove GMK5180	180t
Emerson	Liebherr LTM1130-5.1	130t
Marsh Plant	Liebherr LTM1130-5.1	130t



PALFINGER



CRANE COMPANIES AND INVESTMENT

Company	Investment past 12 Months	Depots	Employees
Ainscough	£27,000,000	28	960
Weldex	£20,000,000	2	130
ALE	£18,250,000	14	670
Crane Hire Ireland/McNally	£12,000,000	4	185
Crane Hire Ltd	£6,650,000	4	42
Sarens UK	£6,000,000	1	110
Kier Plant	£5,500,000	6	160
Bronzeshield	£5,000,000	3	94
King Lifting	£5,000,000	8	160
HTC	£3,500,000	4	275
Port Services	£3,000,000	4	60
Whyte Crane Hire	£3,000,000	2	52
Southern Cranes & Access	£2,800,000	4	65
Brynn Thomas	£2,000,000	1	50
BPH Equipment	£2,000,000	1	50
Emerson	£1,500,000	1	65
NRC	£1,250,000	2	37
Quinto	£1,200,000	6	117
Davies Crane Hire	£1,000,000	3	50
GGR UNIC	£1,000,000	3	65
Dewsbury & Proud/Crane Hire Midlands	£900,000	2	28
NMT	£800,000	2	40
Emsley Crane Hire	£750,000	3	100
Specialist Hire Group	£700,000	5	65
Raymond Crane Hire	£650,000	1	16
Horizon Reinforcing and Crane Hire	£600,000	1	12
Marsh Plant	£500,000	6	115
Aba Crane Hire	£250,000	1	30
Peter Hird	£150,000	3	36
Hewden	£0	12	250
Bob Francis	£0	4	60
John Sutch Cranes	not disclosed	2	60



LARGEST CRAWLER CRANES

Company	Model	Capacity in tonnes
ALE	Terex CC8800-1	1,600t
Weldex	Liebherr LR11350	1,350t
McNally	Liebherr LTR11200	1,200t
Sarens UK	Sany CC2800	600t
Ainscough	Terex CC2800	600t
NRC	Hitachi Sumitomo SCX2800	285t
BPH	Kobelco CKE2500	250t
Q-Plant	Kobelco CKE1800	180t
Kier Plant	Hitachi Sumitomo SCX1200-2	120t
AGD	IHI CCH1200	120t
Bob Francis	Manitowoc 1000	100t
Davies	Hitachi Sumitomo SCX900-2	90t

Access

**TOP
30**

While this sector has seen few failures this year there has been some consolidation with Kimberly talking over 1st Access Rentals and Haulotte merging its Access Rentals and UK Platforms operations. Even in Ireland where failures have been long predicted, most have held on, apart from Access Rental which failed at the end of 2009. The arrival and relatively rapid growth of Riwal UK is also a notable change.



c&a

top 30

TOP 15 TRUCK MOUNTED FLEETS

Company	Truck mounted	Van mounted	Total
Lavendon Access	250	346	596
Access Hire Nationwide	53	281	334
Loxam	115	155	270
ES Access	100	65	165
Facelift	76	20	96
Smart Platform Rental	90	2	92
Easi Uplifts	51	40	91
Orion	35	0	35
Manlift	20	10	30
Warren Access	25	0	25
Hi Reach	16	0	16
Blade Access	14	0	14
Rapid Platforms	12	0	12
AA Access	7	0	7
Zenith	4	0	4



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Lavendon has an exclusive range of material handling attachments, designed to aid productivity and increase levels of safety when working from or with powered access.

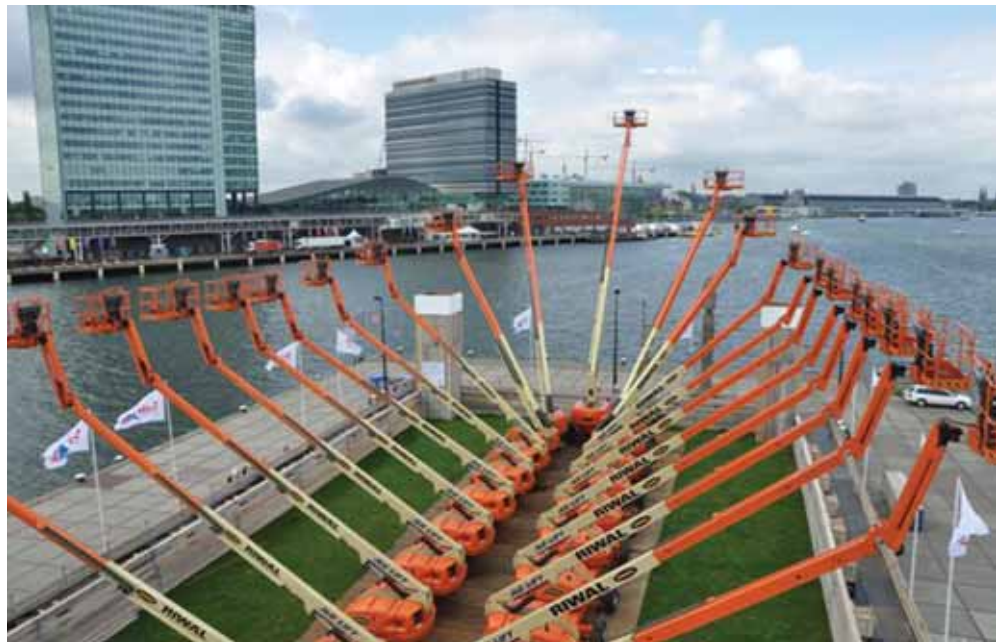
The whole organisation stands firm in the belief that as market leader we will continue to lead the way in driving up safety standards throughout the powered access industry.

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- Fleet of over 11,000 machines
- Working heights up to 72m



Lavendon offers a range of material handling attachments for scissor and boom lifts enabling the quick and safe installation of materials (up to 600kg) of varying lengths.



TOP 30 POWERED ACCESS COMPANIES

Company	Total	Booms	Scissors	Spider Lifts	Push arounds	Truck mount	Van Mount	Trailer lifts
Lavendon Access	11,493	3981	6149	71	676	250	346	20
AFI	4,018	1165	2656	0	197	0	0	0
HSS	3,823	482	2294	0	892	0	0	155
Easi UpLifts	2,566	1427	877	78	38	51	40	55
A-Plant	2,305	811	1107	0	362	0	0	25
Hewden	2,200	1125	1075	0	0	0	0	0
Kimberly	2,078	713	1284	3	68	8	0	2
UK Platforms	2,053	886	1159	8	0	0	0	0
Hi-Reach	1,885	623	829	9	386	16	0	22
Loxam	1,570	600	700	0	0	115	155	0
Charles Wilson A	846	340	450	6	40	0	0	10
Facelift A	713	246	262	43	7	76	20	59
Aerial Platform Service	490	150	340	0	0	0	0	0
GPT	490	245	235	0	0	0	0	10
Skylift A	473	175	275	15	0	3	0	5
Highway Plant A	470	150	275	10	10	10	0	15
Manlift	445	130	250	10	20	20	10	5
Lifterz A	404	117	240	1	45	0	0	1
Elavation A	366	152	201	7	0	0	0	6
KDM Hire	362	94	229	9	25	0	0	5
PAS	355	110	245	0	0	0	0	0
AJ Access A	350	155	185	1	5	0	0	4
Platfinder A	340	100	200	15	15	0	0	10
Access Hire Nationwide	334	0	0	0	0	53	281	0
GT Access	332	114	194	10	11	1	0	2
Mr Plant	289	25	172	0	92	0	0	0
Peter Hird A	242	126	106	0	10	0	0	0
ES Access	222	20	30	7	0	105	60	0
2 Cousins A	216	75	133	4	2	0	0	2
London Tower Service	214	40	153	0	21	0	0	0
Horizon Platforms	211	42	155	0	13	0	0	1
Riwal	189	54	123	11	0	1	0	0

A = Access Link Members 4,048

LARGEST TRUCK MOUNTED LIFTS

Company	metres
McNally	101m Wumag WT1000
Easi-Uplifts ¹	88m Bronto S90XDT1
Zenith Platforms	88m Bronto S90HLA
Lavendon Access	70m Bronto T72M
Blade Access	68m Wumag WT700
Extreme	68m Wumag WT700
Riwal	68m Wumag WT700
Loxam	63m not disclosed
Facelift	59m Bronto S61XDT
Orion Access	59m Wumag WT610
AA Access	56m Ruthmann T580
Wilson Access	51m Wumag WT530
Manlift Hire	43m Wumag WT 450
Rapid Platforms	43m Wumag WT 450
ES Access	43m Bizzocchi
Kimberly	42m Bronto S44HDT

¹ Delivery 2011



LARGEST PLATFORMS

Company	Boom	Truck mount	Scissor	Spider lift	Trailer Lift
Lavendon Access	46m JLG 150HAX	70m Bronto T72M	32m Liftlux SL320	28m Omme 300RBD	10m Nifty T120
Facelift	46m JLG 150HAX	59m Bronto S61XDT	15m Skyjack 9250	36m Palazzani Mantis	26m Denka DL28
Hi-Reach	46m JLG 150HAX	17m CTE Zed19	32m Liftlux SL320	28m Teupen Leo 30GT	15m Nifty T170
Riwal	46m JLG 150HAX	68m Wumag WT700	31.7m Holland Lift G320D	48m Teupen Leo 50GT	n/a
Easi-Uplifts	41m Genie Z135/70	88m Bronto S90XDT	24.5m Liftlux SL245-25	50m Skako Lift FS 520C	15m Nifty T170
Hewden	41m Genie Z135/70	n/a	31.7m Holland Lift G320D	n/a	n/a
Skylift Hire	41m Genie Z135/70	n/a	21m JLG SL21-25	30m Omme 3000RBD	15m Genie TZ50
UK Platforms	41m Haulotte H43TPX	n/a	31.7m Holland Lift G320D	13m Platform Basket RQG15	n/a
Charles Wilson	41m Genie Z135/70	n/a	16m Genie GS5390	12m Hinowa GL14.70	15m Genie TZ50
Manlift Hire	41m Haulotte H43TPX	43m Wumag WT450	26m Liftlux SL26d	32m Palazzani Ragno 34	15m Aerial K17
A-Plant	41m Genie Z135/70	n/a	24.5m Liftlux SL245-25	n/a	15m Nifty T170
Kimberly	41m JLG 1350	42m Bronto S44HDT	31.5m Holland Lift G300	28m Teupen Leo 30GT	15m UpRight TL49
AFI	41m JLG 1350SJP	n/a	31.7 Holland Lift G320D	n/a	n/a
Aerial Platform Service	41m JLG 1350SJP	n/a	26m Liftlux SL260-25	n/a	n/a
PAS	41m Genie Z135/70	n/a	32m Liftlux SL320	n/a	na
AJ Access	38m Genie S125	n/a	15m Skyjack 9250	n/a	10m Nifty T-120
Active Platforms	38m Genie S125	n/a	16m Genie GS5390	n/a	11m Aerial K13
GPT	38m Genie S125	n/a	16m Genie GS5390	n/a	15m UpRight TL49
ES Access	38m Genie S125	43m Bizzochi	15m JLG 500RTS	17m Hlnowa GL19.65	n/a
KDM Hire	38m Genie S125	n/a	20.5m Liftlux SL205 25	15m	15m Nifty T170
Loxam	30m Genie S105	63m not disclosed	16m Genie GS5390	n/a	n/a
Lifterz	24m Genie Z80/60	n/a	20.5m PB Lifetechnik 225-12E	19m Bluelift C21	10m Nifty T120
Peter Hird	24m Genie Z80/60	n/a	13m Genie GS4390	n/a	n/a
Horizon Platforms	20m JLG660SJ	n/a	16m Genie GS5390	n/a	10m Nifty T-120
Orion Access	20m Genie S65	59m Wumag WT610	10m UpRight XRT33	32m Palazzani TSJ 34	10m Aerial K12
Mr Plant	19m Nifty HR21DE	n/a	12m JLG M4069	n/a	n/a
Elavation	19m Nifty HR21	n/a	16m Genie GS5390	15m Nifty TD170	15m Nifty T170
London Tower Service	19m Nifty HR21	n/a	12m JLG M4069	n/a	n/a
Rapid Platforms	19m Nifty HR21	43m Wumag WT 450	15m UpRight LX50	27m F.Schmidt FS290	16m Dino 180XT
GT Access	18m Snorkel SB66	18m CTE Zed20	15m Holland Lift	28m Teupen Leo 30	15m Nifty T170
2 Cousins	18m Haulotte HA20PX	n/a	10m Skyjack 6832RT	12m Hinowa GL14.7	10m Nifty 120



COMPANY DETAILS & INVESTMENT

Company	Investment	Depots	Employees
Lavendon Access	£6.6 million	49	845
Access Hire Nationwide	£4.2 million	1	12
HSS	£4.8 million	231	2,025
Riwal	£4.0 million	2	9
A-Plant	£2.0 million	105	1870
Charles Wilson	£2.0 million	12	200
AFI	Not disclosed	18	216
UK Platforms	£1.6 million	10	101
Facelift	£1.2 million	6	127
GT Access	£1.2 million	2	20
Easi-UpLifts	Not disclosed	11	120
Kimberly	Not disclosed	8	100
Horizon Platforms	£1.2 million	1	17
Blade Access	£1 million	1	25
Prolift Access	£0.5 million	1	5
1UpAccess	£1 million	1	8
2 Cousins	£0.08 million	1	8
Higher Access	£0.79 million	1	9
Lifterz	£0.74 million	1	22
Hi-Reach	£0.55 million	7	62
Warren Access	Not Disclosed	2	
AJ Access	Not disclosed	3	18
Rapid Platforms	£0.5 million	1	30
Loxam Access	Not disclosed	13	110
Peter Hird	£0.45 million	3	36
London Tower Service	£0.4 million	2	9
Wilson Access	£0.30 million	1	10
Light Hire	£0.3 million	2	10
Manlift	Not disclosed	3	25
KDM Hire	£0.2 million	2	75
Hewden	£0.15 million	65	1,600
Orion Access	£0.1 million	1	21



LARGEST SPIDER LIFTS

Company	metres
Easi-Uplifts	50m Skako Lift FS 520C
The Spider Lift Co	48m Teupen Leo50GT
Higher Access	48m Teupen Leo 50GT
Riwal	48m Teupen Leo 50GT
Facelift	36m Palazzani Mantis
Orion Access	32m Palazzani TSJ 34
Manlift Hire	32m Palazzani Ragno 34
Skylift Hire	30m Omme 3000RBD
Kimberly	28m Teupen Leo 30GT
Hi-Reach	28m Teupen Leo 30GT
Lavendon Access	28m Omme 300RBD
GT Access	28m Teupen Leo 30
Rapid Platforms	27m F.Schmidt FS290
CAT Access Solutions	20m Platform Basket 21.10
Wilson Access	21m Teupen Leo23GT
Lifterz	19m Bluelift C21
ES Access	17m Hinowa GL19.65
Blade Access	15m CTE Traccess 170
Elavation	15m Nifty TD170

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Telehandlers



Telehandlers did not join the survey until 2004 when we ran a trial Top 10 telehandler rental companies. The Top 20 chart came in 2008 and last year we surveyed a record number of companies, but were criticised for some of the results – a typical part of the growing process for this type of survey. This year we have worked harder still to improve the accuracy of our data and the comprehensiveness

of the list. This is after all a far more difficult sector to identify, given that telehandlers are purchased by a large number of general plant hire companies and so far only a few specialists. As to the market while mainstream straight frame models stagnated, the 360 degree market continued to do well, while interest in more compact models is growing.



