

# cranes & access



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December/January 2011 Vol. 12 issue 9

**Annual  
rental  
rate guide**

**Mobile cranes  
in the city**

**Low level  
powered  
access**

**A look back at  
2010**

...New 150ft JLG boom... New CEO for Terex cranes... TVH bids for Lavendon...



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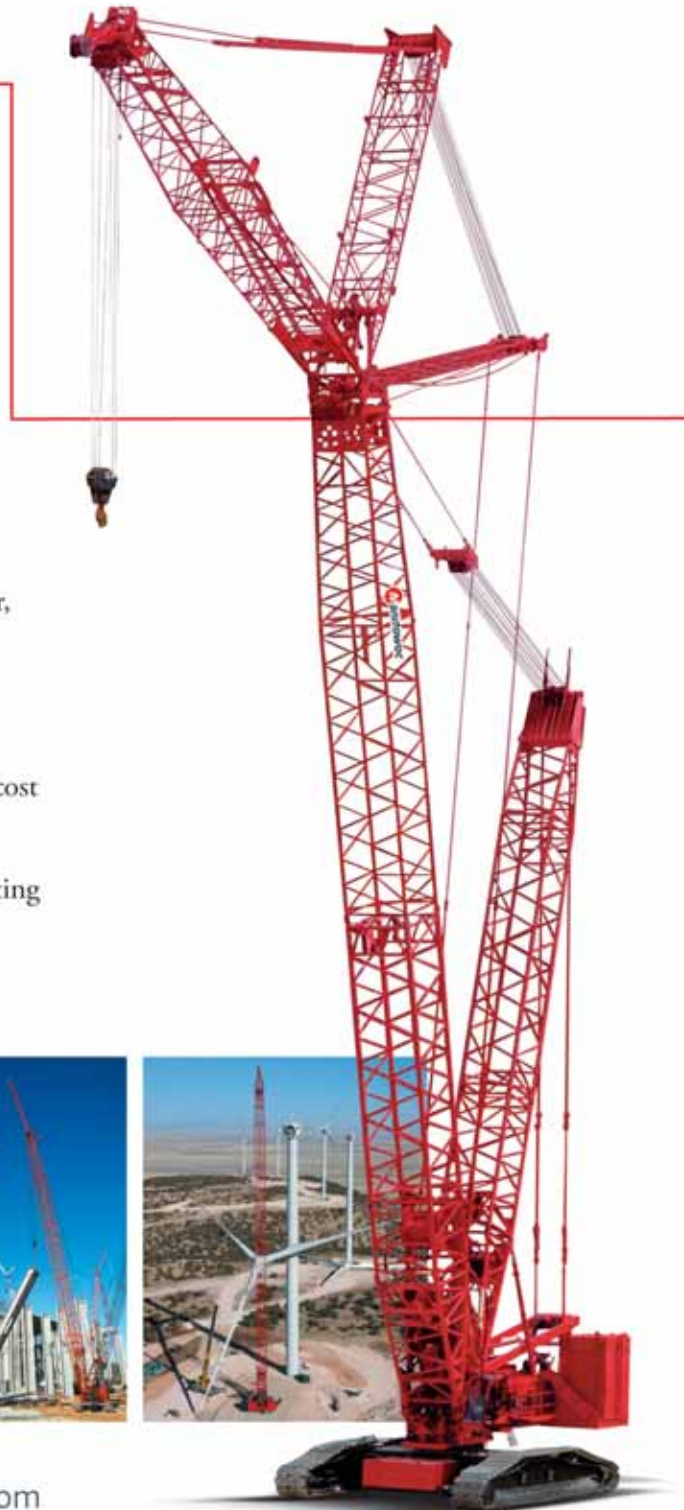
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## On the cover:

The new 8ft/2.5m platform height Pop-Up Push 8 in a classic low level access application.



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Over the past five years, the push-around scissor market has grown from concept to an established and blossoming sector. In its short history it has developed from a niche to mainstream product satisfying the increasing demand for a simple, low level access product. We take a look at its short history, the increasing number of players in the market, along with the advantages and benefits that this type of product can bring.



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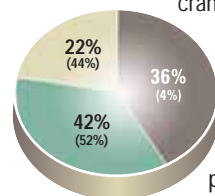
Lifting in confined city locations often requires more planning, greater care and is certainly easier using equipment specifically designed for the job. We take a look at the latest and increasing number of products that make city



lifts not only easier and less costly, but often enable lifts that are impossible with standard cranes.

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It's that time of year when we report on the crane, access and telehandler rental rates in the UK and Ireland. Despite a rate bloodbath in the first half of last year, rates have levelled out or even picked up. Does this mean 2011 will be a good year? Find out what you all think as we reveal all in the C&A eight page rental rate survey.



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We take an extensive look at 2010 - the year that many would rather forget. At least there is always the weather to talk about....



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**c&a**  
comment



## A new year a new resolution?

Happy New Year!

Did you make a new year's resolution?  
Have you broken it already?

It is easy to have good intentions at the beginning of a New Year - but how often do we slip back into our familiar 'bad' habits. This issue includes our annual rental rate survey and if respondents are to be believed, rates last year in some sectors - telehandlers in particular - showed reasonable signs of improvement. Some might say that's not difficult given the ridiculous levels to which they had plunged.

But does this rate rise indicate that the industry has a matured and learnt the lessons from the numerous boom and bust years or more particularly the economic melt-down of two years ago? Probably not.

It is more likely that companies cannot absorb any more increases in overhead costs - fuel, heating/lighting, tax, wages etc etc etc - and have literally been forced to increase their rates.

The telehandler rates may well rise again this year but they are still below the highs of three or four years ago. In times of over-capacity this may well be acceptable, however during the last few years a large number of telehandlers have been sold overseas so there are certain types and sizes of machines that are now in short supply. But do the rates reflect this? The crane rates certainly do not, by rights crane rental companies should sell their equipment and put their money into something else - perhaps a fleet of taxis? They would certainly get better rates on a much lower investment!

As David Shipman of AFI-Uplift said during the IPAF Summit last year, low rental rates and poor returns put huge pressure on the provision of proper equipment maintenance and inspection, not to mention hand-overs for non-operated equipment. It's a vicious circle that affects the image and safety of the industry.

If the rental industry could only break the habit of a lifetime and focus on offering well-maintained equipment with top notch support at a commercially realistic price, construction sites would be safer and more efficient workplaces. This would of course also require contractors to change their habits of wasting an inordinate amount of management time trying to squeeze an extra penny out of the rental cost, risking safety and massive knock-on costs when the corner cutting goes wrong.

If only we could all start the new decade by keeping our resolutions and taking a fresh approach it would make for a truly happy and prosperous New Year!

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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# Tadano and Link-Belt end agreement

Tadano and Link-Belt have issued a joint statement ending their supply agreement for All Terrain cranes. The agreement provided Link-Belt with Tadano-Faun manufactured All Terrain cranes to sell under the Link-Belt brand on a non-exclusive basis in the North American, Central American and Caribbean markets and largely focussed on the 160 tonne Tadano ATF160 G-5 and 220 tonne ATF220 G-5 marketed as the Link-Belt ATC3200 and ATC3250 respectively.



The Tadano built Link-Belt ATC3250

The two parties say that the termination agreement has been drawn up to provide an orderly conclusion to the supply arrangement and places a high priority on the interests of customers that have purchased the Link-Belt branded cranes and includes long term commitments on the part of both Tadano Faun and Link-Belt in customer support areas such as parts supply and technical support. American buyers can continue to source these products through Tadano America.



Marcio Guimaraes de Campos (L) and Koichi Tadano seal the agreement

## Tadano expands

Tadano America has opened an office in Panama which will serve as the group's new regional base of operations. The office will be responsible for expanding the company's business throughout South America.

At the same time the company intends to open a new joint venture business in Brazil this year - Tadano Brazil - in partnership with is agent T.D.B. do Brazil Industria e Comercio and its owner Marcio Guimaraes de Campos. The new business which will start with a capital of \$5.9 million will be 51 percent owned by T.D.B, while

Campos will hold 49 percent. In addition to T.D.B.'s current business of importing, selling, and servicing Tadano cranes, the new Brazilian operation will have a manufacturing capability, allowing it to import "semi-finished cranes" for full local assembly. This will include the import of superstructures for mounting on local trucks and chassis as well and the assembly of other Tadano cranes from semi knock-down kits. The new company has a target to achieve revenues of \$46 million by 2013.

## JLG adds 150ft Ultra Boom

JLG has announced the launch in March of a new 150ft/45.72 metre boom lift, the 1500SJ which will be shown at Conexpo. The new lift is based on the company's popular 1350SJP with which it shares a common chassis.

The new boom features the same four section main boom as the 1350, but sports a two section telescopic articulating jib which gives a maximum outreach of 9.1 metres on a fully extended main boom of around 38 metres. Weight has increased from the 1350's 20.4 tonnes to 21.8 tonnes (48,000 lbs). Overall transport length is 13.1 metres (43ft).

The 1500SJ is the highest straight telescopic boom ever built and only the second self-propelled lift to feature a telescopic jib. The unit's big advantage over JLG's aging 150HAX articulated boom is ease of transport. With an overall retracted width of just 2.49 metres (3.81m extended) and an overall

height of just over three metres, it can be moved without special width or height permits. The 150HAX is 3.5 metres wide when retracted and 4.27 metres high. The 1500 is fitted with the 75hp TD2011 diesel and steel covers are standard. The platform capacity on the new boom lift will be the same as the HAX at 1,000lbs (453kg) and 500lbs (227kg), depending on whether manual or automatic mode is selected. The new lift compares very well with its sister machine the 1350SJP in that it is almost as easy to transport, and has an almost identical working footprint and yet it offers an additional 4.5 metres working height and a significantly greater outreach at height.

### How does it compare?

	JLG 1500SJ	JLG 150HAX
Platform Height	45.7m	45.7m
Outreach	23m?	24.2m
Overall Width	2.49m – 3.81m	3.51m – 5.49m
Overall Length	13.1m	12.01m
Overall height	3.05m	4.27m
GVW	21,800kg	25,855kg



The JLG1500SJ features a two section telescopic jib



The new JLG1500SJ is the largest straight boom lift ever built



The JLG1500SJ will be as easy to move as its smaller brother the 1350SJP



## TVH takes a run at Lavendon

Privately owned Belgian-based fork truck and access parts supplier TVH made a cash bid at the end of November to acquire Lavendon Group - Europe's largest aerial lift rental company. The bid was worth around £185 million, with TVH assuming Lavendon's debt, currently around £158 million.

TVH Services - the holding company of Group Thermote & Vanhalst - said that it made two approaches to Lavendon with a view to making a recommended cash offer. However both bids, the latest worth 111p a share - a 40 percent premium on the day - were rejected, spurring TVH on to make a formal announcement on December 3rd. The bid was not however a binding offer to acquire the business and, according to Lavendon was subject to a number of conditions, including the availability of funding. It rejected the bid both on these grounds, on the basis that it was "opportunistic" and that it undervalued the company.

TVH said: "Lavendon is an attractive business and well positioned within the access equipment rental industry. However we believe that Lavendon's ability to exploit new growth opportunities and invest in the economic recovery is somewhat limited by its capital constraints and, by combining the two businesses, TVH would be able to accelerate the investment needed into Lavendon's rental fleet, allowing it to take full advantage of the economic recovery and maintain and grow its competitive position within its markets." More details on [www.vertikal.net](http://www.vertikal.net)



The new Youngman X3XSP will be unveiled in February

## Youngman goes self-Propelled

The long expected self-propelled version of Youngman's Boss X3 push around scissor lift range will be unveiled at the UK's Executive Hire show in early February.

We understand that the first model will be a self-propelled version of its 3.2 metre platform height X3X model, using two driven wheels on one axle and two rotating castors on the other end, similar to many of the existing products on the market. One major difference on the SP self-propelled model will be the fact that it now has a 500mm roll-out deck extension. We understand that other dimensions will remain similar to the push-around model at 760mm wide and 1.3 metres long. The unit will be controlled by a single joystick controller.

## Bigge big lift

US crane and heavy lift company Bigge has issued a short sales video that contains more information on how its new 4,000 tonne AFRD 125D heavy lift crane is designed to work. The crane is aimed primarily at heavy lifting applications such as nuclear power station construction and uses a twin boom pivoted on a support trolley similar to that employed by the ALE, Mammoet and Sarens dual boom ring type cranes.

The big difference is that in place of a traditional counterweight the back mast/derrick boom will be anchored to a large concrete foundation cast into the ground as will the track/ring. The benefit is that a large proportion of the crane's 'footprint' remains open to site traffic, effectively reducing the dedicated space required. In order for this to work of course it needs to be possible to carry out all of the lifts on the site from the single location.

Bigge says that the 125,000 tonne/metre 125D, will take a 1,000 tonne load out to greater radii than most other cranes on the market - although no specifics have yet been published. It also says that the new crane will have lower ground bearing pressures, a higher tolerance for lifting in windy conditions and higher hoist and slew speeds. It also believed that the design concept can be expanded to around 7,000 tonnes.

See the video on [www.vertikal.net](http://www.vertikal.net)

## New Terex president

Terex Crane president Rick Nichols and Terex group president Tom Riordan are leaving the company at the end of this month. Riordan is moving to Neenah Enterprises, a foundry company in Neenah, Wisconsin, where he will be chief executive. Terex does not plan to replace him and chief executive Ron Defeo will take over his duties, which he handled prior to Riordan's appointment in 2006.



Kevin Bradley

Nichols will depart in February to "pursue other opportunities" and will be replaced by Kevin Bradley, president of Terex Financial Services. Bradley joined Terex in 2005 prior to which he spent nine years each at GE Capital and AT&T Capital.

Bradley's post at Terex Financial Services will be taken up by Ramon Oliu, currently responsible for operations, risk management, and IT at the captive finance company. He will report to Phillip Widman, Terex chief financial officer.

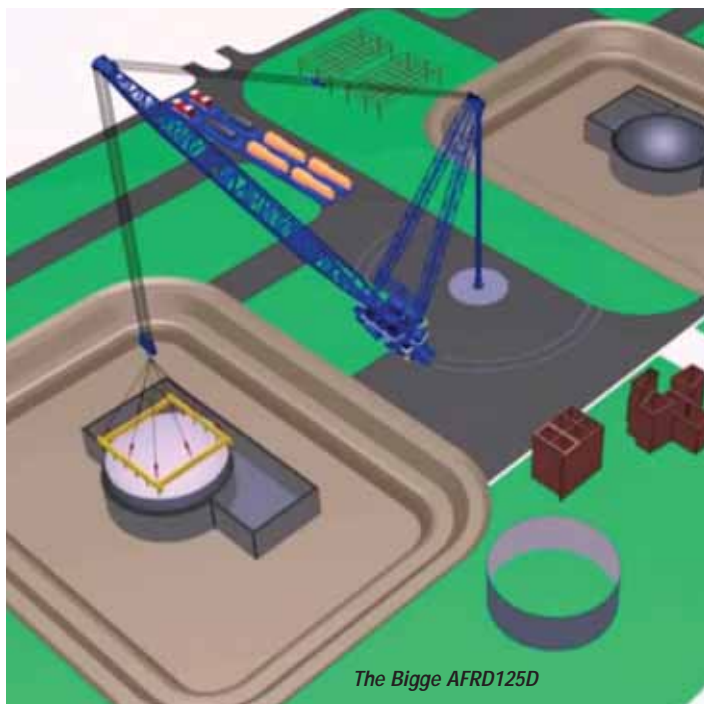
Defeo said: "We thank Tom Riordan and Rick Nichols for their dedicated

service and accomplishments at Terex, and wish them the best in their future endeavours. Kevin Bradley is the right person to lead our efforts to improve relationships with large global crane customers and continue the globalisation of our crane business. In his TFS leadership role, Kevin has demonstrated his commercial skills and developed a keen understanding of our customer base."

Terex also announced that it will appoint a senior vice president, Terex Business System, reporting to DeFeo. The company is in the final stages of selecting from a number of internal candidates. They will be responsible for developing and implementing the Business System and "accelerating the transformation of Terex into a world-class, customer-focused operating company."



Rick Nichols



The Bigge AFRD125D



# Mega crane completes Thai project

AL.SK190 lifting a column with the auxiliary block



Heavy lift and transport specialist ALE has completed a series of lifts up to 850 tonnes as part of the Thai Growth Project in Map Ta Phut, Thailand. A total of 25 items were transported, lifted and installed in just 22 days, using the 4,300 tonne capacity/190,000 tonne metre, AL.SK190 on its second major assignment.

The project originally specified a large crawler crane working from three different positions, with the lifts taking place over a three-month period. However the AL.SK190 was able to perform all the lifts from a single location completing the task in less than a month with significant cost and schedule savings for the client. The 141 metre main boom meant that columns up to 85 metres long and eight metres in diameter could be lifted over the new structure, allowing other areas to be installed ahead of schedule.

Michael Birch, executive director, ALE Projects, said: "The 28-day lift schedule was considered aggressive, but we were able to safely install all items six days ahead of schedule due to good planning and teamwork. The AL.SK190's 600 tonne quick winch system enabled the majority of the lifts to be carried out over time scales similar to large crawler cranes, whilst the strand lift system enabled us to do some heavy lifts at significant radii – such as the 850 tonne column at a 114.4 metre radius. As a result, the new process structures could be erected well ahead of what would be expected in a normal construction schedule."

Ronald Hoefmans, executive director of ALE, added: "The AL.SK190 operates with two hook blocks - the main block is used for ultra-heavy loads up to 5,000 tonnes, whilst the auxiliary block can be used as a 'quick winch' for installing loads of up to 600 tonnes over 160 metre radius. This capability makes it cost effective for projects across offshore, petrochemical, power and civil markets, where multiple items of varying weight need to be lifted and relocated from one position."



Front view of the AL.SK190 with winches on lower cross beam back mast.

## Sanghvi Movers to spend \$44 million

India's largest crane rental company Sanghvi Movers says that it will spend around \$44 million on new cranes this year, a large portion of them Terex crawler cranes drawn from the €70 million order it placed last October.

The size of its fleet at the end of September was 350 units with a replacement value according to the company of Rs1200 crore (\$260 million/€200 million). Utilisation of the fleet is currently running at around 80 percent. The company said that it has added 45 cranes in the first half of its current fiscal year and will add a further 20 cranes by March.



Chandrakant P. Sanghvi

## TABS

The Vertikal Press and International Powered Access Federation (IPAF) have decided to hold their annual TABS German language safety conference in Hanover during CeMat in co-operation with the show organisers. The event der Tag der Arbeitsbühnensicherheit which is targeted at end users and rental companies and covers the safe and efficient working at height.



Platformers Days, the annual German access event has announced that it will skip 2011, due to its proximity to Apex this year and work instead with CeMAT - the Hanover Fair, which will be held from May 2nd to 6th. It will return to its Hohenroda venue in September 2012.

## Kobelco Cranes sales slip

Kobelco Cranes has released its half year results to the end of September, which show total revenues down 18 percent to 23.4 billion yen (£180 million), while operating income fell almost 86 percent and net income 92.6 percent compared with the first half of 2009. The company sold 240 new cranes in the period, 11 percent fewer than the 270 sold in the prior year. It said: "The U.S. and European markets have declined considerably and the worldwide market continues to be weak. Furthermore, the rise in the value of the yen has created a highly competitive environment."

On a more positive note it said that there is steady demand in markets such as India, while China is currently the largest crawler crane market. Last September the company established a joint-venture production and sales company, Chengdu Kobelco Cranes Co with local construction equipment manufacturer Sichuan Chengdu Chenggong Construction Machinery. Manufacturing is expected to start in August 2012.

Platformers  
Days to  
skip 2011





# New 30 metre Roto

Merlo unveiled a 30 metre Roto, 360 degree telehandler - the 40.30 MCSS - at SAIE at the end of the October without big fanfare. We now have the specification for the new machine and thought we would look at how it compares to its main competitor, the Manitou MRT3050 Privilege launched back in 2006.

The new Merlo does seem to have trumped its competitor in most areas, something that you would expect from a product launched some four years later. While the Merlo is only a 4,000kg capacity machine, it can take this to a greater height and radius than the Manitou can handle, at least with forks. The Manitou MRT capacities when using a winch and hook are substantially better than with forks, but we do not yet have a Merlo load chart for suspended loads so have only compared fork capacities. A key area where the Merlo will score with buyers is its lower weight - at just under 20 tonnes - its significantly smaller outrigger footprint, shorter tail swing and possibly its tilting cab.

Having a second model on the market may help encourage more

buyers and further erode the small mobile crane hire market - competing with compact City type cranes. For those 'anoraks' among you there is a third producer of 30 metre, 360 degree telehandlers, Swiss-based Jakob Fahrzeugbau unveiled its Herkules TD40305 at Bauma 2010 but so far we have been unable to obtain full specifications and do not believe that it is in production yet. We do know that it has a 30.5 metre fork height, 4,000kg capacity and 5.4 metre outrigger spread.

Dimensionally it is closer to the Merlo and includes a star type outrigger set up.

Merlo has announced that all of its Roto telehandlers are now equipped to meet the new EN13000 crane standards as standard, complete with the external key operated override switch for the load moment indicator.



Swiss manufacturer Jakob has also introduced a 30 metre telehandler



The new Merlo Roto 4030MCSS



Manitou's MRT3050 now looks bulky and in need of a revamp alongside the Merlo

	Merlo Roto 4030MCSS	Manitou MRT3050
Lift Height	29.25m	29.7m
Capacities	kg @ height/reach	kg @ height/reach
Maximum @H/R	4,000kg @19m /10m	4,999kg @16m/5.4m
At full height	2,000kg	2,000kg
At full reach	350kg	300kg
Maximum reach	25.5m	25.5m
Outrigger spread	5.25m	7.1m
Chassis length	5.54m	6.79m
Overall length	7.56m	8.10m
Overall width	2.49m	2.5m
Overall Height	3.15m	3.26m
Tailswing	3.0m	3.5m
GVW	19,800kg	22,860kg
Ground Clearance	350mm	420mm
Slew	360 continuous	360 continuous

## Onsite acquires Statewide

Statewide Equipment Hire of Western Australia has been acquired by Onsite Rental Group, creating the second largest powered access rental fleet in Australia. The deal which was finalised in mid December is an asset-based takeover, reportedly worth around A\$70 million.

## Jewson orders 55 HMF cranes



One of the UK's leading building materials suppliers, Jewson, has ordered 55 new MAN 18 and 26 tonne trucks, each fitted with an HMF loader crane supplied and fitted by recently appointed authorised dealer Bevan. Bevan is fitting the vehicles with split, drop-side bodies and radio-controlled HMF 1420-K2 14-tonne/metre cranes with Kinshofer brick and block grabs.

Jewson has ordered 55 new HMF loader cranes

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Keith Johns, Managing Director - 2 Cousins Access

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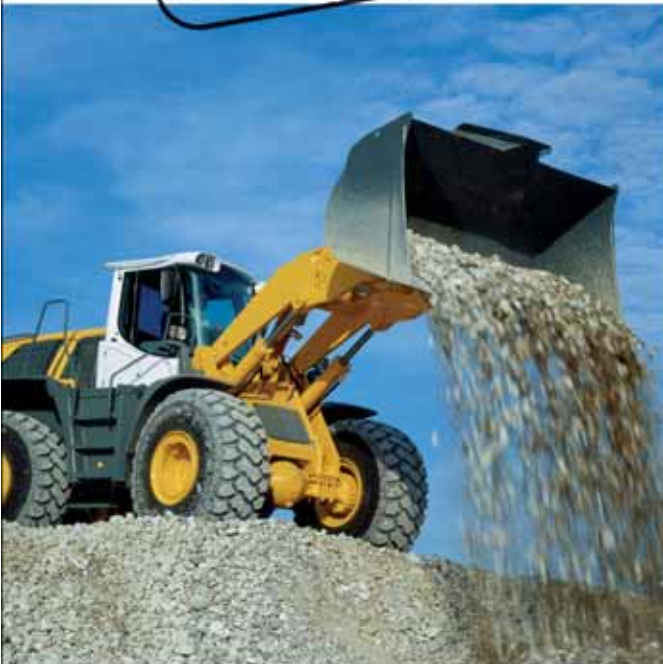
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## Penny's Grid Lift wins awards

The pioneering use of Penny Hydraulics' Grid Lift to lift and replace large gully manhole covers by UK-based Atkins Highway Services has won two safety awards, The Highways Agency Health & Safety at Work Award and the Highway Operative & Site Safety Initiative Award.

The Grid Lift is used by tanker drivers to remove and replace heavy covers without manual handling when they are inspecting and cleaning roadside gullies and drains. Atkins says that it has reduced accidents related to gully cleaning operations to zero.



Previously they accounted for a third of all incidents across the contract.

## JLG to fit Firestone

JLG has agreed a deal with Bridgestone Americas to fit the jointly developed Firestone DuraForce MH long-life tyres to its American-built telehandlers as standard.

JLG claims that the new thicker sidewall and squarer profile tyres will reduce the risk of sidewall damage, virtually tripling tyre life and dramatically reducing ownership costs. The design also incorporates a 'unique self-cleaning tread' and offers lower ground bearing pressures, helping improve performance over rough terrain. JLG will also benefit from fewer tyre and rim combinations and reduced inventory-carrying costs.



The Firestone DuraForce MH tyre is said to increase tyre life by 300%.

## HSE warns on RT scissors

The UK Health & Safety Executive has issued a warning regarding the oscillating axle interlock on JLG 400/500RTS models following three separate overturning incidents in the past four years which have resulted in a total of five fatalities.

The safety alert warns service and maintenance engineers as well as users to ensure lift/drive cut-out switches are checked for correct functioning (in accordance with the manufacturer's recommendations) before the machine is next used and that users complete daily inspections and function testing of both elements. It also recommends that all machines with oscillating axles are routinely checked and reminds users and owners that these routine checks are required by law. For full details of the alert see [www.vertikal.net](http://www.vertikal.net)



**bauma China 2010** achieved record numbers attracting more than 150,000 visitors, 33% more than 2008. This year's event – the fifth since its launch in 2002 – had more exhibitor space and is consolidating its position as the leading Chinese construction industry trade show. The next event takes place from 27 to 30 November 2012.



The S34 mounted on its original chassis.



## Remount for last new lift

UK-based window cleaning and rental company L&N Platforms has taken delivery of what may be the last new Bronto S34MDT to be delivered.

The company purchased a similar platform from Panther Platforms around two years ago. With the used machine working out exceptionally well, the two owners Lee Roebuck and Nicky Francis were keen to buy another, but new this time. Bronto no longer builds the S34 but by an amazing stroke of luck still had the demonstrator that the two had first seen when they purchased their first unit. Mounted on an American truck it had 2,000 hours on the clock but was "as good as new". Naturally L&N wanted it on a European truck so Bronto agreed to remount it on a new Volvo chassis and also to modify the outrigger pads from manually stowed removable pads to automatic ones.

Roebuck said: "While we know this is not a totally new machine it looks and feels like a new unit. The S34 is perfect for what we do being quick, simple and totally reliable. All of our customers love it."



The lift mounted on a new Volvo truck.

## Liebherr to lift 3,750 tonnes

Liebherr is planning a new heavy-lift Power or P boom for its LR 13000 crawler crane which should allow it to lift up to 3,750 tonnes. The mega crane - fitted with its standard 60 metre main boom, a 54 metre derrick boom, 400 tonnes of superstructure ballast and 1,500 tonnes of suspended ballast - lifted a test load of 3,371 tonnes at the end of November, the heaviest load ever lifted by a Liebherr crane.



