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February 2011 Vol. 13 issue 1

Conexpo
guide

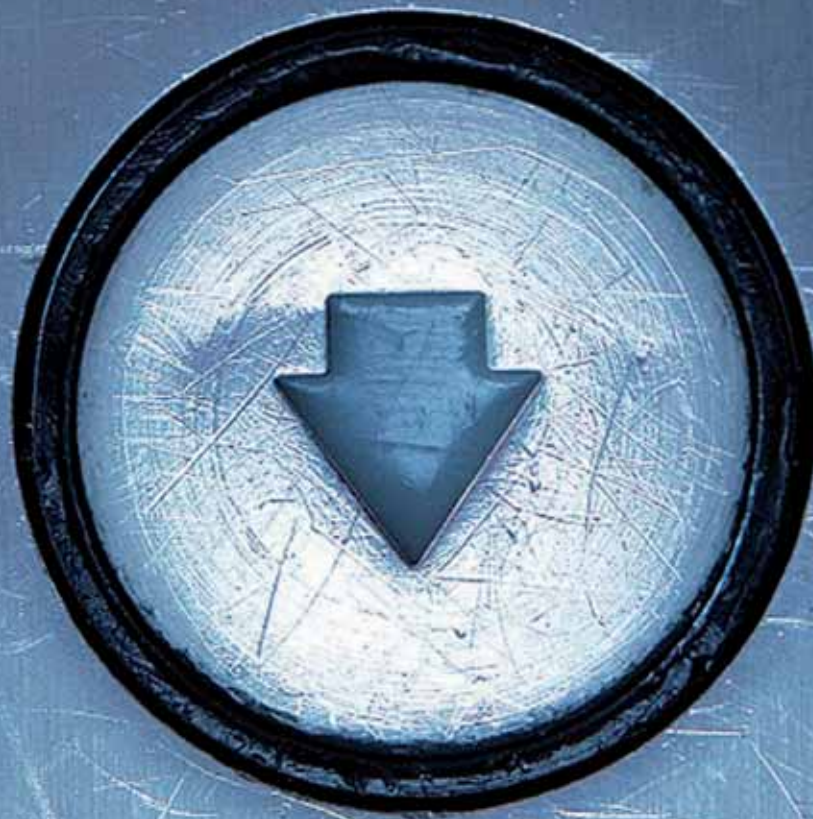
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On the cover:

Leading Austrian crane and access rental company Prangl supplied a mixture of equipment for a stage erection project in Vienna.



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

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

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email: info.vertikal@t-online.de

web: www.vertikal.net

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Austria and Switzerland

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Design & Artwork by:

bp design Ltd.

Tel: 01707 642141

email: studio@bpdesign.info

ISSN: 1467-0852

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The Vertikal Press also publishes:



For users & buyers of lifting equipment

February 2011 Vol. 13 issue 1

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The Vertikal Press Ltd.
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c&a
comment



It's not cricket....

We Brits are all for justice, fair play, supporting the under-dog and competing on a level playing field. And we don't mind queuing either.

However what really aggravates and gets 'Disgusted from Tunbridge Wells' letter-writing pen in hand and really hot under the collar is when someone tries to skirt around or, heaven forbid, flout the system.

Even Mr Bumble in Dickensian England's Oliver Twist thought something was not quite right. Well Mr Bumble – methinks you may be correct – UK law is an ass, particularly when dealing with insolvency.

There are three main issues:

1. Companies repurchasing their own assets at a knock-down price, after filing for administration, and continuing the next day as though nothing has happened.
2. The unfair competition resulting from a failed 'company being given a helping hand to re-enter the market having wiped out its debts.
3. Big administrator fees and weak attempts to get the best deal for creditors.

Early last month a UK crane company was in serious financial trouble. The administration order was applied for on the 13th, administrators appointed soon after and the whole thing sorted by the 24th.

A statement issued by the joint administrator said, and I quote 'Following a review of the business and an extensive marketing exercise, the majority of the business and assets have been sold on Administration to two associated companies....' (one of which was its parent company). I think the last sentence of the paragraph 'As a result of the sale, all 46 jobs have been saved' was added just to make us appreciate what a great job they had done.

Enter Mr Bumble.

Whilst this 'result' may well be within the law, it is patently obvious that it is not 'right'. The only guaranteed winners are the owners of the company that has gone bust – eliminating overnight the debts they have run up – and the administrators who pocket handsome fees/expenses. The secured/preferred creditors also tend to do well – often being repaid in full - while the small creditors the company did its day-to-day business will rarely get anything.

Administrators are appointed to obtain, amongst other things: 'a better realisation of assets than would be possible in a liquidation'. No-one we spoke to - many of whom were interested in all or part of the business - had even heard of the administrator's appointment until after the deal was stuck. Nor was there any attempt to advertise the business or seek offers via the industry media.

So finally, the law is responsible for distorting the market by allowing the 'survival of the weakest'.

The whole process is flawed and is in need of serious review.

Yours

Angry from Towcester.

Mark Darwin

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TVH, Ashtead, Lavendon and the bid that never was

Late January saw a second run at UK rental company Lavendon – owner of Panther, Nationwide Platforms and EPL-Skylift – by TVH, the Belgian-based international fork truck parts supplier. The company had made an offer in late November which it announced through the stock exchange in early December after Lavendon had rejected it. After a period of silence the London Takeover Panel, responding to a request from Lavendon, ruled on January 12th that TVH must either commit to a firm and formal offer for Lavendon by February 8th or drop the approach.