TOP 20 TELESCOPIC HANDLER COMPANIES

Company	Total Units	Fixed	Largest Fixed	360	Largest 360	Main Brand	Depots	Employees	Investment past 12 months
Hewden	1,250	1,250	17m	0	n/a	Cat	65	1,600	£663,000
UK Forks	1,015	1,000	17m	15	25m	JCB	6	90	£2,000,000
A-Plant	1,831	1,831	17m	0	n/a	JCB	105	1,870	£1,300,000
Fork Rent	850	850	17m	0	n/a	JCB	1	28	Not Disclosed
GE	550	525	17m	25	21m	JCB	26	290	Not Disclosed
Hessle	441	416	18m	25	30m	Manitou	3	28	£1,600,000
Charles Wilson	300	300	17m	0	n/a	JCB	12	200	£1,750,000
Easi-UpLifts	264	240	17m	24	30m	Manitou	11	120	Not Disclosed
Hawk	250	250	17m	0	n/a	JCB	6	450	£0
GPT	250	225	17m	25	21m	Manitou	10	100	Not Disclosed
Lavendon	207	207	17m	0	n/a	JCB	49	845	Not Disclosed
Greenwood Hire	170	100	10m	70	25m	Merlo	4	n/d	Not disclosed
Geoff Huntley Plant	125	125	17m	0	n/a	JCB	1	7	£162,000
Kier Plant	100	100	17m	0	n/a	JCB	6	160	Not Disclosed
CBL	85	80	17m	5	25m	Merlo	11	n/d	Not Disclosed
Marsh Plant	70	70	17m	0	n/a	JCB	7	120	Not Disclosed
Nixon Hire	68	68	17m	0	n/a	JCB	14	260	£100,000
Hi Reach Access	68	68	17m	0	n/a	JCB	7	65	£0
Kimberly Access	42	42	18m	0	n/a	Manitou	8	100	£0
KDM Hire	40	40	17m	0	0	JCB	2	75	£0
GT Lifting Solutions	25	3	10m	22	25m	Merlo	1	5	Not Disclosed
UK Platforms	24	24	17m	0	n/a	Haulotte	10	97	£379,000
Aerial Platforms	22	22	17m	0	n/a	JLG	3	35	Not Disclosed
Manlift	10	10	17m	0	n/a	Faresin	3	25	Not Disclosed





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Standard, compact or ultra-compact?

The telehandler market is, along with that of tower cranes, a good indicator of economic health. The UK's most popular item of equipment is now so heavily involved in almost all types of construction that it is one of the first to suffer when times start to get hard. The current slowdown hit telehandler rental and sales hard but has not slowed new product development as manufacturers fill gaps in their ranges, update older models and increasingly target niche markets. The latest trend is for ever smaller models – but is that compact or ultra-compact? Cranes & Access investigates.

The way we now measure small telehandlers is not by lift height or capacity, but more by the machine's height or width. Under two metres overall height and width and the machine falls into the compact category, while the ultra-compact are a slim 1.6 metres or less. And while telehandlers try and be all things to all men with machines at the top end capable of lifting 10 or more tonnes, the growth of machines at the lower end of the size scale has been rapid.

With the diverse range of sizes, perhaps it would be a good idea to acknowledge a common telehandler size category system for fixed frame models?

- Ultra compact – widths of less than 1.6 metres
- Compact – height and width of under 2.0 metres
- Standard – 7 to 10 metre lift height
- Hi-Lift – 11 to 14 metres lift height
- Ultra Hi-Lift - 15 metres plus lift height
- Hi-Capacity

In the compact category most machines are very close in their

basic specifications. The manufacturers have obviously agreed on what compact users require. Bobcat, JLG, Cat (built by JLG), Merlo, Manitou, Genie, Dieci, Kramer Allrad and Faresin specs are mostly within a whisker of each other with 2,500kg maximum capacity, a lift height of around 5.8 to 5.9 metres and overall dimensions of 1950mm high by around 1,825mm wide. Machine weights are a little more variable, ranging from Genie at 4,450kg to JLG at 4,920kg. There are several models which just miss our compact cut, including the 2,900kg

capacity JLG 2906 and the JCB's new 2,700kg 527-58 which has a height of 2.0 metres and width of 2,040mm.

Surprisingly, JCB does not have a machine in the middle of the compact mix. However being a master at finding and exploiting a niche, it has decided to go even smaller and is the only major manufacturer currently pushing the 'ultra-compact' category with the introduction of its 515-40, its smallest ever telehandler to date.

Others in the 'ultra compact' group include Manitou which has pushed

hard in the past with its Buggiscopic and Twisco ranges, AUSA with its T133H and slightly larger T204H and Kramer Allrad with its 1245. Capacities for these micro machines range from 1,200 to 2,500kg, lift heights from 2.7 to 4.3 metres but probably more importantly is the compact machine dimensions with widths as narrow as 1,347mm and heights as low as 1,800mm.

These machines are more similar in size to skid steer loaders yet can offer much better material handling, with the capability of loading standard size muck-away wagons.



Merlo 225.6



JCB 515-40



Manitou MT625



Kramer Allrad 2506 at Bauma



The JLG 2505 American equivalent



Genie GTH-2506

Obviously the more compact dimensions make these machines even more suited to restricted working areas such as city centre developments or demolition projects. Being able to access restricted spaces as well as operating inside buildings and containers or being lifted for work in high-rise situations is a major benefit and they will probably do well in applications that would have otherwise used a skid steer loader. With this in mind most compact machines are equipped to use standard skid steer attachments and accessories.

A common problem with many compact machines is a cramped cab and lack of visibility. Despite the physical lack of space, several manufacturers have used innovative chassis designs in order to fit full-size cabs - up to 995mm wide - quite a challenge on a machine with an overall width of just 1.8 metres but making all-day operation perfectly feasible.

Ausa has added to its Taurulift range adding its smallest



Faresin 6.25

telehandler to date - the T133H - which continues the concept of the versatile forklift with telescopic boom and various attachments. These include a fork with side shift, bucket, grapple, Pelican scoop and Pelican forks. The T133H is one of the narrowest of the ultra-compact machines to the point that it led to the design of a lighter, more compact hydraulic drive-axle developed by Ausa's R&D department in cooperation with hydraulics manufacturer Poclair.

The two wheel drive T133H has a maximum speed of 20 km/h and it can negotiate gradients of 31 percent. However a slightly larger and heavier 4x4 version is also available.

The other new 'ultra-compact' manufacturer is Kramer Allrad which has used experience gained over many years with its compact loading shovels to build the 1,560mm wide 1245, with a lift height of 4.3 metres and capacity of 1,200kg. The Kramer Allrad brand is used in Europe for construction, gardening and landscaping, recycling, industrial and local government markets, while outside of Europe the Wacker Neuson brand is used. For agriculture, the company's telehandlers are available through the Claas sales network under the Class brand name.

While briefly touching on the agriculture sector - which has been



JCB 515-40



Ausa T133H



Dieci Apollo 25.6



Cat TH255



Bobcat T2250

relatively buoyant over the past few years - latest news is that JLG has decided to withdraw its own branded telehandlers from the agricultural market as part of a new agreement with Same Deutz-Fahr. The move is part of a new 10 year global supply agreement with Italian-based Same Deutz-Fahr, a leading manufacturer of tractors and agricultural machinery. JLG currently manufactures five telehandler models which are sold as the Deutz-Fahr Agrovector range with capacities from 2,900kg to 4,000kg and lift heights from six to nine metres. JLG also manufactures the Caterpillar telehandler line so it is no surprise that the compact Cat TH255 and the JLG 2505 are basically the same machine.

The on-going 'rivalry' between the two market leaders - JCB and Manitou - continues with both

claiming telehandler market leadership. At Bauma Manitou launched several new models including its new compact telehandler - the MT 625. As well as having the typical compact specification, Manitou says that it has been specifically designed for ease of use and uses a modern, roomy cab with a single JSM multifunction joystick, allowing the operator's other hand to remain on the steering wheel at all times. The cab also features a new, easy to read digital display dashboard.

Merlo - which claims to be the originator of the compact telehandler in 1991 with its P20.6, announced its new P25.6 around 18 months ago. The new model sets the standard with the highest lift height at 5.9 metres, its 995mm wide cab from its larger telehandlers with full all round visibility and the narrowest overall width at 1.8 metres. The P25.6's hydrostatic drive offers a maximum road speed of 36kph, while the freely oscillating rear axle ensures four point tyre contact in extreme off-road conditions.



Manitou MT625 all new cab.

Ultra compact and compact telehandlers

Make	Model	Max capacity kg	Max lift height m	Machine height mm	Machine width mm	Machine weight kg	Engine power kw
Ausa	T133H	1,300	2.7	1,924	1,347	2,000	17
Ausa	T204H	2,000	4.2	1,995	1,565	4,050	40
Bobcat	T2250	2,200	5.23	1,985	1,840	4,695	56
Caterpillar	TH255	2,500	5.6	1,920	1,820	4,899	63
Dieci	Apollo 25.6	2,500	5.78	1,910	1,800	4,800	52/63
Faresin	6.25	2,500	5.7	1,960	1,830	4,500	50
Genie	2506	2,500	5.79	1,920	1,810	4,450	50
JCB	515-40	1,500	4.0	1,800	1,560	3,480	37
JLG	2505	2,500	5.6	1,900	1,800	4,920	63
Kramer Allrad	1245	1,200	4.3	1,940	1,560	2,530	23
Kramer Allrad	2506	2,500	5.73	1,980	1,960	4,800	50
Manitou	MT625	2,500	5.85	1,920	1,820	4,710	55
Merlo	P25.6	2,500	5.9	1,920	1,800	4,500	55

Kier royal

From an early pioneer in reinforced concrete design and construction in 1928, the Kier Group has evolved and grown into a company that currently employs more than 11,000 people with revenues in excess of £2.1 billion. During most of this time the company has operated its own equipment/plant department primarily to support the group operations but also renting to the industry in general.

Cranes & Access visited group head office in Chawston, Bedfordshire, to meet Kier Plant's managing director Ian Gordon and find out about its latest developments.

The first thing that greets you as you enter Kier Plant's offices at Chawston is an old (1959) Ruston Bucyrus 10RB dragline painted in W&C French colours. Whilst this was not originally owned by J L Kier - as the company was called between 1932 and 1972 - the crane is a reminder of its long history and association with plant and equipment. In fact it was 1973 when W&C French and J L Kier merged to form French Kier Holdings. Since then the company has undergone some radical changes, acquiring the William Moss Group in 1984 which brought in more than 160 years of construction experience and created a dedicated building service in the Midlands and Thames Valley. Two years later it was acquired by Beazer, a national house building company - which also incorporated Wallis - and was rebranded with the Beazer name. In 1992 a takeover by Hanson triggered a buyout by the Beazer management team, leading to the formation of the Kier Group, creating Britain's first major contractor to be employee-owned. The company was floated on the stock market in 1996.

Gordon arrived at Kier a year later in



Kier Plant
managing
director
Ian Gordon

1997 having worked in plant and equipment at John Howard Construction and Costain. He has been managing director of Kier Plant for the past eight years.

"Kier Plant was officially formed as a limited company in 2000 and is part of the Support Services division, one of five divisions within the Group," said Gordon. "The plant division's revenues when I joined were around £7 million and this has grown year on year (up to last year) to £35 million."

Equipment is primarily purchased for use within the group on its diverse range of contracts and is made up of tower and crawler cranes, telehandlers and site accommodation. More recently Kier decided to purchase three Rough Terrain cranes.



Kier invested in
three Tadano RTs

Crane operators

The proportion of group work carried out by Kier Plant varies. About five years ago, group to external hires was about 50:50 but currently this is 70:30 in favour of group. The one type of equipment that is (or was) rented out the most is tower cranes, but like all other hirers, it currently has a large number standing although the rest of the fleet is kept busy. Cranes are the only 'operated' equipment the company has and many of its operators are therefore not working at the moment. As a result it has already reduced the number of crane operators it employs from 80 down to 30 and is in the process of ending directly employed operators completely. The company is currently in discussions with the operators and trade union UCATT to see if there are any alternative solutions and says that it will consider any suggestions that are put forward. But it says that it would prefer to source them from employment agencies going forward.

"Tower cranes have been hit the most in this current economic situation," says Gordon. "We estimate that there are about 900 tower cranes on the ground in the UK at the moment so there should be no problem in finding operators on an ad-hoc basis. If the economy picks up it may become viable again to employ directly, but I can't see that happening for a while."

This only affects the crane drivers at Kier, all other associated staff - crane erectors and fitters - are being retained. Gordon thinks that the economy has now

bottomed-out but may continue at this level for 18-24 months. "There are lots of government decisions to be made and they need to take a good look at the cut-backs or the construction industry will suffer."

Strong growth forecasts

Despite the current climate, the group - which includes construction; development, a services group specialising in building and civil engineering; support services; private and affordable residential development; commercial property development and infrastructure project investment - has good order books in the UK and more recently, has picked up several contracts overseas. With the company looking to expand its revenues to more than £4 billion over the next few years, support services companies including Kier Plant will also have to grow to cope with the increased group demand.

In recent years the division's annual capital investment has been in the order of £10 million however this has recently dropped to £5-6 million although equipment required for specific group contracts will be funded separately.

"We purchased our first three Rough Terrain cranes from Cranes UK the Tadano Faun dealer specifically to work on a two year contract at Aldermaston," says Gordon. "The seed for the purchase was sown at Vertical Days and we decided to purchase two, 30 tonne capacity Tadano GR-300EX and a 55 tonne capacity GR-550EX. These RTs will be on-site for the duration of the contract (about two years)

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Several crawlers have been added to the Kier fleet including a 70 and 80 tonne Kobelco

and when completed will be available for external hire. There is the possibility that we will be looking for a bigger RT in the future, possibly 70-80 tonnes capacity, but again this will be for a specific contract."

Kier has also purchased a number of crawler cranes including two Kobelcos, a 70 tonne CKE700 and 80 tonne CKE800 – both of which

also has the three Rough Terrains, 90 tower cranes (mainly Liebherr but also seven Potain Igo 32/50 self erectors and a Raimondi) and 100 telehandlers – all JCB and therefore fixed mast up to 17 metres.

Site age limits

"Unlike some contractors we do not put an age limit on the cranes used on our sites. It is not the age but how it has been used and



Kier Plant supplies the Group with plant for a diverse range of contracts

are working on the Olympic Village site in Stratford, East London and a 70 tonne Hitachi Sumitomo SCX700. More recently it has just taken delivery of a 120 tonne Hitachi from UK distributor NRC plant. After working on the specific contracts, the cranes will also enter the general hire fleet.

The new addition brings the number of crawlers in its fleet to six ranging from 50 to 120 tonne capacity. It

maintained that is critical. We also do not have and do not intend to add any All-Terrain cranes to the fleet – we hire them in as and when required. When it comes to telehandlers, 17 metres is more than high enough as there are other better and safer ways to place loads at levels higher than this – such as a mobile self-erecting tower cranes. Unfortunately, the UK cannot seem to get away from

"Hire rates are suffering at the moment because there is too much equipment out there"

using telehandlers, even when a self erector may be safer and more efficient for the particular contract, particularly housing sites. Because of the risk of telehandlers tipping over sideways, we also have a 'no suspended loads' policy."

"Hire rates are suffering at the moment because there is too much equipment out there," says Gordon. "Even though the market in the Middle East has not been great, it is one area that we have been selling tower cranes in particular, when needed."