## New parts depot

Terex has started shipping Genie and Terex utilities parts from its new Eastern US distribution centre in Southaven, near Memphis, Tennessee. The 45,500 square metre (500,000 sq ft) facility has started with fast moving Genie parts and will continue to add lines as required. The new warehouse complements the company's Western US centre in North Bend, Washington that opened in 2009. North Bend remains the main North American parts hub for Genie, although the eastern location is intended to provide savings on freight and reduce shipping distance.

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## Platform Baskets for Hydrex



UK-based rental company Hydrex has ordered 20 Platform Basket RR14EVO road/rail self-propelled articulated boom lifts. The 12.4 metre platform height boom lifts have been ordered through UK distributor Promax Access and will all be delivered by the end of March.

The units - built to British RIS1530 PLT Railway standards for overhead electrification work - have been approved by the British Vehicle Acceptance Body (VAB), can travel on rails at speeds of up to 8kph and can tow light rail trailers. They can also handle and work on banked turns, thanks to an automatic superstructure levelling system that copes with up to 200mm/eight degrees of side slope.



The new Ecostar 11812 is an ultra compact 40ft scissor lift.

## Liebherr up 12%

Liebherr has reported first half revenues of €3.65 billion, up 11.8 percent on the same period last year. Total sales of construction equipment for the period were €2.22 billion, an increase of 6.6 percent. The increase was largely due to an upturn in Liebherr's earthmoving and mining division, which increased revenues by 28.6 percent to €1.08 billion. Cranes and mixing technology revenues fell 12.5 percent during the same period to €1.08 billion and sales of other products were up 20.9 percent to €1.44 billion. Liebherr expects group revenues for the full year to come in around six percent higher at around €7.4 billion.

### And in China...

Dr. Stefan Gilch, managing director of Liebherr Machinery Service (Shanghai), said that the company expects another significant year of growth in the Chinese market for 2010, possibly up 50 percent on 2009. Speaking at Bauma China, he also announced the sale of a 1,200 tonne LTR11200 telescopic crawler crane to China Power Large Size Equipment Assembling Construction Co. which already operates a 1,200 tonne LTM11200 All Terrain.

## Isoli goes with HDW

Italian-based truck mounted lift manufacturer Isoli has appointed HDW as its distributor for the Netherlands. Ridderkerk-based HDW which also distributes Genie, Teupen and Unic mini cranes, will focus its efforts on Isoli's range of 3.5 tonne Nissan Cabstar mounted lifts, including 15 to 22.5 metre telescopic models and 14.2 to 20.6 metre articulated units. HDW - part of the Pon group - will also offer Isoli's two year warranty and full maintenance programme in Holland.



The 18 metre Isoli PNT180 metre

## Snorkel and Leach Lewis team up



Aerial lift manufacturer Snorkel has teamed up with UK construction equipment distributor Leach Lewis Plant, to sell, fund and support Snorkel products in the UK. The venture will trade as Snorkel UK and will hold an inventory of Snorkel products for short or immediate delivery. Customers will also have access to a wide range of asset finance plans from Leach Lewis

Mark Yarnold, Snorkel's UK key account sales manager will work closely with the powered access specialists in Leach Lewis' industrial division which will be headed by Frank Iszard.

## Ashtead up 10%

Ashtead, owner of Sunbelt in the USA and A-Plant in the UK has reported Group revenues for the first half 2010 up 9.5 percent to £484.3 million, while pre-tax profits increased by more than 25 percent to £23.6 million.

The Group also substantially increased its capital expenditure in the period, from £29 million in 2009 to £96 million this year, £84 million being used for new rental units. The company says that it will spend around £225 million for the year as a whole. In the USA Sunbelt revenues were up seven percent to \$615 million, while operating income was up 24 percent to \$99 million. In the UK A-Plant saw revenues slip two percent to £82 million, while operating income increased 35 percent to £4.2 million.

Ashtead chief executive Geoff Drabble said: "In this, the second consecutive quarter in which we have delivered good profit growth, it was pleasing to see rental revenues accelerating in the US, while in the UK there were improving trends throughout the first half."

## China deal for Terex



The signing ceremony in China

Terex Cranes has signed a contract with China National Chemical Engineering Co. for the delivery of 41 cranes. The deal, the largest order received by Terex Cranes in China to date, includes seven 350 tonne AC350/6 All Terrain cranes and 34 Terex Changjiang truck cranes with capacities ranging from 25 to 130 tonnes.



# Hochtief fined

Contractor Hochtief Construction AG has been fined £266,000 - reduced from £400,000 after pleading guilty - following a fatal accident with a telehandler during the construction of the Glendoe hydro-electric scheme near Fort Augustus, Scotland in 2008.

Ondrej Hladick, 46, from Prague, died while using the poorly maintained telehandler. He was leaning out of the right hand window, which was missing its glass, when he lowered the boom, resulting in a crushing incident.

Health and Safety Executive inspector John Shelton said: "The telehandler involved was the most poorly maintained construction vehicle I have seen in more than 30 years' service. It should never have been allowed near any construction site. All plant machinery should be properly maintained - contractors must be able to demonstrate that this is the case on their sites."

## Terex Utilities sells fleet

Terex Utilities has sold the Western US-based part of its bucket truck and digger derrick rental fleet to Indiana-based Nesco which is owned by private equity firm Hammond Kennedy Whitney & Co of Indianapolis and New York. Terms of the deal have not been released. Nesco sells and rents equipment, such as truck mounted aerial lifts, boom trucks and digger derricks to the utility sector.

Nesco chief executive Rob Troxel said: "This acquisition represents a significant western expansion of our national footprint and accomplishes one of our strategic goals as we strive to better serve our existing customers and reach out to new ones."



A Terex Utilities HyPower aerial lift

# Lavendon management changes

Europe's largest access rental company Lavendon has made two changes to its senior management team. Andy Wright has been appointed to the newly created position of chief executive, international operations, based in Dubai and his successor as chief executive of Lavendon Access Services (UK) has been named as Mike Potts.

Wright was given responsibility to develop Lavendon's Middle East business, alongside his existing UK responsibilities back in April 2010, moving to the region a few months later. He will now concentrate on expanding international business using the Middle East business model.

For the past seven years Potts has been chief executive of Vendia, a private equity backed European supplier of food and beverage vending services.



Andy Wright



Mike Potts

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- UK-based **AFI-Uplift** has purchased 22 Citroën Berlingo vans as part of its carbon footprint reduction plans.
- Florida-based rental company **General Crane & Equipment** has been bought out of Chapter 11 by **Allegiance Crane & Equipment**.
- **WindPower Innovations** has announced a strategic alliance with **Barnhart Crane & Rigging**, in the state of Oregon, USA.
- UK-based rental company **Fork Rent** was the highest bidder for the JCB's Help for Heroes Union Jack backhoe loader.
- Spider lift specialist **Teupen**, has promoted **Arjen Snijder** to the role of sales director Europe (export).
- A second generation of the **White** family has taken over at **Midwest Crane and Excavating** in Irving, Illinois, USA.
- **Ernst de Vries**, previously crane specialist with **RDW** in Holland, passed away in his sleep on December 11th.
- **Crane Care**, the UK distributor for **HBC Radiomatic** has set up a new business **HBC-Radiomatic UK**.
- **Caterpillar Logistics Services** has announced plans to open a new parts distribution centre in Dubai, UAE.
- **Stuart Chorley** of London based **City Lifting** has passed away after a tough battle with cancer.
- **AmQuip Crane Rental** has appointed **Charles Howard Snyder** as president and chief executive officer.
- **Liebherr** has delivered its 300th LTM1500-8.1 All Terrain crane to Brazilian-based crane company **Tomé**.
- **Harsco** vice chairman and former chief executive **Geoff Butler** retired at the end of December.
- A lawsuit filed by the **SEC** against former **Terex** CFO **Joseph Apuzzo** has been dismissed in a district court.
- **Caterpillar** has appointed **Kimberly S. Hauer** as vice president, human services, effective January 1st.
- **Manitex** has appointed **Ronald M. Clark** as a non-executive director and chairman of the audit committee.
- Russian sales and rental company **LTECH** has signed a co-operation agreement with **Merlo**.
- The **Gehl** division of the **Manitou** group has appointed **James C. Green** as vice president HR and legal.
- **Terex /Genie** has appointed **José M. Peña** as product development director for Europe, Africa and the Middle East region.
- **TGM Wind Services** of Abilene, Texas has purchased its third 90 metre **Bronto** truck-mounted lift with plans for two more.
- Finnish rental company **Cramo** has refinanced €375 million of its long-term debt.
- **Harry Pearson** - the spare parts manager at **ACM** in Australia - retired at the end of December.



Arjen Snijder



Ernst de Vries



Stuart Chorley



Kimberly S. Hauer



Harry Pearson

- **Cramo Finland** has acquired the tower crane and site hut operations of Finnish contractor **Lemminkäinen**.
- Dutch-based rental company **Warmerdam** has added three **Niftylift** booms and two **Hitachi** crawler booms to its fleet.
- **Lavendon** has appointed two new non-executive directors - **Jan Åstrand** and **Andrew Wood**.
- **AmeriQuip**, has appointed **Equipos y Soluciones Gracida** as its distributor in Mexico.
- **Manitowoc** has sold its **Kysor/Warren** refrigeration businesses to **Lennox International**.
- **Cargotec** has increased its shareholding in **Kalmar (Malaysia)** from 50 to 69.9 percent.
- **JLG** has 'graduated' its 6,000th instructor from its train the trainer operator training programme.
- **SEV** has appointed **Clem** as its distributor in Spain for its commercial vehicles.
- Steel producer **SSAB** has appointed **Martin Lindqvist** as its new chief executive.
- **Terex** says that it will redeem its 7 3/8% Senior Subordinated Notes in January.
- **Hertz Equipment Rental** has acquired Burbank, California-based **24/7 Studio Equipment**.
- **Terex Cranes** has appointed **Tony Marlin** as director of sales for the eastern United States and Canada.
- US-based **Trico Lift**, has signed a co-operation agreement **Modern Group** of Bristol, Pennsylvania.
- **Terex Cranes** has launched a European "Service Plus" 24 hour support hot line for service and spare parts issues.
- **Caterpillar** has appointed **Jesse Greene** and **Miles White** as company directors.
- **Terex** is fighting a US patent verdict against a side conveyor on some of its Powerscreen machines.
- **Cargotec**, owner of **Hiab** loader cranes and **Kalmar** reach stackers, is relocating its deputy CEO to Hong Kong.
- Scotland-based **Rose Access Solutions** has added two **Teupen** Leo tracked spider lifts to its fleet.
- Netherlands-based rental company **G.M. Damsteegt** has taken delivery of its second **Nagano** tracked platform.
- **Sindorf Trading Holland** has ordered a new **Kobelco** CKE2500-2 crawler crane.
- **Demag Cranes** has managed to increase group profits in spite of lower revenues.
- Dutch-based **Hovago** has taken delivery of five new **Liebherr** AT cranes.
- UK rental company **Plant Hire UK** has taken its 500th **JCB** telehandler.
- **Tech-Ops Sevcon** - the manufacturer of electrical systems for aerial lifts and for trucks - has reported a strong rise in revenues.
- Rental software provider **Wynne Systems** has appointed **Victor Grigoraux** as operations manager Europe.
- **Manitowoc** president **Eric Etchart** has been appointed as a non-executive director of **Graco Inc.**
- Italian rental company **Nacanco** has added spider lifts to its fleet and signed a 'cooperation agreement' with **Teupen**.
- **Wolffkran** has made it into two top business charts this year.
- Finnish-based crane group **Havator**, has acquired **Trailer Consult i Östergötland** in Sweden.



Tony Marlin



- **Access Denmark** has been established to distribute **Instant** products in the Danish market.
- **Nicole Engesser** became the first **Vertikal** employee to achieve 10 years with the company, closely followed by **Rüdiger Kopf**, editor of **Kran & Bühne**.
- **Terex** has restored the 10 percent cut in chief executive **Ron DeFeo's** salary.
- Australian mining services company **Goodline** has taken delivery of two new **Tadano** cranes including a **Tadano Faun ATF130G-5**, its biggest crane to date.
- The **Terex** Road facility in Fort Wayne, Indiana, will provide aftermarket support services for **Genie** aerial lifts and telehandlers.
- Finnish-based **Dinolift** has appointed two new distributors in Russia, **Stertil** in Moscow and **JSC Transline** in St Petersburg.
- **John MacGregor**, mobile cranes area sales manager at **Liebherr-Great Britain** is retiring after 27 years with the company.
- UK-based **Vp**, owner of **UK Forks and Hire Station** has reported a solid first half pick-up within its telehandler business.
- **Essex crane** has completed the acquisition of **Coast Crane** and will operate it as a separate business.
- US aerial lift rental company **Trico Lift** has relocated its facility in Northern Virginia from Gainesville to nearby Manassas.
- **Alexander Exner**, chairman of **Palfinger's** supervisory board, has handed over to **Dr Alexander Doujak**.
- **JLG** has revealed details a new **Toucan** range for North America to be launched at **Conexpo**.
- Swiss based **Rent-it** has invested in a number of new truck mounted lifts and transport equipment.
- UK-based **Warren Access** has added a fourth 27 metre **Multitel** MX 270 to its fleet.
- **Snorkel Australia** has bought **IPS** out of its joint venture product support business.
- UK-based **AFI-Uplift** has achieved accreditation to the ISO 14001 and OSHAS 18001 standards.
- The assets of **MLE** of Cudahy, Wisconsin have been acquired by **Universal Mfg** of Lincoln, Nebraska.
- UK-based **Orion Access** has finally purchased a **Multitel** truck mounted lift after 12 years effort by the dealer.
- **Lavendon** has been certified as being ISO14001 compliant in the UK.
- **Zenith Aerial Platforms** will continue under family ownership with **William Butler** joining the business.
- **Snorkel Australia** has appointed **Jorge Boil** as national sales and marketing manager.
- **Eurosupply** has delivered 20 **Hitachi** crawler mounted boom lifts to **HWS**.
- German-based **H.N. Krane** has taken delivery of a new **Liebherr** LG1750 truck mounted lattice boomed crane.



Nicole Engesser



Rüdiger Kopf



John MacGregor



William Butler

See [www.vertikal.net](http://www.vertikal.net) news archive for full versions of all these stories

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and some have greatness thrust upon them.

William Shakespeare



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# Reaching the (not so) highs and the lows

Over the past five years, the 'push around scissor lift' market has gone from concept to an established and blossoming sector. In its short history it has developed from a niche to mainstream product satisfying the increasing demand for a simple, low level access product. We take a look at its development, the increasing number of players in the market, along with the advantages and benefits that this type of product can bring.

Over the past five years, the 'push around scissor' has racked up about 10,000 unit sales, a growth figure that no other equipment sector – including 3.5 tonne truck mounts, spider lifts or narrow aisle scissors – can even come close to.

The majority of this growth has been in the UK – driven by the European Work At Height Regulations – but it is set to spread, particularly in markets where floor

loadings are an issue and ceiling heights of buildings such as hospitals, offices and commercial space is below five metres. Contractors like their low weight, ease of use and relatively inexpensive rental rate – and of course, increased safety. Studies by a number of contractors have shown that these diminutive lifts are a practical alternative to step ladders, podium steps and low level alloy towers, beating larger self-propelled scissor lifts which are hampered by their weight and cost.

## Rush to replace ladders

When the Work At Height Regulations were introduced in April 2005 the UK was the fastest to adopt and properly implement them. All manner of spurious 'working at height' claims were bandied about at the time such as the banning of ladders etc.... As a result of all the hype, many UK contractors desperately sought an alternative to the humble but handy step ladder and jumped on the next best thing – purchasing thousands of podium steps – some of which were good and some quite frankly, bad.

If the most widely publicised study of low level access – carried out by Crown House Technologies – is to be believed, the change from step ladders to podiums actually had the opposite effect on accidents and injuries. It seems that equipment misuse resulted in more accidents primarily because users did not lock



C&a low level access

the podium's castors or close the platform gates. It is easy to dismiss the elegance of the step ladder's design and its sheer practicality. Unlike a podium it is easy to transport and put in place, it does not roll away if you don't lock the wheels and you are unlikely to forget where you are and step backwards off the step while working. And being light and transportable, damage to the building's finish is also reduced.

## The new solution

Timing – as they say – is everything with a new product launch and can be the difference between a runaway success and abject failure. The first of the modern push around scissors was conceived in 2004 when Paul Gallacher and two other directors at Northern Scaffold Group (NSG) thought the impact of the soon to be introduced Work At Height Regulations needed a better solution than alloy towers or podiums – something that allowed tradesmen to get to the correct working level quickly and easily.

The idea of a powered platform was mooted as a solution but after looking at and dismissing a mast-type platform, the idea of a baby scissor lift came to mind.

"The design just happened because it had to be light enough to manoeuvre, narrow enough to go through a normal width doorway, easy to produce cheaply, be simple to use, and have a working height of

between 3.5 and four metres," says Gallacher. "The name was something we used to describe the product during the design phase – something that allowed people to 'pop up' and down – and it has stuck!"

The first Pop-Up's arrived from China in October 2005 and the company initially decided to concentrate on selling to UK tool hirers, officially launching the machine at the Hire Show in January 2006. The lifts were an instant hit – selling 1,000 in the first year – particularly with facilities management companies primarily for maintenance work. However the platforms soon proved themselves in construction, installing services and fixings at that critical 3.5 to four metre ceiling height range.

The Pop-Up was quickly followed into the market by the similar but quite different 5.1 metre working height Power Tower in May 2007 which used a sigma articulated lift mechanism, rather than a scissor stack.

While the Power Tower offered more height than the Pop Up, was almost 400mm longer and slightly wider but only 40kg heavier. However apart from its heavy duty construction, it introduced one major feature that was to prove highly popular, a unique brake system which locked the castors automatically as soon as the platform is raised. The Power Tower



The Pop-Up+ eventually lost its pull-out stabilisers and gained an auto-brake system.



# low level access C&a

The push around Power Tower Nano.



was the brain-child of CTE's Brian King who pioneered the push around type lift with the Go Industries Hop-Up in 1990 before creating his own more sophisticated Power Tower at Access Machines. The original Power Tower - designed to be towed as a trailer and with a working height of 9.4 metres - was an excellent product but way ahead of its time (timing?).

Although the Power Tower proved popular and took the sector up a notch, its larger dimensions did not suit everyone, especially those who had no need for the extra height it offered. So two years ago the company announced the Nano range of push around mast type lifts, the two models offered platform heights of 1.9 and 2.7 metres and matched the original Pop-Up for overall length.

## Powered Access safer... and faster

The Crown House survey was also responsible for 'proving once and for all' that not only was powered access the safest working at height solution but it was also by far and away the most efficient. A classic time and motion study compared several access methods for cost and productivity. To its surprise it found that while the push around

was a little more expensive to rent, the productivity gains were so great that they dramatically outweighed the extra rental cost. Add that to the savings on safety claims and lost time and the decision to move as much of its work as possible to this form of access was a 'no-brainer'.

As time passed and experience increased, operators refined their requirements for push around lifts with an increasing number demanding that brakes are automatically applied to prevent 'surfing' - pulling a machine along from the raised platform - and refusing to accept any units with outriggers for both safety and productivity reasons.

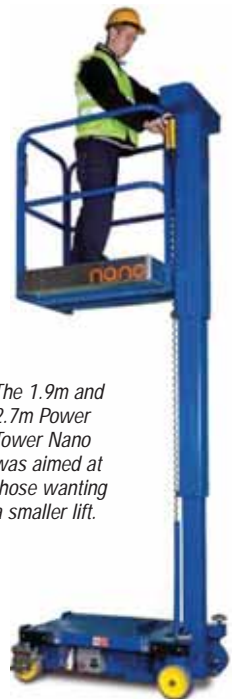
It did not take too long for others to join this growing market, with Eazzi Access and Youngman adding further choice if not dramatic innovation.

The Eazzi Lift from Eazzi Access was launched in September 2008 followed early in 2009 by Youngman and the Boss X3. Based in the North East of England, Eazzi - run by industry veterans Martin Birbeck and Mike Wishart - launched two models, the Mini and Midi with platform heights of 1.8 and 2.5 metres. The mini has a very similar design and specifications (although capacity is just 150kg) to the

Pop-Up but featured the automatic locking rear castors when elevated. Alloy scaffold tower manufacturer EuroTower is now selling the Eazzi push around scissor range under its own brand name and painted silver giving its customers an alternative or addition to its low level tower products.

Youngman launched the slightly higher platform height Boss X3 push around scissor. Its 2.55 metre platform height allowed it to compete with the Eazzi Midi and the larger Pop Up+ which was now hampered by its use of outriggers.

The Boss X3 introduced a number of features from larger self-propelled scissor lifts to the sector, such as box-section scissor arms, overload and tilt alarm cut-outs and a platform descent interrupt switch. Weighing in at 349kg the X3 was slightly heavier than the Eazzi Midi but lighter than the Pop-Up+ in spite of its pull-out outriggers. However the first Pop-Up+ units did not incorporate automatic braking. The following year Pop-Up upgraded and improved its range again with the Pop-Up+ loosing its pull-out stabilisers, gaining a new auto-brake system as well as adding improved heavy duty castors



The 1.9m and 2.7m Power Tower Nano was aimed at those wanting a smaller lift.

and long-life battery. Youngman also extended its range with the introduction of the 2.01 metre platform height X2 and the 3.2 metre X3X and added auto braking.

## A surprise from Snorkel

With the push around sector gaining momentum and sales, it was only a matter of time before one of the mainline self propelled lift manufacturers took more than an interested look. In September last year UpRight (now Snorkel) launched the new three model PAX push around range - the PAX6, 8 and 10 - built in China by Dingli with maximum platform heights of 1.7 metres, 2.5 metres and three metres. Perhaps surprisingly for a manufacturer entering the market late and with the benefit of hindsight, the two larger PAX models followed the Pop-Up+ route with swing out stabilisers.

However in a surprise move earlier this year, before the PAX range gained any momentum, Pop-Up



An eazzi-lift was auctioned at Vertikal Days 2009



Custom Equipment's push around HB-P830CE seen for the first time at Verticaaldagen in Holland



An interesting alternative is the 'no power' Tower Scissor from Russon Access



Pop-Up and Snorkel now have a joint worldwide marketing agreement for low level products



and UpRight/Snorkel agreed a joint worldwide marketing agreement for their low level products which includes the new three-product Pop-Up range, the two metre platform height Push 200, the 2.5 metre Push 250 and the three metre Push 300.

The fit and finish on the new models is a substantial leap forward on the original Pop-Up models, featuring box section scissor arms, a new guardrail with saloon style spring loaded gates and a built-in platform mounted active battery charge indicator. Wiring to the platform is routed inside stainless steel ducting, there is a slide-out power module, large non-marking castors, no outriggers and automatic braking on elevation.

Their combined product lines will be marketed under the Pop-Up brand by Pop-Up Products in the UK and Ireland and by Snorkel in the rest of the world. Snorkel has also started producing the new models at its plant on Tyneside in the UK, The original Pop-Up lifts are still available, but renamed as the Pop-Up Eco 6 and 8 and presented as simple budget units.

## More new entrants

Bringing the push around development right up to date, Custom Equipment come from the other direction and launched a push around version of its 2.44 metre platform height self-propelled HB830 – the HB-P830 at the ARA last February. The new lift, the first American-built unit in the market, goes head to head with the Pop-Up and Youngman models and weighs 360kg. More recently Imer/Itenco introduced its new Easy Up range at the recent SAIE show in Bologna. Initially two models will be available - the 2.3 metre platform height Easy Up 4 and the 3.2 metre Easy Up 5 which both have 200kg capacity. The company says that it is in the process of producing a self-propelled version of the two units in the not too distant future. So after five years of development we now have a healthy push around sector with working heights from 3.5 to more than five metres, most of which feature automatic brakes and a high quality build.

*American-built Custom Equipment now has a self propelled and push around version of the 2.44 metre platform height Hy-Brid HB830.*



## Self propelled push arounds

While the push around scissor has so far been a largely UK phenomena, it has already started to spread, particularly as increased height models became available. France and Germany in particular are beginning to adopt these machines as stricter enforcement of the Work At Height Regulations begins to take effect and as availability becomes more widespread.

However one cannot help but think that if all things were equal, most users would prefer to have a self-propelled lift rather than a push around? The very fact that contractors recognise they have a problem of users 'surfing' suggests that this is the case.

Given that overall weight is a key issue, then clearly what is needed is an ultra-lightweight powered push-around. While that may sound like double Dutch, one solution is to take the existing push around products which weigh around 350kg and add a lightweight drive system to one of the axles without adding more than around 100kg. With a platform capacity of 200kg this means a fully laden machine would weigh in at less than 680kg.



*The 5.1 metre Power Tower was launched in 2007*

## Wheelchair technology

Using modern wheelchair drive technology this is not difficult and it also has a benefit in that you don't need to add a regular steering axle. However what is more of a challenge is meeting the additional stability requirements - particularly the kerb/pothole test - that driving at height requires. Push arounds are not required to meet this test as by their very nature they cannot be



driven off a kerb while at height.

There are two long experienced masters in this field - Custom Equipment from the USA, which has been producing machines since 1981 and Bravi from Italy which introduced its first compact self-propelled Leonardo in 1995.

Custom's three metre platform height Hy-Brid 10 has long been popular for mezzanine floor work in the US – a combination of a good 340kg lift capacity, compact dimensions and low floor loading is ideal, while its dual castor wheel system allows it to drive and steer on carpet without rucking it up.

Last year the company introduced a new smaller model, the 2.44 metre platform height HB830. Still using a scissor lift mechanism it is lighter in weight and more compact, but also features a sliding deck extension (to 1.61 metres total length). The machine also offers floor loadings – as little as 164 PSF (7.9 kPa).

## A new Bravi?

In Europe Bravi has been producing its low level mast type lifts such as the 2.9 metre platform height Leonardo for 16 years, but it has only been in the past four or five that the machine's benefits have been spotted by contractors outside of its home market of Italy. Unlike most other units in the sector, the Bravi uses an aluminium mast rather than scissors. The Bravi is





Unlike others in the sector Bravi uses an aluminium mast and dual deck extension platform

more expensive than many other low level platforms as you might expect, given that it has a larger - 1.7 metre long – dual deck extension platform, super smooth controls and high gradeability drive. Overall weight is less than 500kg with a 180kg lift capacity. Bravi says that it will introduce a, lighter weight, more basic single deck extension 'rental' model early this year that should help encourage more users to trade up.

**Push-arounds get driven**

Realising the growing demand for self propelled platforms, the original

push around manufacturers have also expanded their ranges to include self-propelled versions. At last year's Hire Show Power Tower launched a self-propelled version of its Nano push around lift, the 2.5 metre platform height Power Tower Nano SP which uses the same three section mast as the push around model with 500mm roll-out deck extension. Its wheelchair-type drive controls are very simple, with the short four-way controller mounted on a fold down arm. The operator stands with his back to the mast giving a very good braced position using the two-button mini joystick one for on/off and the other for selection of drive speed or lift. The highly intuitive operation allows the unit to be rotated on the spot thanks to the rear drive and front castors. Maximum speed is quick at 4.8 kph, ideal for crossing larger areas and giving a driving range of 12 kilometres and the extended platform provides a very respectable 1,500 x 700mm working area. The result is essentially a smaller, lighter and even more manoeuvrable version of the UpRight TM12/JLG 1230ES.

Pop-Up, now of course teamed up with Snorkel, launched its self-propelled 'Drive' range – to



Now teamed with Snorkel, Pop-Up launched its first Drive 10 at Bauma



Spanish-based Alarina introduced the self propelled Alas 2100 at Vertikal Days 2010

**The alternatives?**

Although Pop-Up 'defined' the low level push-around sector, there were and are many alternative forms of push around powered access, such as Genie's AWP range, Faraone's PK and the Snorkel PAM lifts all of which however, have platform heights above three metres and are either too large or heavy to fit into this category.