The following day Ashtead – owner of A-Plant and Sunbelt Rentals – surprised everyone by joining TVH in a joint bid in which the two would split the company between them, with Ashtead taking the UK-based business and TVH the overseas operations. Ashtead/TVH put a strict limit of 115p a share on its offer compared to the 111p that TVH had offered in December. It also said that the bid would have to be recommended by the Lavendon board to proceed.

The predictable response from Lavendon – rejecting the offer – came within a few hours. Five days later the two predators announced that they were abandoning their bid and that they had agreed that neither of them will make a lone bid, at least prior to October 18th, without the others agreement.

Lavendon chairman John Standen, commenting on the announcement, said: "I'm delighted that this uncertainty has been removed. We have a clear set of objectives



to enhance shareholder value and Lavendon is very well positioned. With a strengthened board and

supportive shareholders we are looking forward to the future with confidence."

Link-Belt to unveil new telescopic..

Link Belt will unveil an all new 100 tonne telescopic crawler crane – the TCC1100 at Conexpo in March. The third model in its range of telescopic crawler cranes the TCC1100 has, according to the company been designed to be simple, robust and reliable for the general contractor or rental fleet owner.

The company claims that the unit will have lift capacities to rival lattice cranes of a similar nominal capacity. The main boom is full power to 45.7 metres and fabricated from ultra high-strength steels. A 9.4 to 16.7 metre bi-fold lattice swingaway and three metre heavy-duty fly jib are available for extra height. The heavy-duty fly is part of the main extension but can swing and pin into place separately to provide more than 18.1 tonnes of capacity. All extension combinations can offset to 2, 15, 30, and 45 degrees. The TCC1100

has been designed for easy transport and will normally require four truck loads, the main load weighing 40.8 tonnes with an overall width of 3.2 metres by 3.86 metres high. The other three loads all weigh less than 20.2 tonnes. Once onsite, the crane can be quickly self-erected and offers three operational track widths – 3.7 metres, 4.4 metres and 5.8 metres.



..And an All American AT

Link-Belt will also launch a new 250 tonne, five axle American-market All Terrain crane at the show. The ATC-3275 will feature a seven section main boom and bi-fold swingaway extension with over

90 metres on board tip height. Axle spacings and wheelbase have been designed for US roading regulations and the crane features a one-man carrier cab. Details will be released later this month.



Manitou badges more Genies

Manitou and Terex have extended their supply agreement to include British-built Genie slab electric scissors. The original supply agreement launched in April last year covered Genie compact Rough Terrain scissors which Manitou sells as the 100C and 120C.

Genie sells Manitou's mast booms under its own brand as the Genie GR20 and 26J. Manitou has now added the 19ft GS1932, 26ft GS2632 and 32ft GS3246 models to its range as the 78 SEC, 100 SEC and 120 SE respectively. The scissor lifts, built at the Terex plant in Coventry, will replace Manitou units produced in China.



A Manitou 100 SEC scissor lift.

Kimberly acquires High Level Platforms

UK-based powered access and telehandler rental group Kimberly has acquired Poole-based High Level Platforms (Holdings) Ltd the parent company of High Level Platforms of Poole, Dorset for an undisclosed cash consideration. Kimberly says that it intends to operate High Level as an autonomous entity within the group and will include retaining its own identity, management and staff. The group also includes Kimberly Access and 1st Access Rentals.

High Level Platforms has depots at Wareham, Poole and Southampton and is a member of the Access Link. Its owners Phil Ainsworth and wife Julie have retired from the business. David Solomon the current general manager has been appointed managing director and will report directly to Ray Ledger, chairman of Kimberly.

Ledger said: "This important acquisition totally reflects our strategy and follows the acquisition of 1st Access Rentals and Pinnacle Platforms in Scotland last May, both of which have been seamlessly integrated and are performing well above expectations. The deal ticks all the boxes, being well managed,



profitable, financially stable and operating a good quality fleet of equipment with an average age of less than three years. High Level will be encouraged to develop further into a major regional business covering the south coast from Brighton to Plymouth thus linking with the Kimberly Access depots in West and East London."

Kimberly was the seventh largest powered access rental company in the Cranes & Access 2010 Top 30 UK and Ireland rental companies.

JLG cuts back in Maasmechelen

JLG has announced plans to significantly reduce staffing levels – currently 297 – at its Maasmechelen production facility in Belgium. The restructuring, which it says is due to "sustained economic pressures in the European access equipment sector, resulting from the worldwide global economic crisis," is likely to see the departure of 101 shop floor and eight office staff.

A statement from the company said that the order intake for Maasmechelen has been running well below levels of previous years. "Despite strict cost control measures in recent years at JLG Maasmechelen, including temporary unemployment, unpaid leave and a general wage freeze, the plant must consider structural changes to its operation in order to position itself for competitive advantage."

As a result the company has instituted procedures under the so-called 'Renault Act' of 1998 with the Works Council.



Ashtead buys US scaffolder

Ashtead's US subsidiary, Sunbelt Rentals has acquired Empire scaffolding for around \$38 million in cash. A further \$1.5 million in cash may also become payable depending on Empire's profits in the year to 31 August.

Empire provides specialist scaffold rental, erection and dismantlement services to an industrial customer base in the Gulf Coast petrochemical industries. Based in Baton Rouge, Louisiana it operates through seven branches in the states of Louisiana, Texas, Alabama and Tennessee. In the year ending August 2010 Empire reported revenues of \$42 million, with a pre-tax profit of \$4 million. Its gross assets at year end were \$35 million. Empire was founded in late 2001 and quickly expanded to a multi-site operation. It has one of the most experienced scaffold management teams in the country with a number of the managers owning part of the equity.