Kier Plant's main depot is in Setchey, near Kings Lynn in Norfolk. It also has the Chawston head office and depots in Glasgow, Wigan, Sherburn in Elmet, Yorkshire, Sharpness Shipyard in Berkeley, Gloucestershire and West

Horndon in Essex. The large, 23 acre site at Setchey is used primarily to house the accommodation fleet and for equipment maintenance and refurbishment.

Other products it offers are more support orientated, such as generators and site lighting and it also supplies all of its under-hook equipment. For its overseas contracts Kier has bases in Dubai, Hong Kong and in the Caribbean which are run independently from the UK operations.

Expanding the range

"We have looked at expanding our range of equipment into areas such as powered access or mini cranes – but with the very competitive nature of the market, it is not worth purchasing and we will continue to hire in when necessary. We will though probably add more RT cranes, together with more generators and lighting equipment. As we win more building maintenance projects we will also expand the small tools sector. We recently started our first depot/shop in North Tyneside to support a Kier Building Maintenance project. Whatever the requirement, if there is a group demand, we will fulfil it."

"The next 18 to 24 months will be very challenging as we continue with low margins and low hire rates. We are tied in closely to the performance of the group which is confident of a significant growth during this time particularly through power station and waste to energy work. Hopefully this means we will continue to grow, both supporting group requirements as well as offering more equipment for general hire."



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Going up

The UK/Ireland van mounted lift market is highly susceptible to changing market conditions. Annual sales are generally limited to between 600 to 750 units a year - sometimes less - and with just a few major customers taking the majority it can be a fine line between feast or famine.

In our last review of the market some two years ago, the van mounted market was buoyant, having recovered from a 'sticky' year when one of the major UK players - BT - decided to delay its usual 250 unit order. However it was also feeling the repercussions from chassis weight gains to cope with Euro IV engine emissions and dealing with the increasing number of 'younger' drivers that can only drive a 3.5 tonne vehicle on a standard driving licence.

Since then the market has been relatively good, but has been slowing recently. The general economic climate is of course a factor, but the move towards large 20 and 25 year Private Finance Initiatives (PFI) involving major contractors such as Scottish and Southern Energy, Amey, Balfour Beatty and Carillion is leading towards even greater consolidation. The unsettled nature of energy

production and the associated takeover rumours surrounding the sale of part of the UK's electrical network is also doing little to stabilise the market.

The UK's biggest electricity network covering London, the South East and eastern England was sold by France's EDF in July, in a deal worth £5.8 billion to infrastructure fund Cheung Kong, which is controlled by Hong Kong billionaire Li Ka-shing - the current owner of UK distribution firm Northern Gas Networks. The EDF network serves around 7.8 million customers and has 170,000 kilometres of underground cables and overhead lines and 66,300 substations.

But it is the PFI projects that appear to be causing some short-term issues. Last August, Scottish and Southern Energy (SSE) won the largest street lighting PFI project in the UK, its wholly-owned subsidiary Tay Valley Lighting being appointed preferred bidder for the £225million,



Ascendant's new 12.5m van mount



c&a

van mounts

25-year South Coast street lighting project. The project includes lighting services for Hampshire County Council, Southampton City Council and West Sussex County Council with another of SSE's subsidiaries - Southern Electric Contracting - replacing and maintaining 250,000 street lights, illuminated signs and bollards.

SSE has also won the 25 year street lighting PFI for Nottingham City Council taking the number of long-term, local authority street lighting and replacement and maintenance PFI contracts to 11 and the number of lighting units covered by such contracts to about 550,000.

These PFI projects may be great for the winning contractor but it has given the UK van mounted lift manufacturers - such as Versalift, Gardner Denver, Skyking/GSR, Aldecote and more recently Ascendant - some challenges as the buying power becomes even more concentrated.

Northamptonshire-based Versalift has been market leader for several years and is still the dominant manufacturer in this sector and believes that the market has become more difficult with the growth of such large PFI projects.

Versalift managing director Steve Couling said: "We are fortunate in that we made sure that we were involved with these major contractors early on and bent over backwards to encourage them to specify our equipment, going to great lengths to improve our products for their operators. As a result we have won a large proportion of the work with our bespoke specifications."

"Because of the Work and Height regulations contractors required more outreach at low levels,

A K-Lift Streetmaster V145



sensors for additional outreach with one man working on the platform, walk-in baskets which have proved popular with both the operators and the health & safety inspectors as well as 1,000 volt insulation and 3,000 volt flash protection which gives the operator added protection if they happen touch a power line," he said.

"All these requirements and more have been designed into the machine, whereas a few years ago we may well have simply added a few roof beacons to the standard machine. When a van is ordered

The reduction is largely a result of the major contractors running smaller fleets at higher utilisation rates – in other words working them longer hours. However on the other side they have a more professional and systematic approach to fleet management, replacing them at regular intervals. Rental fleet van mounts are generally replaced after around five years or so, while BT has traditionally operated a policy of changing its units out after six and a half years. This is changing with extensions of up to eight or nine years not uncommon.



Gardner Denver's VM8.75 has a 1550kg GVW

by one of the main contractors, it goes from the factory straight into service," says Couling. "Historically the basic platform would have shipped from us to a bodybuilding company for dry lining and racking etc prior to the customer taking delivery, but now we are a 'one stop shop' and do the whole package from LED light bars and full livery to extensive racking and hand wash units - even the storage bins onboard are filled up with the nuts and bolts and fittings required for the job."

So while this market may have shrunk from around 550 to 600 units, over the past year to 18 months - it is now as low as 450 - fortunately we have maintained similar volumes, giving us a larger share of the smaller market."

After six years of regular use it is the van which shows its age the most, having taken the brunt of the day to day wear, clocking up lots of miles with a fair amount of abuse from various operators. BT tends to operate a single operator policy, with one operator staying with the unit throughout its life so it does tend to fare better.

Lifts that use a chain or cable boom telescope system tend to be fully refurbished after five years. On an insulated platform this means removing the boom to carry out the work. When doing this it makes sense to not only check everything through but also to change any wear parts such as hoses while the boom is out. Some utility companies use this check to carry out a more extensive refurbishment



Versalift offers all electric, semi and retro-fit battery packs

- more of a rebuild - knowing that it then has a clean bill of health for the next five years. By having the vehicle re-sprayed it also maintains the corporate image.

A bit on the heavy side

One of the major developments that affected the 3.5 tonne van sector was, as we have already said, the introduction of the Euro IV vehicles in mid-2006. With chassis arriving 100kg heavier the reduction in the available payload was almost significant enough to cripple the sector. Many manufactures had to redesign their products using higher strength steels in order to reduce the thicknesses to compensate for the heavier chassis and still maintain at least 250kg of cargo payload.

Payload capacity can be contentious issue due to the various ways companies measure it. Variations may be with or without driver; with or without a passenger and half or a full tank of fuel. If the

van has two or even three (fully clothed and PPE equipped) people in the cab (say 200-300kg) while a full tank of fuel – say 80 litres of diesel – adds a further 70kg. Add these in and there may be very little left over for carrying anything in the back, such as tools and equipment...

In the past it was a rare occurrence to be pulled over in the UK by the police or VOSA for a weight inspection. But improved technology and computerised DVLA information and databases such as OCRS (Operator Compliance Risk Score) and VOSA's WIMS (Weigh-in-Motion Sensors) system, combined with cameras and the Automated Number Plate Recognition (ANPR) can weigh and crosscheck the vehicle against its specification. It can also quickly determine whether the operator/manufacturer is a persistent overweight offender.



Isoli offers a 1,000 volt insulated basket option to its MPT140

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The new 14 metre Socage platform mounted on an Isuzu D-Max pick-up.

Operators must therefore be increasingly vigilant of the total weight of the vehicle, including extras such as tools and equipment. The driver, if stopped, can be fined on the spot and the overweight vehicle impounded. The maximum fine a court can impose is currently £5,000.

We have also heard rumours about a two locations where a system is being trailed that identifies and weighs the vehicle when stopped at traffic lights – although this has yet to be confirmed – so be warned!

The most popular application for the 3.5 tonne GVW van mount is street

lighting and CCTV work where there is little heavy equipment to carry so a few hundred kilos payload is more than sufficient. For heavier construction tasks, operators should look towards a five tonne vehicle which typically provides around 1,200kg of spare payload. One thing is sure, VOSA in the UK is putting more effort into enforcing vehicle weights and the number of checks and fines are sure to increase.

Since 1997, driving licence restrictions have also had an increasing influence on the specification of the 3.5 tonne

vehicle, with younger drivers not allowed to drive the heavier vehicles on a standard driving licence without additional (expensive) training.

Smaller chassis

Perhaps with this in mind and also catering for tight, inner city operation, there are several manufacturers that are mounting platforms on even lighter chassis. Versalift has its lightweight XS range offering a GVW from 2,900kg with vehicles such as the Vauxhall Vivaro. These are designed primarily for one-man operation without the

use of stabilisers and have the added flexibility of an articulating fly jib. Because of the very narrow streets in their historic town centres, the Italian manufacturers have always produced such compact machines. At SIAE 2008 in Bologna, Benelligrù showed an interesting platform mounted on a 2.2 tonne chassis. Developed in conjunction with truck manufacturer Piaggio, the tiny machine has a 14 metre working height with 120kg platform capacity and utilises a twin telescopic base section boom with telescopic upper.



Italian manufacturers have an affinity with compact truck mounts. Benelligrù showed this 14 metre platform on a 2.2 tonne chassis at Saie 2008

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However this is by no means the smallest chassis used as a platform.

Gardner Denver which has a wide range of both telescopic and articulated van mounted platforms also has three lightweight units, ranging from the diminutive VM8.75 which offers an 8.75 metre working height with 120kg capacity and has a GVW of just 1,550kg.

A similar chassis is used for the Skyhigh VM1100 capable of up to 11 metres working height and 200kg platform capacity, while the pickup mounted Skyhigh VM120 which has a GVW of 2,850kg offers a 12.5 metre working height.

Hull-based Aldercote also offers a range of lightweight models from 1,550kg including the Aldercote

on a road show to customers.

Fellow Italian Isoli has a similar 14 metre model already in production, but has recently added a 1,000 volt insulated platform option to its MPT140.

The lift offers a 14.3 metres working height with unrestricted outreach of just over six metres with 200kg platform capacity. It can be mounted on a range of vehicles - including a Nissan Cabstar Iveco, Mercedes, Ford Transit, Renault - and the 1,250 x 710 x 1,100mm GRP basket includes 180 degrees platform rotation. All on a vehicle with an overall length of under five metres and an overall width - over the stabilisers - of less than 2.2 metres. GVW for this version is



BT is a significant user of van mounted platforms - these have been supplied by Versalift

naturally a little higher at 3,000kg, allowing the fitment of generously sized storage compartments.

Buy or refurbish?

Every owner looking to replace a van mounted platform goes through the dilemma of whether to buy new or refurbish the older machine. However for a full, good quality refurbishment the cost savings may only be in the region of 30 percent. The amount saved does depend on the level of the refurbishment of course but when done properly, the cost difference means that most opt for a new vehicle.

Electric?

There is huge interest in the whole environmentally friendly electric vehicles sector, however it does take a while before the interest turns into purchases. Now that battery life/range and size have reached acceptable levels, an electric van mount is a viable option, particularly for inner city working. Versalift is leading the

way in this area and can offer retro fit battery packs or new semi and all-electric van mounts.

Its first all-electric vehicle was produced in conjunction with Scottish and Southern Energy based on the Smiths (SEV) chassis cab. Versalift says SSE is pleased with the vehicle's performance working in Southampton's inner city environment on street lighting and hanging baskets. Chassis options are growing and include Peugeot Boxer and the futuristic Modec truck as seen at Vertikal Days. Expensive when new, these vehicles offer silent and pollution-free operation but still have a long pay-back period.

Despite the effect of the PFI contracts, sales in the UK are likely to bounce back to the more usual levels as the 'economic buying constipation' eases. When that will be, no-one quite knows.....

Inside the futuristic all -electric Modec chassis van mounted platform



PA95 which offers a working height of 9.5 metres and 5.4 metres outreach with 120kg capacity on a 2,800kg GVW chassis without the use of stabilisers.

Rapidly expanding Italian truck mounted and spider lift manufacturer Socage has also just announced a new 14 metre aerial lift mounted on an Isuzu D-Max pickup. The new Socage A314 was first seen at Bauma on a Land Rover chassis designed and built in conjunction with Cumberland Industries of the UK.

The Isuzu's pickup rear bodywork remains unchanged, with the platform fitting within the overall length of the standard vehicle which, according to Socage, also provides some decent load capacity. The vehicle includes a 136hp turbo diesel engine and full four-wheel drive with traction control. The first two units of this new model will be ready at the end of the summer and will then go out

Expanding despite the recession

Hull-based Aldercote designs and manufactures a wide range of van mounted lifts with working heights from 8.5 to 16.5 metres including both fixed boom and telescopic models. Formed in 2001 the company has an experienced management team and uses the latest design and manufacturing technology tools.

After sales care is very important in the van mounted platform sector so

flexible warranty procedures are in place and this means working with customers to formulate a policy that suits his operational needs and keeps downtime to a minimum. The platforms are designed using many common components and parts. Recent innovations include a space saving column for greater access in the load area, outreach extension for one man operation, jack-less operation, chassis isolation to

protect ground workers should the booms touch an electric cable, battery powered platforms and a diagnostic system which monitors the condition and usage of the platform.

With increasing interest in its products from overseas buyers the company is in discussion with several interested companies wishing to sell its products in their home markets. Alongside the platform manufacturing, Aldercote has a bodybuilding division to fit shelving and racking to the inside of the van.

In the current economic climate it has also expanded its other activities, including re-mounting and refurbishment, specialist vehicle conversions, fibreglass moulding and commercial vehicle servicing and repair.



The new space saving column



When the going gets tough....

First seen in Series I form in 1948, the ubiquitous Land Rover has been around for more than 60 years selling more than four million units in the process. Originally designed for farm and light industrial use, the first prototype was built in the summer of 1947 before being officially launched in April 1948 at the Amsterdam motor show.

The vehicle was originally designed as a short term project to keep the Rover car company busy until the depressed post-war market started to pick up. In common with the Land Rover's that followed, the Series I used a box section steel chassis and aluminium bodywork due to the rationing of steel and the abundance of aircraft aluminium. The Series II was introduced in 1958 and visually remained virtually unchanged for the next 25 years. The Defender – launched in 1983 and not radically different on the outside - was available in 90" and 110" wheelbase form with the most recent vehicles using the 110 and 130" wheelbase. Despite its 'Britishness' the company was sold to BMW in 1994, Ford in 2000 and finally its present owners, Tata Motors in 2008.

Its all set to change

The Land Rover is renowned for its off-road capabilities, qualities that first attracted specialist powered access manufacturers looking for a rugged, go-anywhere chassis to mount a platform that combined 4x4 off road capability with a decent working height.

It is thought that the first Land Rover-based platform was the L25 built by Simon in 1957 which continued in production until 1978. In all, more than 2,500 were sold although not all on Land Rover chassis. The company also built a 100ft high camera mast on a Land Rover!

Changes in EU regulations however mean that from January 2011 the shorter wheel-base, heavy-duty 3,500kg Land Rover 110 can no longer be sold, replaced by the light-weight 3,050kg Land Rover 110 or the more expensive and longer wheelbase 3,500kg Land Rover 130. Mounting an aerial lift onto the Land Rover poses its problems, particularly when it comes to high speed on-road handling and stability when cornering - caused by a high centre of gravity, relatively narrow track and long travel suspension. There have been many instances of Land Rover platforms toppling over at roundabouts.