An interesting addition that does fit though is the push-around Power Scissor from Russon Access in the UK. The three metre platform height scissor lift weighs less than 300kg but has no built-in power source to



Custom Equipment's push around HB-P830.

differentiate it from its 'Push' – range at Bauma. The first model unveiled, the Drive 10, has a maximum platform height of three metres and 225kg lift capacity. Gross weight is 544kg and the unit has a maximum travel speed of 4kph reducing to 0.8kph when elevated.

The long expected self-propelled version of Youngman's Boss X3 range will be unveiled at the UK's Executive Hire show next month. Details ahead of the show are still scarce but we understand that it will be a self-propelled version of its 3.2 metre platform height X3X model, using two driven wheels on one axle and two rotating castors on the other end, similar to many of the existing products. The X3X-SP self-propelled model will also have a 500mm roll-out deck extension and some form of pot-hole protection. We understand that other dimensions will remain similar to the push-around model at 760mm wide and 1.3 metres long and controlled by a single joystick controller.



Latest push arounds - the Iteco Easy Up 4 and Easy Up 5





*Edmilift has several push arounds including the two man, 1.65m platform height Eddilift Phat*

raise the platform. Unusually for a push around lift unit is approved for outdoor use, thanks to its short swing-out stabilisers, which are also handy for levelling.

The platform is elevated via two sets of gas springs and controlled by a simple hand crank. The springs are set to lift 65kg so the effort on the hand crank - which turns a threaded bar - is relatively light unless you are seriously overweight. A power drill option for elevation and descent is also available to speed things up. The lift will easily pass through a single door and offers a 600mm x 1,260mm platform with a step in height of just 660mm. As well as the usual applications, the unit should appeal to users where the possibility of an electrical spark or contamination by hydraulic fluid is a serious concern.

This year's Vertical Days also saw the Spanish company Almeria-based Alarina enter the self propelled low level sector with its 4.2 metre working height Alarina Alas 2100 and 7.1 metre 5200 models. The Alas 2100 weighs just 380kg with 120kg capacity and is 1.22 metres long.

#### The future?

Chinese manufacturer Dingli has a range of lightweight self propelled lifts which are finding their way into Europe in increasing numbers, badged under several different brands. Most use an AWP-type

aluminium mast but the height and weight take it outside of the scope of this feature.

But is this the future? Low-cost machines built in China and sold in the West under a variety of well-known brand names? It certainly looked that way two or three years ago with Pop-Up leading the 'Chinese-built' charge followed by Youngman and UpRight/Snorkel. Power Tower however managed to buck that trend by being competitive with its British-built models, followed by Eazzi. More recently Iteco has started building its new Easy Up push around lifts in Italy and then to cap it all Pop-Up production has moved to Tyneside in the UK. Even the Spanish with Alarina are getting in on the act.

The fact is that if these products are designed to be produced efficiently they need not take more than four man hours to assemble, while the fabrications can be automatically welded. With component pricing tending to be increasingly global, any savings from building in China can be eaten up by the extra freight, working capital and rectification/ rework costs that might arise from building them so far away.

With all this development in just five years, it will be very interesting to see how the product has progressed over its first decade.



*Chinese manufacturer Dingli has a range of AWP-type aluminium mast platforms badged under different brands*

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# Powering Towers

While Power Towers was not the originator of the current wave of push around lifts, its founders have a longer history in the sector than anyone. Brian King and design engineer Mark Richardson were both involved in the first wave of interest in small push around powered lifts in 1988 at a small company in Norfolk – Go Industries.

That company had a relatively short, but highly successful, career with the Hop-Up a boom lift sized basket mounted on a hydraulic arm with a 4.3 metre platform height. The original unit could also be trailed behind a car. The Hop-Up 2 came later and featured a two section telescopic mast under the boom for a little extra height. The company quickly expanded with wide range of trailer and self-propelled lifts and eventually folded due to the tough economic downturn of the early 1990's, possibly exasperated by over-extending itself.

King decided to do something on his own and introduced the first Power Tower a trailer mounted two man

deluxe and more sophisticated version of the Hop-Up Plus, however the timing for such a product was off and it was probably not right in terms of size and price.



Hop-Up 2

It is no surprise then that when the new more deeply seated interest in low level powered access product started bubbling up in 2006, following the introduction of the Work At Height Rules, King was interested in becoming involved with what he always knew would be a big market. So he helped form the new Power Tower company in 2007 with Richardson. The first product, simply called the Power Tower was a heavier duty, higher competitor to the original Pop-Up - which had kicked off the sector in 2006 - with a three metre platform height and sigma style lift mechanism.

The unit appears ludicrously overbuilt for what is the cheaper end of the powered access market, with heavy steel lift arms, large stainless steel pivot pins and large diameter tube type guardrails, all finished with a high quality powder coating. In terms of build quality and durability this product will put many 19ft self-propelled scissor lifts to shame. Add the fact that it is built in Europe rather than Asia, and one wonders how it can compete.

A visit to the company's plant on the edge of Leicester, in the UK gives a clue – it is highly efficient,



The Power Tower plant is compact, clean and efficient.

The Power Tower takes less than four man hours from start to ship.



clean and lean. Fabrication and paint is carried out by subcontractors on the same small estate so there is little to no waste with transportation and logistics and each unit takes just four hours to assemble - from delivered parts to shipping. There are of course also far fewer components than with a scissor lift - although they are bigger parts.

One downside of using the sigma lift mechanism - probably the only one - is that it is not as compact as the smaller scissor type lifts. Sensing this early on, the team at Power Tower developed the Nano which uses a telescopic steel mast lift-mechanism along the lines of the UpRight TM12 and JLG 1230ES. This offered a more compact package with a 2.5 metre platform height and the ability to cover lower heights by reducing the number of mast sections. The Nano also lent itself to being self-propelled, so earlier this year the company unveiled the Nano Sp that uses mobility buggy drive technology.

The company is currently working on a number of exciting new developments all aimed at the low level access market. As Brian King says: "We are the low level kiddies, we have worked hard to focus purely on finding solutions to low level working at height problems, rather than following any competitors, which I know from the past can lead you down the wrong track along with them."

The most important project at the moment is distribution, rather than product related. Earlier this year it appointed CTE as its main dealer in Italy, which has already sold a number of machines to some of the major rental companies as interest in low level access begins to grow. Later this month it is expected to announce appointments in Germany including AVV for the south, while several rental companies, including market leader Gardemann, have already added Power Towers to their fleet. Discussions are also underway in France both with a new distribution partner and with a major rental company. When the push-around scissor lift market began to take off in the UK in 2006/7 most companies in continental Europe mocked the need for such 'toys'. It seems that times have changed as the Work At Height Rules finally begin to bite across all of the EU.

The Nano SP is driven while braced against the guardrails.



The Nano



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# City workers

Lifting in confined city locations often requires more planning, greater care and is certainly easier using equipment specifically designed for the job. Over the past few years there has been an increase in the number and type of 'city' cranes. We take a look at the latest and most popular products that make city lifts not only easier and less costly, but often carry out lifts that are impossible with standard cranes. in formulating the standard.

Taller buildings, narrower streets and more densely populated areas mean that city lifting operations are very often more difficult than in rural or suburban areas. This fact has not gone un-noticed by crane manufacturers, which have introduced equipment such as 'City' All Terrain cranes, mobile self erecting tower cranes, spider cranes and articulated tower cranes in an effort to ease some of the problems encountered when working in increasingly confined city environments.

## Mobile tower cranes

One of the problems encountered in city work is the increased height of the buildings combined with narrow streets which make it difficult for larger cranes to set up far enough away from the building to place the item – even when using a jib. Big ATs that can handle luffing jibs, need additional transport, time and space to rig and de-rig which often needs a road closure causing more traffic and pedestrian disruption. Load bearing issues can also be a major issue.

A perfect alternative is a mobile tower crane. Available from manufacturers such as Spierings and Liebherr, these combine the advantages of a classic tower crane with the mobility of an AT crane. Even the larger capacity mobile towers are particularly compact on the road and generally travel fully equipped and ready to work - they can literally be set up and ready to

go within 15 minutes of arrival with no outside assistance required. With a mast and cab height of



around the 30 metre mark and a jib that can be elevated up to 45 degrees above the horizontal they are ideal for lifting air conditioning units onto the roof of a multi-storey building up to 11 storeys.

*The mobile tower crane such as this Spierings is ideal for working in narrow streets and buildings up to 11 storeys*



They can stand close into the building, the operator has a perfect view of the lift at all times and they

can be in and out within an hour or two. The alternative of a 250 tonne mobile with long boom and luffing jib, could easily take all day and that with a well organised support crew. The resulting cost, time and road congestion makes you wonder why anyone would choose such an alternative? The larger mobile tower cranes can place up to a 5.5 tonne load to a maximum radius of 60 metres at a height of over 30 metres and can therefore cover a large number of jobs.

So when working in the city, the mobile tower wins hands-down - unless, of course, the load is really substantial and has to be placed at a long radius. The mobile tower crane is however arguably more complicated to maintain and more expensive to run than an All Terrain and may not seem as versatile, which is perhaps why some companies are put off adding them to their fleets and why they are not as popular as they should be.

## The City Boy

The Dutch, of all nationalities, truly understand the benefits of mobile tower cranes, whereas in the UK, Germany and most other markets the concept is still very much a niche. Their popularity in the Netherlands has made local producer Spierings, the market leader. Spierings' new 'City Boy' model may help expand the concept. Launched at Bauma last year, the crane is a massive leap forward in mobile tower design, being more compact yet offering a 28.5 metre tower, 53 metre hook height, and seven tonne maximum capacity at 36 metres. The City Boy also uses a new Eco direct electric drive system - which claims to



*Oversailing issues means that compact hydraulic luffers are increasingly popular*



reduce fuel consumption by more than 50 percent - using a compact 400kW main electric motor powered by a lithium ion battery pack. Regenerative braking channels energy back into the batteries extending life and mobile range although this can be supplemented by a small diesel engine which powers a generator further topping up the batteries and powering the auxiliary hydraulics that drive the rear axle for extra grunt in challenging ground conditions. The crane can also use a mains AC power cable.

However its most striking feature is the single cab used for both road travel and lifting operations. During the mast erection process the cab rotates and transforms from a two seat road cab, into a one man crane cab. The prototype City Boy should be demonstrated over the next few months, in spite of financial challenges within the group. The

combination of improved performance in a more compact package, with environmentally friendly credentials may now convince more users to adopt the concept - price permitting.

### City tower cranes

Over-sailing/trespass laws in some countries, such as the UK, mean that luffing jib cranes are essential for most confined city sites. As small infill sites have become more prevalent, the focus on out-of-service dimensions has grown. This has spurred the development of a range of compact city cranes, that are easy to erect and that offer a small out of service radius. The Jost range of compact luffers that use a hydraulic cylinder rather than cables to luff the jib offered contractors a very small out of service radius as well as avoiding the risk of the jib blowing back over the rear.

However, more recently the old

concept (first launched in 1961) of the articulated or folding jib crane has been resurrected by Swedish company Artic Crane. Working with London-based crane company City Lifting, the 84 tonne/metre Raptor 84 has an out of service radius of just four metres. The first two cranes are already working in London with a third due shortly.

For city work, the small out-of-service radius is not its only advantage. The design also allows loads to be lifted very close to the tower - a real positive if the only location for the crane is within the building's footprint. However, with such a small out-of-service radius and a two tonne capacity at a 32 metre radius, it is often possible to find a position outside of the building but still within the site. While these cranes naturally appeal to countries where over-sailing is an issue, they are also handy when working alongside railways or roads where slewing over traffic with a load may not be permitted. Even if it is allowed, it is always better to avoid such practices if possible.

### Spider cranes

If the user definition of a city crane is one that can access and work in restricted areas then the ultimate city lifter has to be the spider crane. The world market is dominated by two Japanese manufacturers - Maeda and Unic - which have obviously gained a lot of experience developing cranes specifically for the congested cities of their home market. The cranes are compact enough to work from the pavement, from inside the building, from a roof top or other elevated locations, where disruption can be entirely eliminated.

The spiders initially gained popularity in Europe installing glazing on multi-storey buildings but are now the first choice for any lifting application with limited access or to replace manual handling with jobs such as internal steelwork or escalator installation/replacement. It is also true that a little lateral thinking is also needed to maximise the spider's potential.

There are numerous cases of spider cranes eliminating huge traffic



*Two spider cranes solve a lifting problem at Addenbrookes Hospital, Cambridge*



*Compact spider cranes can access areas other cranes cannot reach*

disruption and reducing costs by being able to track through a building to lift a load negating the need for a big crane to reach over the building.

One such job at Addenbrookes Hospital in Cambridge required a lift in an enclosed courtyard. The contractors' solution was a fully rigged 500 tonne mobile complete with road closure and major disruption, just to lift a couple of tonnes. JT Cranes' solution was to supply two spider cranes - a Unic 506 and 706 - which accessed the inner courtyard through a tunnel, the 706 then lifted the smaller crane onto a roof to carry out the lift.

Although not as compact as a spider when travelling, the mini crawler crane offers a useful alternative particularly as its lack of stabilisers results in a smaller working footprint. Its pick and carry facility is also a worthwhile benefit.

The growing awareness of small cranes has also given a boost to the small pick & carry cranes which are enjoying a revival, particularly in the



*Spierings City Boy*



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*A two tonne capacity Jekko MPK20W pick and carry crane in a busy London street*

2-3 tonne capacity sector. And whilst this type of crane is traditionally employed in industrial applications, contractors working in the congested city sites are becoming aware of their capabilities for solving tricky lifting problems.

**Mobile City cranes**

The word City crane conjures up different concepts for different companies. For a tower crane specialist it may be a small flat top, for mobile crane operators though it is a single cab All Terrain - a cross between an AT and a Rough Terrain. The concept has been around for more than 20 years - 35 years if you count the PPM14:07 - starting in Japan where congestion is of course a very serious issue. It was taken up by Swiss company Compact Truck in 1992 with Demag - now Terex - following soon after. Under Terex ownership the Demag range of City cranes blossomed with two, three and four axle models.

But interest in the sector appears to have 'flagged' in recent years. That is until the past 18 months, Grove unveiled its first ever City All Terrain crane - the GCK3045 - at Intermat in 2009. City cranes are notoriously difficult to build and in a wise move, Grove opted for a joint venture with Japanese manufacturer Kobelco, a past master of manufacturing the small City crane and the originator

of the concept launching the seven tonne RK70 in 1989 which is still a much loved crane.

The GCK 3045 is a compact, single cab, nose-down, three-axle crane with 45 tonne capacity at 2.5 metres. Main boom is 34 metres and has an optional 6.3 to 10.2 metre 'twist' jib which attaches through a simple elevation of the boom and then a twist of the jib by the operator before pinning into position. The entire operation is said to be a one-man job and can be done within the crane's 2.55 metre overall width, meaning full boom and jib can be rigged in a narrow street or aisle. The hook block stows automatically for travel.

The GCK 3045 is just over nine metres long, three metres high and 2.55 metres wide. To facilitate working in narrow locations, the crane also has a choice of five outrigger widths and the ability to set up with asymmetrical outrigger settings.

Liebherr a company with a 'nose' for when the time is right for a new crane idea, launched a 45 tonne at three metres City crane - the LTC 1045-3.1 - at Bauma last year. In the month or two following the show, Liebherr said that it has taken orders for 70 of the compact cranes - with deliveries set to start around now. The most innovative feature on the Liebherr is its telescopic arm



*A Valla crane used to install cladding panels*



*The Locatelli ATC20 is the most compact city type AT crane currently available in Europe*

mounted cab. In transport mode the cab is 'pushed' to the front of the chassis which helps in driving the crane, particularly at higher speeds. When working, the cab is retracted to a traditional superstructure position, with its better visibility. The crane can also be ordered with an elevation cylinder for the cabs telescopic arm to provide up to 7.8 metres of elevation, giving operators a much improved view of the site and load. Unlike Liebherr's

first attempt at a City type AT, the LTC1045-3.1 uses a traditional drivetrain, rather than Hydrostatic. Until the arrival of the Grove and Liebherr cranes, Terex Demag with its 30 and 40 tonne City cranes virtually had the European City crane market to itself and it still boasts the most experience in the market. You can be certain that if the City crane takes off as the crane market picks up Terex will be ready to respond.



*Grove renewed interest in the City AT unveiling its GCK3045-2 inn 2009*



*Latest City AT is Liebherr's 45 tonne LTM1045 seen here at its launch at Bauma*





A few UK crane companies have bought 13 tonne Kato KRM 13H



A Terex AC 40 City working in New York

### The Italian option

Italian-based Locatelli has also dabbled in this market for several years. Its ATC20 is the only European crane that captures the spirit of the small Japanese city cranes of the 1990s, such as the Kobelco RK160, Kato MR100 and CR250 or Tadano Crevo models.

At less than two metres wide, just over three metres high and six metres long it is exceptionally compact. Yet it boasts a 26 metre tip height on its main boom which extends to 34 metres with offsetable jib. Boom nose mounted forks and an aerial work platform are also available, taking it into the territory of the 360 degree telehandler, which some would argue has taken over a part of this market, although not among 'true crane men' who do not seem to appreciate their capabilities. Locatelli also showed a three axle 40 tonne city crane, the ATC40 at Bauma in 2007 but has been slow to commercialise it.

### Yearning for Japanese minis

Although not available in Europe for around 10 years or so, many crane rental companies still hanker after the Japanese cranes. A few UK crane companies, such as Lee Lifting and John Sutch Cranes have imported 13 tonne Kato KRM13H City cranes as six month old 'used' models. Liverpool-based Sutch is very pleased with the crane which thanks to its 30 metre boom and luffing fly jib achieves a good rental rate and is very much in demand.

# London robot invasion

The UK's specialist equipment rental company Hewden supplied a 100 tonne AT crane to give an army of giant Audi robots a helping hand in their invasion of London's Trafalgar Square.

Usually hard at work welding and gluing car bodies on an Audi production line, the eight automotive robots were positioned on a plinth 5.5 metres in the air alongside the Square's iconic lions and Nelson's column. The whole project was part of OUTRACE, London Design Festival 2010's spectacular Trafalgar Square installation created by designers Clemens Weisshaar and Reed Kram and enabled by Audi AG.

Once installed the general public - both visitors to the Square as well as on-line audiences - were allowed to take control of the industrial robots and interact with the installation.

Once logged in, users could create a short message, which the robots would then reproduce via three-dimensional LED light traces in the air. Each unique light trace was simultaneously recorded and uploaded to the website through a system of high definition cameras.

Production design company Event Concept tasked Hewden with providing a full contract lift service, including crane operator. Trafalgar Square's location in the heart of one of the world's busiest cities, provided Hewden with a testing challenge to safely and efficiently lift the eight robots and associated power equipment and services within the confines of the Square.

Meticulous planning was required to ensure all eight robot lifts were successful, with the Hewden operational team

Hewden helps position the Audi robots in Trafalgar Square



carrying out a full risk assessment beforehand. Working through the night to minimise any disruption, the Hewden team completed all lifts within their designated six-hour time period.

Alan Brown, crane supervisor for Hewden said: "It's not everyday that we are called upon to help eight robots take centre stage in Trafalgar Square! This project, in the heart of the capital, required skill and precision in a short time period to keep disruption to an absolute minimum. The lifts were a great success, with everything in place by 3am so there was no disruption to the morning rush hour."

## Off to the Tower....

**At the end of last year Ainscough Crane was on-site at the Tower of London, on the banks of the River Thames. The crane rental company was providing a range of lifting services supporting the installation of the annual winter ice rink attraction positioned in the dry-moat beneath the Tower.**

Three cranes were used - a 25 tonne Kato City, a 250 tonne Liebherr LTM 1250-1 and 100 tonne Liebherr LTM 1100/2 - to lift elements of the arena structure, along with pedestrian access, a 'pop-up' building and visitor facilities.

The project was conducted on a contract lift basis planned and supervised by Ainscough.

One of the most complex elements was the lifting of three chillers, each weighing five tonnes, ready to freeze the ice.

"The project was meticulously planned to ensure public safety, whilst this impressive seasonal attraction was built," said Steve Scott, Ainscough's contract lift manager. "The three mobile cranes used gave us the required positioning for the lifts, and we enforced load-distribution measures

to ensure we did not exceed the 25 tonne limits on the upper level cobbled stone pedestrian area."



Three cranes were used in lifting various elements supporting the ice rink attraction in the dry moat beneath the Tower





The background image shows a construction site with several large yellow cranes. One crane is lifting a massive, dark-colored spool. The cranes have 'AINSCOUGH' and 'JAMES JACK' written on them. A green truck with 'JAMES JACK' and 'LIFTING SERVICES LTD' is visible in the foreground. The sky is overcast.

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# 2010 rental rate guide

The first half of 2010 saw another bloodbath in terms of rental rates, both for cranes and powered access, while telehandlers were already on the bottom. The second half has seen a definite but fragile improvement with some access companies reporting a 10 percent improvement by the start of the fourth quarter.

Cranes do not seem to have seen quite the same improvement although utilisation has picked up substantially. Unlike most access equipment, the majority of crane rental pricing is far more complex being a day to day business. Daily minimums and extras play a significant role, so while the headline hourly rate might not improve, better companies quickly tighten up on such items, which can translate to a better yield depending on the duration of the job. Book two or three jobs for a crane in a day while holding a respectable daily minimum and the rental rates are transformed without changing the hourly rate.

And then there is contract lifting. Seen by some as an opportunity to make decent money, in reality it can be a double edged sword. Those companies who take their job seriously will quote a realistic fee for a contract lift, knowing that there is strong chance that it will drive some customers into the hands of a less scrupulous operator who will either do the job as a regular crane hire or will undercut the price for a contract lift on the basis that he has no intention of doing it as it should be done.

The big unknown of course is what the New Year will bring. Will the current upturn fizzle out as government austerity cuts begin to bite? Or will it be maintained with a steady improvement through the year as the economy continues to

recover? When considering this it should be noted that the UK/Ireland crane and platform fleet has been substantially reduced as a surprising number of machines have been sold overseas thanks to the weak pound while some older equipment has been retired.

One positive thing to note from the current situation is how quickly rental companies have moved to firm up prices as utilisation began to climb. Hopefully this is sign that the industry might be beginning to show some signs of maturity? Or maybe that's wishful thinking?

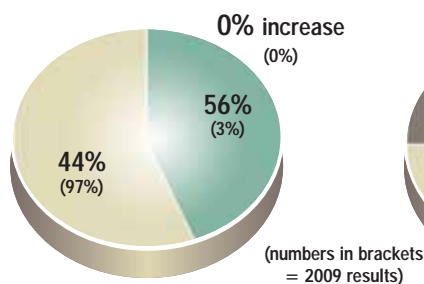
We would like to thank everyone who participated in this survey for taking the time to provide their input. Thank You.



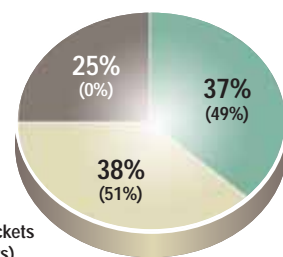
## Crane rates

### Crane hire rate trends all crane types

Crane hire rates over the past 12 months



Crane hire rates during the next 12 months

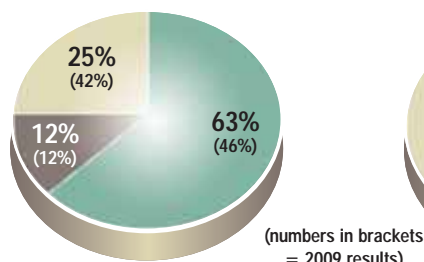


(numbers in brackets = 2009 results)

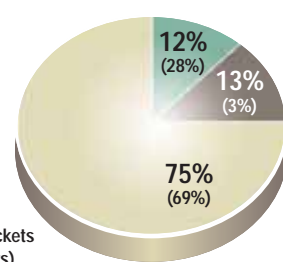
Given what happened in the first half of the year this result is surprising, possibly due to the more positive fourth quarter? What is interesting is the projections for 2011 which are a great deal more positive than this time last year.

## Crane fleet size

Crane fleet size over the past 12 months

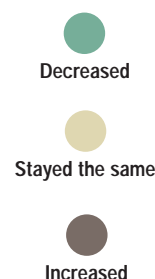


Crane fleet size over the next 12 months

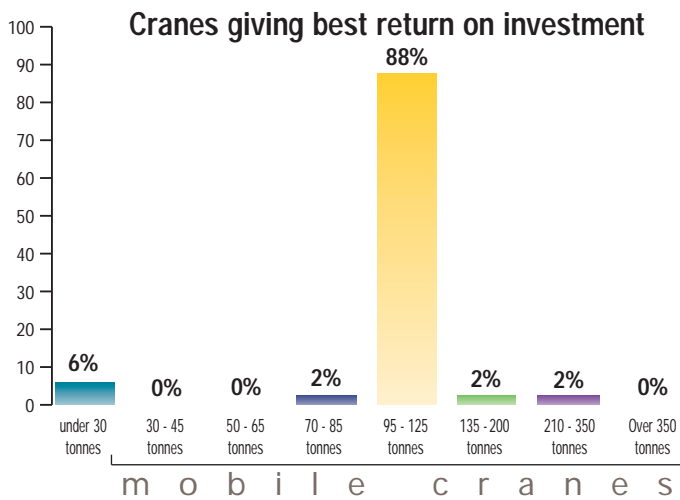
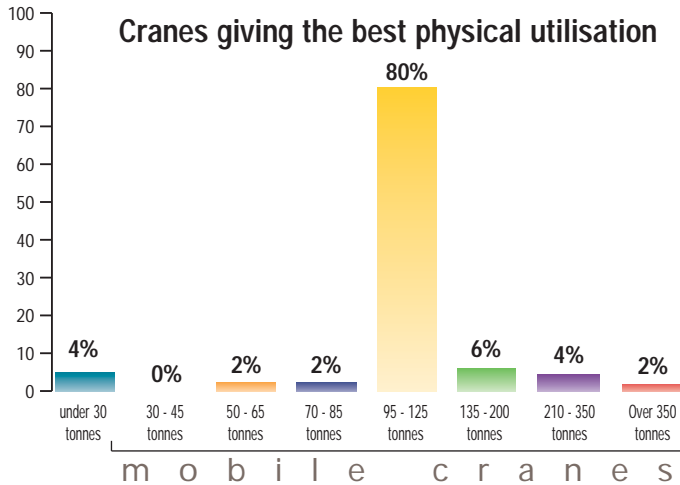


(numbers in brackets = 2009 results)

It is clear that in terms of fleet size far more companies cut back their fleets than had intended to. This year companies are clearly more 'realistic' in that the vast majority now believe that they have their fleets at the right size for 2011.



## Utilisation and return



This is one area we will need to reconsider for next year. Some results were so contrary we wondered if the rating system had been misunderstood. In spite of this one thing did come through loud and clear - the 95 to 125 tonne sector remains the strongest and in fact increases its dominance over the other crane sizes.



## Daily rates for mobile cranes

	Lowest	Highest	Average
Under 30 tonnes	£280	£340	£308
30 to 45 tonnes	£350	£425	£393
50 to 65 tonnes	£450	£545	£509
70 to 85 tonnes	£650	£780	£713
95 to 125 tonnes	£850	£1100	£941
135 to 200 tonnes	£1,550	£1,650	£1,570
210 to 350 tonnes	£2,800	£2,950	£2,820
Over 350 tonnes	No input		
<b>City Cranes</b>			
	£395	£470	£428

## Weekly rates for crawler cranes

	Lowest	Highest	Average
Up to 50 tonnes	£1,120	1,450	£1,285
50 to 100 tonnes	£1,950	£2,300	£2,100
100 to 249 tonnes	£2,100	£3,900	£2,760
250 to 500 tonnes	No input		

## Weekly rates for tower cranes

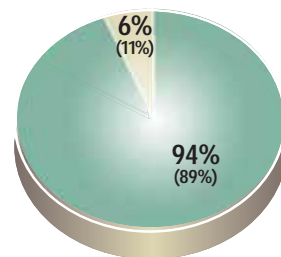
	Lowest	Highest	Average
Luffers	£795	£850	£815
Flat Top	£500	£610	£570
Saddle Jib	£550	£575	£558
Self erectors	£450	£600	£548

## Weekly rates for other cranes

	Lowest	Highest	Average
Pick & Carry	£230	£300	£267
Spider cranes	£525	£950	£758

Rates quoted do not seem to reflect the extreme pessimism of the comments we received, possibly because respondents were conservative in the data they sent in? A number of respondents declined to complete this section.