Bryn Thomas goes under and is reborn

In mid-January UK-based crane rental company Bryn Thomas Crane Hire Ltd appointed Manchester-based BDO as administrator. A statement at the time said that "following a review of the business and an 'extensive marketing exercise', the majority of the business and its assets have been sold on to two associated companies, Bryn Thomas Cranes Ltd and Bryn Thomas Holdings Ltd. All 46 employees at the company have transferred to the new company."

Dermot Power, BDO business restructuring partner, said: "Bryn Thomas Crane Hire Ltd had incurred significant losses following the downturn in the construction sector and under-utilisation of its cranes. These losses were increased by the high finance costs across the fleet."

The new company - Bryn Thomas Cranes Ltd was incorporated in November along with Bryn Thomas Rail Ltd and have the same directors as Bryn Thomas Crane Hire which will now be liquidated. It was listed as a subsidiary of Bryn Thomas Holdings – one of the companies that purchased its assets from the administrator.

Bryn Thomas was founded in 1979 in Flint, North Wales and grew steadily over the years, covering an ever wider territory as the company's fleet expanded and it added larger cranes. In recent years a good deal of its



business came from North West England, including Merseyside. Its largest crane is a 2004 Grove GMK 7450. The company is listed as the 26th largest crane hire company in the UK and Ireland according to the Cranes & Access 2010 survey, with 24 mobile cranes, two mini crawlers and four mobile tower cranes.

New compact Bravi

Italian self-propelled lift manufacturer Bravisol has launched a new, low-level model dubbed the Bravi Lite. In a nutshell it is a lighter, more compact and less expensive Leonardo model with smaller platform and less working height. The fully self propelled Bravi Lite has a 2.2 metre platform height, is 760mm wide, 1.17 metres long and weighs just 398kg. The platform which is similar to a retracted Leonardo at 680mm x 1.15m, has full width saloon-style gates and the same 180kg lift capacity.

The unit also uses the same running gear as the well proven Leonardo, giving the lighter unit excellent performance characteristics. Gradeability is 35 percent a lever raises the front of the lift for high thresholds and break-over points on

loading ramps. Forklift pockets are mounted on top of the chassis which should give it good balance when lifting. A full review can be found on www.vertikal.net - put 'Bravi' in the search box.

The Bravi Lite can travel in virtually any elevator.



Two new 60ft Snorkels

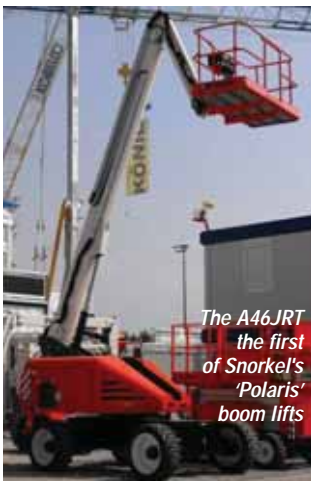
Snorkel is set to unveil two new platforms at Conexpo next month - a 60ft scissor lift and a 62ft articulated boom. The 60ft platform height S6090RT will be the largest scissor the company has ever built and possibly the highest of its kind - a mid duty construction lift. Higher models are available but only of the ultra heavy duty designs from suppliers such as Holland Lift, JLG-Liftlux, HAB and PB.

The new S6090RT features standard twin deck extensions providing a fully extended platform length of 7.3 metres. A 568kg platform capacity, standard auto-levelling hydraulic jacks with a no stabilisers option on the lower height units, which will also feature platform capacities of up to 900kg.

The S6090RT will be the largest unit in what will be a family of four twin-deck, Rough Terrain scissors, the other models will have platform heights of 32ft, 43ft and 52ft.

The second new model is an all-new 62ft articulated Rough Terrain boom lift, the A62JRT - the second unit in the company's 'Polaris' boom family. It shares its chassis and many other components with the first Polaris model introduced at last year's ARA, the 46ft T46JRT straight telescopic boom lift.

The new A62J will replace the current AB62 and will offer 13 metres of outreach and nine metres 'up and over' clearance. A 2.4 metre articulated jib supports a standard 2.4 metre wide platform with three-way entry and 227kg capacity.



The A46JRT the first of Snorkel's 'Polaris' boom lifts

The 238HSL boasts a maximum tip height of 94.5m when fitted with 24.4m fixed jib



New HSL crawler from Link Belt

Link Belt will launch the 238HSL - an all new 137 tonne lattice boomed crawler crane - at Conexpo.

The new crawler fits between the 218 HSL and 298 HSL and is targeted at general contractors for applications such as steel erection, bridge work and pile driving. Main features of the 238 HSL include a 15.2 to 79.2 metre main boom and a fixed jib option with 27 tonne lift capacity and lengths from 9.1 to 24.4 metres. Maximum tip height/boom jib combination is 94.5 metres.

A luffing jib will be available later.

The boom includes a new base and tip section, while all intermediate extensions are Hylab 5 sections. The crane has folding upper guardrails, full-length right and left catwalks with grab handles, a rear-view high-resolution camera and a colour information screen in the cab. Power is supplied by an Isuzu 6HK1 engine with interim Tier IV Diesel Particulate Filter. The seven piece modular counterweight totals 50 tonnes and features a remote control removal system. When stripped the main structure with self-erection equipment weighs less than 40 tonnes.

JLG launches the 340AJ

JLG has officially launched the 34ft platform height 340AJ Rough Terrain articulated boom lift shown first as a prototype at SAIE in October. The quirky new unit is designed to be lighter and easier transport and to offer significantly lower running costs than large RT boom lifts. See 'Small booms save costs' feature on page 17.