While most, if not all installations use at least one set of outriggers, there are many that also use the front axle and wheels of the vehicle to provide additional stability in place of a second pair of legs. However if not done well this can lead to an unstable feel to the platform when the weight in the basket is close to its maximum.

The shorter 110 wheelbase vehicle does have advantages in manoeuvrability and price, but with its demise, most current manufacturers will have no choice but to offer the Land Rover 130, although those with lighter booms or booms manufactured specifically for the chassis may be able to fit their lifts to the 110 lightweight chassis but to offer any platform capacity the vehicle would have to be close to 2,800kg leaving barely 200-250kg for tools etc.



Over the years there have been a number of manufacturers offering special-build Land Rover-based platforms using various 'off the shelf' booms/superstructures from trailer lifts or truck mounts. However, given that the bulk of the demand for such lifts comes from the UK, with some in the Middle East and that annual sales are said to range between 100 and 150 units, there has been a surprising recent surge in the launch of new models.

Problems?

The Land Rover's popularity as a basis for an off-road platform probable stems from the fact that there are very few 3.5 tonne GVW, true 4x4 vehicles capable of taking

a 12 to 14 metre platform. This does not mean the vehicle is ideal – in fact it has some major flaws. Leaving the ageing design, lack of driver space and comfort to one side, along with the stability problems already mentioned, operators of most Land Rover-based platforms also have to climb up onto the vehicle to access the basket or the controls to telescope the boom to ground level.

Latest additions

Until relatively recently Allan Access was one of the few companies manufacturing this type of machine using the Niftylift trailer lift boom until it went into administration and ceased trading almost two years ago. Since then

the other main manufacturer, Versalift, has been concentrating more on the van mounted side of its business which along with the demise of Allan, left the door open, at least slightly, for new manufacturers. There are currently at least six models on the market, including Cumberland Industries, Gardner Denver, Isoli, Niftylift, Skyking and Versalift. Early units used short booms taken from a variety of trailer lifts and small articulated self propelled lifts and then 'made to fit' the Land Rover chassis, very little changed over the years until now!

Versalift launched its new Versalift ET36LF short wheelbase (110) Land Rover-based platform at Bauma with a 14 metre working height. A version mounted on the long wheelbase 130 is also available and features an articulated jib which provides 16 metres working height. Both models are available with up to 10kVA of insulation making them ideal for electricity companies and contractors.

At the same time Kettering-based Cumberland Industries, aiming to take advantage of what it sees is a gap in the market launched its A314 Land Rover at this year's Bauma. The company's recent appointment as UK distributor for Italian aerial lift manufacturer Socage is paying dividends as it uses a totally bespoke A314 boom designed by both companies and built by Socage specifically for the Land Rover chassis. This means that the new Land Rover 110-based platform has a very low overall height of 2.56 metres, which the company says delivers a low centre of gravity that provides confident cornering ability and excellent off-road handling. It also believes that when the 3.5 tonne Land Rover 110 chassis is no

longer available, it could be the only boom that can be mounted on the lightweight (3,050kg) chassis.

Currently the A314 has an overall weight of 2,880kg giving the platform a class-leading 620kg of total payload capacity and a very good 225kg platform capacity. The unit also uses its four outriggers to totally support the vehicle.

"To prove the stability of the A314 we carried out the 150 percent overload test over the front of the cab after taking off one front wheel and the unit did not move," said Cumberland's Paul Murphy. "The first sign of any movement in the chassis was when there was more than 400kg on the boom."

"The amazing stability has been achieved by designing both the boom and mounting position from



The Unimog is the ultimate 4x4 off-road vehicle



The Cumberland A314 has a 225kg platform capacity



The Overland 130 with V145 platform



1



2



3



4

scratch. The combination of lightweight bespoke boom and mounting it further back on the chassis not only gives good stability but a very low centre of gravity. The basket can also be telescoped out from controls at the side of the machine from its travel position so that basket access can be gained from the ground. The unit is also unique in that it is the only one that has all its hydraulics and electrics routed internally."

Other manufacturers of Land Rover-based platforms tend to employ an existing boom from another application rather than designing specifically. This obviously saves

time and development costs but is likely to involve some compromises.

Italian truck mounted lift manufacturer Isoli first showed its MPT 140 at SAIE 2009. Using the larger Land Rover 130 chassis the platform is just under three metres high and has an overall length of just 4.88 metres. The boom can be mounted on a wide range of chassis - including a Nissan Cabstar, Iveco, Mercedes, Ford Transit and Renault - and in Land Rover form offers 14.0 metres working height, 6.5 metres outreach with a platform capacity of 200kg. Recently it has also tailored the unit towards utility workers by introducing a 1,000 kVA insulated platform version. The new GRP platform measures 1,250 x 710 x 1,100mm and includes 180 degrees of platform rotation. Mounted on most 3.5 tonne chassis the length is less than five metres.

Another new entrant is the Skyking AT136 which uses a Matilsa trailer lift boom. This machine has been a long-time in the making with a prototype version seen at SED last year. Getting a Land Rover-based platform ready is obviously not an easy process. Working height and outreach are both in line with other models but it includes platform rotation.

Gardner Denver originally launched its VM135 three years ago aimed at the utility and forestry sectors. The new VM135 is designed for mounting to the long wheelbase models and offers 13.5 metres work height and 6.4 metres working outreach with a 200kg lift capacity while the overall height is relatively low at 2,880mm.

Pic 1: A two man capacity LH28;

Pic 2: The Skyking AT136 was launched at this year's Vertical Days

Pic 3: A Priestman Land Rover dating back to 2000

Pic 4: An L25 Land Rover on a railway track



Skyking's AT136 uses a Matilsa boom

Because more and more operators are not able (on a standard driving license) to drive a vehicle with a GVW of more than 3.5 tonnes, 4x4 vehicles such as the Land Rover will continue to be popular, particularly with contractors looking for true 'off road' ability. However the Land Rover does have competition.

The Spanish alternative

The origins of the Santana company does not go as far back as 1947 but can be traced back to the formation of Metalurgica de Santa Ana, S.A. in Linares, Spain in 1955 with the help of the Spanish government. Although initially building agricultural equipment, it was anxious to diversify production, and with the help of the Government a licensing agreement was reached with Rover to build the Land Rover at its Linares plant.

In 1959, just a year after the Series II became available, the first Spanish-built Land Rovers were launched, 75 percent locally manufactured, with a choice of 2.25-litre petrol engine or two litre diesel engine.

With the company facing drastically declining sales in 2000/01 - which resulted in a loss of € 301 million - Santana introduced a new model at the 2002 Madrid Motor Show known as the 'PS-10' (outside Spain) or 'Anibal' (within Spain). The plan was to sell more than 6,000 units per year directly into Land Rover's home markets.

The PS-10 is in fact a very thinly-disguised Land Rover, powered by an Iveco 2.8-litre 4 cylinder turbodiesel engine. 2006 saw the release of a short wheelbase version with a new Iveco three litre diesel and a six speed gearbox - again set to lock horns directly with the Defender. Later that year Santana and Iveco signed an agreement to work together to develop new light 4x4 vehicles and produce the Iveco Massif - a rebadged and restyled PS-10 - the following year.

Iveco also produces the Daily 4x4, a 5.5 tonne GVW chassis which has just been made available in the UK and offers builders increased

flexibility for mounting platforms. Both Cumberland and Versalift have recently shown new Iveco Daily 4x4 platforms. The Daily is the ideal solution for general 'off road' duties. For most electrical companies and contractors, it can carry out 80 percent of 4x4 work that might have needed a heavier chassis vehicle - ie a Unimog-based platform - but at about half the cost of the Unimog.

The Cumberland Iveco Daily 4x4 is fitted with a Sogace boom which gives 20.3 metres working height and a nine metre outreach with 225kg of platform capacity.



Versalift's new Iveco Daily 4x4



The Land Rover offers great off-road manoeuvrability



An alternative 4x4 platform?



Cumberland uses the 20.3m Sogace boom on its Iveco Daily

Overall cargo payload is 640kg.

For ultimate off road capability the Unimog is virtually unbeatable, however the 5.5 tonne GVW Iveco 4x4 looks like a good compromise between performance and price. However for a 'go anywhere' 3.5 tonne GVW, the Land Rover is still the one to beat.



The A type replaced the Simon L25 series in 1978

	Wander Lead	Slew (Degrees)	Emergency Decent	110v Plug At Basket	Basket Type Standard
Cumberland A314	Optional	700	Electric	Standard	Aluminium Tubular or Plastic
Isoli MPT 140	No	250	Hand Pump	Standard	Fibreglass
Niftylift V130	No	360	Hand Pump	Standard	Fibreglass
Gardner Denver TVM135	Yes	360	Hand Pump	Standard	Fibreglass
Skyking AT136	No	360	Hand Pump	Standard	Steel Tubular
Versalift LAT-39-TB	Optional	360	Electric	Standard	Fibreglass



A 1990 Land Rover 110

	Kerb Weight (kg)	Spare Payload (kg)*	Platform capacity (kg)	Overall Height (mm)	Working Height (m)	Working Outreach (m)	Platform Rotation	Walk In Basket
Cumberland A314	2880	370	225	2560	13.5	6.5	No	Yes
Isoli MPT 140	3000	250	200	2995	14.0	6.5	Yes	Yes
Niftylift V130	3100	150 Estimated	200		13.3	6.5	No	No
Gardner Denver TVM135	3000	250	200	2880	13.5	6.4	No	Yes
Skyking AT136			200		13.0	6.5	Yes	No
Versalift ET36LF	3000	250	200	3600	14.5 (16.0 with jib on LWB)	7.5	Optional	Yes

* After 250kg allowance for driver, passenger and fuel

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When the going simply gets too rough

With the safety authorities in many countries having warned utility companies that they will be increasingly tough in enforcing the European Work At Height Rules for transmission tower and pole work, the need for work platforms, not to mention cranes, that can reach some of the more challenging locations is growing. The alternative of using helicopters is expensive and still requires men to climb on the towers and in the equipment hierarchy is hardly the safest.

For locations where Land Rovers and other road-going wheeled vehicles such as Unimogs begin to struggle, one solution is to move to off-road vehicles designed for extreme ground conditions. One such machine, supplied by National Crane distributor, Shawmut Equipment to New England-based Locke Crane Services, mounts a 23 tonne National Crane 800D on a Caterpillar 574 logging chassis. The crane features a 30.5 metre four section boom with two man platform attachment.

Given that the crane needs to drive through thickly wooded areas, a patented internal anti-two-block design was conceived, which routes the wire inside the boom to avoid snagging.

Company owner Ken Locke said: "The crane has been out working since mid-May and has been performing very well. We have been very pleased with the carrier's performance and coupled with the National Crane this machine is the perfect solution for us."



The National Crane 800D on Cat logger offers a go anywhere crane and platform

The big Finns

Finnish aerial lift manufacturer Bronto specialises in providing large lifts for utility applications and transmission work. Its range includes fully insulated platforms and special devices for washing insulators. It has also mounted a number of units on special tracked vehicles for work in some of the most inhospitable locations such as Alaska. Its fully insulated range with up to 500Kv insulation - to allow bare hand live line work - offers working heights of up to 60 metres and combined lift capacities of 860kg with a 600kg load handling device to help install or replace insulators etc.



One of the larger tracked installations, a fully insulated Bronto SI 125HDT working in Alaska

Crawlers go all the way

For locations where wheels simply cannot go, tracked machines come into their own. If the distance to the location is not too far from a road or track, then larger spider lifts and crawler cranes can be ideal, being standard products that can be purchased economically or even rented. Spiders can not only cross the most challenging of ground conditions, but also level up on steep slopes and with heights of up to 50 metres can cope with most towers.

When the distances are greater or the capacity requirements are higher, then special vehicles come into play. Earlier this year US-based Altec announced a partnership with Prinoth to install cranes and work platforms on the Go-Tract range of tracked vehicles, offering cranes of up to 34 tonnes and insulated boom lifts to 46 metres. The first unit is an Altec AC38-127S on the new Prinroth GT4500 chassis which offers a payload of 20 tonnes. The AC38 offers a maximum tip height of 58.5 metres and a two man platform.

The machine can climb a 60 percent slope or traverse a 40 percent incline with a ground pressure lighter than a human footprint, even when fully laden.



Spiders can handle tough ground conditions



Once in position working heights of up to 50 metres is enough for most towers

And something smaller

Finally something a little more modest was introduced by British specialist platform producer Cautrac, at the recent Vertical Days event. It marries a 15 metre Niftylift articulated boom with a Marooka MST300 chassis, resulting in a vehicle, that weighs less than 3,000kg, can climb a 57 percent slope, travel at up to nine kilometres an hour and is just 1.64 metres wide and less than four metres long.

With so much going on in the utility and transmission field we have planned another, more in depth look at the sector in the New Year.

The 15m Nifty on Marooka chassis



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Are big crawlers too big?

Despite the hammering taken by the new crane market over the past two years, one area that has remained surprisingly buoyant is crawler cranes, in particular the larger end of the sector, as well as the growing number of 'big lift' alternatives.

The past few years have seen quite a change in the crane market with sales in some sectors going literally from boom to bust. Large crawler cranes have however performed well, with sales driven by the global demand from large infrastructure and power projects. For these massive contracts we are talking capacities from 500 to more than 3,000 tonnes. This size of crane was previously limited to the established global players such as Liebherr, Terex and Manitowoc and specialist producers such as Lampson. Kobelco has also been pushing further into this area and in the past couple of years a growing influx of big crawler cranes from Chinese manufacturers.

Manitowoc has the strongest or longest pedigree in this sector, having built-up a huge reputation in the 1960s and 1970s with its 150 ton 4000W VICON (Variable Independent Control) and then the legendary 300 tonne capacity 4100W VICON Series 2 or Series 3 with ringer attachments.

The 4100W ringer can out lift many of the modern day cranes by more than 100 percent at long radii, managing for example 35 tonnes on a 300ft boom at 210ft radius. It is no surprise therefore that these cranes were so popular and still have a certain following today.

By the early to mid 1980's as a major construction slump took

hold, the Manitowoc 4100 and 4600 series began to look dated against the heavy Demag crawler cranes such as the 300 tonne CC2000 series (launched 1979/80) and Liebherr's emerging big crawler crane line-up led by the LR1600.

The CC2000 was the improved, larger capacity successor to the short-lived 250 tonne CC1200 and became the basis of the CC2400, CC2600 and the CC2800-1 of today. On top of this Link Belt had teamed up with Sumitomo and was pushing its all-hydraulic HyLab cranes at the smaller end of the market. The combination hit Manitowoc hard, and given that it also had its shipbuilding and ice making divisions to fall back on, the company almost quit crane-making for good, limiting production to more profitable build-to-order contracts, while supporting its existing population. While many of its dealers and competitors thought that this was the beginning of the end for Manitowoc cranes, it was working on a completely new, all hydraulic crane line, resulting in the launch of the Manitowoc M250, a new, easy to transport, quick to erect 250 ton crane in 1992. It was exceptionally well received and not only put Manitowoc back on the crane map, but made it strong enough after a few years to go shopping for acquisitions, adding Potain tower cranes and then Grove telescopic cranes in 2002, taking it from an 'also-ran' to one of the top three international crane producers.