## Do you employ any female crane operators?



(numbers in brackets = 2009 results)

While the small numbers mean that the percentages have little meaning, our responses suggest a decline.







What percentage of your jobs are contract lifts?

Type of company	Crane Hire	Contract Lift
Mobile crane hirers	69% (76%)	31% (24%)
All crane hirers	80.5% (86%)	19.5% (14%)

This seems to indicate that recent efforts by the CPA and HSE is having an effect moving more lifts towards contract lift – or it may reflect a fall in major contractor market?

Who does your Thorough Examinations inspections?

In House	12%
Third Party	82%

A surprising result - we failed to ask what type of third party, but it is encouraging.



Would you recommend the crane hire industry to your children?

	2010	(2009)
Yes	62%	52%
No	38%	46%
Don't know	0%	2%

This is surprising given how tough the year was, and is the first time in several years that we have not had any 'don't knows' It is encouraging.

## Respondent's Comments

"Still shocking" *Crawler crane hirer*

"There was a lot of pressure on rates this year, with the triple whammy of lower demand, companies desperate for cash flow and clients going to Dutch auctions. All these were factors in the returns measured against capital expenditure." *Mobile crane hirer*

"Self erecting tower crane hire rates have held up relatively well due to the relatively low numbers of machines in the market, with a drop of around 10 percent. Our City Crane (top-slewing) rates have come down a bit but they were already low and so did not have far to fall."

*Tower crane hirer*

"The rates for 2009 were not good enough. I am afraid we did like everyone else, we bought more and more cranes to suit the demand instead of increasing the rates." *Mobile crane hirer*

"2009 was still showing some firmness (although my experience here it was limited!) 2010 has become increasingly cutthroat predominantly by the larger and smaller companies rather than those in the mid-range."

*Mobile crane hirer*

"We have only reduced our rates based on usage to existing regular customers and long term projects. When some companies are charging out cranes at what can only be a loss, it kills the industry for everyone."

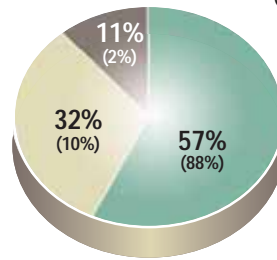
*Mobile crane hirer*

# Powered Access rates



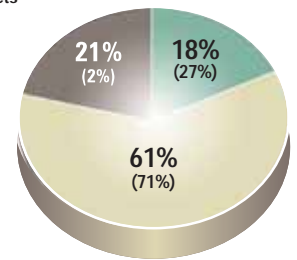
## Rate trends

Access rates over the past 12 months



(numbers in brackets = 2009 results)

Access rates over the next 12 months

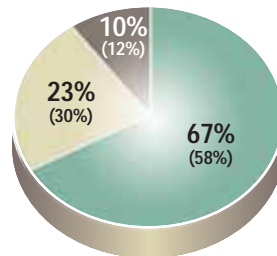


When it came to the survey on how rates performed this year, the results were all over the place with clear differences between location and company size. We also wonder if some respondents reflected on the improvements in the second half and ignored the poor start to the year?

One thing is very clear and consistent - the mood is much more optimistic when it comes to looking forward to this year. While not as positive as the 2008 survey it is substantially more buoyant than this time last year.

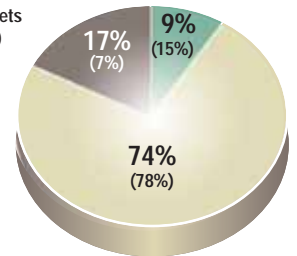
## Fleet trends

Fleet size over the past 12 months



(numbers in brackets = 2009 results)

Fleet size over the next 12 months



When it comes to fleet sizes the results of our survey are similar to last year, which is no great surprise. Companies are more positive for sure, but not yet confident enough to start thinking about expansion. Most respondents plan to maintain current fleet sizes although that was the case last year and in the end most companies reduced their fleets. The number of companies planning to expand is up, while those looking for further reductions are fewer.

Decreased

Stayed the same

Increased





# 2010 rental rate survey C&a



## Weekly rental rates by general category

Platform Height	Lowest	Highest	Average
<b>Electric scissors</b>			
5 metres and under	50	90	78
6 metres (19/20ft)	70	120	91
8 metres (26ft)	75	135	119
10 metres compact (32ft narrow)	100	165	124
10 - 20 metres compact	105	181	174
20 metres plus	380	870	797
<b>Diesel/Bi Energy</b>			
8 to 10 metres 26/33ft)	100	180	132
10 to 14 metres	120	200	153
over 14 metres	155	300	179

Platform Height	Lowest	Highest	Average
<b>Electric Booms</b>			
under 11 metres industrial	170	220	181
10 to 12.5 m (32-40ft) Nifty/AB38	175	220	190
14 metres (45ft plus)	190	230	203
<b>Mast booms</b>			
6 metres	70	230	181
8 metres	95	255	191
<b>RT articulating booms</b>			
15 to 16 metres (45/51ft)	140	220	178
20 to 23 metres (60/70ft)	195	310	277
24 to 26 metres (80/85ft)	410	550	473
over 26 metres	695	1,133	806
<b>Straight Booms</b>			
Under 17 metres (40ft/46ft)	165	210	181
20 to 23 metres (60/70ft)	250	320	269
24 to 26 metres (80/86ft)	405	550	474
Over 27 metres	525	1,015	873



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Platform Height	Lowest	Highest	Average
<b>Trailer lifts</b>			
12/13 metres (30/38ft)	180	270	197
17 metres (50ft)	195	395	224
over 20 metres	760	900	845
<b>Spiders</b>			
Up to 15 metres	300	550	428
16 to 20 metres	395	650	542
20 to 30 metres	880	1,200	971
Over 30 metres	No Data		
<b>Van mounts</b>			
All sizes	330	460	359



## Truck mounted daily rates

Platform Height	Lowest	Highest	Average
<b>Truck mounts</b>			
Under 27 m (3.5 tonne chassis)	110	350	203
20 to 35m (7.5 tonne)	460	650	507
36 to 45 metres	483	800	620
46 to 70 metres	888	1,300	922
Over 70 metres	1,243	2,000	1,622

\*With operators

The rate charts this year do in fact largely bear out the improvement in rates that has been reported in our survey although it is not totally consistent. Rates given do tend to be those obtained at the time of completing the forms, so we are comparing the end of bad quarter last year with the end of a good quarter this year and so tends to show the current improving trend.



## Utilisation and Return 1 = best 10 = worst

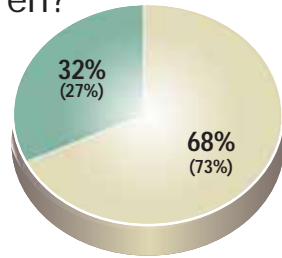
Type	Best Physical Utilisation	Best Financial Return
<b>Scissors</b>		
Small Electric Scissors	1	1
Electric Scissors 10 to 20 metres	3	3
Big electric scissors 20 metres +	2	2
Compact diesel Scissors	6	5
Diesel scissors 12 to 20 metres	5	6
Big diesel scissors 20 metres +	4	3
<b>Booms</b>		
Small Electric booms (Nifty HR12/AB38)	2	1
Industrial booms (Genie Z30/34NE-JLG HA30N)	3	4
Articulated booms	4	3
Big articulated booms 17 metres +	1	2
Straight telescopics	5	5
<b>Spider lifts</b>		
Spider lifts up to 18 metres	2	2
Spider lifts over 18 to 30 metres	1	1
Spider lifts 31 metres and over	3	3
<b>Truck mounted lifts</b>		
Truck mounts (3.5 tonne)	1	1
Truck mounts (7.5 tonne) to 20m to 35 metres	3	5
Truck mounts 36 to 45 metres	4	3
Truck mounts 46 to 70 metres	2	2
Truck mounts over 71 metres	5	4
<b>Others</b>		
Trailer lifts	3	2
Mast booms	2	3
Push around lifts	1	1

This year's input was very confused and clearly due to our poor format, we have therefore had no option but to follow the majority of the inputs and rate the utilisation and returns by category. There are no great surprises here apart, perhaps, from the relatively high rating that the mega scissors received, both in terms of utilisation and return and the rating for big articulated booms. This is an area we will be looking to re-design and clarify before next year.



## Would you recommend the access rental business to your children?

Slightly less positive than last year which is yet another surprise, given that the survey was generally quite positive this year, reflecting improving trends.



Yes No

(numbers in brackets = 2009 results)

## Respondent's Comments

"With the new entrants in the truck mounted market, the Telecom sector has gone the way of window cleaning. Hard work for little money and best avoided if you can."

"We are working hard to improve pricing as demand returns, although ready to defend our position if attacked (no longer wishing to be seen as the "Market share mine" when things get tough)! More strategically it is critical that businesses charge enough to be able to afford a comprehensive equipment maintenance programme and, if they wish to reinvest in fleet refreshment and generate a sufficient return on capital to make that logical. That would probably mean generating a minimum pre-interest and tax operating margin of around 15 percent to get banks/funders happy. I wonder how many businesses are within touching distance of that hurdle at current pricing levels?"

"Irrespective of the world economic conditions, as an industry we really do behave like Neanderthals. This is not an industry I would like my children to grow up in. In fact, it is an industry I will leave at the first commercially viable opportunity. The 'access world' has lost its shiny veneer."

"Rates have definitely been improving and the silliness or should I say craziness of 2009 does appear to have abated – thankfully before we were all bankrupt. The situation is still edgy though and I reckon if we see a slow week or two it will all break out again? Does a leopard change its spots?"

It seems pointless to keep on raising the same issue when no-one in the business seems to take notice. We sell safety and there can be no compromise with that, but if we don't make a decent return we will eventually jeopardise that."



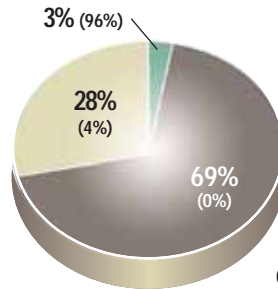
# Telehandler Rates



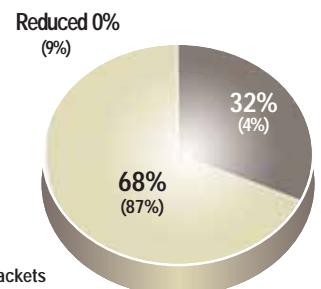
## Rate trends

Reduced Stayed the same Increased

### Telehandler rates over the past 12 months



### Telehandler rates over the next 12 months

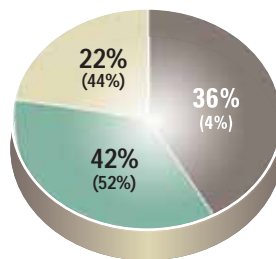


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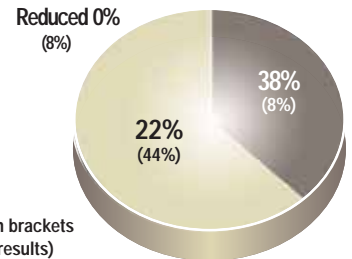
What a change from this time last year? While the market is still in the doldrums, it is clearly improving and much healthier than in 2009. Hardly anyone expected rates to improve in 2010 yet the vast majority report that they did – and in some categories (17 metre fixed frame) by quite a margin - although most are still a long way short of 2008 levels. Over the coming 12 months, no one expects rates to fall with the majority forecasting holding onto the gains of last year.

## Fleet size

### Fleet size over the past 12 months



### Fleet size over the next 12 months



(numbers in brackets = 2009 results)

No great surprise here, while rates have improved and utilisation is higher for most companies, most say their fleets are now the right size for current market conditions and unwilling to risk investment. 2009/2010 saw many fleets reduce in size with a lot of equipment sold overseas which has resulted in a surprising lack of machines in certain categories such as 17 metre fixed frame. With good demand and rates being achieved in the sub 10 metre, 17 metre and larger 360 degree machines, these are the most likely areas for fleet expansion





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## Utilisation and Return 1 = best 6 = worst

Fixed frame	Best Physical Return	Best Return on Investment
Under 10 metres	1 (3)	1 (3)
10 to 12.5 metres	3 (1)	4 (4)
13 to 15.5 metres	4 (4)	2 (2)
16 to 20 metres	2 (2)	3 (1)
<b>360 degree</b>		
Under 20 metres	3 (4)	4 (5)
Over 20 metres	1 (1)	1 (1)

(2009 results in brackets)



## Percentage of units going out with work platform attachments

Type	Lowest	Highest	Average
Fixed frame	0% (0%)	15% (30%)	8% (15%)
360 degree	0% (20%)	19% (30%)	10% (28%)

(2009 results in brackets)

## Weekly rates for telehandlers

Capacity	Lowest	Highest	Average
<b>Fixed frame</b>			
Under 10 metres	148	350	275
10 to 12.5 metres	250	370	300
13 to 15.5 metres	275	450	330
16 to 20 metres	380	475	400
<b>360 degree</b>			
Up to 20 metres	500	700	650
21 metres	900	1000	950
25 metres	1000	1500	1150
Over 26 metres	1700	2200	1900



## Who does your Loler Thorough Examinations?

In House	65%
Third Party	35%

## Respondent's Comments

"Telehandler rates have increased significantly (30-40%) over the past year but there are still some machine sizes that are still 20% shy of getting back to where they should be."

"The market is as good now as it has been in the last four years."

"So many fleets have been downsized that I had difficulty locating a 17 metre machine."

"Utilisation at 80 percent is very good but if the rates could go up another 10 percent that would be great."

"This is a very uncertain time – we could have a reasonably rosy year or it could turn around and bite back!"

"Although the 360 degree telehandler has been around since the early 90's, it has suddenly been discovered and is eating into the smaller capacity mobile crane market."

"I would like to see the Thorough Examinations of telehandlers done properly – some companies are cutting corners and older machines are not up to the current safety standards."





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 Lift height 10m  
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# In like a Lion out like a Lion

While 2010 was a considerably more positive year than 2009 with business in the lifting world improving as the year went on, it is still a year that many will be glad to see gone. In terms of weather most of Europe and parts of North America saw some exceptionally cold spells and heavy snow during the first quarter that were bad enough to disrupt business. However this helped push some projects towards the second half when both rental companies and manufacturers finally saw some light at the end of the tunnel.

As the weather eased, the years big show - Bauma - was disrupted by an unheard of closure of European airspace for almost a week. As the year came to an end much of the west faced similarly disruptive weather as experienced at the start of the year, in many cases taking the edge of what was promising to be the best quarter for more than two years. Everyone in the crane, lift and telehandler business now hopes that 2011 will be far kinder year with steady progress back to more consistent and confident times. Here's to a positive 2011.

## January Industry news

Dutch rental companies form **IPAF Netherlands** council.

**Gerken** sells its 100 metre Ruthmann truck mounted lift to **Abilene High Lift** of Abilene, Texas.

**Terex AWP** sells its power buggy and generator product lines in order to focus on Genie products.

Heavy transport and lifting company **ALE** reveals its new branding and renames its heavy lift AL.SK cranes.

German-based hoist, aluminium crane and lift manufacturer **Böcker** introduces a mast climber product line.



**Pop-Up** unveils an improved version of its Pop Up+ push around with automatic brakes and no stabilisers.

**François Desbriere** takes over from **Christian Lajous** as **Manitou's** access equipment manager.

Dutch-based rental company **Workx** appoints **Hendrik Jan Molenaar**, formerly with Aggreko, as chief executive.

Heavy snow in the UK results in a **telehandler** being used as a hearse.



Access company **Youngman**

enters the mobile lighting tower market.

Rental company **HSS** adds the **JLG** Liftpod to its access fleet.

**GGR** - the master dealer for Unic spider cranes - appoints mechanical services group, **EnerMech** as its exclusive dealer for the UK offshore market.



**Ormig** delivers its first new 5.5tmE, 5.5 tonne electric pick & carry crane to Casale Monferrato-based company, Santoro.

Italy appeals against publication of the new loader crane standard **EN1299-2009**.

**Dave Birkhauser**, senior vice president for the Americas for **Manitowoc**, retires.



UK-based rental company **Kimberly Access** opens a second depot in London.

**AFI** conducts the first new **IPAF** Push Around course.

US-based **Altec Industries**

launches a special track mounted crane and platform in partnership with **Prinoth**.



**Cargotec** sells its US based hydraulic cylinder manufacturing business, Waltco Hydraulics to Ligon Industries.

**RB Cranes & Priestman Grabs** now under the **Delden-CSE**

banner, relocates to Selston, Nottinghamshire.

**Harsco** appoints **Paul O'Kelly** to head up its European access operations.



**SED** confirms cancellation of the 2010 event.

US rental company **NES** opens its first **IPAF** approved operator training centre in Des Plaines, Illinois. American boom truck and RT forklift manufacturer **Manitex** acquires **Load King** Trailers from **Terex**.

**JCB** builds its 7,500th telescopic boomed industrial forklift - the Teletruk.



**Speedy Hire** - the UK's largest equipment rental company - extends its Middle East agreement with **Al Futtaim Carillion**.

**OSHA** reveals its Top 10 list of safety violations in USA during 2009 with scaffolding topping the list.

**JLG** parent, **Oshkosh**, wins a new \$290 million contract from the US Army.

**Vertikal.net** achieves more than 15 million hits in a single month.

## World news

The tallest man-made structure in the world, the **Burj Khalifa** in Dubai, United Arab Emirates, is officially opened.



The **Togo national football team** is involved in an attack in Angola, and withdraws from the Africa Cup of Nations.

**Kraft foods** buys **Cadbury** for £11.5 billion in a hotly contested takeover bid.

Japanese airline **JAL** is placed into bankruptcy

A 7.0 magnitude earthquake occurs in **Haiti**, devastating the nation's capital, Port-au-Prince, with a confirmed death toll over 230,000.





February Industry news

JLG takes over its Spanish distribution through JLG Iberica, located in Barcelona.



The first 2.93 tonne Maeda LC383M-5 mini crane ships to Europe.



MEC unveils a 40ft big-platform boom lift, dubbed the Titan Boom 40-S.

Rick Stowe owner of Instant UpRight, saw his Griffin Coal and other businesses go into administration.

Ben James, previously operations director at Lifterz, opens a new rental business in UK - 1 Up Access.

Andy Pearson, previously of AMP and Lavendon, opens his own company Prolift Access based in Somerset.



Russon Access launches a three metre wind-up scissor lift with no electrics or hydraulics.

Kranlyft, the Maeda distributor, appoints Kevin Bell as sales manager at its UK operation.



Pop-Up Products unveils its new range of push-around scissor lifts and announces a world-wide marketing agreement with Snorkel/UpRight.

The Imer Group appoints Omme Germany as its Ihimer spider lift dealer.

US-based AmQuip Crane Rental appoints Al Bove as chief operating officer.

Skyjack appoints Robin Sosebee as sales director for Latin America.

Tadano sets up a direct sales and service operation for Australia and New Zealand and forms a joint venture steel fabrication operation in Zhuozhou City, China.

Polish crane companies - EFH Zurawie Wiezowe SA and Gastel SA - merge.

Hertz Equipment sets up a rental joint venture with Saudi Arabian-based Dayim Holdings.



Lampson confirms an order from Hitachi for a 3,000 ton capacity Translift LTL-3000.

GGR Unic appoints PPK Management & Industrieservice

as its distributor for Austria.

UK rental company Lifterz appoints Patrick Leoni Sctei as finance director who also invests significantly in the business.



IPAF, the ARA, AEM, AED and SIA issue a guide to AWP training and familiarisation in the USA.

Reinhard Spinner joins Omme lift Germany as area sales manager.

CTE appoints Francesco Berardi as sales executive for its B-FIRE platform range.

Isoli, appoints Barcelona based Transgruas as its distributor for Spain.



Dutch access industry veteran Dirk Konings moves to Riwal.

World news

New Orleans Saints beat the Indianapolis Colts 31-17 to win Super Bowl XLIV.



The winter Olympics are held in Vancouver Canada.



BMW Oracle wins the 33rd America's Cup becoming the first American team to win since 1992.

Israel is accused of assassinating a senior Hamas military commander in Dubai.

An 8.8 magnitude earthquake hits near the city of Concepción, Chile, killing more than 700.

March Industry news



Manitowoc appoints Ingo Schiller as senior vice president of sales and marketing for North America and Bruce Buchan senior vice president of sales and marketing for Latin America.

UK-based access rental company, Lifterz acquires C&G Platforms from its owners Catherine and Graham Campbell.



Merlo unveils its MPR 15 and 18 All Terrain big platform aerial lifts using a telehandler boom and a four by two metre scissor lift sized deck.

Sany Heavy Equipment shows its largest All Terrain telescopic crane to date, the 1000 tonne, nine axle SAC 303.

Omme announces a new 37 metre telescopic spider lift, the 3700RBDJ.

Socage appoints Cumberland Industries as its distributor for the UK.



Terex sells its Atlas crane and excavator business to Fil Filipov.

Ramirent acquires Hyrmaskiner Tidermans.

John Milne former chief financial officer of United

Rentals is sentenced to 27 months in prison for falsifying the company's records.

UK crane hirer Winterlift appoints an administrator and closes its doors.

The Bronto Artic Challenge sets off on its charity trek across Lapland.



JCB launches its smallest ever telehandler - the 515-40.

California based Smart-Rig Cranes launches a battery-powered one tonne capacity pick & carry mini crane weighing just 450kg.

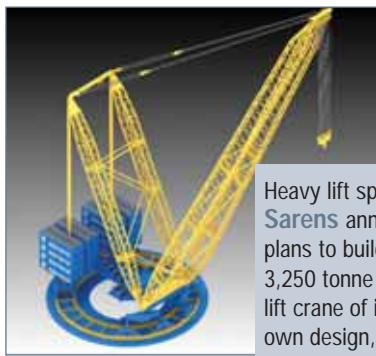
Custers unveils an all-electric, 10 tonne van/truck mounted lift, the Taurus 265-12.5E using a Smiths Electric Vehicle Newton truck with lithium power pack.



Yokohama introduces a new AT crane tyre and agrees to supply Liebherr for all of its two axle cranes.

Steve Shaughnessy takes over as president of IPAF from John Ball.





Heavy lift specialist **Sarens** announces plans to build a 3,250 tonne heavy lift crane of its own design, the SGC 120.

**Simone Scalabrini** leaves **Oil&Steel** and joins **Cela**, and **Michela Viviani** also leaves and later moves to **Socage**.

**H.A.B** unveils the T35J D4WDL - a 33 metre platform height telescopic boom lift with octagonal boom and articulating jib.



**Palfinger** acquires an 80 percent stake in Oklahoma City-based truck mounted aerial lift manufacturer **Equipment Technology**.

**Chris Buisseret** retires as training manager of UK-based **Rapid Platforms** and vice chairman of the IPAF training committee.

**World Lift** - owner of Denka and Falk Schmidt product lines - changes its name and branding to Skako Lift.



World news



**Michael Schumacher's** returns to Formula 1 joining the Mercedes team at the seasons first race in Bahrain.

Suicide bombers detonate two bombs on the Moscow Metro stations killing at least 36.

France achieve the Grand Slam - its first since 2004 - to

win the 2010 Six Nations Rugby Championship.



82nd Oscar awards

- Best Film "The Hurt Locker"
- Best Director Kathryn Bigelow for "The Hurt Locker"
- Best Actress Sandra Bullock in "The Blind Side"
- Best Actor Jeff Bridges in "Crazy Heart"

April Industry news

German-based **Wemotec** teams up with **Palfinger** to produce a new long boom spider crane with a 29 metre outreach.

**Manitou** reports a €131 million loss for 2009 but cuts debt in half and sees a pick up in order intake.

**CTE** signs a distribution agreement with **H.A.B.** to sell its scissor lift range in Italy.

Chinese crane manufacturer **Zoomlion** signs a worldwide distribution agreement for Rough Terrain cranes with Global Crane Sales.



UK-based **Bronzeshield** takes delivery of a new 500 tonne Liebherr LTM 1500-8.1 All Terrain crane the largest in its fleet.

Italian truck mounted lift manufacturer **GSR** launches the 26 metre E260TJ mounted on a 7.5 tonne truck with 16 metres outreach.

Dutch-based international rental company **Riwal** opens a new German operation in Dortmund.

**Manitou** and **Genie** sign an OEM deal with Manitou supplying Genie with mast booms while Genie supplies Manitou with compact RT scissor lifts.



**JCB** successfully applies for court injunctions to have the products of three manufacturers removed from Bauma for copyright and patent infringements.



**CTE** launches its radical new 20.13MP truck mounted lift with slew ring mounted on top of its two-section lower boom.

The owners of Swedish-based access company, **Zip-Up Svenska** sell their shares as its CEO Lennart Mattsson prepares for retirement.

**Barry Barnes**, director of **Terex Cranes** sales in Europe announces UK hand over plans to **Lee Maynard**.



Italian-based **Valla Cranes** starts legal action against **JMG Cranes**.

**Socage** launches a new Land-Rover mounted boom lift developed in conjunction with new UK-based distributor **Cumberland Industries**.

US crane rental company **Maxim Crane Works** sells \$250 million worth of five year notes.



**ALE** successfully completes a 1,457 tonne inaugural lift with its new Terex Demag CC8800-1.

**Bauma** opens with many international exhibitors and visitors absent because of the flight restrictions caused by the Icelandic 'Eyjafjallajokull' volcanic ash cloud.

**Manitowoc** launches a 400 tonne sister crane to its 300 tonne Grove GMK6300 claiming the new GMK6400 is the world's most powerful six-axle crane.

Finnish aerial lift manufacturer **Dinolift** appoints **AB Equipements** as its new distributor in France.

**Tractel's Ladytrac** harness wins the IPAF design prize for the best designed harness for women. The **ZT Safety Systems** harness was highly commended.



World news

Cambridge defeats Oxford to win the 156th University Boat Race.



Apple releases the i-Pad.

US president Barack Obama and Russian president Dmitry Medvedev sign a treaty that will cut both countries' arsenals by a third.

A plane carrying Polish president Lech Kaczyński, his wife, army chief, central bank governor and top Polish government officials



crashes in Smolensk Oblast, Russia, killing 96.

Tony McCoy and Don't Push It win the 2010 Grand National at Aintree.

The BP/Transocean oil rig Deepwater Horizon explodes in the Gulf of Mexico killing 11.



Greece activates the €45 billion aid package from the EU to combat the country's debt crisis.

Icelandic 'Eyjafjallajokull' volcanic ash cloud closes European airspace for almost a week.



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## May Industry news

UK-based tower crane company **Dunham Cranes** closes its doors following a voluntary liquidation.

**Finning** sells its UK rental business **Hewden** to private equity firm Sun European Partners for £110 million.



UK-based **Kermco** introduces an indoor/outdoor 7.4metre work height push-around lift, the HyTower HT750.

Irish-based international crane rental company **McNallys** takes delivery of two new 1,200 tonne Liebherr cranes.