The JLG 340AJ



The new Genie scissors

New Genie RT69 scissors

Genie is introducing three new compact Rough Terrain scissors - the 2669RT, 3369RT and 4069RT. The new range features an oscillating front axle and increased power. The entire RT69 family has up to 30 percent more engine power, increased platform work space, a simplified link stack and the ability to drive at full height.

Cramo moves into Germany

Finnish-based international rental company Cramo has acquired Thiesen Baumaschinen with locations in Germany, Austria, Switzerland and Hungary. Cramo is paying Thiesen's owner Arrex Beteiligungs GmbH around €85 million for all the shares in the privately held company. The purchase price comprises €40 million in cash plus €7 million in new Cramo shares.

Cramo will also assume Thiesen's debt and leasing liabilities of around €38 million, using existing long-term credit facilities to finance the transaction.

Thiesen claims to be one of the top three rental companies in Germany with a mixed fleet of earthmoving, access equipment, telehandlers and tools. In addition to rental the company operates a small sales operation.

Around 90 percent of its revenues are generated in Germany, where it has 90 depots, with the rest from nine depots in Austria, three in Switzerland and one in Hungary. It employs 274 and generated revenues of €85.7million with an EBIT of €3 million in 2009.

Alexander Renner of Thiesen and Vesa Koivula of Cramo on completion of the deal



Planning saves the day

A strong risk assessment coupled with good planning and a sharp operator recently saved a big crawler crane from tipping on a German wind farm.

The LTR11200 travels between turbines



The crane, a 1,200 tonne Liebherr LTR11200 telescopic belonging to Karl Hartinger Kranbetrieb of Rimbeck-Warburg in Germany, was working on a new wind farm near Wiesmoor in Eastern Friesland, located on moorland with a peat bog substrate. The crane, which features a narrow-track option specifically for such wind farm work, had completed one turbine and was travelling fully equipped to the next when the ground beneath the road started to subside.

With an all up weight of 415 tonnes and applying a ground pressure of 16.5 tonnes/metre, the crane began to move as planned. But then the tracks began to dig deeper and deeper into the sides of the road with large cracks opening up in the space between the two crawler tracks. One side of the road was clearly softer than the other causing the crane to list dangerously. It was clear to the operator that the speed of the tilt would only gain momentum if left. Fortunately the Hartinger team had highlighted this as a potential risk when planning the job and were travelling with the outrigger beams spread in their star formation and the jacks partially extended with mats chained to the outrigger pads.

The operator, Burkhardt Hartinger, the company's junior chief executive who had been operating the crane with its

remote controller, followed the contingency plan to stabilise the crane and then right it.

In order to level the crane the jacks which had by now come into contact with the ground, had to be raised to allow further cribbing to be placed under mats. This was probably the most critical part of the exercise. However all went well and the crane was soon levelled and stabilised. The crew then removed the lattice boom extensions and 80 tonnes of counterweight which proved sufficient to get the crane moving again.

In the end the LTR11200 was on its way just three hours after it had started to tip. The turbines on this site are around 500 metres apart and the LTR11200 normally takes three to four hours from completing one turbine to starting the next.



The Liebherr LTR11200 lifts the 51 tonne blade star element at 18 metres radius to a height of 108 metres.



The crane is levelled again

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More Kobelco crawlers for Mammoet

International heavy lift company Mammoet has ordered a further 24 Kobelco crawler cranes adding to its initial five unit order placed at Bauma last year.

The first order was for five 250 tonne CKE2500-2 for operations in Brazil, Sakhalin and Middle East. Mammoet has increased this order to 23 units and added six, 180 tonne CKE1800, bringing the total number of Kobelco crawler cranes ordered in the past year to 29.

The latest cranes are scheduled for a number of projects, with seven CKE2500-2s heading for the massive Gorgon off-shore LNG project in Western Australia, while three others - fitted with tilt-cab, 91 metre main boom and 61 metre luffing jib - are destined for The Netherlands.

Jan van Seumeren Jr, Mammoet's chief technical officer said: "The reliability and capacity were the key factors in deciding to buy

The first five of a total of seven 250 tonne Kobelco CKE2500-2s being commissioned to work on the Gorgon LNG project in Western Australia.



another 23 units of the CKE2500-2 for our worldwide operations."

Mammoet ordered the very first Kobelco CKE2500 in 2000, the CKE2500-2 came along in 2005 and Kobelco says that to date more than 800, CKE2500s have been delivered worldwide, making it one of the best-selling crawler cranes on the market.

CEA to go ahead with show

The UK's Construction Equipment Association (CEA) has confirmed plans to organise a new biennial equipment show, Plantworx, filling the void left by the closure of SED. The first show will be held at Stoneleigh Park, Warwickshire in May 2013.



The CEA's aim is to promote site equipment digging and demonstrations along the lines of the original SED. Key sectors will include groundworks, earthmoving, civil engineering, compaction, cutting and demolition.

CEA chief executive Rob Oliver said: "Plantworx is the CEA's response to our members' enthusiasm for a new event which will give them a solid return for their marketing investment. We plan to be responsive to both exhibitor and visitor requirements. This is an exciting project for us as a large number of leading companies have already pledged their support."

Ramirent acquires Danish rental Company

Finnish-based Ramirent has acquired the assets of Jydsk Materiel Udlejning, an access rental company located operating from two outlets in Herning and Holstebro, Denmark. The business will contribute around €1.5 million in annual revenues to the group's Danish subsidiary. Owner, Peter Korsholm Jeppesen will remain with the company.



Palfinger Marine's new heavy duty foldable PFM marine crane

First heavy duty marine crane for Palfinger

Palfinger Marine has designed its first 'heavy-duty foldable' marine crane for one of the world's state-of-the-art research ships. The PFM range is aimed at the large marine crane sector having a load moment of up to 350 metre/tonnes and the ability to combine different marine-specific winches.