When it comes to the big crawler crane market though, the company has not managed to recreate the position that the Manitowoc brand

had in Europe during the hay-day of the 4100's – or at least not yet. In the past few years Demag, (now Terex) has had its fellow countryman Liebherr breathing down its neck in the big crawler crane market to the point where Liebherr has arguably unseated it as the dominant player? Both though need to keep an eye on Kobelco which has been taking an increasingly larger share of the market in which it competes. Then there is the growing presence (threat?) from China with Sany, Fuwa and Zoomlion recently launching new cranes up to 1,250 tonnes.

C&a crawler cranes

Manitowoc
31000 on test



ALE, the global heavy transport and lifting company, has successfully completed the inaugural lift of its new Terex Demag CC8800-1 crane. With a total weight of 1,457.1tonne, the lift, which took place in Sines, Portugal, is the heaviest lifted with a CC8800-1 crane, and is believed to be the heaviest lift ever in the field by a Terex Demag crane.

The new
Sennebogen 7700
with a 370 tonne
test load



crawler cranes C&a

Oriental competition

Established in 1904 Fuwa is the oldest crane manufacturer in China. With increasing sales both at home and abroad, the company is continually expanding its manufacturing facilities, currently adding a new plant near Shenyang. A few months ago it announced the new 1,250 tonne QUY1250 which will be seen at Bauma China in Shanghai later this year.

Powered by a Cummins engine and Rexroth hydraulics it is rated at 1,250 tonnes at eight metres radius

with the main boom in super lift configuration. Maximum boom/jib configuration is 96 metres of boom plus a 108 metre luffing jib. Although not confirmed, it is thought that this crane will be joined by an 8-900 tonner later this year, filling in between its previous largest 500 tonner and the new QUY1250.

About a year ago Chinese crane manufacturer Sany, unveiled its 1,000 tonne crawler, the SCC 10000 which should now be in production. The new crane followed closely on

The 3,200 tonne Terex CC8800-1 Twin at its launch in 2007



Liebherr's new LR 1300 is currently being built.

the heels of a 900 tonner and offers a maximum main boom of 120 metres, with a total boom and jib combination of 192 metres.

But these are not the only Chinese manufacturers producing sizeable crawler cranes. XCMG, Foton Lovol and Zoomlion are all producing 500 tonne plus cranes and looking to increase capacities further although most, if not all large capacity Chinese crawler cranes remain in China working on the larger infrastructure and power contracts. The speed with which these companies have developed such big cranes is something close to frightening. Even with the massive computing power and design aids that today's crane engineers have at their fingertips, the development of

such big cranes takes the international manufacturers - who have years of experience in the sector - a very long time. This applies to Americans, Germans and the Japanese so it's not a question of old world or western inefficiency. The question that many are asking is what do these new entrants know? Is it the number of people they can throw at the task? Or is it that they don't know the depth of design work required? This uncertainty will surely curb sales to the major international lifting specialists. However if, as one assumes there is a substantial price advantage, they could appeal to contractors in the developing world and as such pose a challenge to the established producers.

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Sarens bought this 600 tonne Sany SCC6300

The brilliant CC2000

Terex/Demag owes a great deal of its success in the big crawler crane market to the brilliance of the original 1980s CC2000 design. Since its initial success it has taken the basic building blocks from that model and extended it in every way possible to the point where the current CC2800 probably takes the design as far as it can go. Expect a new 750 tonne model from Terex soon and if it has done its job, it will become the base for a new product range to build on the CC2000 pedigree. For Terex, this is essential if it is to keep up with the relentless march of Liebherr which already has a firm grasp on the 600 to 750 tonne class. Its LR1600-2 is a very strong crane while the LR1750 has been a strong competitor to the Terex CC2800. Current largest Liebherr is the 1,350 tonne LR 11350 although it will not be long before the 3,000 tonne LR13000 will be ready to go to work. Manitowoc is also in the final testing stages of its 2,300 tonne Model 31000, while Terex, which led the way in the 2,000 tonne plus market, has its 3,200

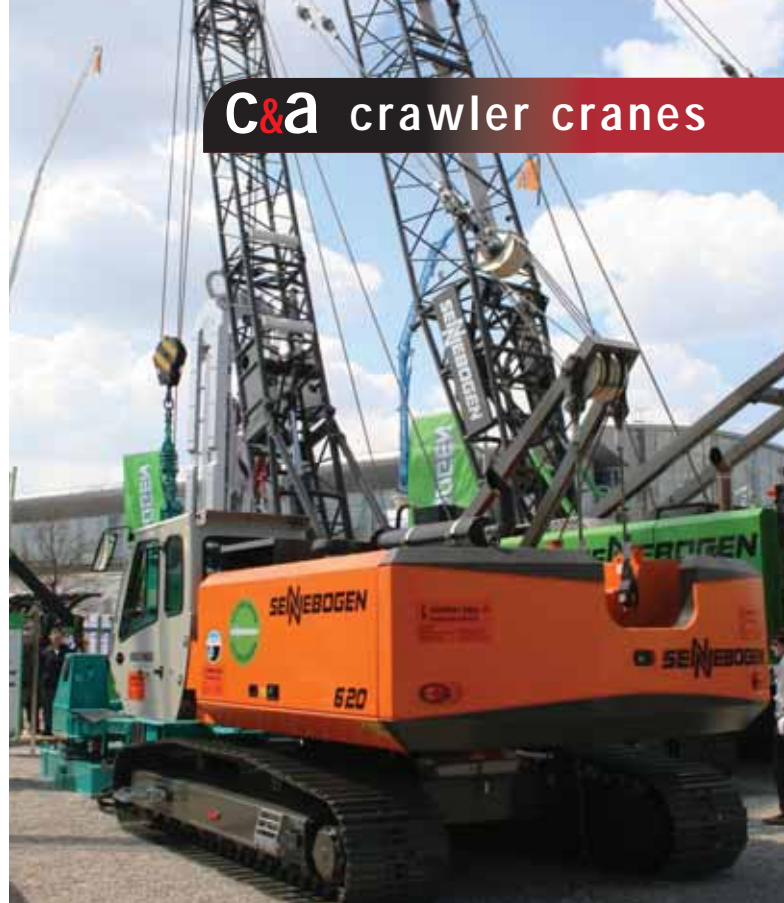
tonne twin boom CC8800-1 Twin launched almost three years ago. So all three major crane producers will soon have 'large' capacity crawlers between 2,300 and 3,200 tonnes, but how big is this market likely to be?

To date, Liebherr does not have an order for its unit. Manitowoc is preparing to ship its first 31000, fulfilling one of two initial orders announced at Conexpo 2008 but nothing since. Terex has done the best with three CC8800-1 Twin sales but has not announced any recent sales.

When Terex launched its CC8800-1 in 2007, it predicted a bright future for this 'mega' crawler crane sector as nuclear power station building programmes were launched across the world, not to mention the need for more refining capacity. This may well still come to pass, the only question is how soon? And will contractors go for traditional crawler cranes or work with the massive modular lifting machines built by the likes of ALE and Mammoet, soon to be joined by Sarens?

Big crawlers or alternatives?

One question many crane buyers and manufacturers have considered is the potential for even larger crawler cranes - perhaps 4,000 or even 5,000 tonnes capacity? A crawler crane has the benefit of being able to move with the load or at least with fully rigged boom and jib configurations. However when you move a loaded crawler of even 2,000 tonnes, it can be extremely precarious if the ground conditions are not perfectly prepared. Also given that the work for these machines tends to be single large lifts, such as large petro chemical columns and offshore



Sennebogen has two new crawler cranes including the compact 20 tonne 620HD duty cycle crawler crane. Based on a folding boom crane that Sennebogen last built around 20 years ago the crane's main feature is its ability to hydraulically fold the main boom (up to 12 metres long) backwards with the 10 metre (maximum) long fly jib over the A frame. the crawler undercarriage can extend from 2.75 metres to four metres, while transport height with the folded main boom is just 3.13 metres or 3.5 metres with the main boom and fly jib. The company also launched its largest crawler to date - the 280/300 tonne Star Lifter 7700.

fabrications, the need to travel is usually limited, which rather plays into the hands of the latest generation of modular lifting machines.

However there are certain applications, such as where a crane cannot be rigged close enough to the lift, when the ability to rig away from the job and then track in is of course attractive. There is also the potential for new work created once a lifting machine is available to handle it. However given the massive development costs of these units and the current sluggish demand for even the current products on the market, one wonders if the crawler crane may have finally reached its upper limits - for practical reasons rather than technology limitations. It is probably more likely that companies will develop and improve the safety and planning equipment for handling tandem or even multiple lifts rather than seeking larger and larger models. On the other hand if and when the global economy picks up and crane buyers have money to invest again you can

be sure that the subject of bigger cranes will be back on the table.

Big load or big crane?

One company leading the top-end alternative lifting solution is global heavy transport and lifting company ALE. Despite the current climate it has announced substantial additions to its global fleet, including a second AL.SK190, its 4,300 tonne capacity ultra-heavy lifting machine, which will be completed in the second half of 2011.



Zoomlions QUY400 was seen at Bauma



Kobelco SL4500 Light.



Fuwa recently unveiled its 1,250 tonne QUY1250

The AL.SK190 claims to be the world's largest land-based crane with a load moment of 190,000 tonne/metre, a 141 metre main boom and a 32.1 metre ballast radius. It also features a 600 tonne quick winch system for lifting smaller items quickly.

The drive behind the development of the AL.SK was the cost of large capacity crawler cranes from the major manufacturers and the need for more lifting power than a Terex CC8800 Twin. The original design brief for the AL.SK series was to lift a 130 metre long, 10 metre diameter column weighing 3,000 tonnes. The original SK90 - now called the SK190 - may also be joined by the SK350 with a load moment of 354,000 tonne/metre and 5,000 tonne maximum capacity. ALE is in negotiations for three possible contracts - in Europe, USA and Asia - that would use the AL.SK350 but until one is confirmed, it remains on the drawing board.



A couple of Hitachi Sumitomo crawlers were seen at Bauma

Belgian-based international lifting specialist Sarens is the most recent company launching its own heavy lift crane. The SGC120 is a 3,250 tonne capacity, 120,000 tonne/metre crane of its own design (following its acquisition of Rigging International) and is said to handle 600 tonnes at 100 metres radius. The crane is a classic ringer design slewing on a 38 metre double ring track which sits on a load bearing mat system.

The main boom is a twin boom design with a maximum length of 130 metres, with twin back masts. A 90 metre luffing jib can be added with a massive 68 metre jib pendant to ensure good fully luffed capacities.

The SGC120 uses up to six high power winches rather than strand jacks, with 61 tonnes of line pull and line speeds of up to 20 metres a minute making it more akin to a heavy lift crane than some other lifting machines of this size.

For applications requiring frequent movement the crane can be mounted on dual track rail system laid out to suit the job site.

Viable alternative

Kobe Steel's crane business began in 1953 building US cranes under licence in Japan from P&H and then developing its own products when the license expired. In recent years the company has steadily moved up the capacity range its largest offering in Japan is the SL13000, an 800 tonne capacity crawler. Its policy of preferring 'to polish the quality and technology' of new products in its home market, means that the largest crane complying with EU legislation is the 550 tonne SL6000. As its cranes become more popular -

and to continue its global expansion - it has recently taken the decision to start manufacturing in India to overcome currency risks and tariff barriers.

The \$12.7 million investment in the Chennai plant in South Eastern India will be Kobelco's first overseas crawler crane production facility. Located adjacent to a new Kobelco excavator plant, the initial covered area will be 6,900 square metres with production scheduled to start in October 2011.

The company plans to establish a wholly owned Indian subsidiary - Kobelco Cranes India - later this year to operate the plant, which will produce cranes from 90 to 250 tonnes capacity. As well as the growing Indian market - expected to go from 200 to 700 cranes over the next five years -

Kobelco says that its medium to long term business vision includes increasing exports from the current 33 to around 50 percent.

Terex, looking to strengthen its crawler crane position in China, has acquired a 65 percent stake in Jinan-based crawler crane manufacturer Shandong Topower Heavy Machinery Company which currently manufactures lattice boom crawler cranes from 70 to 360 tonnes. Founded in 2007, Topower's Cranes are largely used in the energy industry.

So although the large crawler crane market has enjoyed a surprise period of success, it could be entering a very difficult period with increased competition from heavy lift alternatives. Then we will find out if the very big crawlers are too big!



A ringer version of the Demag CC2000 RL-1



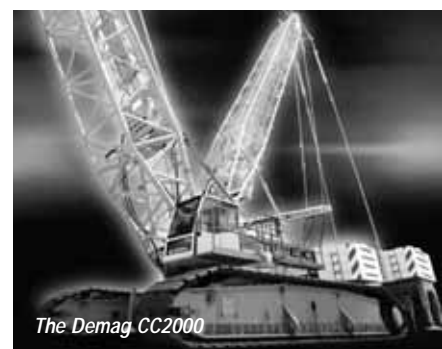
Liebherr LR 1600-2



An early 150 ton Manitowoc 4000W



The Ale AL SK190



The Demag CC2000

First Manitowoc 18000 for Australia

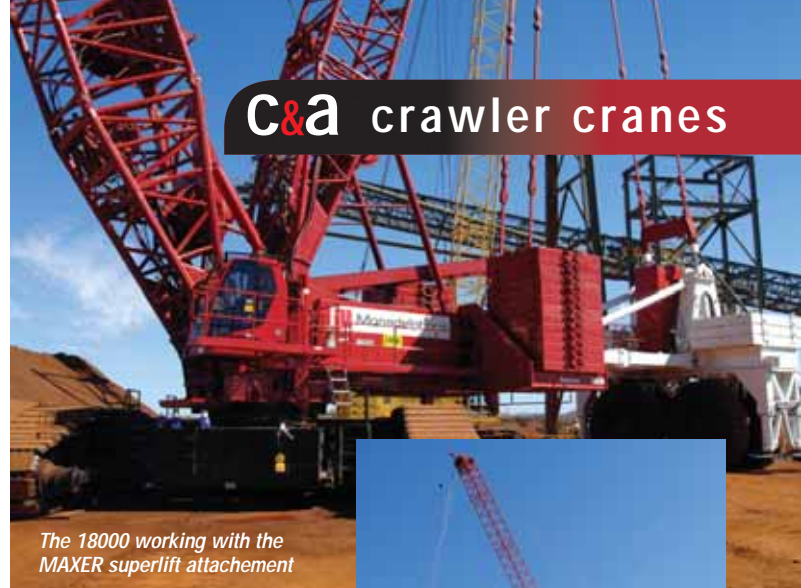
Leading engineering company Monadelphous Group has added one of the largest cranes in Australia to its fleet with the commissioning of a 750 tonne Manitowoc 18000. It has also added a 400 tonne Manitowoc 16000 crawler crane to its fleet of more than 100 cranes.

The new 18000 crane - the first in Australia - has gone to work in its Engineering Construction Division at a mining operation in the Pilbara region of Western Australia. The crane is fitted with a MAX-ER superlift arrangement and 92 metres of main boom. A luffing fly can add up to an additional 94 metres.

Monadelphous Engineering construction division executive general manager Dino Foti said:

"We've always had our own cranes, that's important because it gives us the flexibility to quickly allocate resources where and when required and provide strong project support for customers. The addition of the Manitowoc 18000 means we have another high-capacity, versatile and cost-effective piece of equipment of our own to handle a wide range of lifts and modular installations."

The Manitowoc 18000 will also be an important addition for SinoStruct - Monadelphous' wholly owned subsidiary in China - which specialises in heavy plate and large-scale structural fabrication, including pre-assembled modules for the mining, mineral processing and oil and gas industries.