**Niftylift** unveils an all-new 50ft/15m Hybrid 4x4 boom lift with SiOPS safety system.

**Graeme Hill** operations director at UK based **Skylift EPL** announces his move to **CTE UK** as general manager.

**Ramirent** acquires the self-propelled powered access business of fellow Finnish company **Havator Group**.

Spider lift specialist **Hinowa** adds a second lithium-ion battery powered spider lift to its range.

**Platform Basket** launches a new road rail articulated boom lift designed for railway maintenance duties.

**Neff**, one of the largest rental companies in the USA, files for protection under chapter 11 bankruptcy rules.

UK-based rental company **Facelift** publishes an inexpensive pocket sized operator's safety guide for aerial lifts.



**Liebherr** reveals more information on its new 3,000 tonne capacity LR13000 being assembled at its Ehingen plant in Germany.

**Craig Paylor** - president of **JLG** - announces that he will retire in July.



**Oshkosh** vice president **Wilson Jones** is named as his successor.

UK-based crane rental company **King Lifting**

orders three **Terex** cranes including the new 350 tonne, AC350/6.

UK-based access specialist **Planet Platforms** sells its service department to parts and service provider **IPS**.



A remote controlled **Cat TL1255** telehandler is delivered to the Los Angeles Police department for car bomb removal.

Loader crane manufacturer **Hiab** launches a new fully integrated work platform for its cranes.

**Dunlop Off Road** launches its new 445/95/R25 177E ER50 All Terrain crane tyre.



## C&a look back 2010

### World news

The **European Union** and the **International Monetary Fund** agree a €120 billion bailout package for Greece to end its sovereign debt crisis.

**United and Continental airlines** announce a merger that will create the world's largest airline.

**Pablo Picasso's** Nude, Green Leaves and Bust sells for US\$106 million, becoming the most expensive work of art sold at auction.



Space Shuttle **Atlantis** lifts off on its final mission after 25 years of service.

**Inter Milan** defeats **Bayern Munich** 2-0 in the 2010 UEFA Champions League final.

Germany's **Lena** wins the Eurovision Song Contest with the song "Satellite".



**Israeli forces** storm a Gaza-bound flotilla, resulting in the deaths of 10 activists.

UK General Election is inconclusive - after almost a week of deliberations the Conservatives form a coalition with the Liberal Democrats and

**David Cameron** becomes prime minister.



## June Industry news

**Andrew Winter** founder of **Winterlift** joins **Cranes UK** the Tadano Faun dealer in the UK.

**Rolf Kulawik** is appointed chief executive of German truck mounted lift manufacturer **Ruthmann**.

**Arjan Roelse** resigns as chief executive of **Platform Sales Europe**.



**Valla** unveils the new 25EL lightweight 2.25 tonne pick & carry crane at **Vertikal Days**.

**IPAF** moves into its new headquarters in Crooklands, Cumbria.

**Haulotte** appoints **All Canada Crane and Aerials** as a new dealer in eastern Canada.



**Genie** appoints **IPS** to support its UK/Irish parts efforts following consolidation of its operations in Roosendaal, Holland.

Fire destroys the premises of UK-based special crane trailer manufacturer and service company **Tinsley**.

**Liebherr** racks up more than 70 orders for its new LTC 1045-3.1 unveiled at Bauma.



UK-based **Midland Access Platforms** appoints **Simon Tysoe** as a director, after he becomes an equity partner.

**Ritchie Bros** sets a new record for the highest value equipment item ever sold at auction - a 2006 Manitowoc 16000 440 ton crawler crane sold to a Californian buyer for \$2.5 million.

**McCormick Macnaughton Group** - the Caterpillar distributor for Ireland - goes bankrupt.

Five companies within **Spierings Holding** - owner of Dutch-based mobile self erecting crane group **Spierings Kranen** - are placed into administration.



Chinese manufacturer **Fuwa Heavy Industry Co** launches the 1,250 tonne Fuwa QUY1250 crawler crane.

**Pop-Up Products** appoints **Leach Lewis** as its new distributor for Southern England.

The fourth **Vertikal Days** event achieves record visitor numbers. Significant orders include a 350 tonne Liebherr LTM1350-6.1 to **Bronzeshield**, the UK's first **Hinowa** Goldlift 14:70 Lithium-ion spider to **Universal** and a £2 million order from **AFI** for more **Holland Lifts**.



**H.A.B.** - the German based boom and scissor lift manufacturer - appoints **Ascendant Access** in the UK.

**Haulotte** announces a new 10 metre telehandler range.



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

Italian-based access company **CTE** has a major restructure which includes centralising its product support/customer service at its Rovereto plant.

**Zoomlion** ships a new 35 tonne truck crane developed for Europe in partnership with UK-based **Crowland Cranes**.

### World news

12 people are killed and 11 injured during a shooting rampage by taxi driver **Derrick Bird** in west Cumbria, England.

**Patrick Stewart**, known for his role in Star Trek, is knighted by the Queen and arises as Sir Patrick Stewart.



The **Epsom Derby** is won by Workforce ridden by jockey Ryan L. Moore who also wins the Oaks.

Welsh born **Julia Gillard** wins the Australian federal elections and becomes prime minister.

**Drosselmeyer** and jockey Mike Smith win the **Belmont Stakes**, giving trainer Bill Mott his first Triple Crown race victory.

The **Los Angeles Lakers** win the 2010 NBA finals defeating the Boston Celtics 83-79 in Game 7.

**Graeme McDowell** of Northern Ireland wins the 2010 U.S. Open Golf Championship at Pebble Beach California.

The **FIFA World Cup** opens in South Africa.





**July** Industry news



UK-based rental company **Facelift** celebrates 25 years in business.

**Manitex** - the boom truck and RT crane manufacturer - takes over **CVS Ferrari**, the Italian-based reach stacker manufacturer.



**ALE** adds a second 4,300 tonne AL.SK190.

**Iteco** appoints **Godrej Material Handling** as its distributor in India.

**Socage** announces a new 14 metre aerial lift mounted on an Isuzu D-Max pick up.

**MLE** of Cudahy Wisconsin launches a compact self propelled 2.5 ton electric mobile industrial crane, the IC20.



**Palfinger** takes a majority stake in Dutch company **Ned-Deck Marine** and is planning further ship crane acquisitions.

The first **Palfinger-Wumag**

WT1000 103 metre truck mounted lift arrives in Australia with rental specialist **LinCon**.



**Lavendon** agrees a major order for **Niftylift** HR21 Hybrid articulated boom lifts.

**Merlo** launches the Multi-Tool telehandler designed specifically for the municipal and utility markets.



**Isoli** introduces a 1,000 volt insulated platform version of its 14 metre MPT140 truck mounted lift.

**Boels** orders 100 new **Niftylift** aerial lifts including 50 HR12s.



**Kobelco Cranes**

announces plans to build a crawler crane manufacturing plant in India.

The UK's **HSE** invites contractors to attend a mock trial to show what happens when things go wrong.



Dutch **Manitou** dealer **VGM** delivers its first **Telerailer**, a rail mounted 360 degree Manitou MRT1842.

**Manitowoc** completes the maximum overload test of its new 2,300 tonne Manitowoc 31000.

The **US Crane & Derricks in Construction Final Rule** is released **Sennebogen** appoints **Pace Cranes** as its distributor in Australia and New Zealand.

**Lavendon Access Services** holds a 'scrap heap challenge' weekend with teams competing to build the best machine from scrapped work platforms.



**JLG** appoints **Manitowoc Poland** as its industrial distributor.

**Svante Wiberg** of **Dino Lift** in Sweden retires.

Belfast-based **Highway Plant** becomes the first company in Ireland to be certified to provide training for the CAP card.

Two new **Ainscough Crane Hire** crawler cranes - a Liebherr LGD1550 and a Terex Demag TC 2800-1 - lift the world's last remaining steam coaster, the 300 tonne SS Robin.

**World news**

**Wikileaks**, publishes more than 90,000 reports about US involvement in Afghanistan from 2004 to 2010.

**Spain** wins the FIFA World Cup in Johannesburg.



Monsoon rains cause widespread flooding in **Pakistan**, killing 1,600 and displacing more than one million.

**Serena Williams** beats Vera Zvonareva to win her fourth Wimbledon women's singles title. **Rafael Nadal** beats Tomas Berdych to win his second men's singles title.

Singer **Cheryl Cole** is diagnosed with malaria after fainting.

**Belgium** takes over the Presidency of the Council of the European Union from Spain.

The first 24-hour flight by a solar powered plane is completed by the **Solar Impulse**.



**August** Industry news

Dutch-based crane and heavy lift company **Mammoet** orders an additional four Kobelco CKE2500-2 crawler cranes.

UK-based **Lifterz** takes delivery of a new batch of **Genie** lifts taking its fleet to more than 400 units.



**Finning** is appointed as the **CAT** dealer for Northern Ireland and Eire.

UK-based **Kier Plant** launches a consultation process as part of a proposal to eliminate its own crane operators.

Dr. **Georg Sick**, chief executive of **Wacker Neuson** says he is leaving the company to pursue new business opportunities.



**Horizon Reinforcing and Crane Hire** of Scotland takes delivery of a new 100 tonne **Tadano Faun** ATF 90G-4.

**Youngman** appoints **Mark Carpenter** as UK sales director.

Santander corporate banking announces a multi-million pound refinancing deal for **AFI-Uplift**.



**Rival** teams up with artist **André Pielage** to create a 70 metre long, 25 metre wide sculpture out of 30 JLG boom lifts for **Sail Amsterdam**.

Manchester UK-based **Higher Access** adds two, 25 metre **Teupen** and a 22 metre **Bluelift** to its expanding spider lift fleet.

**Terex** acquires a majority stake in Jinan, China based crawler crane manufacturer **Shandong Topower Heavy Machinery**.

**Hertz Equipment** acquires **Rent One Italy**, a generator/mobile power rental company.

**GGR** takes over distribution of the **Oktopus** range of cladding handling equipment, marketing the products under **GGR Cladding**.

UK-based spreader beam specialist **Modulift** appoints **ATTA** as its distributor in the UAE.

**Matt Fearon** returns to the USA as managing director.



**Wolseley**, the UK-based international building supplies company sells its rental business **Brandon Hire**.

**Frank Bardonaro** resigns as chief executive of **AmQuip** and moves to **Terex Cranes** as managing director for the Americas.

The UK's **HSE** warns of mobile cranes used in high cycle applications following an incident in Aberdeen harbour where a boom 'snapped' while loading supply vessels.

**Terex AWP/Genie** announces a senior management reshuffle as part of an 'organisational realignment'.

**Neff Rental** announces that **Wayzata Investment Partners** is 'sponsoring' its exit from Chapter 11.

**World news**

**33 miners** are trapped in the San Esteban gold and copper mine in Copiapo, Chile.



**Second Australian** election of the year results in a hung parliament.

Four **Pakistan cricket players** are questioned by police in London over allegations of a test match betting scam.



British prime minister **David Cameron** and wife **Samantha** celebrate the arrival of their fourth child.

Dutch sailor **Laura Dekker**, 15, finally starts her bid to become the youngest person to circumnavigate the world solo.





Roger Thorington joins UK-based **Lifterz** in a consultancy role.



**Ross Blasting and Elevation** of Northern Ireland take delivery of the first Bronto S38XDT in the UK.



**JLG** withdraws JLG branded telehandlers from the agricultural market under a new agreement with **Deutz-Fahr**.

**Snorkel Australia** appoints **Matthew Elvin** as general manager for Australia and New Zealand.

**Blade Access** launches its Campod – a platform mounted TV camera cage.



**Lavendon** announces the departure of chairman **David Hollywood**.



**Terex** launches a 100 tonne truck mounted crane the Roadmaster 8000

and later in the year renames it the Roadmaster 5300.

The on-going diesel particulate filters saga at the **London Olympic Park** finally reaches a conclusion – they are not needed.

21 employees of **JLG Europe** helped raise funds in the Ride for the Roses cycling event in Holland.



The 100 metre **Ruthmann TTS1000** sold by **Gerken** to **Abilene High Lift** of Texas is shipped following a refit.

**GGR** launches a new battery electric **Unic** spider crane.

**Tanfield** - owner of Snorkel - sells 20 million new shares in an open offer in order to raise funds for working capital.

UK-based **Specialist Crane Hire** takes delivery of a new Grove GMK5110-1.



**Manitowoc** announces the introduction of a new 150 ton/135 tonne two axle Rough Terrain crane, the Grove RT9150E.

**JLG** wins a \$40 million contract to supply 280 telehandlers to the US Marines.

**Select Plant Hire** purchases a **Sennebogen** 683R HD telescopic crawler crane.

**Kobelco Cranes** announces a joint venture in China to manufacture crawler cranes.

Spain hosts both **Elevarte** and **Europlatform** events in Madrid.



**World news**

**Pope Benedict XVI** makes the first Papal visit to the UK in nearly 30 years.



**Ed Miliband** wins the Labour leadership.

**Julia Gillard** is reappointed as Australian prime minister and includes former PM Kevin Rudd in the cabinet as minister for foreign affairs.

**Rafael Nadal** wins the men's tennis singles at the US Open defeating Novak Djokovic of Serbia, becoming the seventh man in history to win all four Grand Slam titles.

**Cork** defeat **Down** in the 2010 All-Ireland Senior Gaelic football



championship final at Croke Park

**Germany** makes the final payment of its **World War I** reparations.

The world's largest offshore **wind farm** opens off the southeast coast of Thanet district in Kent, England.



**Patrick Biasin**, previously general manager of **ATN** joins the **Skyjack** team in France.

**Snorkel** promotes **David Smith** to president of its US business.

**Custers** appoints Mansfield based **Hi-Lift Access** as UK distributor.

UK crane specialist **Ainscough** hires **Julian Dyer** and **John Lewis** and appoints **Victoria Tonge** as head of marketing.

**Robert G. Bohn**, chairman and chief executive of **Oshkosh**, owner of JLG, announces his retirement.

**Coast Crane Company** - the US crane and access sales and rental company - files for Chapter 11.

**UN Maskinservice** is appointed dealer for Grove mobile cranes in Denmark.

The second **Verticaaldagen** event

is held at Safaripark Beekse Bergen near Tilburg.



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**October** Industry news

**Boels** orders 210 Skyjack SJ111 3219 electric scissors.



**Isoli** develops and supplies a demountable truck mounted aerial lift.

**SMIE** confirms **Jean-Charles Delplace** as managing director.

**Caterpillar** and **Solimec** confirm joint plans to develop a range of foundation cranes.

UK access entrepreneur **Leigh Farmer** launches a new company **Premier Platforms**.

German-based rental company **Mateco** acquires Bavarian-based

**Top Lift.**

**Lift-A-Loft** introduces a pick-up mounted scissor lift that can be removed in around 10 minutes.

**Terex** acquires a 33 percent stake in Italian tower crane builder **Recom** with agreement for a full takeover.

**CTE** unveils a lithium-ion battery powered version of its 17m Traccess 170E spider lift.

**Manitowoc** unveils a new 65 ton Grove RT765E-2 and 150 ton RT9150E at its Crane Expo 2010.

**Tat Hong** completes its full takeover of the **Tutt Bryant Group**. UK-based rental company **E.S. Access Platforms** goes into administration.

Steel company **SSAB** adds an R&D facility to its Kunshan, China plant.

**JCB** agrees a settlement with an 'Asian manufacturer' over copyright and patent infringements.

**Terex** announces a \$1.7 million investment in a European Business Services Centre in Dungannon N.Ireland.

**Alfons Thihatmer** announces he is stepping down as MD of **Teupen**.



**Steve Shaughnessy** steps down as president of **Skyjack** but remains president of **IPAF**. **Ken Myers** of Linamar takes over as head of Skyjack.

**Terex** unveils a three axle 50 to 60 tonne, **Challenger 3160** All Terrain crane.

**Cela** unveils the innovative 21 metre DT21 truck mounted platform with 9.5 metre outreach and an overall height of just over two metres.



**JLG** opens its manufacturing plant in Tianjin, China.

**Iteco** launches a push-around scissor lift range.



**JLG** announces an OEM branding and distribution agreement with spider lift market leader **Hinowa** at SAIE in Bologna.

UK rental company **Facelift** opens a new location in Gateshead, North East England, taking on staff laid-off by E.S Access Platforms.

**Cumberland Industries** is appointed as UK distributor for US-based aerial lift and crane manufacturer **Altec**.

**Cramo** acquires **Lambertsson Oy's** rental fleet while owner, Peab buys Cramo's operated fleet in Sweden.

A 20 year old man dies after his scissor lift blows over while filming football practice at **Notre Dame University** in Indiana.

Indian-based **Sanghvi Movers** places a €70 million order with Terex for 12 large crawler cranes.



**World news**

Europe wins the **Ryder Cup** at the Celtic Manor course, Wales. Graeme McDowell was the hero holding his nerve in the final singles match to seal a 14½ to 13½ victory



The **Commonwealth Games** are held in Delhi, India

The **33 miners** trapped in the San José Mine Chile, are rescued after 69 days underground

**Boston Red Sox** owner John W. Henry agrees to purchase Liverpool Football Club

**Three people are killed** and 120 injured by chemical sludge after a dam bursts at an alumina plant in western Hungary

**Dilma Rousseff** becomes the first female president of Brazil



**November** Industry news

**JCB** launches a patented, EN15000 compliant Load Moment Control system for its telehandlers.



**Coates Hire** of Australia acquires the assets of **Millennium Access Rentals**.

**Federal Signal**, owner of **Bronto**, appoints **Dennis J. Martin** as president following the resignation of **William Osborne**.

**Dinoliift** appoints **Zip-Up Svenska** as its new distributor in Sweden.



UK-based **PJ Hire Services** takes delivery of the first **Versalift Euro 5** hybrid van mounted lift.

**Michael Nolan**, former CFO of **United Rentals**, is sentenced to three years' probation for making false filings with regulators that inflated United's results.

Dubai-based rental company **Manlift Group** opens a new location in **New Delhi, India**.

**Alimak Hek** opens a new regional sales office in Brazil.

The UK's earthmoving and equipment show **SED** closes permanently.

**Snorkel** starts production of the new **Pop-Up Push** series of scissor lifts at its **Vigo Centre** in the UK.



**Terex Cranes** signs a contract with **China National Chemical Engineering** for 41 cranes including seven, 350 tonne AC350/6.

**Access Systems** takes delivery of the UK's first **Multitel SMX 225** spider.

**HMF (UK)** appoints two UK dealers - Halesowen-based **Bevan Group** and **South East Cranes** of Walton on Thames, Surrey.

**Holland Lift** adds two 39ft/12m platform height models to its new compact **Ecostar** scissor lift range.

**Caterpillar** agrees to buy **Bucyrus International** for \$7.6 billion in cash.

**Havator** acquires Swedish crane rental company **BinSell i Uppsala**.

**Palfinger** announces it is to manufacture loader cranes in Southern India.

**Genie** introduces two straight boom lifts, the 100ft/30m S-3200 and 120ft/36m S-3800 built in China.

**Terex Changjiang** of Luzhou, Sichuan, China, introduces two new truck cranes at Bauma China.

**Palfinger** launches a new straight telescopic boom loader crane at Bauma China.

**Liebherr's** mega crawler crane - the LR13000 - competes its test lift of more than 3,300 tonnes.

**JLG** announces a new **Toucan** range for North America to be launched at Conexpo.

UK-based **Hydrex** orders 20 **Platform Basket RR14EVO** rail capable articulated boom lifts.

**Snorkel** teams up with **Leach Lewis Plant** in the UK, to create a new sales and support operation, **Snorkel UK**.



**World news**

**Sebastian Vettel** becomes the youngest F1 champion in history while Red Bull wins the Constructors championship.



**Aero Caribbean Flight 883** crashes in central Cuba, killing all 68 people on board.

**Eurozone** countries, the UK and IMF agree to an €85 billion rescue package for Ireland.

A stampede during **Bon Om Thook** (Khmer Water Festival) celebrations in Phnom Penh, Cambodia, kills 347.

North Korea shells **Yeonpyeong Island**, prompting a military response by South Korea. The United Nations declared it to be one of the most serious incidents since the end of the Korean War.

A **Rolls-Royce** engine explodes mid flight on a Qantas Airbus A380 plane.



**President Obama's** Democratic party does badly in the mid-term elections and loses control of the house of representatives, the largest gains for the Republicans since 1894.

**Wikileaks** starts releasing a series of US Diplomatic cables.

**Prince William and Kate Middleton** announce their engagement.







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December Industry news



The **ES Access Platforms** fleet is sold at auction.

Finnish-based **Dinolift** appoints two new distributors in Russia, **Stertil** in Moscow and **JSC Transline** in St Petersburg.

**Terex Cranes** appoints **Tony Marlin** as director of sales for the Eastern United States and Canada.



Italian-based rental company **Nacanco** signs a 'cooperation agreement' with spider lift manufacturer **Teupen**.

**Cargotec** increases its shareholding in **Kalmar (Malaysia)** from 50 to 69.9 percent.

UK-based rental company **Plant Hire UK** purchases its 500th **JCB** telehandler.

**Youngman** announces the self-propelled version of its Boss X3 push-around scissor lift range the X3X-XSP.



UK building materials suppliers, **Jewson**, orders 55 MAN trucks fitted with 14 tonne/metre **HMF** loader cranes.

Rental software provider **Wynne systems** appoints **Victor Grigoraux** as operations manager Europe.

**Terex Cranes** launches a European "Service Plus" 24 hour support hot line for service and spare parts issues.

Finnish-based crane group **Havator** acquires **Trailer Consult i Östergötland**.

**Mike Potts** takes over as chief executive of Lavendon Access Services (UK).



**Hertz Equipment Rental** acquires Burbank, California-based **24/7 Studio Equipment**.



Belgian-based fork truck and access parts supplier **TVH** makes a bid for Lavendon Group - Europe's largest aerial lift rental company.

**Lavendon** appoints **Andy Wright** as chief executive international operations, based in Dubai.

**Terex Utilities** sells its Western USA-based rental fleet to private equity owned firm - **Nesco**.

US-based **AmQuip Crane Rental** appoints **Charles Howard Snyder** as president and chief executive.

**Tanfield**, owner of **Snorkel** aerial lifts sells its **Smith Electric Vehicles** business to SEVUS, the American arm of the business in which it retains a 49 percent holding.

A SEC lawsuit against former **Terex** chief financial officer **Joseph Apuzzo** is dismissed in the district court.

**Onsite Rental** of Australia takes over **Statewide Equipment Hire** of Western Australia to create the country's second largest aerial lift rental company.

**World news**

**Russia** wins the right to host the 2018 **FIFA World Cup**, while **Qatar** will host it in 2022.

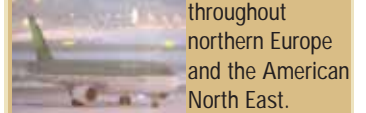


President Laurent Gbagbo of **Ivory Coast** refuses to accept the election results which give a majority to former Prime Minister Alassane Ouattara.

**WikiLeaks** spokesperson Julian Assange gives himself up to British police, in the face of an Swedish arrest warrant.

**Serbia** wins the 2010 **Davis Cup** for the first time, beating France, after Viktor Troicki beats Michael Llodra in the decisive match.

**Heavy snow** and extreme temperatures cause major disruption



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## From the industry...

Ken Jepson founder of Lorry Mounted Tower Cranes of London, aged 80.

George Reid of UK-based Kingfisher Access, aged 56.

Frank Scarborough, previously of Grove, Snorkel and UpRight, aged 62.



Bob Wedge, sales director of Birmingham Crane Hire, aged 47.

Jeffrey Cowan, 41, shop floor worker at Manitowoc Shady Grove, slipped and fell from the deck of a crane.

Sid Slater ex Coles, Grove and Krupp, aged 81.

Dallas Johnson, previous general manager of Florida-based Ring Power Crane.



Malcolm Cardy ex Genie Europe general manager, aged 65

William Metts, director of marketing of fork truck and reach stacker manufacturer Taylor Machine Works.

Bernard Hunter, owner of Bernard Hunter Crane Hire in Scotland, aged 62.

Abdullah Ali Kanoo, chief executive of the Yusuf Bin Ahmed Kanoo Group, aged 83.



Norman Woodall, ex Hewden Stuart crane specialist, aged 76.

David Sumerling, previously of JLG and Grove, aged 48.

Torgny Eriksson, director at Finnish rental company Ramirent, aged 63.

Markus Liebherr, son of the late Hans Liebherr and owner of Southampton FC, aged 62.

Mark Butler, owner of Zenith Aerial Platforms, aged 58.



Ernst de Vries, Dutch crane specialist at RDW, the Dutch Road Registration Ministry, aged 74.

Stuart Chorley of London-based City Lifting, Hewden and Chorley Lifting after a battle with cancer, aged 46.



Michael Sullivan, aerial lift salesman at United Rentals, aged 60.

## And a few others...

Pernell Roberts, Adam Cartwright in Bonanza - born 1928.

Jean Simmons, British actress - born 1929.

J. D. Salinger, American author - born 1919.

"Teddy" Pendergrass - born 1950.

Johnny Dankworth, British jazz musician and composer - born 1927.

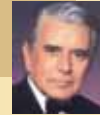
Dick Francis, British author and jockey - born 1920.

Michael Foot, British politician - born 1913



Malcolm McLaren, British musician and manager - born 1946.

John Forsythe, American actor, Charlie in Charlie's Angels - born 1918.



Lynn Redgrave, British actress - born 1943.

Lech Kaczynski, president of Poland - born 1949.

Lena Horne, American singer and actress - born 1917.

Dennis Hopper, American actor and film director - born 1936.



Egon Ronay, Hungarian-born food critic - born 1915.

Alex Higgins, snooker player - born 1949

Dame Beryl Bainbridge, English Novelist - born 1932.

Eddie Fisher, American entertainer and singer - born 1928.

Tony Curtis, American actor - born 1925.



Sir Cyril Smith, British MP for Rochdale - born 1928.

Captain Beefheart, American musician - born 1941.

Blake Edwards, American film director - born 1922.

Joan Sutherland, Australian opera singer - born 1926.



Alexander McQueen, fashion designer - born 1969.

Norman Wisdom, British actor and comedian - born 1915.

Dino De Laurentiis, Italian academy award winning film producer - born 1919.

Tom Walkinshaw, British racing driver and team owner - born 1946.

Bernard Matthews, British turkey business icon - born 1930.

Gloria Stuart, American actress oldest recipient of an Oscar - born 1910.

James MacArthur, 'Danno' in Hawaii Five-0 - born 1937.

Lionel Jeffries, English actor - born 1926.



Mitch Miller, American singer and TV personality - born 1911.

Leslie Nielsen, Canadian-American actor - born 1926.



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# Liebherr LTF 1060-4.1

Truck mounted cranes offer an alternative in the taxi crane class where they travel with all equipment necessary for quick set up and operation on site. The largest such model currently offered by Liebherr is the LTF 1060-4.1, a 60 tonne crane mounted on a four axle Scania carrier. It can lift to a height of 56 metres with the bi-fold swingaway boom extension in place, and it has now been produced as a 1:50 scale model by WSI of Holland.

The truck chassis is highly detailed underneath with the transmission, suspension and exhaust system modelled really well, the wheel hubs and tyres are particularly realistic. The steering of the front two axles is linked and works, although the range of movement is rather restricted. Other chassis details include wheel chocks and various tanks which are finely rendered. The outriggers are really good with smooth cylinder rods and adjustable pads which are pinned. A set of plastic spreader plates is also included, to add to the realism.

The truck cab, which is up to WSI's usual high standards, tilts forward to reveal the engine. The lights are excellent, while realistic number plates add to the authentic look.

The crane cab tilts backwards, while the interior detail is very pleasing with the Liebherr name even imprinted on the seat back. The body has excellent tiny warning notices and plenty of hydraulic hosing. At the rear the counterweight is detachable and can be either stowed on the carrier deck or attached to the crane.