The crane was delivered in December by Palfinger's Japanese dealer, Sekigahara Seisakusho to the Japan Oil, Gas and Metals National Corporation, which has partnered with Mitsubishi Heavy Industries to build a scientific research ship to development maritime resources in Japan's coastal areas. There is special interest in researching the mineral deposits and gas hydrates on the sea bed in order to make them usable as energy sources of the future.

Five different Palfinger marine cranes will be installed on the ship to lift and move measuring instruments and equipment. "Designing a crane of this size meant a totally new development," said Johannes Lindenbauer, head of sales for Palfinger Marine cranes. "Developing a special extension boom system which features a knuckle boom and a telescopic outreach of up to 21 metres was a particular challenge."

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New Hydra platform

Terex road equipment has launched its smallest truck-mounted under-bridge inspection platform to date - the Hydra HPT 11/38 - which uses a similar superstructure to its HP trailer mounted under-bridge units. Weighing 11.8 tonnes (26,000lbs) fully equipped, the vehicle can be driven on a regular state driving licence in the USA, rather than a Commercial Driving Licence. The HPT 11/38 features an 11.5 metre long telescopic platform, with 450kg maximum capacity. The platform can be lowered to 4.8 metres below ground level and features 180 degrees of rotation. The scissor-type separation device allows the vertical tower to be extended up to 1.8 metres from the edge of the truck. The superstructure functions are powered by an 18hp petrol/gas engine in order to save fuel compared to the truck engine. Terex claims that the new unit takes just five minutes to set up and fully deploy.



The new Terex Hydra HPT 11/38 truck-mounted under-bridge inspection platform



JLG announces EN15000 solution

JLG has announced that it is equipping its CE marked telehandler range with a 'patent pending' progressive overload device in order to fully comply with EN15000:2008. The standard requires a longitudinal load moment system complete with motion cut-outs to prevent both static and dynamic overloading.

The new system monitors the loading of the rear axle to determine forward stability. When the system senses the rear axle is getting 'light' the operator is informed via a display in the cab and the lift and telescope-out function are restricted in speed and if necessary cut altogether, forcing the operator to retract or lower the boom.

On machines that frequently use buckets - usually with lift heights of 10 metres or less - the overload function is deactivated while the unit is in travel mode, allowing it to be used dynamically for breaking-out bulk material. Brian Boeckman, JLG's global director product management for telehandlers said:

"Significant effort has gone into the design of this system to ensure minimal impact on machine productivity."



Waste Recycling crane from Palfinger

Palfinger has launched a new loader crane specifically aimed at the waste recycling sector. The 22.1 tonne/metre PK 23501-W will be mainly used for emptying recycling containers such as those used for glass and paper, particularly when installed below ground level.

The PK 23501-W is mounted behind the cab with the boom stowing on top of the compactor unit. The boom system features fully enclosed telescopic cylinders and a clearance height to match the height of the compactor.

The main four section boom is mounted alongside the knuckle in order to reduce overall stowed length, while optimising the hook height. In spite of the unusual configuration, maximum radius is a healthy 10.2 metres. The crane was designed for the Dutch market but is now being rolled out across Europe.



Engineer liable for crane collapse

Singapore's High Court has held a structural/mechanical engineer liable in a civil suit over the collapse of a tower crane that killed three people at the National University of Singapore in February 2008. Engineer Tan Juay Pah - who is also an authorised crane inspector - will have to pay damages to crane supplier Lee Tong Boon, who in turn has to compensate the main contractor Kimly Construction. The investigation following the collapse revealed defects in the tower foundation anchors which should have been picked up prior to erection.

Kimly sued Lee Tong Boon for s\$500,000 (\$391,000). The victims families each received s\$111,000 (\$87,000) in compensation. The accident stopped work on the site for 25 days while the investigation was carried out. Lee Tong Boon successfully argued that if he should lose the claim then Tan should be liable for paying the fine. Justice Tay Yong Kwang, said: "It is clear in the documents that Mr Tan endorsed the checklist for the inspection and testing of the tower crane under the relevant regulations, even if he did not have the opportunity to inspect the mast anchors before the erection of the crane took place."

Tan had been hired by the crane's owner - Lee - to assess its suitability for the job. In November 2006 he conducted a load test and certified it fit for use and that its critical parts had been checked and found to be sound. A year later when the crane was due to be erected at the university, he was employed again to check and certify it, which he did.

In his defence Tan claimed that the evidence was unreliable and did not establish a case in law. He also blamed the engineer hired to design and supervise the building of the crane foundation and the company that erected and maintained it. Those claims were dismissed with costs. Tan is considering an appeal while Lee faces criminal charges in relation to the accident.

First Comansa cranes in India



One of the four Comansa Jie cranes at Marwa power station

Comansa has delivered its first four tower cranes in India. The cranes, built by the group's Chinese joint venture Comansa Jie, were sold to BGR Energy Systems which specialises in the design and construction of

power stations. It purchased the four 21CJ290-18 tonne flat top cranes specifically for the erection of four massive cooling towers on two power plant projects.

Palfinger up 29%

Austrian-based loader crane and truck mounted lift manufacturer Palfinger has issued a preliminary statement indicating a 29 percent rise in revenues and a strong recovery in profitability.

Estimated revenues will be €650 million, EBIT is expected to be around €35 million compared to a loss last year of €5 million. It anticipates a further 20 percent growth in 2011.