The 18000 working with the MAXER superlift attachment

The new cranes will extend Monadelphous' capability to lift and assemble larger modules on-site in Australia, allowing SinoStruct to design and build larger individual components.

Monadelphous's new Manitowoc 18000 lifts a steel sub assembly.



Beam me up



The Manitowoc 18000 set up 120ft below the new bridge

A total of 175 beams measuring between 102ft (31 metres) to 168ft (51.2 metres) and weighing up to 120 tons will be placed on the Lehigh River and Pohopoco Creek Bridge Replacement Project in Pennsylvania, USA.

ALL Erection and Crane Rental is using a Manitowoc 18000 to completely replace the Pohopoco Creek and Lehigh River Bridge structures on the Northeast Extension of I-476 in Carbon County, Pennsylvania.

Aaron Barnes, assistant resident engineer for the Lehigh River and

Pohopoco Creek Bridge Replacement Project said access and logistics made beam erection a real challenge on this project.

"We installed a construction causeway in the Pohopoco Creek valley where the majority of the lifts are made," he said. "Extremely steep slopes border the creek on both sides and there is limited space on the causeway which ruled out lifts using two cranes. Because of these factors, we needed a crane that could lift beams weighing more than 100 tons (90.7 tonnes) at a radius of 118ft (36 metres) and the Manitowoc 18000 fitted the bill perfectly."

The most difficult part of the job was the erection of beams for the longest spans on the Pohopoco Creek structures. With very limited site access lifting contractor Cornell and Co had to lift the beams from the right lane of the southbound mainline turnpike. Traffic lanes were closed while the 18000 set up on the construction causeway 120ft below the beam placement level.

The crane will have several different configurations during its time on the project, but for the most challenging lifts, the 18000 worked with 100ft of mast, 160ft of main boom and a 130ft luffing jib. It had 528,000 lbs (239.5 tonne) of crane upper counterweight and 320,000 lbs (145 tonnes) of carbody counterweight.

Dismantling Angelique

When the Pfaendertunnel - a large motorway tunnel through the Pfaender mountain in Bregenz, Austria - was completed in December, crane and heavy transport specialist Felbermayr was called in to disassemble the tunnel boring machine Angelika. The company selected a 300 tonne Liebherr LR1300 crawler crane, rigged with 44 metres of main boom, derrick boom and a wheeled counterweight with powered drive wheels.

The 1,300 tonne boring machine was dismantled into 120 tonne segments for transport. The problem was the restricted space around the boring machine which prevented the transport trailers from getting up close.

The LR1300 lifted each segment at a 12 metre radius, it then had to turn around and carry the load to the transporter. The job was completed on schedule over a four week period, in spite of the atrocious weather.



The Liebherr LR1300 removes one of the 120 tonne segments

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Feisty Faun

The Tadano Faun HK 70 is a crane mounted on a five axle 10x4 Mercedes Actros truck chassis. It has a maximum lifting capacity of 70 tonnes with a maximum tip height of 61 metres with the lattice bi-fold swingaway extension fitted. This new model is made by WSI Collectibles and the review version is in the colours of the Dutch rental company Mammoet.

The truck chassis is very detailed and has fully working steering. Viewed underneath, the suspension and transmission are reproduced to a high standard. The wheels are nicely modelled with treaded tyres on detailed hubs, with the fifth axle having larger diameter tyres.

The Actros cab looks great with detailed lights and door mirrors, and it tilts forward to reveal the engine. Detail behind the cab includes a very good perforated exhaust and diamond checker plate covers the deck surface. The outriggers jacks are particularly good with dual rods and adjustable pads which are pinned. A set of plastic spreader plates are also included.

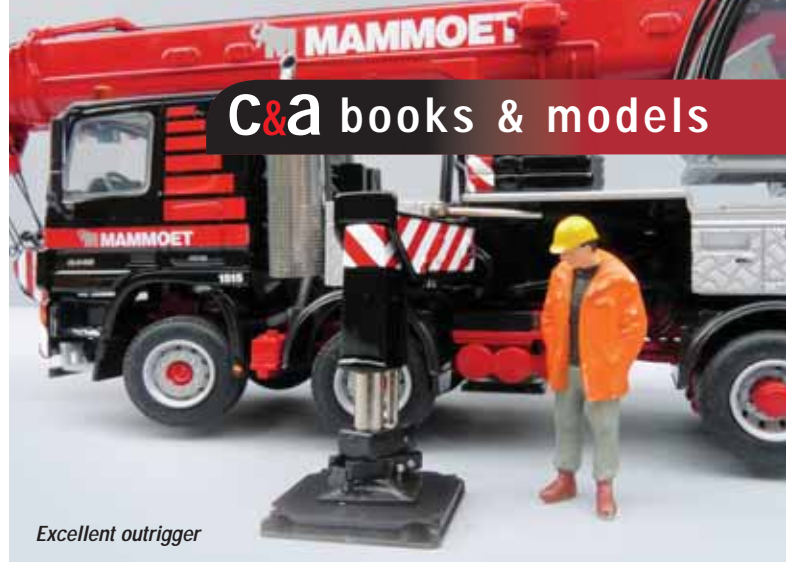
Detail on the crane superstructure is excellent with a mass of hydraulic cabling running to the various motors and cylinders, while the counterweight is made up of five plates like the real crane. It is detachable and can be either stowed on the carrier deck or attached to the superstructure in its working position. The crane engine has also been modelled and this is revealed by lifting two opening panels.



Setting up to lift



Chassis detail is great



Excellent outrigger

over time so a small pin is provided to insert through a hole in the cylinder barrel to keep it propped up.

A twin sheave hook block is provided and the

tie off realistically fits on a pinned connector at the end of the boom. An anti two-block switch, chain and weight also hangs from the boom and adds to the detail. Also included as a display load is a metal ingot with 'Tadano Faun' on it.

This is a highly detailed model that looks impressive in the Mammoet livery. It is available from the Mammoet Store at €149.

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)	20
Price (max 15)	12
Overall (max 100)	82%



Extension boom rigged

The five stage telescopic boom is metal and the base section has a metal spool, a pair of lights and supports for the boom extension. The boom sections lock into place when extended, and as the extension is pinned to the main boom side it does not fall off when the boom is raised.

The swingaway extension is metal, and it has a pop-out guide pulley and folding top section. It can be connected to the main boom by pins and the offset angle can be set although the cylinder used tends to bleed over time.

The crane functions work well with the hoist operated by a supplied key. The main boom cylinder is not particularly stiff and bleeds down



Ready for the road

UK rental market report

Catherine Stratton has published the 2009/2010 version of her annual UK Plant Hire Investment Report. The 130 page book is Stratton's 17th annual review of the UK equipment rental industry in which she charts the progress of the UK's leading five equipment companies.

The period covered in this year's publication, she says, is without question the most difficult encountered by the sector in the last two decades, if not ever.

In spite of the challenges that the industry has faced she notes that most companies have survived, albeit with some restructuring and rationalisation. She now predicts a period of consolidation, with private equity firms likely to be making the significant running.

As with some other reports on the rental industry, Stratton uses information filed by each company with Companies House as her base, but unlike most of the others, the results are compiled manually, cross checked and further information added. This approach allows Stratton to evaluate the numbers of each company compared to other information that the company might have published. She can, and does then follow up

where necessary using the contacts she has built up over the years with the senior management of many of the largest players. As a result she publishes candid and incisive overviews on each company as well as a large number of comparative and meaningful charts.

This is a report that is well worth buying, which cannot be said of most of the other tomes that

automatically gather Companies House information by SCC codes and then masquerade as analytical reports. The price for a hard copy is £499, while an electronic copy costs £899. Cranes & Access readers can claim a £100 discount by quoting that you are a Cranes & Access subscriber/reader. To purchase a copy, email Mandy Rees on mandy@executivehirenews.co.uk





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EN12999: 2010 update

ALLMI recently informed its members that EN12999: 2010 has been approved by CEN and can now be considered as the harmonised Standard for the Machinery Directive 2006/42/EC. The Association is currently waiting for confirmation of the date on which the new Standard will be entered into the EU Official Journal, at which point it should be available to purchase.

More ALLMI training courses approved for Driver CPC

Further to the approval of its one day experienced/refresher lorry loader course, ALLMI has now gained recognition from the Joint Approvals Unit for Periodic Training (JAUPT) for its two day novice programme. In addition, the association is in the process of registering its Slinger/Signaller course for Driver CPC. ALLMI accredited training providers that are JAUPT approved will be able to register the training courses through their own centres.



More guidance for members

ALLMI recently released further guidance on a number of topics. In relation to Thorough Examination and Load Testing, members were given advice on how to establish whether insurance companies carrying out this type of work can be considered competent to do so. Members were also given guidance on the implications of BS7121 Part 4: 2010 and in particular, the importance of the role and responsibilities of the Appointed Person. Alan Johnson, technical director and author of the guidance documents, said: "As the trade association for the industry, it is essential that we continually advise members

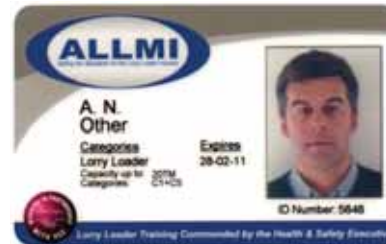
on current issues affecting lorry loaders. As well as providing advice and guidance on an ad-hoc basis, we regularly produce bulletins and guidance notes in order to assist our members in complying with any technical or legislative developments, or simply best practice."



ALLMI training on the increase

ALLMI has posted an 18 percent increase in the number of people trained to the end of July, compared to the same period last year.

Executive director, Tom Wakefield said: "We've seen a significant increase in the level of lorry loader training this year and we believe it reflects the quality of the training programme, which is the only one for loader cranes commended by the UK Health and Safety Executive and to fully comply with the requirements of BS7121 Part 4: 2010." WTB Group, one of the UK's leading suppliers of building materials to the infrastructure, environmental and industrial markets, is a strong advocate of ALLMI training. Peter Duckett, WTB's mechanical and operations manager, said: "Health, safety and training are



always at the top of our agenda and we've been benefiting from the quality of the ALLMI lorry loader course for many years now. The course content is extremely comprehensive and ensures that our operators have all the necessary skills to do their job safely and efficiently. Our involvement in the ALLMI Operators' Forum also allows us to have valuable input into the development of the scheme."

Engine Management Systems one year on

In September 2009, ALLMI launched its Engine Management Systems (EMS) project, designed to bring together the knowledge and experience of truck, loader crane and PTO manufacturers, with the aim of resolving the issues surrounding the wiring into and the subsequent programming of Engine Management Systems. The launch promoted the release of an array of systems, procedures and template documents for those involved with EMS, as well as a password protected area of the ALLMI website which plays a major role in improving the flow of information between all parties concerned. One year on, the project has proved to be a great success and progress shows no signs of slowing. The long-term solutions to EMS related problems, e.g. CANbus, are still a long way off and so for that reason the EMS Working Group has been focusing on interim measures and continues to meet on a regular basis in order to review feedback and to ensure that the systems, information and website facility continue to meet the needs of the industry.



ALLMI's membership continues to grow

In spite of the current economic climate, ALLMI membership continues to grow with 14 new member companies joining since the start of the year and a considerable number of applications pending. E T Holdings joined earlier this year and group safety and training manager, Daniel Lavery, said:

"Membership of ALLMI has been a huge benefit to our business. The quality of information that comes out of the association is excellent, while the training courses and guidance documentation ensures that our employees are working to the highest standard at all times. The services provided by ALLMI, its strength as a voice in the industry and the credibility we obtain from being part of the association, makes membership a must for any company involved with lorry loaders."



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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

New US crane rules mandate operator certification

The US Crane & Derricks in Construction Final Rule has finally been published. A four year transition period begins in mid-November before all sections effectively become law.

The US Department of Labor says that the new rules will affect around 257,000 businesses and 4.8 million workers, and are intended to reduce crane fatalities on construction sites in the USA which are thought to be around 100 a year. The Department estimates that the new standards will save 22 lives and yield a saving for the economy of \$55 million a year after allowing for the costs of implementation.

Key changes include:

- Operator certification and training

All (construction related) employees working with cranes, including riggers, signalmen oilers etc will need to have had proper training and be qualified or declared competent for the job they carry out, while crane operators will also need to be independently certified for the specific crane type.

- New rules for overhead power lines

The standard includes a large section on working near or under or driving under overhead power lines with strict details of safe distances and work practices that must be followed.

- Tower crane inspections

Tower crane components must now be fully inspected

immediately prior to the crane being erected.

- Ground conditions and outriggers

The standard goes into considerable detail on ground conditions and outrigger or stabiliser set-up and the need to understand ground conditions.

The new rules also place greater responsibilities on general contractors. For example, they will now be obliged to inform anyone working with a crane on site of the presence of any underground voids or poor ground conditions.

A full report and comment, along with the full text of the new rules is now available for download from the library section of www.vertikal.net

All crane operators will need to be certified by 2014



Who trained him then?



c&a

training

Liebherr GB adds crawler crane training

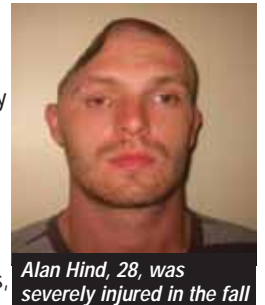
Liebherr Great Britain's CPCS accredited training school is now offering crawler crane (A02) operator training and testing.

The training centre - located at the company's Biggleswade, Bedfordshire, headquarters - has expanded its curriculum to include both CPCS and Liebherr's own certification. The new courses, which can also be held at customer's premises, have been created specifically to provide certified compliance for lifting operations and lifting equipment requirements in accordance with British Standards for the safe use of cranes.

Lack of training costs £25,000 plus...

Two brothers have been hit with £25,000 in fines and costs, while a young employee has been left severely handicapped, following a fall during demolition work.

Alan Hind, 28, was helping to demolish an industrial building in Carlisle when he fell six metres to the concrete floor below permanently damaging his sight and hearing.



Alan Hind, 28, was severely injured in the fall

The Health and Safety Executive prosecuted Robert and Eric Murray following the incident at Watts Yard on London Road in Carlisle on 27th February 2008. In the fall, Hind suffered

16 skull fractures, broke his jaw in three places, fractured his wrist, damaged a kidney and is now deaf in his right ear and blind in his left eye. Parts of his brain were so badly damaged that they had to be removed. He has also had to wait six months for a titanium plate to be inserted into his damaged skull.

Eric Murray, trading as E.J. Murray (Steel Structures), was prosecuted for breaching Regulation 6(3) of the Work at Height Regulations 2005 by failing to take measures to prevent workers falling and being injured.

Robert Murray, trading as Murray Structures, pleaded guilty to breaching Regulation 5 of the Work at Height Regulations 2005 by not hiring trained workers and failing to ensure the work was planned and carried out safely.

David Charnock, HSE construction inspector in Cumbria, said: "Mr Hind is lucky to be alive following his fall, which could and should have been prevented. He sustained multiple injuries which will affect him for the rest of his life. Unfortunately neither Robert nor Eric Murray took the necessary safety precautions. The workers they employed were casual labourers and did not have the skills or experience to work on industrial roofs. As this incident demonstrates, carrying out work at height can result in serious injury and even death if not properly planned. Steps must be taken to prevent people falling, and everyone involved in the work must be properly trained."

Robert Murray was fined £8,000 plus £4,000 towards the cost of the prosecution, while Eric Murray was fined £5,000 plus costs of £8,000.