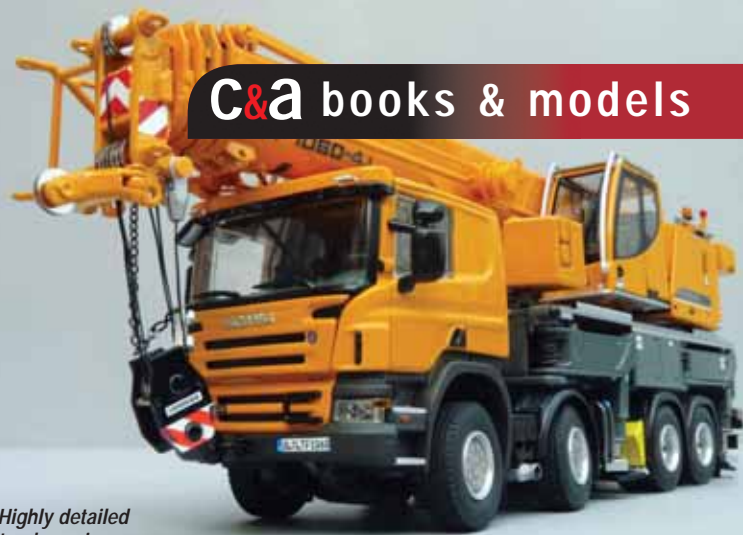
The five stage telescopic boom is very realistic as it is not the usual die cast material but most likely aluminium, this allows the walls to be extremely thin resulting in very accurate profiles. As a result the innermost boom section looks correct rather than being unrealistically slim as is so often the case. However there is a very slight variation in colour between the boom and the rest of the model under some lighting conditions.

The bi-fold boom extension is metal and it has a fold-up guide sheave. It can be connected to the main boom by pins and the offset angle can be set using a hydraulic cylinder. The top part of the extension is a solid section.

The sheaves in both the extension and the main boom are metal and a very nicely detailed three sheave hook block is provided together with a Liebherr branded ingot to suspend from the hook. An anti-two block chain and weight also hangs from the boom nose and this adds to the detail.

The crane functions all work well, and the model offers a good variety of display possibilities. It can be obtained from the Liebherr web shop for €115 which is very good value considering the detail provided.

*Swingaway boom extension attached*



*Highly detailed truck carrier*

*Tilting cab and detailed outriggers*



*In road configuration*



*Lifting a tower crane section*



## Cranes Etc Model Rating

Packaging (max 10)	8
Detail (max 30)	27
Features (max 20)	15
Quality (max 25)	20
Price (max 15)	13
Overall (max 100)	83%

To read the full review of these models visit [www.cranesetc.co.uk](http://www.cranesetc.co.uk)



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# ALLMI Guidance Note 002 - Second-hand Lorry Loaders

Readers may be aware that Guidance Note 002 (Second-hand Lorry Loaders) was temporarily withdrawn by ALLMI, the primary reason being that, at the time, there was a lack of clarity over what constituted a "significant change in use". Subsequently, since the latest version of the Machinery Directive came into force on 29th December 2009, it has also been the case that the change in definition of a loader crane (from its previous status as a "partially completed machine" to a "completed machine" in the latest version) may have an effect on how a second-hand crane is treated when it is remounted, depending on who issued the original Declaration of Conformity and when.

As a result, the ALLMI Technical Standards Committee, with assistance and guidance from the Health & Safety Executive, has produced an updated version of Guidance Note 002. This new document seeks to explain some of the main legislative requirements and considerations to be made by all parties when buying or selling used

loader cranes, or when dealing with loader cranes subjected to a significant change in use; as well as providing a number of examples to illustrate where particular rules or practices may apply.

The new Guidance Note is now available and can be downloaded



from the ALLMI website (free of charge to all ALLMI members). Whilst the guidance is relatively self-explicit, the examples shown may not necessarily provide an

answer to every foreseeable scenario. Should you require additional information or guidance in relation to this matter then please contact ALLMI.

## Operators' Forum General Meeting Review

On 26th November, ALLMI held its second General Meeting of the year for its fleet owner/operator division. Forum chairman, Steve Frazer-Brown, opened the meeting with an update on the Forum's executive committee's activities, including its ongoing dialogue with manufacturers over the use of loader crane hooks as anchoring points for fall arrest equipment, and its work on the subject of health and safety requirements for sub-contractors, as well as supplier approval questionnaires. Executive director, Tom Wakefield, followed with an update on ALLMI's negotiations with CPCS and the facilitation of a discussion on the possible content of a training DVD which will be produced by the Association in 2011.

Technical director, Alan Johnson provided an update on the development of ALLMI's Appointed Person training course and the draft guidance on tipping with a lorry loader, as well as a report on the release of Annex L to the ALLMI / CPA Best Practice Guide, ALLMI Guidance Note 002 on second-hand loader cranes and a toolbox talk template for members to utilise. The meeting finished with a presentation from Brian Sutherland of Elliott Hire on the safety of loads on vehicles, following a recent fatal accident.

Frazer-Brown said: "the General Meeting content has always been good, but the feedback suggests that members are finding them increasingly beneficial in terms of being kept up to date on issues affecting lorry loaders and as a means of networking with their peers. The growing attendances certainly reflect this."

## Thorough Examinations - ALLMI's Campaign for Competency continues

In the previous issue of Cranes & Access, we announced the campaign to highlight the competency requirements for those conducting Thorough Examinations and Load Tests, and to promote the correct methods for carrying out these procedures. This issue of ALLMI Focus looks at the different safety systems / features on loader cranes and the importance of these being checked as part of the Thorough Examination / Load Test procedure. ALLMI technical director, Alan Johnson, explains: "The requirements for safety systems on loader cranes will vary depending on the date of manufacture or installation. Obviously it's crucial that the safety systems are tested as part of the procedure, but for this to happen it's essential that the person conducting the examination has an understanding of which systems should be fitted and an in-depth knowledge of how they work."

The systems / features that should be fitted to loader cranes are stipulated by the various amendments to the European product Standard, EN12999, which ensures compliance with the Essential Health and Safety Requirements of the Machinery Directive. The table below provides examples of these (note – this is a non-exhaustive list).

Event Timeline - Main Effects of EN12999 Amendments / Machinery Directive

Original Version - EN12999	Original Version - EN12999 A1	Original Version - EN12999 A2	Machinery Directive 2006-42-EC
Entry onto Journal Date*: 01/09/2002 Adopted Date**: 01/03/2003	Entry onto Journal Date*: 01/08/2004 Adopted Date**: 01/02/2005	Entry onto Journal Date*: 01/10/2006 Adopted Date**: 01/10/2007	Entry onto Journal Date*: 29/12/2009 Adopted Date**: 29/12/2009
Requirement for slew restriction/slew limitation systems.	Requirement for hoses within 1 metre of the Operator to be shrouded. Allowable to fit emergency lowering facility with intervals no greater than 5 seconds.	Requirement for "stabiliser not locked" warning visible from transport driver's position. Applies to manual stabilisers only. Manually operated stabiliser extensions may not be used for a stroke of more than 0.75 metres.	Requirement for position of stabiliser legs to be monitored by RCL system (stabiliser interlocks). Requirement for noise testing of completed installation.
Requirement for safety envelope to be fitted to stand-up control stations.	Acoustic warning e.g. a klaxon to be fitted if boom system has an outreach of more than 12 metres. Emergency stop must lock-in when used.	Hydraulic hoses on interchangeable devices designed or identified to prevent incorrect coupling. Requirement for hoists and manual extensions to be incorporated into the function of the Rated Capacity Limiter.	Requirement for boom height/not stowed and "manual stabiliser not locked" devices to be visual and audible. Requirement introduced for "hydraulic stabiliser not locked" warning device. Requirement for manufacturer to ensure pressure exerted through stabiliser foot does not exceed 4 Mpa.

\* Entry onto Journal date. This is the date on which the amendment was officially entered onto the Official European Journal, thus effectively becoming "the Standard" (or legislation in relation to the Machinery Directive 2006-42-EC).  
\*\* Adopted Date. In some cases, the amendment had what is termed a "soft" entry or introduction. This means that it was considered acceptable to allow manufacturers / installers a period of grace within which to introduce the new changes.

A competent Examiner will be someone who has a full understanding of the amendments to EN12999 and the Machinery Directive, and who has the experience, product specific knowledge and expertise to check that the required systems are working correctly. If you're a fleet owner and have any queries or concerns over this subject, then please contact ALLMI for further assistance.





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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](http://www.ipaf.org) for full listing



# Ladder fall costs BT £500,000

BT (British Telecom) has been fined £300,000 plus £196,150 in costs, following the death of one of its engineers, David Askew, in October 2006. Askew, 52, was installing distribution boards at London's Canonbury telephone exchange and running cabling. He was working at a height of more than four metres when he fell from a nine-step wooden ladder, sustaining a serious head injury and died 18 days later.

The HSE investigation found a number of issues including a failure to ensure the work at height was properly planned and that Askew was provided with suitable access equipment. Two wooden ladders found at the scene had not been subject to an annual inspection, contrary to BT's own health and safety policy. The company pleaded guilty to breaching the Health and Safety at Work Act.

Nicola Maisuria, HSE inspector, said: "The fact that this incident was entirely avoidable makes Askew's death all the more tragic. The dangers posed by work at height are well known, yet BT failed to create the conditions to ensure

this task was carried out safely and that appropriate access equipment was used."

Speaking of her husband's death, Denise Askew said: "I spent over 30 happy years with my husband. He was a remarkable father and husband. What do I have to look forward to now? My husband was my past and I thought he was my future. I feel sad that he will never see two of his children get married and most of all when I see such sadness in my children's eyes when they talk of their father."



## Lack of lift plan costs £15,000 +

Two contractors - Kent Road Construction and S K Sharma, trading as Fortmere Construction both of Brierley Hill, UK - were fined following an HSE prosecution resulting from an accident involving a mobile crane.

Neil Anson, a 44 year old self-employed plasterer was struck by timber roof trusses as they were being unloaded from a trailer by a mobile crane at a construction site in Bilston in June last year. Anson was climbing down from the trailer when several packs of the roof trusses fell on him, severely fracturing his right leg, elbow, hand and thumb. A dozen trusses weighing around 400kg pinned him to the floor as another, larger, heavier pack fell towards the stricken man. Fortunately the pack hit a road sign that prevented it landing on him.

Kent admitted breaching LOLER regulations and was fined £6,000 plus £4,496 in costs, while Sharma pleaded guilty to breaching the Construction (Design and Management) Regulations and received a £4,000 fine with £899 of costs.

HSE inspector Martin Overstall said: "Anson received very serious injuries as a result of this incident and had the falling timber hit his head, he would almost certainly have died. This case should remind companies managing construction sites and directing cranes to ensure all operators are properly trained and competent to do so. The law also requires companies that hire contractors to make reasonable checks that they are competent to carry out work on a construction site."

"In this case, the contractor failed to plan, supervise and carry out a safe lifting operation. The client company had not appointed a co-ordinator, one of whose roles would have been to advise the client on the competence of the contractor."

c&a

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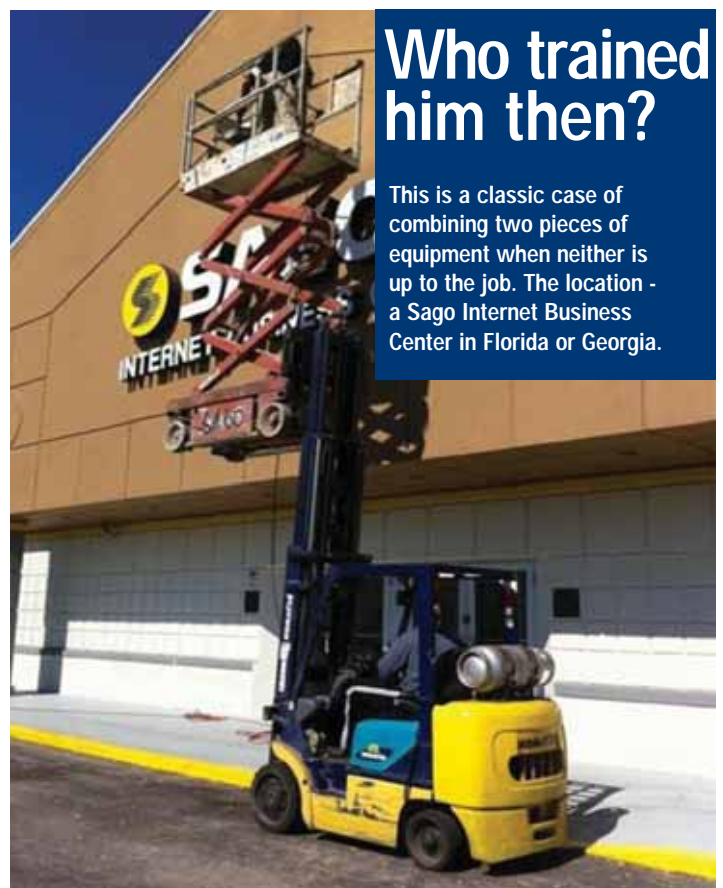


David Shipman of AFI at this year's IPAF Summit

## AFI directors achieve high scores

AFI-Uplift's senior management team achieved one of the highest group scores ever recorded by their Chubb instructor during an IOSH health and safety course. AFI managing director David Shipman and two other senior managers led the way, each scoring 100 per cent, with the remaining eight members of the team also all achieving high scores. The success follows Shipman's call at the IPAF Summit for the industry to do more to promote the safety benefits of powered access.

The managers also joined the sales team for an intensive five-day training programme which included the IPAF operator training and MEWPs for Managers course. Austin Baker, AFI health, safety, environment and quality director, said: "The participation of our senior managers in both courses is a further example of our commitment to health and safety. A total of 48 AFI personnel took part in the five day training programme, a significant investment in this area."



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# "Spot the mistake" video wins award

IPAF's "Spot the mistake" video has won the first prize as the best media in the DVD/CD category in a "Health and Safety at Work" information media contest held by the Italian health and safety authorities.

The contest called "Inform@zione" is organised every two years by the Italian national social insurance organisation INAIL during the Ambiente Lavoro convention. The jury evaluates the submitted entries based on the information, educational and accident prevention aspects. Entries are very widespread and

cover all kinds of communication and training products relating to health and safety in the workplace.

"Spot the mistake" is available in English, Dutch, French, German, Italian and Spanish. It can be viewed and downloaded at the Publications/Film section of [www.ipaf.org](http://www.ipaf.org)



## Web conferencing made easy and cost-effective

IPAF members can now benefit from MegaMeeting, a revolutionary video and web conferencing service that enables participants to see and talk to each other all over the world without any travelling time and expense.

Sign up for a free demonstration from now until 28th February 2011. IPAF members who then decide to purchase MegaMeeting save 40 percent on the set-up fee. Details are at the Services/Member Benefits section of [www.ipaf.org](http://www.ipaf.org)



## IPAF staff update

**IPAF has introduced some changes in staff responsibilities and reporting structures to build on its existing systems.**

Margaret Caton, who for many in the UK will be a familiar face behind the efficient running of the training administration, will now concentrate on instructor and senior instruction applications, particularly from outside the UK. Her job title is now instructor administration officer, reporting directly to international training manager, Rupert Douglas-Jones.

Considerable investment in IPAF's card production systems over the years has brought the production, despatch and invoicing processes closer together. Barry Lewis, financial controller, will now manage these three areas. The training administration team now reports to Barry and will continue to keep up the excellent level of telephone support provided to training centres and the general public.

Jean Harrison's work on member support and event management has grown tremendously and it is therefore appropriate that her job title is now membership officer and event/committee coordinator. Harrison maintains the membership lists and responds to membership enquiries. She continues to provide support to the board, council, country councils and committees, reporting to managing director, Tim Whiteman.

**c&a**

**IPAF focus**

Meet business associates in a relaxed setting at the IPAF Networking Event to be held at the Hard Rock Cafe Amsterdam

## Summit and IAPAs date: 14 April 2011 in Amsterdam

**Online bookings are now open for the IPAF Summit and International Awards for Powered Access (IAPAs), to be held on 14th April 2011 at the NH Grand Hotel Krasnapolsky in Amsterdam, the Netherlands.**

Visit [www.iapa-summit.info](http://www.iapa-summit.info) to register for the free IPAF Summit and to book your ticket to the awards ceremony and dinner.

An IPAF Networking Event will take place on the evening of 13th April at the Hard Rock Cafe Amsterdam. Join colleagues and business associates for a relaxed evening of discussion and entertainment at one of Amsterdam's popular hangouts. This event is open to all IPAF members and those holding a ticket for the IAPA awards dinner. Register in advance at [www.iapa-summit.info](http://www.iapa-summit.info)

## New stickers for your machines

IPAF has produced new stickers meant to clearly identify the machine category. These stickers are available for the MEWP categories 1a, 1b, 3a, 3b and PAV (Push Around Vertical). IPAF members can obtain the stickers by e-mailing [info@ipaf.org](mailto:info@ipaf.org)



## Survey on MEWP controls

IPAF is currently conducting a survey of MEWP controls with the aim of encouraging standardisation of some control actions on aerial lifts. Manufacturers are invited to supply additional information on the nature, type, direction of movement, function and characteristics of controls on the MEWPs they currently produce, ranging from those for scissor, boom, van mount and truck mount to vertical mast MEWPs. The results will be discussed at the IPAF MEWP Safety Forum and the IPAF Manufacturers' Technical Committee. Contact IPAF's Technical Officer for more information.

## Database for engineers

The IPAF Engineers' Forum is collecting data on machine faults and failures in order to highlight any potential safety and technical issues. Those interested in attending these meetings should contact the IPAF UK Training Administrator, Susan Foster.



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# PASMA Village at Vertikal Days

Making its debut at Vertikal Days 2011, the showcase for the cranes and access industry, is the PASMA Village complete with demonstration area. Intended to spotlight the latest and best in towers, tower training and best practice generally, it promises to be one of the highlights of this now annual event.

Working in collaboration with the organisers, the association has created a range of options for PASMA members designed to appeal to organisations of all

sizes - manufacturers, suppliers, hirer/dealers and training centres.

It is hoped the Village, the demonstration area and the stand choices on offer will appeal to a wide cross section of members, in particular those who want to reach a wider audience at a national show dedicated to cranes, access and now towers.

More details from Jill Couttie at [jill.couttie@pasma.co.uk](mailto:jill.couttie@pasma.co.uk)



C&a

PASMA

## New PASMA Poster

PASMA has added a new poster to its range of safety-related products for 2011. 'Aluminium Mobile Access Tower: Inspection Guidance' provides useful information for anyone using or supervising the use of mobile access towers. More information can be obtained from Jill Couttie at [jill.couttie@pasma.co.uk](mailto:jill.couttie@pasma.co.uk)

Other posters available from the association include 'Better safe than sorry!' and 'When tower operatives are PASMA trained, competence and confidence are on the cards'.

The PASMA 'Operator's Code of Practice' remains the industry standard best practice guide.



## PASMA at the Executive Hire Show 2011

PASMA will make its second appearance at the Executive Hire Show - next to the Hire Association Europe stand - in early February - showcasing its latest line-up of training courses, together with its range of safety-related products. It will also be fielding questions connected with the 3T (through the trap) and AGR (advanced guardrail) review.

The stand will spotlight PASMA's 'Accidents can happen even at low level' DVD as part of the association's continuing drive to improve standards when working at low heights of 2.5 metres and below. The association issued a joint statement with the Health & Safety Executive on this subject in November and is currently working with the British Standards Institution (BSI) to draft a publicly available specification (PAS).

The Executive Hire Show will be held at the Ricoh Arena, Coventry, 9-10 February.



## Looking Forward

Coming up in 2011:

- Publication of the 3T/AGR review
- Launch of the new PASMA website
- Launch of the new and revised training courses
- PASMA at the Executive Hire Show (9/10 February)
- PASMA at the IOSH Conference and Exhibition (15/16 March)
- PASMA at the Safety & Health Expo (17-19 May)
- PASMA in the AIF Knowledge Base (17-19 May)
- PASMA at Vertikal Days (22/23 June)
- PASMA Tower Week (third quarter 2011)

## Council Members

Council currently comprises:

Chairman: Roger Verallo, *Euro Towers Ltd*

Deputy Chairman: Kevin Bellis, *Atrium Access Ltd*

Council

Brian Meadmore, *Generation UK Ltd*

Peter Bond, *Harsco Infrastructure Services Ltd*

Kevin Bellis, *Atrium Access Ltd*

Paul Pritchard, *Alto Tower Systems Ltd*

John Bungay, *Youngman Group Ltd*

Mark Turnbull, *Speedy Asset Services Ltd*

Colin Wright, *Aliscaff Ltd*

Alistair Lang, *Turner Access Ltd*

Paul Gallacher, *Pop Up Products Ltd*

Mick Aston (*Training Committee Chairman - co-opted*)

Peter Bennett, (*PASMA Managing Director*)

## Falls from height statistics

The HSE has issued the following statistics for all industries for 2009/10:

**Falls from Height Statistics** The HSE has issued the following statistics for all industries for 2009/10:

Kind of accident	Sub-kind of accident	Fatal injuries	Non-fatal major injuries	Over-3-day injuries	Total
Falls from a height of which:	Fall from a height up to and inc 2 metres	5	2,963	4,825	7,793
	Fall from a height over 2 metres	12	475	296	783
	Fall from a height - height not stated	5	762	1,156	1,923

## PASMA supports asbestos campaign

Thousands of tradesmen, many working at height, are unknowingly working with asbestos. Asbestos is a hidden killer and it could be hidden in any building built or refurbished before the year 2000.

Each week approximately eight joiners, six electricians and four plumbers die from asbestos-related diseases, which is why the association is supporting the Health & Safety Executive's latest campaign.

The HSE has produced a special pack containing information on how to reduce the risks of asbestos. For more details call the HSE Information line 0845 345 0055 or visit [www.hse.gov.uk/hiddenkiller](http://www.hse.gov.uk/hiddenkiller)



Contact details



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# Automatic snow chains

RUD-Erlau has introduced a new version of its Rotogrip automatic snow chains that will fit to a wider range of modern commercial vehicles. The Rotogrip CS chains are easily installed within the vehicle's wheel arch and, in the advent of ice, snow or slippery off-road conditions, can be deployed at the press of a cab-mounted button without leaving the cab

On activation, an arm lowers a flail-like array of chains in front of the

drive wheels. A rubber wheel takes power from the tyre so that the chains rotate at a proportionate speed to the wheel. In essence the chains are thrown in front of the moving tyre improving traction by at least 45 percent. The Rotogrip CS kit comes in a box and is retrofitted quickly to standard commercial based vehicles, such as truck mounted aerial lifts, truck cranes and delivery vehicles. All Terrain cranes might be more of a challenge.



c&a

innovations

The Rotogrip CS chains in action

## Document scanning saves

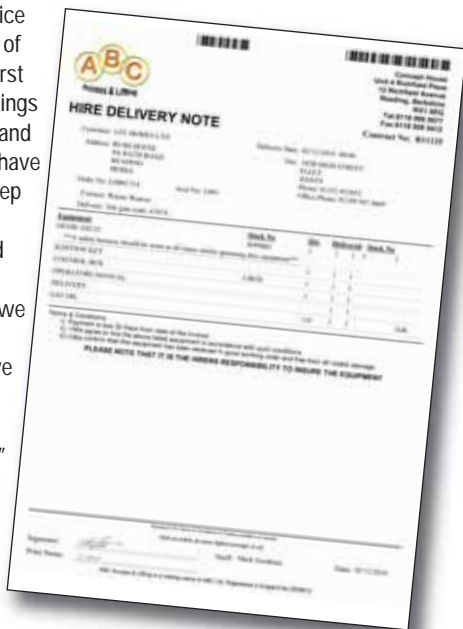
Higher Concept Software has introduced an improved Syrinx document scanning system for its Syrinx rental management software. The system allows users to scan rental paperwork as soon as it is returned to depot and configure it with an integrated bar code before digitally storing the item as a PDF file.

The process allows documents to be instantly retrieved at a later date, helping reduce time spent away from the hire desk, increasing efficiency and improving customer service levels. The system also works with incoming paperwork – such as customer purchase orders, manual delivery notes and supplier invoices – by allowing users to print out a barcode label via Syrinx which is then attached to the document prior to scanning in. It can then be digitally stored in a central location and accessed from within Syrinx in exactly the same way as internal documents.

Ben Hirst of Horizon Platforms in Yorkshire has already implemented the system and said: "This is the greatest efficiency saving I've made to date. The system not only cuts out time spent filling in both our hire and accounts departments, but also gives our customer service personnel even more up-to-date information at their fingertips. Almost one man-day a week is saved. You can use it to its full potential or just use bits of it. We use it to its full potential and there are considerable benefits."

General rental company M&S Hire Power of Twickenham, has also installed the feature and managing director Paul Munkenbeck says: "It's quite simply the best purchase I've made in five years. We have genuinely achieved a paperless office and have made the cost of installation back in the first year alone thanks to savings in monthly storage fees and man-hours. We used to have to produce contracts, keep copies and archive them for seven years in rented storage space. We don't do that anymore – now we just scan the paperwork and throw away what we can. We've already managed to get rid of one whole storage area."

A barcoded delivery note.



## New Enerpac cylinders

Load jacking specialist Enerpac has introduced a new range of hydraulic jacking cylinders with a GR2 bearing system. The new jacks form part of the company's "Golden Ring" design.

The new design surrounds the cylinder seal for ultimate protection, while distributing lateral and dynamic loads more effectively and thus increasing cylinder life helping prevent premature failure. The new design is also easier to work on requiring no special tools to strip down.

At the same time new heavy-duty return springs help retract the cylinders faster for shorter cycle times. The new cylinders are available with capacities of five to 95 tonne capacities.

The new Enerpac cylinders with GR2 bearings.



enquiries

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

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



Dear Sir,

I was interested to read the letter in your latest issue from Andrew Seddon covering what he seems to think is discrimination against lorry loaders. Or rather he seems to be looking to balance the argument against mobile crane hirers who moan about the crane hire/contract lift rules that just don't seem to apply to lorry loaders. In his letter he rightly points out that mobile cranes have the advantage in that they can use red diesel and are not subjected to the tough MOT tests that the vehicles under a lorry loader are required to go through.

My family runs both mobile cranes and a number of transport lorries, including a flat bed with a Hiab on it. Mr Seddon is right in saying that it is not right that the massive cranes we run are not subject to the same tough tests as our transport fleet. This will, I know not make me popular with other crane hirers let alone my fellow directors. One thing we do agree here though is that we never want to send a crane out that is a danger to other road users and we do work hard to make sure that it doesn't happen. We are not set up though to handle the sort of brake testing that the transport vehicles have to go through and the test centres can't handle the axle weights that our cranes have.

If the law was changed to force us all to put the cranes through the same tests as normal HGVs either the test centres would have to gear up for it or crane manufacturers would? A legal requirement with a proper lead in time would force the issue and ensure that the cranes on the road were as roadworthy as other commercial vehicles.

If you publish this letter it might be best if you did not put my name under it as I don't think it will endear me to those I have to work with.

From a UK crane rental professional.

*Our correspondent might be surprised at the reaction he would get. Talking to crane company owners at the CPA crane interest group meeting in September, a number of them seemed to think that the time had come for some sort of road worthiness test to be obligatory for mobile cranes. We would appreciate hearing from more of you on this subject. Ed*

Dear Sir,

The article in your October magazine about halving the accident rate by implementing some basic rules concerning outrigger use caught my attention.

I thought that it grossly over simplified the reality of the situation and was very opinionated and pointed. Please do not misunderstand me I thought it hit on some very key issues and hammered them home in a very effective manner. I just think that such a belligerent piece which insinuated personal knowledge of the subject should have carried the name of the author.