Harsco Infrastructure slips 8%

Harsco Infrastructure – previously SGB, Hünnebeck and Patent – saw revenues fall by eight percent in the fourth quarter and 11 percent for the year. Fourth quarter revenues were \$265 million with an operating loss of \$98.9 million. For the year as a whole the division posted revenues of \$1.03 billion with a loss of \$145.3 million, compared to a profit last year of \$68.4 million.

Orders jump 52% at Cargotec



Cargotec - owner of Hiab loader cranes and Kalmar reach stackers - saw order intake for its Industrial and Terminal division jump 52 percent in the fourth quarter.

Full year revenues of €1.53 billion were down three percent on 2009, while order intake improved 34 percent to €1.69 billion. Operating income was €37.1 million compared to a loss in 2009 of €10.3 million. The company expects revenue growth in 2011 of 10 percent.

Manitowoc returns to growth

Manitowoc Crane has reported its full year results which show a return to growth in the fourth quarter. Revenues for the quarter were up 2.3 percent on last year to \$491.4 million, while order intake climbed 28 percent to \$572 million.

Revenues for the full year were down 23 percent to \$1.75 billion, while operating profit was \$89.7 million

compared to \$145 in 2009. However profits in the fourth quarter were \$30.4 million up 66 percent on 2009.



Manitou up 35%

Manitou has issued a trading statement that shows fourth quarter revenues grew 35 percent on strong order intake. Total revenues for the year were €838.3 million, an increase of 23 percent on 2009 of which telehandler and RT fork trucks sales were up 21 percent to €586 million. All regions showed growth, with the strongest coming from North America.

JLG lift sales climb sharply

JLG's has posted its first fiscal quarter results which show revenues overall falling 56 percent, due to the ending of some inter-company defence work.

Sales of aerial lifts and telehandlers climbed 30 percent to \$290.6 million while the company's order book more than tripled. The completion of the subcontract business along with planned restructuring costs caused the business to slip into negative territory with an operating loss of \$16.7 million, compared to a profit last year of \$13.3 million.

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Haulotte has appointed **Bernie Duque** as vice president of aerial work platforms for North America.



Bernie Duque

UK-based **Midland Truck Mounts** has bought its first ever new platform – a **Multitel MX225**.

Access Parts & Hire UK laid off its staff at the end of January and closed its Oswestry location.

Scottish crane hirer **Weldex** has made it into the UK 100 fastest growing private equity supported companies.

Tower crane specialist **Wolffkran** has opened a new full service operation in Lund, southern Sweden.

Italian-based truck mounted lift manufacturer **Socage** has appointed **Exan** as its dealer in Estonia.

Irish-based lifting and wind power specialist **McNally/Windhoist** has taken delivery of a 750 tonne **Liebherr LG1750**.

German-based **Wemo-tec** has opened a UK rental operation for under-bridge inspection equipment.



Wemo-tec

US-based association **AEM** has issued a new safety manual for knuckle-boom log loaders.

US-based **United Rentals** has full year and fourth quarter 2010 results which show improving rates and utilisation.

Italian platform manufacturer **Socage** has reported revenues up 55 percent in 2010.

Terex Cranes displayed a Terex **Changjiang LT 1070/1** truck crane on its stand at BC India earlier this month.

Temporary roadway supplier, **TPA**, has ordered fifteen new trucks equipped with **Atlas** loader cranes.

James I. Scheiner, a director of **Harsco** since 1995, passed away aged 65.

Skyjack, owner **Linamar**, has purchased three component plants in France from the **Famer Group**.

UK-based **London Tower Service – LTS** – has taken delivery of two new 26 tonne **Scania** delivery trucks.

German tower crane specialist **Wolffkran** has sold 44 tower cranes for work in Mecca.

Niftylift has appointed **Modern (Singapore) Access & Equipments** as its dealer for Singapore.

UK-based **Caledonian Plant Maintenance/Access** has entered liquidation - its owner has started again under a new name.

Tanfield, owner of **Snorkel** aerial work platforms, has issued a brief trading update for 2010 showing flat numbers.

Donna Wells previously of UK based **Zenith Aerial Platforms** has joined **Blade Access Specialists**.



Donna Wells

Canadian-based crane dealer **Strongco** has completed its rights issue raising a net \$7.86 million.

Florida-based **Ring Power Crane** has appointed **Keith Summerlin** as its used crane manager.

Cargotec, owner of **Hiab** and **Kalmar**, has acquired **Navis**, a US-based terminal operator systems provider.

Caterpillar has reported full year results which show a 62% rise in fourth quarter revenues.

Sleator Plant has delivered a number of **Genie** booms and scissors to **Baloo Hire Centres**, Northern Ireland.

US-based **Maximum Capacity Media**, publisher of **Lift and Access** and **Crane Hot Line** has promoted **Mark Bridger** to publisher.



Mark Bridger

OSHA has settled with **MMR Contractors** and **Fluor** over the dismissal of an employee who raised crane safety concerns.

UK scaffolder **NSG** has increased revenues by 10% in 2010 and sees a positive upward trend.

Dutch-based rental company **Eyke Hogendoorn Crane & Rental** has changed its name to **Arentis**.

Loxam has opened its first location in Morocco in partnership with **Stokvis** an equipment distributor.

Finnish-based access equipment manufacturer **Dinolift** has appointed **Karin Nars** as its new managing director.



Karin Nars

German crane manufacturer **Sennebogen** has appointed **GMMCO** as its sales and service partner in India.

Ashtead has announced that **Brendan Horgan** has replaced **Joe Phelan** as CEO of **Sunbelt Rentals**.

Hertz Equipment Rental has announced the departure of its president **Gerry Plescia**. **Mark Frissora** will take over temporarily.

Skako lift has appointed **Carlsson & Co** of Falkenberg, south Sweden as a new dealer in Sweden.