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Mutual status and new office for IPAF

IPAF is now an industrial and provident society registered with the Financial Services Authority (FSA). In practice, the conversion does not change the way IPAF deals with members and suppliers.

Having limited liability for corporation tax and being subject to FSA rules will provide better protection of any financial reserves that IPAF builds up and enable it to use these funds purely for the purposes directed by members.

This change in legal status was announced by IPAF president Steve Shaughnessy at the recent official opening of the new IPAF head office



IPAF president Steve Shaughnessy (R) officially opens the new IPAF head office at Moss End in Cumbria, with IPAF managing director Tim Whiteman.

at Moss End in Cumbria. The opening was attended by several past presidents of IPAF (Frank Huish, Leigh Sparrow and John Ball) and previous managing director Paul Adorian.

IPAF's new head office is more spacious and has more room for expansion than its former premises at Milnthorpe. High-speed broadband and video conferencing are among the facilities that will help support IPAF's growing international membership. IPAF members are welcome to use the meeting room by appointment.

Status of Beide as Notified Body

IPAF has informed its members that UK-based Beide Product Service Limited is not listed as a Notified Body appointed by the government's Department for Business, Innovation and Skills (BIS). The full listing of organisations designated to carry out conformity assessment according to the Machinery Directive, is published by the European Commission. An explanation of Notified Bodies and their function under the Directive can be found at <http://ec.europa.eu/enterprise/newapproach/nando/> Companies holding certificates of conformity issued by Beide are advised to contact the company to review their validity. Further information is available from IPAF's technical officer.

Highway Plant is first CAP centre in Ireland

Belfast-based Highway Plant has become the first IPAF-approved centre in Ireland to offer the CAP (Competent Assessed Person) programme.



Equipment used to lift people in the UK must be thoroughly examined by a competent person every six months. IPAF's CAP Card certifies that the holder has been independently assessed as being knowledgeable and able to carry out thorough examinations of platforms in the context of current legislation. The assessments focus on machine safety and are for experienced engineers. More information on the CAP programme is at www.ipaf.org/cap

IPAF complies with ISO 18878 and 9001

IPAF's operator training programme has again been certified by TÜV as complying with ISO 18878:2004 Mobile elevating work platforms - Operator (driver) training.

IPAF fulfilled all requirements of the standard and no non-conformities were found. The audit was performed by TÜV Rheinland. The audit report highlighted positive aspects such as IPAF's continued development of the training programme, Operations Manual and instructors through involvement and feedback; strong surveillance system (audits) and results analysis with escalation processes; clear customer focus; and team approach.

IPAF also meets the 2008 version of ISO 9001, having passed the surveillance audit. No non-conformities were found. "IPAF is an extremely well organised outfit and a large part of its business involves auditing of member training centres and organisations, thus they are on top of auditing principles and methods," noted auditor David Willcocks from ISOQAR in his report. "It has an excellent QMS and it is thoroughly appraised via internal audits by its own staff."

Guidance on the use of MEWPs in confined overhead spaces

Straightforward guidance on how to prevent rare but dangerous accidents that could happen when mobile elevating work platforms (MEWPs) are used in confined spaces is now available.



Work in confined overhead areas requires proper planning and supervision.

The Strategic Forum for Construction Plant Safety Group, of which IPAF is one of the lead organisations, has released a Best Practice Guidance for MEWPs on this subject.

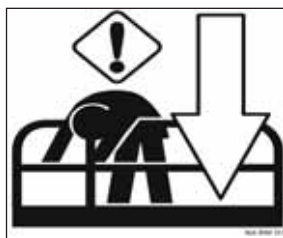
There have been a number of such accidents over the last few years, including fatal ones. Some of these incidents have involved the operator or other person being crushed against fixtures or other obstacles while working at height. These incidents could have been prevented by proper planning and preparation, selection of appropriate equipment and correct use.

The guidance provides clarity about the safe use of MEWPs including planning, equipment selection, training, provision of information, familiarisation, safe use, supervision and rescue procedures, together with monitoring and management of the work. The document is available free at the Publications section of www.ipaf.org

Standardisation of controls

The IPAF MEWP Safety Forum is collecting data on platform and ground controls with the aim of reviewing whether some MEWP controls could be standardised in the interest of safety. The Forum also discussed the desirability

and feasibility of bringing about greater standardisation of emergency descent controls. The group agreed to focus on ways of standardising the signposting of emergency descent controls.



This safety decal can be used to signpost the location of emergency descent controls. Artwork is available from the Resources section of www.ipaf.org



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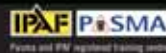
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Annual Members' Meeting attracts full house

For the second year running it was standing room only at the Moxhall Hall Hotel in the West Midlands for PASMA's Annual Members' Meeting.

In a departure from previous years, the proceedings included reports not only from the chairman, Roger Verallo and managing director Peter Bennett, but also from the chairman of the Technical Committee Paul Pritchard, the chairman of the Training Committee Mick Aston and the chairman of the Hire Assembly Committee Chris Blantern.

Communications officer, Jill Couttie, and member services supervisor, Karen O'Neill, also made presentations outlining their respective responsibilities at the association.

Echoing his written report in PASMA's first Annual Review, Roger Verallo spoke of how PASMA, since its formation over 35 years ago, had 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. "In these difficult times, when we have to contend with not

only the wider economic challenges that face all industries, but where we also need to defend our traditional markets from the encroachment of other work at height products, it is essential that we have a strong and active Association engaging on our behalf, to protect and preserve our industry." "PASMA is in exactly that position – we have never been stronger and we have never been better resourced to face these challenges."

To see photographs of the event, including the speakers and delegates, visit www.pasma.co.uk



Roger Verallo



Paul Pritchard



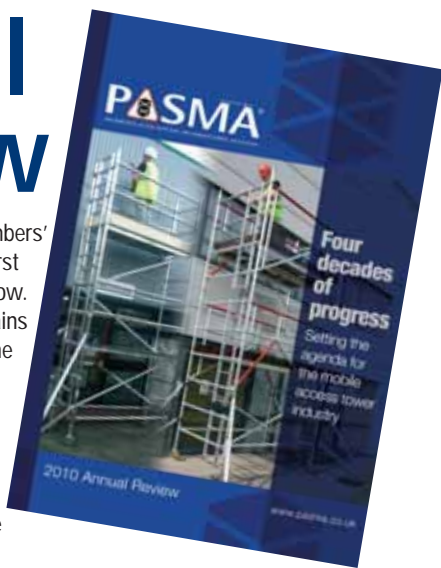
Karen O'Neill



Jill Couttie

Annual Review

Launched at the Annual Members' Meeting, the Association's first Annual Review is available now. The 16-page document contains reports from the chairman, the managing director and all the various committee chairmen. For anyone not familiar with the Association it is an ideal introduction to the role and contribution of PASMA to the work at height sector.



2011: PASMA and Vertikal Days

The Association is in talks with the organisers of Vertikal Days about the prospect of creating a mobile access tower 'village' at the next event which is scheduled for June 2011. The aim is to make the show, which will be in its fifth year in 2011, truly representative of the access industry, of which towers are a large part. If you have a view, or could be interested in exhibiting, please contact jill.couttie@pasma.co.uk



New PASMA insurance scheme

The Association has introduced a new insurance scheme for the benefit of members. The scheme includes a free annual review of all PASMA members' insurances to make sure proper and adequate cover is in place. Email jill.couttie@pasma.co.uk for further details.



Letter to Lord Young

The Access Industry Forum, of which PASMA is a founder member, has responded to Lord Young's current review of health and safety legislation in the UK.

In a letter to Lord Young, the Forum - which includes IPAF, NASC, FASET and the Ladder Association - makes the point that, as falls from height remain the biggest contributor to deaths and injuries in the workplace, it welcomes any serious, informed and balanced review of the issues arising from the implementation of the existing legislation.

In undertaking the review, the Forum asks Lord Young to give due regard to the following:

- The need for a clear, unambiguous definition of the word 'competence' as used in the Work at Height Regulations;
- The need to establish the link between training and competency;
- The need to introduce a formal system of accreditation whereby

all users of access equipment must produce formal and independent proof of training.



The letter concludes by saying that the review must not pander to popular prejudices and myths and thus undermine its ability to protect workers from death and injury.

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New hydraulic motor aids fuel efficiency

Parker Hannifin, has launched the M5A range of hydraulic motors, developed to improve the efficiency and performance of fan operated cooling systems.

The M5A is ideal for use with fan units of up to 20kW, at maximum operating pressures of 300 bar (4,500 PSI) and speeds to 4,000 RPM. The motors are designed to offer high levels of engine efficiency by enabling the speed of cooling fans to be matched precisely to the operating load of each vehicle.

This can significantly reduce energy consumption and emissions, while helping to improve fuel economy and minimise the wear on moving parts, to extend service intervals.

Each motor is manufactured from a tough, cast iron housing and

incorporates heavy-duty components throughout - including specially developed bearings - resulting in a robust system capable of handling sustained heavy loads. For example, the bearing and motor shaft assembly is capable of withstanding high gyroscopic forces, making the system ideal for use in forestry and construction equipment. They also meet rigorous noise and emission standards required in the Commercial Vehicle sector, employing radial vane technology allowing them to operate at particularly low noise

levels, even under full load.

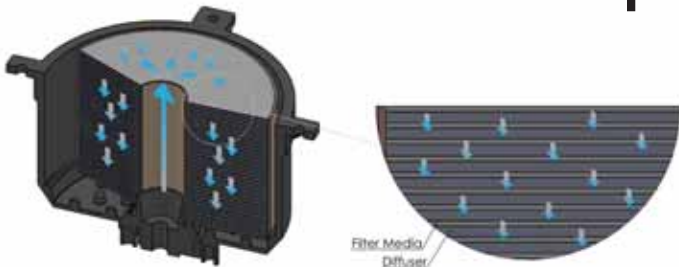
In addition, the M5A motors feature integrated proportional pressure relief valves and sensor mechanisms. These provide extended functionality, for example anti-cavitation and dedicated speed control, without the need for auxiliary equipment. For applications where cooling radiators are prone to clogging with dirt or debris, a built-in reverse valve option is also available, which

enables radiators to be cleaned simply by reversing the air flow from the pump and fan assembly. The new pumps are supplied in two industry standards sizes: SAE A and SAE B.



The new Parker Hannifin M5A hydraulic motor

New filter concept



The VDM (Variable Depth Media) is a new, patented filter designed by Filtertechnik, which claims to achieve exceptional cleanliness and water removal results at a very competitive price. The VDM filter works on the principle of capturing particulate throughout the entire depth of a filter element. Large particles are captured at the top of the element, medium in the middle and fine particles at the bottom.

Traditional filter elements have the same filter media throughout the element structure. The VDM filter can be tailored to suit a given application by adjusting the media layers to suit the particulate clean-up job required. Water removal can also be built into the element by utilising a water removal tier within the element, which has excellent water retention properties.

Cleanliness levels of ISO 12/10/8, Nas 2, are easily achievable from this element as well as removing both free water and dissolved water down to 50ppm. In-house and field tests have typically shown water counts being reduced from 1000ppm to 50ppm. The layered design of the VDM means that other materials can be introduced to the element to perform different functions as required, such as Free Fatty Acid or TAN reduction. The filter can be used in a variety of applications such as mineral oils, fuels, vegetable oil based applications such as used cooking oil and biodiesel. The elements can also be used at temperatures up to 180 degrees C without loss of performance.

Two patents are utilised within the VDM design, one is the variable depth concept and the other is the use of diffusers within the element that improve particulate capture due to a non-Newtonian interrupted flow principle. The filters are currently being manufactured in three sizes but they can be built to suit applications and flow requirements. Filtertechnik also produces low cost housings to complete the product line up. To mark the launch the company is giving away a filter body and VDM filter for testing.

Eco vinyl decals

Atlantic Coast Studios is launching a new biodegradable range of stickers/decals. The idea is to provide a more 'environmentally friendly' product which will help companies with their contract tendering, which increasingly demands improvements in this area.

The new stickers are designed to come close to matching regular plastic decals and last a minimum of two years in harsh outdoor conditions. They are fully waterproof and weather resistant.

The adhesive used on the Eco Vinyl provides 12N/25mm of 'stickiness' compared to 16N/25mm on regular vinyl sticker and as such are just slightly less sticky. Temperature resistance is - 40 to +70 degrees centigrade - again similar to regular stickers. On-going tests show that the Eco decals resist any fading or UV degradation after two years of continuous outdoor use.



Atlantic Coast Studios Ltd
SCREEN & DIGITAL PRINTERS

Sample of:



www.atlanticcoaststudios.com Tel: 01684 773697

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.

GCR Group Advertisement –
C&A P26, July Issue

Dear Sir,

With reference to the above advertisement shown in the July issue of your magazine, I can't help but wonder how a company can be allowed to advertise themselves as "No 1 For Lifting Solutions" in an industry magazine which, I assume, is written, edited & read by 'Lifting Industry Professionals' when they proudly show off a photo of an clearly incorrectly lifted load, as if it were an example of their expertise!

Surely somewhere between the Appointed Person, the Slinger, the crane operator, the guy in the office who picked this photo for the advert, and your editing team, someone, if not everyone, should have pointed out that this slinging method was ridiculous, and certainly not the type of work that should be associated with the Company Slogan "No 1 For Lifting Solutions"

Just in case anyone is failing to see my complaint, I will put the question bluntly - who decided that the best slinging method for that Hiab jib, was to cradle it with 2te flat web nylon belts, but clearly they were too long, so instead of finding a more suitable length of sling, they choose to wrap the sling round 3 times, still using the cradle method instead of the choke method. Then, knowing full well that a photographer is taking photos of the lift, sticks all four sling eyelets on to the hook, there is no sling manufacturer on earth that would endorse that slinging method, and I would love to see the calculations of the SWL, taking into account all the de-rate factors

I am disappointed to see that my so called "professional" industry colleagues clearly don't have a clue what they are doing! And further, that such a photo was published as an advertisement in an industry magazine for professionals without being picked up on. If you were to publish this email, please do not publish my details.

I look forward to hearing your reply

Regards

Heavy lift consultant

Name withheld as approval to use not received.

Dear Sir,

I can't find anything wrong with this at all. The method of slinging is called a 'wrapped basket' and is quite common when slinging cylindrical or similar loads. The eyes of the sling are all seated correctly in the body of the hook with no overwrap, and the safety latch is closed. As for the safe working load, it is 1.4 times the single leg SWL.

It shows this quite clearly on the tags stitched to the sling, as well as any tables supplied by sling manufacturers, LEEA or BSI, etc.

Andy Wadsworth
GGR

Our reply to the reader raising the issue, was that while it may no necessarily have been an example of 'best practice', slinging, the slings were positioned so that there was no way that they could slip or slip off. They were not in contact with any sharp edges, they looked to be in good condition, were clearly well located on the hook and sling eyelets were not stretched to any point were undue stress would be inflicted on the stitching and finally the hook was fitted with a safety clip. So the load was secure and the slinging unlikely to cause an accident. We did agree with the principle that he raises concerning the importance that companies advertising or promoting high standards should make sure that all photography used demonstrates the highest standards of best practice. We also asked GGR for a comment and received the following assessment.

If any slinging experts out there would like to comment on the original letter, our response or that of GGR, we would be very interested to hear from you either off or on the record.

The following is an open letter from Ian Simpson of the UK's HSE to Colin Wood head of the Contractors Plant-Hire Association highlighting the risk of high cycle work for mobile cranes, and demonstrating that use and application is more of an indicator than the simple crane age rules that some contractors are currently employing.