Having said this and with the risk of looking like a hypocrite, I am of the opinion that it will prove a useful document in our efforts to get this message across to some of our managers and operators. And would like to copy and circulate it to those managers with responsibility for areas where such equipment is used, mainly concrete pumps and mobile cranes. To this end would you have any objection to our copying this document and circulating to around 30 of our staff? Or if I might be so bold, would you be open to sending it to us as a PDF that we could print copies from? We would be open to covering any reasonable administrative costs that doing so might incur.

Regards

**Stuart Purcell**

*Company name withheld from publication at correspondents request.*

*This article was intended to be simplistic in its look at the subject and was written by our publisher Leigh Sparrow who has a tendency towards putting excess emotion into such a piece if more subtle methods do not seem to be working. It was his decision not to be credited with the authorship of the piece. We have had at least a dozen other readers made the same point on the authorship and he now acknowledges that it should have been there. We have responded to Mr Purcell stating that we are happy for the article to be copied and have forwarded a print resolution PDF. If anyone else would like to do the same please do not hesitate to contact us or feel free to download the PDF from our digital edition on line at [www.vertikal.net](http://www.vertikal.net).*

Ed

Hi Leigh,

Rather than submit below as a comment against an article I wonder if you could make a general point that probably should be aired to a wider audience - I am sure you could get the point across far better than I could and would prefer if there was no connection to myself or xxxxxx.

I have just read the web article "Up a ladder on thin ice."

While I appreciate that people will take photos of unsafe practices and report them in an effort to highlight such unsafe practices and humiliate those concerned, I have to ask.... the person taking the effort of getting out his/her camera, taking the photo and sending to [vertikal.net](http://vertikal.net) .... are they really showing their concern for safe practice? ...what action did he/she take to prevent the guy from injuring himself? Why did they not offer to hold the ladder or find someone else to do so? What about their moral duty of care for self and others who may be affected by their acts or omissions?

I feel wherever possible we should be actively promoting safe practices and encourage all to offer support and assistance, not just laugh at bad practice or others ignorance. We should be challenging bad practice, have that "difficult conversation" in a calm and sensible manner and hopefully make the guy on the ladder, or the store manager realise the potential dangers and how they can easily be avoided.

After all it is the season of good will to our fellow man

Best wishes and compliments of the season

Regards

**Chris**

*Full name and company withheld as requested.*

*Chris makes a very good point which we share totally, however the sending of 'Death Wish' photos to Vertikal.Net is not mutually exclusive to following the more involved approach suggested in the letter. The photos rarely show faces or identify companies, although we feel that there is no reason why they should not... especially when it involves a large contractor who publicly expounds a safety culture with membership of all the right associations etc.. We all know that even some of the largest companies who demand all sorts of paperwork and certification at the gate as part of their box ticking method of health and safety, then look to save a few dollars by choosing the cheapest rental company regardless of its safety record and push rates down to the point where it becomes virtually impossible to provide the quality of service that ensures a safe workplace. Getting back to the subject....we do know that many of our Death Wish contributors also approach the 'culprits' after taking their pictures and are more often than not met with an abusive - 'mind your own business' - response, although not always. We have published examples where those using the dodgy access equipment have said they know it is not particularly safe, but that their employer will not 'spend the money or take the time to do it right'. Or in some rare cases employers have responded very positively and changed the way they work... sadly this is a tiny minority. However.... Chris' point is no less valuable for some of these experiences.. a positive approach to someone like our man up the ladder is always worth the effort and ought to be something that all of us in the access business do as routine.. it can after all help spread the word about safe and efficient access equipment and that is what we all need to do.*

Ed



Dear Sir,

Rob Wilkin pointed me towards the current editorial on your web site which suggested you may like comments from the perspective of a harness manufacturer / supplier.

The issue of belts against full body harnesses for restraint is a long standing debate. As a manufacturer SpanSet took a stand a long time ago to promote full body harnesses for restraint in boom lifts and advise against the use of belts (The "belt" being defined as a belt on its own rather than one incorporated into a harness).

The reasoning behind this especially in the light of the fact that we manufactured / supplied both was that:

- Used correctly both harnesses and belts were effective for use in work restraint systems
- To understand and use a work restraint system effectively training is required
- A trained user should be able to cope with a harness or belt
- Full body harnesses support workers better than belts should the worker become suspended
- The potential issues requiring a work restraint system in a boom lift include the catapult effect, but also include issues where the platform tilts or inverts
- A full body harness is more appropriate to provide the necessary support for all the potential issues that may occur in a boom lift

The editorial does raise some excellent points however that are often missed.

It is well understood by the majority of users (due to a lot of work by IPAF and others over many years) that the use of a work restraint system is the best practice in a boom lift platform. There are still unfortunately some who avoid or ignore this and how we bring them along is a challenge to be addressed as I fail to see how they have missed the campaigns so far.

It is important that those unloading or moving machines around understand that they also need to use protection when in the platform. This is a time when the machine is potentially not in its planned working environment and so may be more likely to encounter problems.

Additionally, quite a common problem I see are users converted to harness and lanyard use, but who have clearly missed the point. Rather than as the editorial suggests using a "short lanyard" or the other option of an adjustable lanyard shortened for the particular machine, they use a full length lanyard. In the case of a catapult effect they might be stopped from hitting the floor, but at best they would be remote from the platform and may have received quite an impact before the lanyard stopped them.

Finally the continual evolution of harnesses is our focus, but with a little training most users currently become pretty proficient in their use and fitting. Without this training however they also miss out on the education that helps them understand why they are using it and it is this that helps change a harness and lanyard into an effective solution.

Regards,  
Pete Ward  
Height Safety  
Manager

*This letter was received as a response to an editorial we ran on our web site which argued that for some specific applications involving the short use of a platform, such as for a demonstration at an exhibition and for delivery drivers unloading or loading boom lifts on site approving the use of a belt type harness with short lanyard as an alternative to a full body harness we might achieve a far higher usage level than we currently do. We have also run a poll alongside that editorial that is roughly running around 80 to 90 percent in favour of the belts for such specific applications – However there has also been a number of readers who have said that approving belts could lead to their wider use by those working from platforms regularly which as Mr Ward points out would be detrimental in cases of extreme platform tilt etc....*

#### Correction:

*We published a letter in our last issue from Paul Markham on behalf of the Temporary Works Forum, regarding the outrigger article that we carried in the October issue. A chart that he had included was incorrectly transposed when converted to print. Here it is as it should have appeared.*

## Proposed method for safe use of cranes

Appointed Person (AP) inspects Job, prepares outline Lift Plan and calculates outrigger point load (in TONNES) using Software or Chart from Crane Supplier.

*Suitable software includes: Licon, Cranimax or Spreadsheet from the Crane Supplier.*

Contractor Arranges for foundation design -  
a. Size of foundation  
b. Spreaders of suitable strength and stiffness

*Design by a Competent Engineer.*

AP completes lift plan incorporating foundation/spreader requirements

Contractor/Crane Supplier to liaise and arrange for load spreaders to be on site

*Could be timbers, load spreaders by site, alimats or steel pads from the crane supplier, as determined by the Competent Engineer.*

Crane and load spreading equipment to site.  
Before crane sets up main/principal contractor to sign permit to lift



**Hello Mark**

Your article in the Nov 2010 issue, which I just received - is great.

As I am supposed to be a competent person - I have had intensive training for 3 months in the USA in 1979 with the American Hoist, Bantam, Lorain and Grove cranes and worked for many years in the Gulf, covering all Gulf States as a test engineer for cranes, what you say about competency is very true.

I can also confirm what you say, that there are engineers who do the inspections for cranes, with very little knowledge of cranes. Even some of those who are working for big name companies.

I also liked very much the letter from Simon Ellis. What he said about the complications of all terrains is also very true. The electronics are so complicated - we really do not have the right people who can do the repairs. Often, we have to get technicians from Europe to help us fix the electronic faults. Imagine how long it takes!!!!!!

One of my friends had to wait few days with a boom fully out as he could not retract it until the technician arrived from Europe. We also have the same story with the contractors who just would accept the new sophisticated cranes.

Myself I also have a 25 ton Kato year 1990 ex-Ainscough - it is really one of the best cranes you can have with very little problems.

I should also mention that site with the news - Vertikal .Net - particularly for various accidents that happen every month. It is very good looking at all these accidents and definitely help everybody to be more careful and to try to avoid similar accidents.

Wishing you all the best - you can publish this if you find it good enough.

With best regards

Eng. Yousef Mousa, General Manager

Yousef Mousa Cranes Co.

Amman - JORDAN

**Latest opinion Surveys**

In December and the start of January we have been running a survey of our online readers, asking:

Should personnel that carry out Thorough Examinations of lifting equipment - in-house or third party - be independently certified as competent?

**As of January 11th**

268 people had voted

86.6% said Yes

13.4% said No

This is probably the most polarised result we have ever had in a survey, they normally tend to be more balanced with 60/40 being typical.

The survey will remain in place for at least another.

**The survey for October/November asked the question:**

Should the use of belt type harnesses be sanctioned for use in certain circumstances such as short exhibition demonstrations and for third party truck drivers when loading?

**When the poll closed**

221 people had voted

55.6% said Yes

44.4% said No

**The big freeze brings out the poets**

The winter came early in Europe this year with heavy snowfall in many parts, the UK in particular was badly hit with many crane rental companies stuck with a yard full of cranes and with no sign of when the roads might

be cleared. The big freeze encouraged some desperate crane hire companies with time on their hands to get poetic and draft their own versions of popular songs. Here are two sent to us by Sam Jessop of Walkers Cranes and one from Peterborough.

**To the music of Winter Wonderland:**

My phones ring  
Are you listening  
In the lane  
Snow is glistening  
A beautiful sight  
Means crane hire blight  
Walkers Cranes from Tuxford  
Understand!  
  
All the Hires have been deferred  
And the new hires tomorrow  
unheard  
But before long  
We'll sing a new song  
Walkers Cranes from Tuxford  
Understand!

In the site yard we can grease  
the main boom  
Check the oil and tyres, clean  
it down  
Ready for the crane hire jobs  
to resume  
And we can do the jobs around  
the town  
  
Later on  
If you want hire  
Walkers are  
Your main supplier  
If you are delayed  
From the plans that you've made  
Walkers Cranes from Tuxford  
Understand!  
  
*A tad commercial perhaps but  
what the ....*

**This one to the music of Buddy Holly's Its Raining in my Heart**

The Sun's not out  
The cranes not too  
And all there is for me to view  
Yellow cranes. . . .  
Standing in my yard  
  
The weather man  
Says more snow to come  
No wonder why I feel so glum  
There's no craning  
No craning from my yard  
  
No money No moneyeee  
What's going to become of meee  
I tell myself that it will go  
But now we're forecast much  
more snow

So no Crane work  
They're sitting in my yard  
  
Pit a patta Pit a patta  
Pit a patta Pit a patta  
Pit a patta Pit a patta pit  
Just no craning  
They're sitting in my yard  
  
Oh let it go  
Let it go-oh  
I'm just fed up with this snow-oh  
If I could feel that it will change  
Then I wouldn't feel so very  
strange  
Cos it's still snowing  
They're standing in my yard  
Yes it's snowing  
Cranes standing in the yard





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February 2-3rd, 2011 Coventry, UK  
Phone: +44 (0) 1249 700607  
Fax: +44 (0) 1249 700776  
E-mail: nigel@executivehirenews.co.uk



## Bauma/Conexpo Show India

February 8-11, 2011,  
First Bauma/Conexpo India show, Mumbai, India.  
Tel: +49 89 949-20255  
Fax: +49 89 949-20259  
Website: www.bcindia.com



## ARA / Rental Show 2011

Las Vegas.  
Feb 27th to March 2nd 2011  
Tel: +1800 334 2177  
Fax: +1309 764 1533  
E-mail: info@therentalshow.com



## Samoter

March 2-6, 2011  
International earthmoving and building equipment show  
Verona, Italy  
Website: www.samoter.com

## Conexpo 2011

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



## IPAF Summit

Annual Summit for International Powered Access Federation  
April 14th 2011, Amsterdam  
Tel: +44 (0) 1539562444  
Fax: +44 (0) 1539564686  
E-mail: info@ipaf.org  
Website: www.ipaf.org



## Cemat 2011

Industrial material handling show  
May 2 - 6 Hanover, Germany  
Website: www.cemat.de

## Vertikal Days

UK / Ireland crane and access event  
Haydock Park June 22nd/23rd 2011  
Tel: +44 (0) 8448 155900  
Fax: +44 (0) 1295 768223  
E-mail: info@vertikal.net  
Website: www.vertikaldays.net



## Europlatform

September 13th 2011.  
Maastricht, Netherlands.  
Tel: +44 (0) 15395 62444  
Fax: +44 (0) 15395 64686  
Email: info@ipaf.org  
Website: www.ipaf.org

## Apex

International powered access fair  
September 14-16, 2011, Maastricht  
Tel: +31 (0) 547 271 566  
Fax: +31 (0) 547 261 238  
E-mail: Joyce@ipi-bv.nl  
Website: www.apexshow.com



## SAIE 2011

Bologna Fair, Italian Building products exhibition.  
October 2011,  
Bologna, Italy  
Phone: +39 051 282111  
Fax: +39 051 6374013  
E-mail: saie@bolognafiere.it



## Intermat 2012

International construction equipment show  
April 21-26th, 2012  
Paris, France  
Tel: +33 1 49685248  
Fax: +33 1 49685475  
E-mail: info@intermat.fr



## Bauma China

Shanghai,  
27-30 November, 2012  
Tel: +49(0)89 9 4920251  
Fax: +49 (0)89 9 4920259  
E-mail: info@bauma-china.com

## Bauma 2013

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30 t PPM ATT 335	1997	4x4x4	27,40m + 15,00m
35 t PPM ATT 400	1998	4x4x4	30,40m + 15,00m
35 t Faun ATF 30-2L	2005	4x4x4	28,50m + 12,20m
35 t Terex-Demag AC 35 L	2008	4x4x4	37,20m + 8,00m
40 t Faun ATF 40G-2	2008	4x4x4	35,20m + 9,00m
40 t Liebherr LTM 1040-1	1994	6x4x6	30,00m + 8,00m
40 t Liebherr LTM 1040-1	1999	6x6x6	30,00m + 14,50m
45 t Faun ATF 45-3	2004	6x6x6	34,00m + 15,20m
50 t Marchetti MG 50.3	1992	6x6x6	32,00m + 16,00m
50 t Liebherr LTM 1050	1995	6x6x6	40,00m + 16,00m
55 t Liebherr LTM 1055/1	2004	6x6x6	40,00m + 16,00m
55 t Grove GMK 3055	2005	6x6x6	43,00m + 15,00m
60 t Faun ATF 60-4	2002	8x6x8	40,00m + 16,00m
65 t Faun ATF 65G-4	2009	8x6x8	44,00m + 16,00m
75 t Grove GMK 4075	2001	8x6x8	43,20m + 27,00m
80 t Grove GMK 4080	1997	8x6x8	43,00m + 13,00m
80 t Faun ATF 80-4	2002	8x6x8	48,50m + 16,00m
90 t Faun ATF 90G-4	2007	8x8x8	51,20m + 19,00m
90 t Faun ATF 90G-4	2008	8x8x8	51,20m + 19,00m
100 t Faun ATF 100-5	2001	10x8x10	51,00m + 16,20m
100 t Demag AC 100	2005	10x6x10	50,20m + 17,00m
110 t Faun ATF 110G-5	2007	10x6x10	52,00m + 16,20m
120 t Terex-Demag AC 120-1	2008	10x8x8	60,00m + 33,00m
130 t Grove GMK 5130	2005	10x8x10	60,00m + 18,00m
160 t Faun ATF 160G-5	2005	10x8x8	60,00m + 13,20m
180 t Grove GMK 5180	2000	10x8x10	60,00m + 38,00m
220 t Faun ATF 220G-5	2009	10x8x8	68,00m + 37,20m

**TELESCOPIC - TRUCK CRANES**

Make / Type	y. o. m.	Drive	Boom / Fly Jib
30 t Liebherr LTF 1030	2003	6x4x2	26,00m + 8,20m
50 t Tadano Faun HK 40	2006	8x4x4	35,20m + 9,00m

**YARD CRANE**

Make / Type	y. o. m.	Drive	Boom / Fly Jib
14 t Demag V73	1983	4x2x2	13,50 m + 5,50 m
14 t Demag V73	1992	4x2x2	13,50 m

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- Be flexible, conscientious and trustworthy

Familiarity with other plant, eg. telehandler, 360° excavator, 180° excavator would be an advantage

**If you want to be part of an award winning team, please apply with your CV to:**

**Anne Gibbs**  
OSTAS, Unit 2, The Court,  
Holywell Business Park, Northfield Road,  
Southam, Warwickshire, CV47 0FS.  
E-mail: [anne@theacegroup.co.uk](mailto:anne@theacegroup.co.uk)  
Or tel: 01926 813356 for further details







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To apply, please send your CV either by e-mail to [guy@smartplatforms.co.uk](mailto:guy@smartplatforms.co.uk) or post to HR Manager, Smart Platform Rental Ltd, 14 McDonald Business Park, McDonald Way, off Maylands Avenue, Hemel Hempstead, Hertfordshire, HP2 7EB

### IPAF Qualified Instructor

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[www.smartplatforms.co.uk](http://www.smartplatforms.co.uk)



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As Sales & Marketing Director reporting to the Board you will be responsible for the day to day running of the company, including operations, marketing, staffing and sales.

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You will be able to demonstrate a proven track record of successful sales in the Powered Access industry and have experience in building relationships with senior commercial and technical decision makers. You will be seeking an opportunity to take your career to the next level with a senior commercial capacity, or to build upon an already successful career at this level.

For immediate consideration please send an up to date CV with day time contact details to: Ben Hirst & Rory Duggan, Horizon Platforms Sales Ltd, Unit 3, Roundwood Ind. Est., Ossett, Wakefield, WF5 9SQ or [directors@horizonplatforms.co.uk](mailto:directors@horizonplatforms.co.uk).

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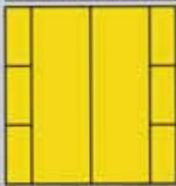
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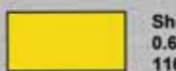
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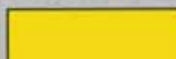
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CMC	<a href="http://www.cmc-platforms.com">www.cmc-platforms.com</a>
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Cumberland Industries	<a href="http://www.cumberlanduk.co.uk">www.cumberlanduk.co.uk</a>
Denka Lift	<a href="http://www.wi-industries.com">www.wi-industries.com</a>
Dino Lift	<a href="http://www.dinolift.com">www.dinolift.com</a>
Esda	<a href="http://www.esda-fahrzeugwerke.de">www.esda-fahrzeugwerke.de</a>
Genie	<a href="http://www.genieindustries.com">www.genieindustries.com</a>
GSR Spa	<a href="http://www.gsrspa.it">www.gsrspa.it</a>
Haulotte	<a href="http://www.haulotte.com">www.haulotte.com</a>
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Palfinger Platforms	<a href="http://www.palfinger-platforms.com">www.palfinger-platforms.com</a>
Planet Platforms	<a href="http://www.planetplatforms.co.uk">www.planetplatforms.co.uk</a>
PB Liftechnik	<a href="http://www.pbgmbh.de">www.pbgmbh.de</a>
Platform Basket	<a href="http://www.platformbasket.com">www.platformbasket.com</a>
Ranger tracked access	<a href="http://www.tracked-access.co.uk">www.tracked-access.co.uk</a>
Ruthmann	<a href="http://www.ruthmann.de">www.ruthmann.de</a>
Skako	<a href="http://www.wi-industries.com">www.wi-industries.com</a>
Skyhigh	<a href="http://www.skyhigh.be">www.skyhigh.be</a>
Skyjack	<a href="http://www.skyjack.com">www.skyjack.com</a>
Snorkel	<a href="http://www.snorkelusa.com">www.snorkelusa.com</a>
Socage	<a href="http://www.socagefassi.it">www.socagefassi.it</a>
SUP	<a href="http://www.supelefant.com">www.supelefant.com</a>
Teupen	<a href="http://www.teupen.info">www.teupen.info</a>
Turner Access	<a href="http://www.turner-access.co.uk">www.turner-access.co.uk</a>
Upright International	<a href="http://www.upright.com">www.upright.com</a>
Versalift distributors (UK) Ltd	<a href="http://www.versalift.co.uk">www.versalift.co.uk</a>
Worldlift	<a href="http://www.wi-industries.com">www.wi-industries.com</a>
Youngman	<a href="http://www.youngmangroup.com">www.youngmangroup.com</a>

## Mast Climbers & Hoists

Alimak-Hek	<a href="http://www.alimakhek.com">www.alimakhek.com</a>
Harsco Infrastructure	<a href="http://www.harsco-i.com">www.harsco-i.com</a>
LTC Hoists	<a href="http://www.ltcscuff.co.uk">www.ltcscuff.co.uk</a>
Safi	<a href="http://www.safi.it">www.safi.it</a>

## Platform Rental

2 Cousins Access Limited	<a href="http://www.2cousins.co.uk">www.2cousins.co.uk</a>
AA Access (Specialists)	<a href="http://www.aaaccess.co.uk">www.aaaccess.co.uk</a>
Access Link	<a href="http://www.accesslink.biz">www.accesslink.biz</a>
Access Platforms Direct	<a href="http://www.accessplatformsdirect.co.uk">www.accessplatformsdirect.co.uk</a>
Acro Services	<a href="http://www.acroservices.co.uk">www.acroservices.co.uk</a>
Active Rentals Scotland	<a href="http://www.activerentals.co.uk">www.activerentals.co.uk</a>
Advanced Access Platforms	<a href="http://www.accessplatformsuk.com">www.accessplatformsuk.com</a>
Aerial Platforms Ltd	<a href="http://www.aerialplatformsltd.co.uk">www.aerialplatformsltd.co.uk</a>
AFI-Uplift	<a href="http://www.afi-uplift.co.uk">www.afi-uplift.co.uk</a>
A-Plant	<a href="http://www.aplant.com">www.aplant.com</a>

Bucks Access Rentals Ltd [www.bucksaccessrentals.co.uk](http://www.bucksaccessrentals.co.uk)

Easi up Lifts	<a href="http://www.easiuplifts.com">www.easiuplifts.com</a>
ES Access Platforms Ltd	<a href="http://www.esaccess.co.uk">www.esaccess.co.uk</a>
Facelift	<a href="http://www.facelift.co.uk">www.facelift.co.uk</a>
Hewden Stuart Ltd	<a href="http://www.hewden.co.uk">www.hewden.co.uk</a>
Higher access Hi-reach	<a href="http://www.higheraccess.co.uk">www.higheraccess.co.uk</a>
Horizon Platforms	<a href="http://www.horizonplatforms.co.uk">www.horizonplatforms.co.uk</a>
Industrial Access Romania	<a href="http://www.industrialaccess.ro">www.industrialaccess.ro</a>
Kimberly Access	<a href="http://www.kimberlyaccess.co.uk">www.kimberlyaccess.co.uk</a>
LTC Powered Access	<a href="http://www.ltcaccess.co.uk">www.ltcaccess.co.uk</a>
Manlift Hire	<a href="http://www.manlift.ie">www.manlift.ie</a>
Max Access	<a href="http://www.maxaccess.co.uk">www.maxaccess.co.uk</a>
Nationwide Platforms	<a href="http://www.nationwideplatforms.co.uk">www.nationwideplatforms.co.uk</a>
Panther	<a href="http://www.platform-rentals.co.uk">www.platform-rentals.co.uk</a>
Peter Douglass Platforms	<a href="http://www.peterdouglass.co.uk">www.peterdouglass.co.uk</a>
Peter Hird	<a href="http://www.peter-hird.co.uk">www.peter-hird.co.uk</a>
Rapid Platforms	<a href="http://www.rapidplatforms.co.uk">www.rapidplatforms.co.uk</a>
Riwal	<a href="http://www.riwal.com">www.riwal.com</a>
Skylift Hire	<a href="http://www.skylift.ie">www.skylift.ie</a>
Spiderlift	<a href="http://www.spiderlift.co.uk">www.spiderlift.co.uk</a>
Trac-Access	<a href="http://www.trac-access.com">www.trac-access.com</a>
Universal Platforms	<a href="http://www.universalplatforms.com">www.universalplatforms.com</a>
Wilson Access	<a href="http://www.wilsonaccess.co.uk">www.wilsonaccess.co.uk</a>

## New & Used Platforms

Access Platforms Direct	<a href="http://www.accessplatformsdirect.co.uk">www.accessplatformsdirect.co.uk</a>
Access Platform Sales	<a href="http://www.accessplatforms.co.uk">www.accessplatforms.co.uk</a>
Advanced Access Platforms	<a href="http://www.aaplatforms.co.uk">www.aaplatforms.co.uk</a>
AFI Resale	<a href="http://www.afi-resale.co.uk">www.afi-resale.co.uk</a>
A.J. Access Platforms	<a href="http://www.accessplatforms.com">www.accessplatforms.com</a>
Baker Access	<a href="http://www.maxaccess.co.uk">www.maxaccess.co.uk</a>
Baulift	<a href="http://www.baulift.de">www.baulift.de</a>
Brodrene Jorgensen AS	<a href="http://www.brjorgen.no">www.brjorgen.no</a>
Caunton -Access	<a href="http://www.cauntonaccess.com">www.cauntonaccess.com</a>
Don Maq Inc	<a href="http://www.donmaq.com">www.donmaq.com</a>
Easi-uplifts	<a href="http://www.easiuplifts.com">www.easiuplifts.com</a>
Facelift	<a href="http://www.facelift.co.uk">www.facelift.co.uk</a>
Flesch	<a href="http://www.flesch-arbeitsbuehnen.de">www.flesch-arbeitsbuehnen.de</a>
Gantic Norway	<a href="http://www.gantic.no">www.gantic.no</a>
Genie	<a href="http://www.genieindustries.com">www.genieindustries.com</a>
Industrial Access	<a href="http://www.industrialaccess.ro">www.industrialaccess.ro</a>
Instant Holland	<a href="http://www.instant-holland.nl">www.instant-holland.nl</a>
JLG	<a href="http://www.jlgeurope.com">www.jlgeurope.com</a>
Kemp Hoogwerkers	<a href="http://www.kemphoogwerkers.nl">www.kemphoogwerkers.nl</a>
Kermco	<a href="http://www.kermco.co.uk">www.kermco.co.uk</a>
Kunze GmbH	<a href="http://www.KUNZEGmbh.de">www.KUNZEGmbh.de</a>
Lavendon Sales	<a href="http://www.lavendonales.com">www.lavendonales.com</a>
Leader	<a href="http://www.leader-piatt.it">www.leader-piatt.it</a>
Liftright Access	<a href="http://www.liftrightaccess.com">www.liftrightaccess.com</a>
Lisman	<a href="http://www.lisman.nl">www.lisman.nl</a>
Manlift Sales	<a href="http://www.manlift.ie">www.manlift.ie</a>
Mech-Serv (GB) Ltd	<a href="http://www.mech-serv.co.uk">www.mech-serv.co.uk</a>
Mr Machinery	<a href="http://www.mrmachinery.co.uk">www.mrmachinery.co.uk</a>
Nationwide Access	<a href="http://www.nationwideaccess.co.uk">www.nationwideaccess.co.uk</a>
Peter-Hird Ltd	<a href="http://www.peter-hird.co.uk">www.peter-hird.co.uk</a>
Tracked Access	<a href="http://www.trackedaccess.com">www.trackedaccess.com</a>
Platform Sales	<a href="http://www.platformsales.co.uk">www.platformsales.co.uk</a>
Platform Sales Europe	<a href="http://www.platformsaleseurope.com">www.platformsaleseurope.com</a>
Promax Access	<a href="http://www.promaxaccess.com">www.promaxaccess.com</a>
Rapid Platforms	<a href="http://www.rapidplatforms.co.uk">www.rapidplatforms.co.uk</a>
Ritchie Bros auctions	<a href="http://www.rbauction.com">www.rbauction.com</a>
Riwal	<a href="http://www.riwal.com/used">www.riwal.com/used</a>
Skylift Hire	<a href="http://www.skylift.ie">www.skylift.ie</a>
Thanner	<a href="http://www.USED-Worklift.com">www.USED-Worklift.com</a>
Turner Access	<a href="http://www.turner-access.co.uk">www.turner-access.co.uk</a>
TVH - Group Thermote & Vanhalst	<a href="http://www.tvh.be">www.tvh.be</a>
Universal Platforms	<a href="http://www.universalplatforms.com">www.universalplatforms.com</a>
Wilson Access	<a href="http://www.wilsonaccess.co.uk">www.wilsonaccess.co.uk</a>