Suspended platform specialist **Spider** has appointed **John Carmichael** as district sales rep for New York City.

Palfinger has launched a new crane specifically aimed at the waste recycling sector.

Waukesha, Wisconsin-based **Dueco** has been appointed as a **Fassi** crane dealer to the utility industry.

Kentucky-based **Bramco** has appointed **Gary Hirsch** as vice president of its Crane Division.



Gary Hirsch

The administrators of **Bryn Thomas Crane hire** have confirmed that the business has been sold to its directors.

Italian rental company **Nacanco** has opened two new depots and added **Genie** mast booms to its fleet.

Tanfield has announced the departure of director **Geoff Allison** and the issue of new share options for directors.

Skako, owner of **Denka** and **Falck Schmidt**, has appointed **Eurolev Verticale Solution** as its distributor for France.

German-based port and overhead crane manufacturer **Demag** has formed an alliance with the **Weihua Group**.

Brazilian-based access specialist **Mills** has confirmed the purchase of a 25 percent stake in scaffold contractor **Rohr**.

Renzo Pagliero has been elected president of the powered access sector of **AFNIA**, the Italian Automotive Association.



Renzo Pagliero

Terex has appointed five regional 'distributors' in the UK for the **Genie** aluminium and trailer lift ranges.

Hoist and mastclimber manufacturer **Alimak-Hek** has appointed **Cornelis Jour** as a regional sales manager.

Mammoet, the Dutch based heavy lift company, has acquired the 50% share of **KR Wind** that it does not already own.

Bigge Crane and Rigging has opened its new Gulf Coast headquarters.

Siemens and Associated British Ports have announced a joint work agreement in for the Port of Hull.

Finnish-based international rental company **Ramirent** has appointed **Bjorn Larsen** as to head its Norwegian business.



Bjorn Larsen

Bernard Hunter of Edinburgh, Scotland has taken delivery of the UK's first 100 tonne **Liebherr LTM 1100-4.2** All Terrain crane.

The first **Intermat Middle East** will be held in Abu Dhabi from 28th to 30th March 2011.

Manitowoc has appointed **Scott Keckler** as vice president Crane Care, Americas.



Scott Keckler

US-based **Acme Lift**, which claims to be the world's largest re-rental company has completed a \$77 million recapitalisation.

A new Lexus advert in the USA shows a **Tadano** crane lifting five cars in a chain to demonstrate chassis strength.

Terex has completed the redemption of its 7-3/8 percent Senior Subordinated Notes due in 2014.

Finnish-based **Konecranes** has acquired **Gruas Koman Limitada**, its former licensee in Santiago, Chile.

UK-based rental company **Chippindale Plant** has ordered 25 **Manitou** telehandlers.

A **CEN** project to determine if current scissor lifts comply with **EN280** has got underway in four EU countries.

Dutch transport trailer manufacturer **Nooteboom** has supplied two new semi low-loaders to UK based **AFI**.

Arizona-based re-rental specialist **Acme Lift**, has appointed **Steve Nadelman** as president and chief operating officer.



Steve Nadelman

UK-based **Independent Parts & Service** has relocated to larger premises to keep pace with growing demand.

Rusty Kaylor of **Alliance Rental** has acquired **Interstate Aerials southern**, from the **New Jersey rental company**.

The **Crane Industry Council of Australia (CICA)** has launched a voluntary accident reporting scheme for cranes.

Italian-based truck mounted lift manufacturer **Isoli** has appointed **Statech** as its distributor for the Czech Republic.

Chinese aerial lift manufacturer **Dingli** has moved into Australia and established **Dingli Australia**.

Manitowoc has appointed **Gilberto Ferreira** as director of **EnCore**, the company's remanufacturing programme for the Americas.

IPAF has 'flagged' the fact that the late **Nigel Pargetter** in the British radio drama **The Archers** should have used a **MEWP**.

Hamburg-based **AFI GmbH** has appointed an administrator under Germany's insolvency laws.

UK rental company **Hewden** has announced a £20 million investment in new construction equipment.

Cargotec has received an order from the port of Carfagna for 24 rubber tyred gantry and two ship to shore cranes.

JCB has appointed **Evansville**, Indiana based **Black Equipment** as a new dealer for parts of Indiana and Kentucky.



Gil Male

IPAF technical officer **Gil Male** is retiring this year and the federation is looking for a replacement.

Snorkel has appointed **Vibro Tech**, a division of **Interprima**, as its distributor for Romania.

Auctioneers **Ritchie Bros** achieved a new record for crane sales last year, selling 1,870 cranes to 1,350 buyers from 63 countries.

Irish-based rental company **Dromad Hire** has purchased a number of **Hinowa** spider lifts.

Tadano is expanding its operations in Central and South America, opening an office in Panama and an assembly facility in Brazil.

Italian-based truck mounted lift manufacturer **Isoli**, has appointed **SHN** of Wroclaw as its distributor for Poland.

UK-based parts specialist **Davis Access** has added battery chargers to its controller and electrical component rebuild services.

The **UK Health & Safety Executive** has issued a warning regarding the oscillating axle interlock on **JLG 400/500RTS** models.

UK-based **Crowland cranes** has purchased a new 220 tonne **Tadano-Faun ATF220G-5**, its largest crane.



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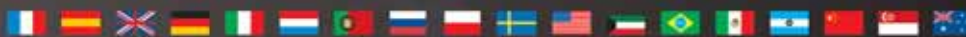
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Small booms save costs

JLG has been very busy recently. Not only is it the first of the access majors to dip its toe into the spider lift market - albeit with a badged Hinowa - but it has also launched the largest self-propelled telescopic boom to date - the 150ft 1500SJ - and at the other end of the size scale its smallest non-industrial articulated boom so far, the 340AJ.