For the attention of Colin Wood – Chief Executive CPA

Dear Colin

HIGH CYCLE LIFTING OPERATIONS WITH MOBILE CRANES

The Health and Safety Executive have recently investigated the boom failure of mobile crane being used at a harbour to load a supply vessel. The boom fractured and the load being lifted fell on the vessel deck. Fortunately no one was injured.

Examination of the failure surfaces identified extensive fatigue cracking. Records held by the user identified that the crane had undertaken in excess of 117,000 similar lifts at the harbour over three year period since the crane was purchased.

The design standard for the mobile crane manufactured in 2006 was BSEN13000:2004. This standard referenced a German Standard DIN15018-3 with respect to the in service design life and gave a design life of 25,000 lift cycles. Thus the incident crane had significantly exceeded the manufacturer's design life.

The Provision and use of Work Equipment Regulations 1998, Regulation 4 requires that an employer ensures that work equipment is so constructed as to be suitable for the purpose for which it is provided. The suitable selection of equipment will reduce the risk of persons being harmed. Where a large number of high cycle lifting operations are to be undertaken consideration should be given to the type of crane to be selected. Mobile Harbour Cranes, Portal Jib Cranes or Overhead Bridge and Gantry cranes may be more suitable for high cycle lifting operations than a conventional mobile crane.

The Lifting Operations and Lifting Operations Regulations 1998, Regulation 4 requires that an employer ensures that lifting equipment is of adequate strength for the proposed use. This includes consideration of failure by fatigue or wear.

Where cranes are being used in high cycle applications it is important that crane owners monitor and record the cycles that their cranes are undertaking and make amendments to the inspection, maintenance and thorough examination programmes.

The crane owner should seek advice from the crane manufacturer as to revised inspection and maintenance procedures. This may include replacement or overhaul of parts that have exceeded their design life. The owner should inform the competent person undertaking thorough examination that the crane has been and will be used on high cycle work. The competent person may request supplementary examinations to be undertaken in support of thorough examination.

These may include Non Destructive Testing, strip down of assemblies such as slew rings, booms and winches. The competent person may also decide to increase the frequency of subsequent thorough examinations by reducing the period to the time of next thorough examination.

As you are aware guidance on the Inspection, Maintenance and Thorough Examination of Mobile Cranes is available for download from your web site.

In this incident no one was hurt or injured however the consequences could have been much more severe. I would ask you to bring the matters contained in this letter to the attention of your members.

Yours sincerely

Ian Simpson

HM Principal Specialist Inspector of Health and Safety
Mechanical Engineering Specialist Group – North

Letters to the editor: Please send letters to the editor: Cranes&Access: PO Box 6998, Brackley NN13 5WY, UK.

We reserve the right to edit letters for length. We also point out that letters are the personal views of our readers and not necessarily the views of the Vertical Press Ltd or its staff.

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New rail mounted 360

VGM special products - the Tilburg, Holland-based specialist manufacturer and Manitou dealer - has delivered the first Manitou MRT1842-Telerailer, a new Road-Rail 360 degree telehandler to rail contractor Biemond-Lems.

VGM took over the Manitou franchise for the region last year. Its principals - including Hans Visser - were previously senior managers at VHS which over the past six years or so has built a number of 360 degree rail-mounted telehandlers. The new VGM unit builds on the experience and feedback gained from the VHS machines.

The TeleRailer 1842 has a lift height of 18 metres and a maximum capacity of 4,200kg. It uses a high-rail concept with the road

wheels lifted well clear of the tracks when travelling on rails. The track drive units allow the machine to be levelled on cambers or side slopes by up to 14 degrees and both front and rear wheel units are driven via their own dedicated pump and motor for extra power and reliability. Features include independent brakes on all four rail wheels, a maximum speed of 40kph and enough power to pull a wagon and handle the steepest gradients found on the Dutch railway system.



The Telerailer MRT 1842 with reduced tailswing and note the travel platform

The TeleRailer includes a wide range of special attachments including a fully integrated work platform, a travel platform to allow extra staff to ride safely with the machine, a reduced tailswing and slew restrictors to allow work alongside a live track. Any standard Manitou attachment from platforms to jibs can also be fitted.



the work platform has a good working envelope

New Multi-Tool launched



Merlo tractor/telehandler combination the Multifarmer is widening its appeal particularly to utilities companies by creating a new model identity - the Multi-Tool.

Like its agricultural cousin, the Multi Farmer, the Multi-Tool features a rear-mounted three-point linkage with 4,300kg capacity and a mechanical direct drive PTO with both 500 and 1,000rpm speeds available.

As a telehandler, maximum lift capacity is 3,000kg, with both six metre and 8.55 metre lift heights available. There is a choice of Classic (analogue controls and instruments) or the all-digital TOP version with MERlin electronic control system.

When combined with the wide range of attachments available from Merlo, the Multi-Tool offers versatility, speed and safety in any utility operation. These include a fully integrated work platform - fully compliant with the EN280 aerial lift standard.



The Merlo Multi-Tool with integrated platform

High capacity Doosan

Doosan Infracore Construction Equipment is entering the high capacity end of the telehandler market with a four model range with lift heights of 10 metres and capacities from seven to 21 tonnes.

The machines - manufactured by Dieci - can also be fitted with buckets of up to 4.5 cubic metres for loading applications. The new telehandlers offer compact dimensions, an off-road design, standard leveling and travel speeds up to 36 kph. The smallest model in the range is the DT70 telehandler which has a maximum lift capacity of seven tonnes and a maximum lift height of 9.65 metres. Next in line is the 12 tonne DT120 with a lift height of 9.4 metres. The two largest models - the DT160 and the DT210 both offer 10.2 metres of lift height and maximum forward reach of 5.15 metres, while maximum lift capacities are 16 and 21 tonnes, respectively.



Hoist and jib now available

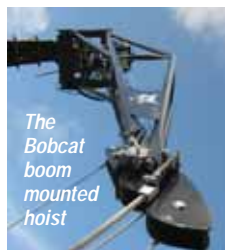
Bobcat has launched a new range of hydraulic hoists and jib extensions for its telehandler range - the boom nose mounted hoists are rated to 3.5 or four tonnes and 600 and 1,000 kg when combined with a four metre extension. They meet or exceed the latest ISO 430 1-1 classification T4, L2, M4.

The company say that the new attachments are designed for applications in construction, general industry and maintenance and provide the lift functions of a crane, combined with the site mobility and

versatility of a telehandler.

Using the hoist and jib attachments, the telehandler can be used to position loads in places which are difficult to access conventionally with the telehandler boom alone.

The hoists allow the raising and lowering loads without having to move the boom and are fitted with a proportional control system for precise load positioning.



The Bobcat boom mounted hoist

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Email: macarenagarcia@gilusan.com
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Benelux lifting event
September 24th-25th 2010
Safaripark Beekse Bergen, Netherlands
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SAIE 2010

Bologna Fair, Italian Building products exhibition.
October 27-30th, 2010,
Bologna, Italy
Phone: +39 051 282111
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Big Five 2010

November 23-27, 2010
Middle East construction show in Dubai, Dubai, UAE
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Fax: +49 (0) 89 949 22 350
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Bauma China

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www.apexshow.com

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251 Demag AC 25	1998	4x4x4	25.00m + 1.20m
301 PPM ATT 335	1997	4x4x4	27.40m + 15.00m
351 PPM ATT 400	1998	4x4x4	30.40m + 15.00m
351 PPM ATT 400-2	2000	4x4x4	30.40m + 8.00m
401 Liebherr LTM 1040-1	1994	6x6x6	30.00m + 8.00m
401 Liebherr LTM 1040-1	1999	6x6x6	30.00m + 14.50m
451 Faun ATF 45-3	2004	6x6x6	34.00m + 15.20m
551 Liebherr LTM 1055/1	2004	6x6x6	40.00m + 16.00m
551 Grove GMK 1055	2005	6x6x6	43.00m + 15.00m
601 Faun ATF 60-4	2001	8x6x8	40.00m + 16.00m
751 Grove GMK 4075	2001	8x6x8	43.20m + 27.00m
751 Grove GMK 4075	2001	8x6x8	43.20m + 17.00m
801 Liebherr LTM 1080/1	2000	8x6x8	48.00m + 17.00m
801 Faun ATF 80-4	2003	8x8x8	48.50m + 16.00m
901 Liebherr LTM 1090-4.1	2004	8x6x8	52.00m + 19.00m
901 Faun ATF 90K-4	2008	8x8x8	51.20m + 18.00m
1001 Grove GMK 5100	2001	10x8x10	51.00m + 18.00m
1101 Krupp KMK 5110	1991	10x6x8	50.50m + 16.00m
1101 Faun ATF 110G-5	2006	10x6x10	52.00m + 16.20m
1301 Grove GMK 5130	2005	10x8x10	60.00m + 18.00m
1601 Liebherr LTM 1160-2	1998	10x8x10	60.00m + 22.00m
1601 Faun ATF 160G-5	2005	10x8x8	60.00m + 13.20m
1801 Grove GMK 5180	2001	10x8x10	60.00m + 38.00m
2201 Faun ATF 220G-5	2009	10x8x8	68.00m + 37.20m

TELESCOPIC - TRUCK CRANES

Make / Type	y. o. m.	Drive	Boom / Fly Jib
301 Liebherr LTF 1030	2003	6x4x2	26.00m + 8.20m
501 Tadano Faun HK 40	2006	8x4x4	35.20m + 9.00m

ROUGH-TERRAIN CRANES

Make / Type	y. o. m.	Drive	Boom / Fly Jib
501 Tadano TR 500 E	1999	4x4x4	34.10m + 17.10m

REACHSTACKER

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

BOOMLIFTER

Make / Type	y. o. m.	Drive	Boom / Fly Jib
3.51 JCB Telebandler 535-125	2007	4x4x4	12.50 m

YARD CRANE

Make / Type	y. o. m.	Drive	Boom / Fly Jib
141 Demag V73	1983	4x2x2	13.50 m + 5.50 m
141 Demag V73	1992	4x2x2	13.50 m

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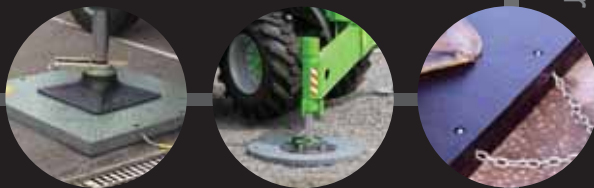
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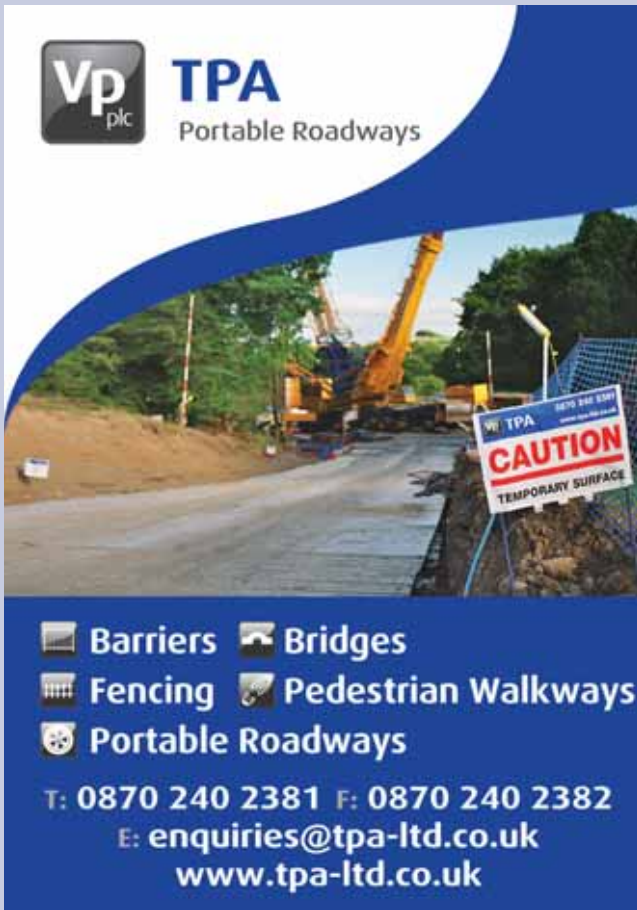
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Telescopic forklift
21m/5 Tonne - 2006/7



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46m - 2005



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2002 £4,800 €5,280



Genie Z30/20N Electric

2004 £8,500 €9,350

Z30/20N RJ

2001 £8,750 €9,625



JLG E300AJ & AJP
Electric

1999
£5,800 €6,380
2000
£7,500 €8,250



Manitou 150AET Electric

2003 £13,950 €15,345



Genie Z34/22BI Bi-Fuel

1999 £4,000 €4,690



Niftylift HR12NDE Bi-Fuel

2003 £13,450 €15,760



Genie Z45/22BI Bi-Fuel

1998 £4,950 €5,445



Niftylift HR15NDE Bi-Fuel

1999 £12,950 €15,175



Genie Z45/25DJ Diesel
2WD

1999 £7,400 €8,140



JLG 450AJ Diesel

2WD
1998
£5,500 €6,050
1999
£7,400 €8,140



4WD
1998
£5,800 €6,380

JLG 600AJ Diesel

2WD
1998
£9,400 €10,340
2000
£12,600 €13,860



4WD
1998
£11,000 €12,100

JLG 800AJ Diesel

2WD
1992
£17,500 €19,250



4WD
1999
£18,000 €19,800

Genie S40 Diesel
4WD

1999 £4,800 €5,280



Genie S60 Diesel

4WD
1997
£8,750 €9,625
1998
£9,000 €9,900
1999
£9,200 €10,120
2WD
1999
£8,750 €9,625



Haulotte 21TPX Diesel

1998 £8,000 €8,800
2000 £9,000 €9,900



Genie S85 Diesel
4WD

1999 £17,800 €19,580



Please note photographs are for illustrative purposes only.

AFI-Uplift Ltd, 2nd Floor, West Wing, Diamond House, Diamond Business Park,
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Genie GS2032

Electric

1998 £1,400 €1,540
1999 £1,500 €1,650



Upright MX19

Electric

2000 £1,750 €1,925
2002 £2,500 €2,750



Upright SL20

Electric

1998 £1,400 €1,540



Upright X26

Electric

1996 £800 €880
1998 £900 €990
1999 £1,000 €1,100
2002 £3,500 €3,850



Upright X32

Electric

1997 £1,700 €1,870
1998 £1,850 €2,035



Skyjack SJ3219

Electric

1998 £1,100 €1,210
2001 £2,000 €2,035



Skyjack SJ4830

Electric

1999 £1,950 €2,145



Genie GS2668RT

Diesel

1999 £2,800 €3,080
2002 £5,700 €6,270
2004 £6,600 €7,260
2005 £7,900 €8,890



Upright X27DRT 4WD

Diesel

2001 £4,950 €5,445



Genie GS 3268RT

Diesel

4WD
2000 £4,800 €5,280
2001 £5,800 €6,380



Skyjack SJ8831RT

Diesel

2WD
2003 £6,000 €6,600
4WD
2003 £6,250 €6,875



Skyjack SJ8841RT

Diesel

4WD
1999 £3,000 €3,300
2000 £4,000 €4,400



Skyjack 9250RT

Diesel

2000 £7,250 €7,975
2001 £9,000 €9,900



Pop-Up Push Around

2008
£1,700 €1,870



Upright TM12

Electric

2000 £2,000 €2,200
2001 £2,500 €2,750



Haulotte STAR 10

Electric

2006 £12,950 €15,175



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