## Alloy Scaffold Towers

Altrex	<a href="http://www.altrex.com">www.altrex.com</a>
Industrial Access Romania	<a href="http://www.industrialaccess.ro">www.industrialaccess.ro</a>
Instant	<a href="http://www.instantupright.com">www.instantupright.com</a>
Planet Platforms	<a href="http://www.planetplatforms.co.uk">www.planetplatforms.co.uk</a>
Svelt	<a href="http://www.svelt.it">www.svelt.it</a>
Turner Access	<a href="http://www.turner-access.co.uk">www.turner-access.co.uk</a>
Youngman	<a href="http://www.youngman.com">www.youngman.com</a>

## Special/Bespoke Access & Lifting Solutions

CRANETECH	<a href="http://www.cranetechgroup.com">www.cranetechgroup.com</a>
Kermco	<a href="http://www.kermco.co.uk">www.kermco.co.uk</a>
Liftright Access	<a href="http://www.liftrightaccess.com">www.liftrightaccess.com</a>
Platform Sales	<a href="http://www.platformsales.co.uk">www.platformsales.co.uk</a>
Planet Platforms	<a href="http://www.planetplatforms.co.uk">www.planetplatforms.co.uk</a>
Ranger Equipment	<a href="http://www.spiderlift.co.uk">www.spiderlift.co.uk</a>
H&A Height Services	<a href="http://www.ha-heightservices.com">www.ha-heightservices.com</a>

## Special & Niche Platform Access

Acro Services	<a href="http://www.acroservices.co.uk">www.acroservices.co.uk</a>
CAT Access Solutions	<a href="http://www.cataccessolutions.co.uk">www.cataccessolutions.co.uk</a>
Easi UpLifts	<a href="http://www.easiuplifts.com">www.easiuplifts.com</a>
Easy Reach Scotland	<a href="http://www.easyreachscotland.co.uk">www.easyreachscotland.co.uk</a>
Facelift	<a href="http://www.facelift.co.uk">www.facelift.co.uk</a>
Higher Access	<a href="http://www.higheraccess.co.uk">www.higheraccess.co.uk</a>
Max Access	<a href="http://www.maxaccess.co.uk">www.maxaccess.co.uk</a>
Panther	<a href="http://www.platform-rentals.co.uk">www.platform-rentals.co.uk</a>
Spiderlift	<a href="http://www.spiderlift.co.uk">www.spiderlift.co.uk</a>
Tracked Access	<a href="http://www.trackedaccess.com">www.trackedaccess.com</a>
Rapid Platforms	<a href="http://www.rapidplatforms.co.uk">www.rapidplatforms.co.uk</a>
Universal Platforms	<a href="http://www.universalplatforms.com">www.universalplatforms.com</a>
Wilson Access	<a href="http://www.wilsonaccess.co.uk">www.wilsonaccess.co.uk</a>

## Specialist Scaffolding

LTC Specialist Scaffolding	<a href="http://www.ltcscuff.co.uk">www.ltcscuff.co.uk</a>
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## Training Centres & Trainers

Access Platforms Direct	<a href="http://www.accessplatformsdirect.co.uk">www.accessplatformsdirect.co.uk</a>
Access Platform Sales	<a href="http://www.accessplatforms.co.uk">www.accessplatforms.co.uk</a>
Active Safety	<a href="http://www.activerentals.co.uk">www.activerentals.co.uk</a>
Advanced Access Platforms	<a href="http://www.accessplatformsuk.com">www.accessplatformsuk.com</a>
AFI	<a href="http://www.afi-uplift.co.uk">www.afi-uplift.co.uk</a>
Ainscough	<a href="http://www.ainscoughtraining.co.uk">www.ainscoughtraining.co.uk</a>
AJ Access	<a href="http://www.accessplatforms.com">www.accessplatforms.com</a>
Astra Access	<a href="http://www.astratraining.co.uk">www.astratraining.co.uk</a>
Safety Training	
Avon Crane	<a href="http://www.avoncrane.co.uk">www.avoncrane.co.uk</a>
Davis Access Platforms	<a href="http://www.davisaccessplatforms.com">www.davisaccessplatforms.com</a>
Easi-UpLifts	<a href="http://www.easiuplifts.com">www.easiuplifts.com</a>
Emerson Cranes	<a href="http://www.emersoncranes.co.uk">www.emersoncranes.co.uk</a>
ES Access Platforms Ltd	<a href="http://www.esaccess.co.uk">www.esaccess.co.uk</a>
Facelift	<a href="http://www.facelift.co.uk">www.facelift.co.uk</a>
Generation	<a href="http://www.generationhireandsale.co.uk">www.generationhireandsale.co.uk</a>
Hewden Stuart Ltd	<a href="http://www.hewden.co.uk">www.hewden.co.uk</a>
HCS	<a href="http://www.hydrauliccraneservices.co.uk">www.hydrauliccraneservices.co.uk</a>
Hi-Reach	<a href="http://www.hi-reach.co.uk">www.hi-reach.co.uk</a>
Hiab	<a href="http://www.hiab.com">www.hiab.com</a>
Hird	<a href="http://www.peter-hird.co.uk">www.peter-hird.co.uk</a>
Horizon Platforms	<a href="http://www.horizonplatforms.co.uk">www.horizonplatforms.co.uk</a>
HSS	<a href="http://www.hss.com/training">www.hss.com/training</a>
JLG Training	<a href="http://www.jlgeurope.com">www.jlgeurope.com</a>
Kingfisher Access	<a href="http://www.kingfisheraccess.co.uk">www.kingfisheraccess.co.uk</a>
L&B Transport	<a href="http://www.lbtransport.co.uk">www.lbtransport.co.uk</a>
Liebherr Training (UK)	<a href="http://www.liebherr.co.uk">www.liebherr.co.uk</a>



## Training Centres & Trainers *continued*

Loxam	<a href="http://www.loxam-access.co.uk">www.loxam-access.co.uk</a>
Lifting Equipment Training	<a href="http://www.letltd.co.uk">www.letltd.co.uk</a>
LTC Training Services	<a href="http://www.ltctrainingservices.co.uk">www.ltctrainingservices.co.uk</a>
Nationwide Platforms	<a href="http://www.nationwideplatforms.co.uk">www.nationwideplatforms.co.uk</a>
Norfolk Training Services	<a href="http://www.norfolktraining.co.uk">www.norfolktraining.co.uk</a>
Panther	<a href="http://www.platform-rentals.co.uk">www.platform-rentals.co.uk</a>
Rapid Platforms	<a href="http://www.rapidplatforms.co.uk">www.rapidplatforms.co.uk</a>
Skylift Hire	<a href="http://www.skylift.ie">www.skylift.ie</a>
Southern Crane & Access	<a href="http://www.southerncranes.co.uk">www.southerncranes.co.uk</a>
TH White	<a href="http://www.thwhite.co.uk">www.thwhite.co.uk</a>
Terex Atlas (UK) Ltd.	<a href="http://www.atlascranes.co.uk">www.atlascranes.co.uk</a>
The Platform Company	<a href="http://www.platformcompany.co.uk">www.platformcompany.co.uk</a>
Turner Access	<a href="http://www.turner-access.co.uk">www.turner-access.co.uk</a>
Universal Platforms	<a href="http://www.universalplatforms.com">www.universalplatforms.com</a>
Wilson Access	<a href="http://www.wilsonaccess.co.uk">www.wilsonaccess.co.uk</a>

## Equipment Auction Houses

Mr Machinery	<a href="http://www.mrmachinery.com">www.mrmachinery.com</a>
Ritchie Brothers	<a href="http://www.rbaction.com">www.rbaction.com</a>

## Crane Manufacturers

Galizia	<a href="http://www.galiziagru.com">www.galiziagru.com</a>
Grove	<a href="http://www.grovetworldwide.com">www.grovetworldwide.com</a>
Jekko	<a href="http://www.jekko.it">www.jekko.it</a>
Kobelco	<a href="http://www.kobelco-cranes.com">www.kobelco-cranes.com</a>
Liebherr	<a href="http://www.liebherr.com">www.liebherr.com</a>
Linden Comansa	<a href="http://www.comansa.com">www.comansa.com</a>
Maeda	<a href="http://www.maedaminicranes.co.uk">www.maedaminicranes.co.uk</a>
Manitowoc	<a href="http://www.manitowoccranes.com">www.manitowoccranes.com</a>
Mantis Cranes	<a href="http://www.mantiscranes.ie">www.mantiscranes.ie</a>
Ormig	<a href="http://www.ormig.co.uk">www.ormig.co.uk</a>
Potain	<a href="http://www.manitowoccranes.com">www.manitowoccranes.com</a>
Sany	<a href="http://www.sany.com.cn">www.sany.com.cn</a>
Sennebogen	<a href="http://www.sennebogen.com">www.sennebogen.com</a>
Spierings	<a href="http://www.spieringskranen.nl">www.spieringskranen.nl</a>
Tadano Faun	<a href="http://www.tadanoFaun.de">www.tadanoFaun.de</a>
Terex-Demag	<a href="http://www.terex-cranes.com">www.terex-cranes.com</a>
Unic Cranes	<a href="http://www.unic-cranes.co.uk">www.unic-cranes.co.uk</a>
Valla	<a href="http://www.valla-cranes.co.uk">www.valla-cranes.co.uk</a>
Wolffkran	<a href="http://www.wolffkran.de">www.wolffkran.de</a>
Zoomlion	<a href="http://www.zoomlioncranes.co.uk">www.zoomlioncranes.co.uk</a>

## Crane Hire

Ainscough	<a href="http://www.ainscough.co.uk">www.ainscough.co.uk</a>
Berry Cranes	<a href="http://www.berrycranes.co.uk">www.berrycranes.co.uk</a>
Bob Francis Crane Hire	<a href="http://www.bobfranciscranehire.co.uk">www.bobfranciscranehire.co.uk</a>
City Lifting	<a href="http://www.citylifting.co.uk">www.citylifting.co.uk</a>
Crane-Hire (East Anglia)	<a href="http://www.cranehireeastanglia.co.uk">www.cranehireeastanglia.co.uk</a>
Emerson Cranes	<a href="http://www.emersoncranes.co.uk">www.emersoncranes.co.uk</a>
Hewden Stuart Ltd	<a href="http://www.hewden.co.uk">www.hewden.co.uk</a>
K-Lift	<a href="http://www.k-lift.co.uk">www.k-lift.co.uk</a>
Ladybird tower crane hire	<a href="http://www.ladybirdcranehire.co.uk">www.ladybirdcranehire.co.uk</a>
Mantis Cranes	<a href="http://www.mantiscranes.ie">www.mantiscranes.ie</a>
McNally crane hire	<a href="http://www.cranehire-ireland.com">www.cranehire-ireland.com</a>
Port Services Ltd	<a href="http://www.portservices.co.uk">www.portservices.co.uk</a>
Heavy Crane division	

## Heavy lift management

DWLS Ltd	<a href="http://www.dwls.co.uk">www.dwls.co.uk</a>
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## Mini Crane Hire

A Mini Crane Hire Company	<a href="http://www.aminicranehire.co.uk">www.aminicranehire.co.uk</a>
Easi Up Lifts	<a href="http://www.easiuplifts.com">www.easiuplifts.com</a>
Easy Reach Scotland	<a href="http://www.easyreachscotland.co.uk">www.easyreachscotland.co.uk</a>
Emerson Cranes	<a href="http://www.emersoncranes.co.uk">www.emersoncranes.co.uk</a>
GGR	<a href="http://www.unic-cranes.co.uk">www.unic-cranes.co.uk</a>
Hire Maeda	<a href="http://www.maedaminicranes.co.uk">www.maedaminicranes.co.uk</a>
Industrial Access Romania	<a href="http://www.industrialaccess.ro">www.industrialaccess.ro</a>
JT Mini Crane Hire	<a href="http://www.jtminicranes.co.uk">www.jtminicranes.co.uk</a>
Peter Hird	<a href="http://www.peter-hird.co.uk">www.peter-hird.co.uk</a>
Tracked Access	<a href="http://www.trackedaccess.com">www.trackedaccess.com</a>

## New & Used Cranes

AGD Equipment Ltd	<a href="http://www.agd-equipment.co.uk">www.agd-equipment.co.uk</a>
Cranes UK	<a href="http://www.cranesuk.net">www.cranesuk.net</a>
Crowland Cranes	<a href="http://www.crowlandcranes.co.uk">www.crowlandcranes.co.uk</a>
E.H Hassells	<a href="http://www.hassells.com">www.hassells.com</a>
Electrogen Int	<a href="http://www.electrogen.ie">www.electrogen.ie</a>
Immo Cranes	<a href="http://www.immo-cranes.com">www.immo-cranes.com</a>
Jones-Iron Fairy	<a href="http://www.jonesironfairy.co.uk">www.jonesironfairy.co.uk</a>
Kobelco	<a href="http://www.kobelco-cranes.com">www.kobelco-cranes.com</a>
Leader	<a href="http://www.leader-piatt.it">www.leader-piatt.it</a>
Maeda	<a href="http://www.maedaminicranes.co.uk">www.maedaminicranes.co.uk</a>
Mantis Cranes	<a href="http://www.mantiscranes.ie">www.mantiscranes.ie</a>
M. Stemick	<a href="http://www.stemick-krane.de">www.stemick-krane.de</a>
P.V. Adrighem BV	<a href="http://www.adrighem.com">www.adrighem.com</a>
Rivertek Services	<a href="http://www.rivertekservices.com">www.rivertekservices.com</a>
Terex Demag	<a href="http://www.terex-cranes.com">www.terex-cranes.com</a>
Used Cranes CCK	<a href="http://www.used-cranes.de">www.used-cranes.de</a>
Peter Hird & Sons	<a href="http://www.peter-hird.co.uk">www.peter-hird.co.uk</a>
UCM	<a href="http://www.ucmholland.nl">www.ucmholland.nl</a>

## Self Erecting Tower Cranes

Airtek safety	<a href="http://www.airteksafety.com">www.airteksafety.com</a>
City Lifting	<a href="http://www.citylifting.co.uk">www.citylifting.co.uk</a>
Crane-Hire (East Anglia)	<a href="http://www.cranehireeastanglia.co.uk">www.cranehireeastanglia.co.uk</a>
Electrogen Int	<a href="http://www.electrogen.ie">www.electrogen.ie</a>
K-Lift	<a href="http://www.k-lift.co.uk">www.k-lift.co.uk</a>
Ladybird tower crane hire	<a href="http://www.ladybirdcranehire.co.uk">www.ladybirdcranehire.co.uk</a>
London Tower Cranes	<a href="http://www.londontowercranes.co.uk">www.londontowercranes.co.uk</a>
Mantis Cranes	<a href="http://www.mantiscranes.ie">www.mantiscranes.ie</a>

## Tower Cranes

Electrogen Int	<a href="http://www.electrogen.ie">www.electrogen.ie</a>
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## Lorry/Truck Loader Cranes

Effer	<a href="http://www.effer.it">www.effer.it</a>
Fassi UK	<a href="http://www.fassiuk.com">www.fassiuk.com</a>
Hiab	<a href="http://www.hiab.com">www.hiab.com</a>
Palfinger	<a href="http://www.palfinger.com">www.palfinger.com</a>

## Telescopic Handlers

Genie	<a href="http://www.genieindustries.com">www.genieindustries.com</a>
Haulotte	<a href="http://www.haulotte.com">www.haulotte.com</a>
Industrial Access	<a href="http://www.industrialaccess.ro">www.industrialaccess.ro</a>
JLG	<a href="http://www.jlgeurope.com">www.jlgeurope.com</a>
Manitou	<a href="http://www.manitou.com">www.manitou.com</a>
Merlo	<a href="http://www.merlo.co.uk">www.merlo.co.uk</a>

## Outrigger Pads, Mats & Roadways

Eco power pads	<a href="http://www.outriggerpads.co.uk">www.outriggerpads.co.uk</a>
GTP Europe	<a href="http://www.gtp-europe.com">www.gtp-europe.com</a>
Marwood	<a href="http://www.marwoodgroup.co.uk">www.marwoodgroup.co.uk</a>
Timbermat	<a href="http://www.timbermat.co.uk">www.timbermat.co.uk</a>
TMC lifting supplies	<a href="http://www.tmc-lifting.com">www.tmc-lifting.com</a>
Welex	<a href="http://www.welex.nl">www.welex.nl</a>

## New & Used Telehandlers

Industrial Access	<a href="http://www.industrialaccess.ro">www.industrialaccess.ro</a>
Lisman	<a href="http://www.lisman.nl">www.lisman.nl</a>
Mr Machinery	<a href="http://www.mrmachinery.ie">www.mrmachinery.ie</a>
Skylift Hire	<a href="http://www.skylift.ie">www.skylift.ie</a>
Rival	<a href="http://www.rival.com/used">www.rival.com/used</a>
VHS Vissers Heftruck Service	<a href="http://www.vhsbladel.nl">www.vhsbladel.nl</a>

## Parts & Service suppliers

Aerial & Handling Services Ltd	<a href="http://www.aerialandhandlingservices.com">www.aerialandhandlingservices.com</a>
Alfa Access Services	<a href="http://www.alfa-access-services.com">www.alfa-access-services.com</a>
Caunton - Access	<a href="http://www.caunton-access.com">www.caunton-access.com</a>
Crowland Cranes	<a href="http://www.crowlandcranes.co.uk">www.crowlandcranes.co.uk</a>
Davis Access Platforms	<a href="http://www.davisaccessplatforms.com">www.davisaccessplatforms.com</a>
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IPS	<a href="http://www.ips-ltd.biz">www.ips-ltd.biz</a>
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Mech-Serv (GB) Ltd	<a href="http://www.mech-serv.co.uk">www.mech-serv.co.uk</a>
TVH - Group Thermote & Vanhalst	<a href="http://www.tvh.be">www.tvh.be</a>
Unified Parts	<a href="http://www.unifiedparts.com">www.unifiedparts.com</a>

## Generator Rental & Sales

Electrogen Int	<a href="http://www.electrogen.ie">www.electrogen.ie</a>
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## Safety Equipment

AGS	<a href="http://www.ags-btp.fr">www.ags-btp.fr</a>
Airtek equipment	<a href="http://www.airteksafety.com">www.airteksafety.com</a>
Marwood	<a href="http://www.marwoodgroup.co.uk">www.marwoodgroup.co.uk</a>
SMIE	<a href="http://www.smie.com">www.smie.com</a>

## Structural Repairs

Avezaat Cranes	<a href="http://www.avezaat.com">www.avezaat.com</a>
Crowland Cranes	<a href="http://www.crowlandcranes.co.uk">www.crowlandcranes.co.uk</a>
John Taylor Crane Services Ltd	<a href="http://www.jtcranes.co.uk">www.jtcranes.co.uk</a>

## Wire Rope

Teufelberger Seil	<a href="http://www.teufelberger.com">www.teufelberger.com</a>
TMC Lifting	<a href="http://www.tmc-lifting.com">www.tmc-lifting.com</a>
Casar	<a href="http://www.casar.de">www.casar.de</a>

## Winches & Hoists

Rotzler	<a href="http://www.rotzler.com">www.rotzler.com</a>
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## Battery Manufacturers/Suppliers

Shield Batteries	<a href="http://www.shieldbatteries.co.uk">www.shieldbatteries.co.uk</a>
ManBat	<a href="http://www.manbat.co.uk">www.manbat.co.uk</a>
Trojan Battery	<a href="http://www.trojanbattery.com">www.trojanbattery.com</a>

## Replacement Filters

Plant Filters	<a href="http://www.plantfilters.co.uk">www.plantfilters.co.uk</a>
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## Control Systems

MOBA Automation	<a href="http://www.moba.de">www.moba.de</a>
Intercontrol	<a href="http://www.intercontrol.de">www.intercontrol.de</a>

## Software

Higher Concept	<a href="http://www.higherconcept.co.uk">www.higherconcept.co.uk</a>
MCS Rental Software	<a href="http://www.mcs.co.uk">www.mcs.co.uk</a>
SuperOffice Software	<a href="http://www.superoffice.co.uk">www.superoffice.co.uk</a>

## training associations & networks

ALLMI	<a href="http://www.allmi.com">www.allmi.com</a>
AWPT	<a href="http://www.awpt.org">www.awpt.org</a>
IPAF	<a href="http://www.ipaf.org">www.ipaf.org</a>
NASC	<a href="http://www.nasc.org.uk">www.nasc.org.uk</a>
Pasma	<a href="http://www.pasma.co.uk">www.pasma.co.uk</a>

## Online Technical Help

Crane Tools	<a href="http://www.cranetools.com">www.cranetools.com</a>
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## Industry Associations

ALLMI	<a href="http://www.allmi.com">www.allmi.com</a>
CPA	<a href="http://www.cpa.uk.net">www.cpa.uk.net</a>
EWPA	<a href="http://www.ewpa.com.au">www.ewpa.com.au</a>
IPAF	<a href="http://www.ipaf.org">www.ipaf.org</a>
OSHA	<a href="http://www.osha.gov">www.osha.gov</a>
PASMA	<a href="http://www.pasma.co.uk">www.pasma.co.uk</a>

## Rental Management Software

Higher Concept Software	<a href="http://www.higherconcept.co.uk">www.higherconcept.co.uk</a>
Insphire	<a href="http://www.insphire.com">www.insphire.com</a>

## Ancillary Equipment

TMC lifting supplies	<a href="http://www.tmc-lifting.com">www.tmc-lifting.com</a>
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## Heavy Lift planning & Risk analysis

DWLS Ltd	<a href="http://www.dwls.com">www.dwls.com</a>
HLI Consulting	<a href="http://www.hliconsulting.com">www.hliconsulting.com</a>

## Site Safety Audits

Alfa Access Services	<a href="http://www.alfa-access-services.com">www.alfa-access-services.com</a>
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## Events

APEX	<a href="http://www.apexshow.com">www.apexshow.com</a>
Bauma	<a href="http://www.bauma.de">www.bauma.de</a>
Conexpo	<a href="http://www.conexpoconagg.com">www.conexpoconagg.com</a>
Intermat	<a href="http://www.intermat.fr">www.intermat.fr</a>
Platformers Days	<a href="http://www.platformers-days.de">www.platformers-days.de</a>
SED	<a href="http://www.sed.co.uk">www.sed.co.uk</a>
Vertikal Days	<a href="http://www.vertikaldays.net">www.vertikaldays.net</a>

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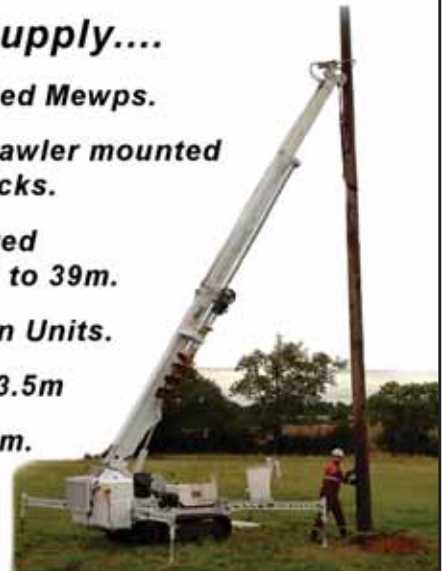
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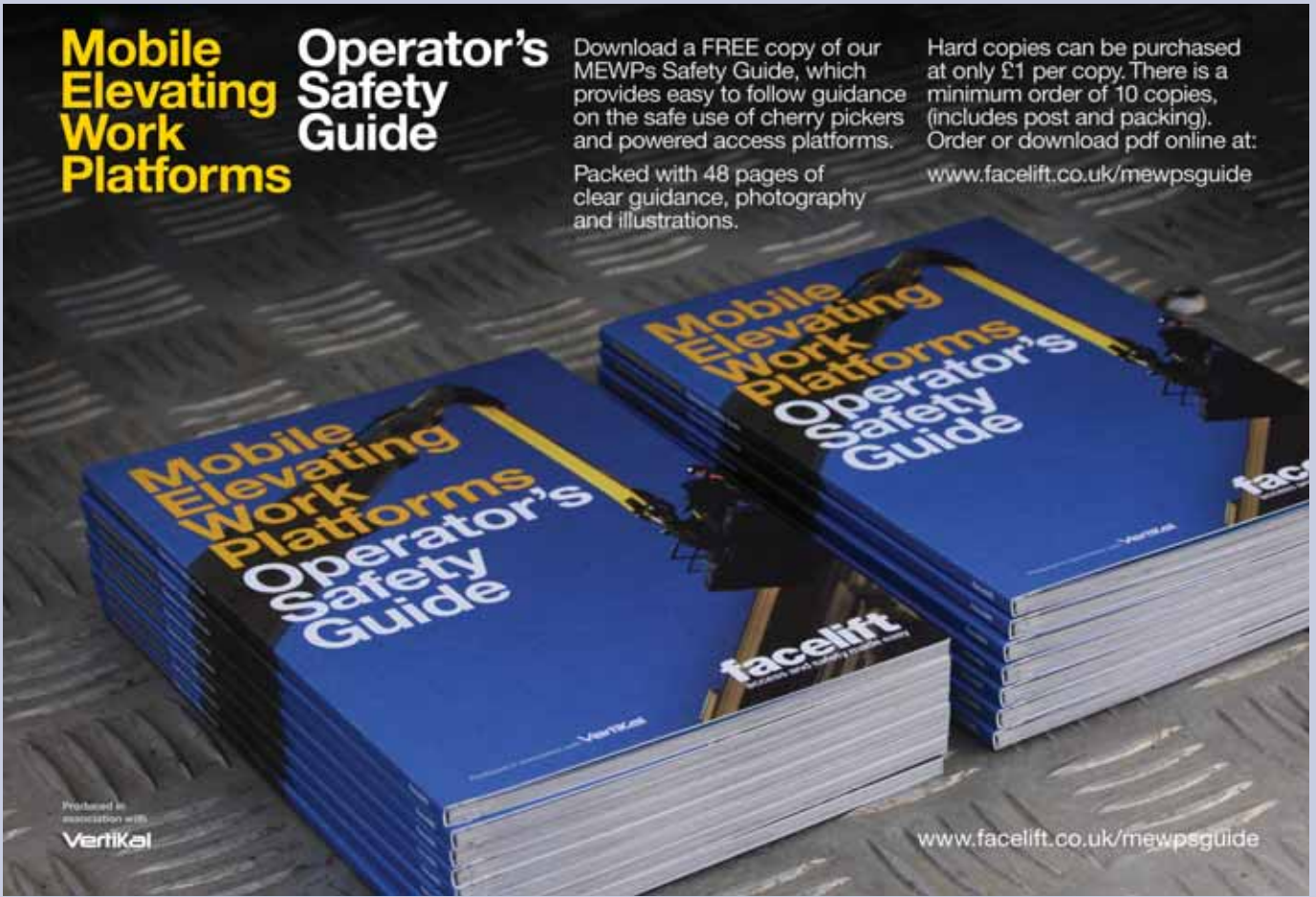
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