For JLG, the 34ft 340AJ takes the company into a new market, or it can be argued it even creates a new sub-sector. 12 metre working height articulated booms are not new of course. In addition to a slew of industrial type products from the major manufacturers, there are some significant players in the lighter general purpose market - particularly in Europe where Niftylift and Snorkel (UpRight) have sold large numbers of their low overall weight, relatively narrow products for many years.

Nifty is the leader here with its HR12 which is available in narrow, wider and 4x4 versions with diesel

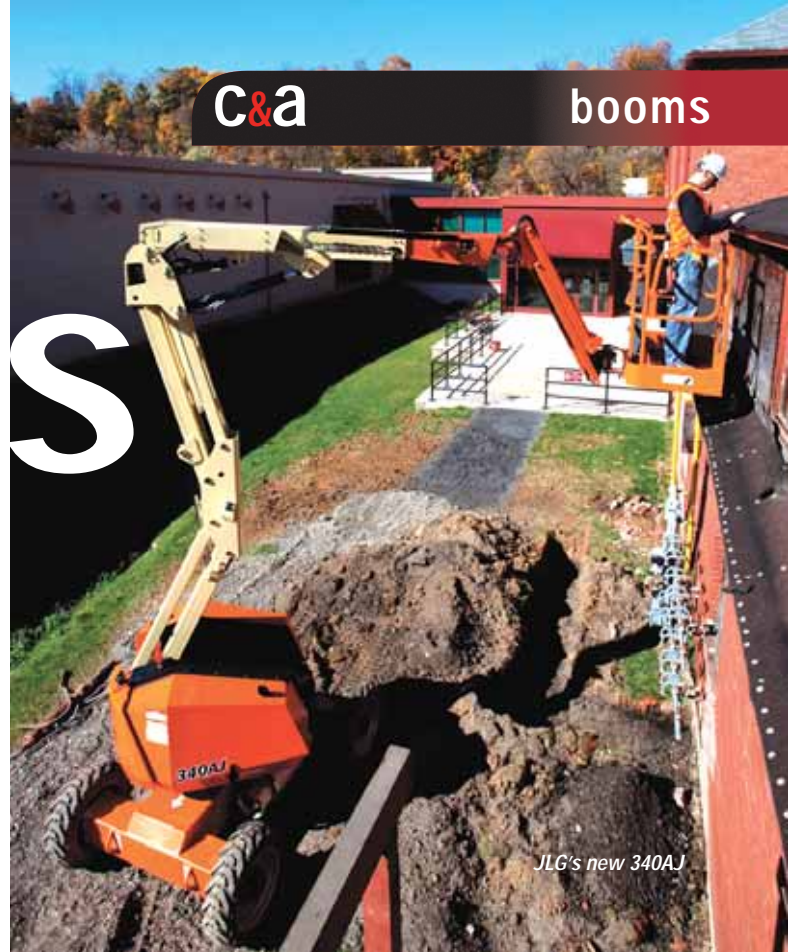
of Bi-Energy power packs. The success of this product is without question down to its versatility and return on investment. A bi-energy power pack allows it to go out as an electric or a diesel boom while its attractive price, low cost of ownership, ease of transport and solid reputation for reliability make it a winner for rental companies in financial terms.

The ATN dimension

Recent entrant to the market was ATN - a neighbour of JLG's Toucan plant in Tonneins, France - adding a new dimension to the market with the 2009 launch of its Zebra 12R, a high ground clearance product with



The ATN Zebra 12 has class-leading outreach



JLG's new 340AJ

articulated jib and an amazing eight metres of outreach. The downside though is that it weighs more than five tonnes and thus comes close in weight to the industrial-type boom lifts such as Genie's 30/22 - 34/22 ranges and JLG's own E300.

Airo with its A12E and 12ED. However they have yet to gain a following on the international stage. The fact is that the mainstream market in North America tends to go for 40ft straight booms or 45ft articulated booms, only going

Market leader in this sector is Niftylift with its HR12



Both Nifty and UpRight - now Snorkel - have been surprised over the years that in spite of the growing popularity of a compact, lightweight, 12 metre self-propelled boom, none of the big high-volume boom producers chose to adopt the concept and introduce a direct competitor. That is not to say there is no competition. Spanish-based manufacturer Matilsa produces a very good product that spec for spec goes head to head with the Snorkel, as does Italian producer

smaller for the narrow industrial booms and then largely for niche applications. Genie has a 34ft 4x4 boom as does Haulotte but their designs reflect their industrial ancestry and are well over five tonnes. The odd thing is that one of the first articulated boom products on the market back in the early 1980's was a 30ft Genie, which sold well but was overtaken by the company's 45/22 (which morphed into the 45/25) particularly after an RT version was added in the late

1980's. The problem with products that are essentially smaller versions of 45ft booms is that they use the same number of hydraulic cylinders, motors, wheels and other components which can mean that the production cost differential is not great enough to persuade rental buyers to switch or for the manufacturer to make a decent margin. However with rising fuel costs there can be operational savings that now make the concept an attractive proposition.

Cutting the costs

When JLG looked at this market it says that its main design goals were to reduce rental customer operating and transportation costs, as well as filling a gap at the lower end of its AJ range (the next largest diesel boom is the 45ft, 450AJ). One of key criteria towards achieving this was its target to get three machines on the back of a standard flatbed or into a 40ft shipping container. This can be achieved with the 340AJ by raising the boom slightly and tucking the jib under. With jib stowed the normal 5.52 metre overall length is reduced to just under four metres. Given the lengths of the Niftylift HR12 and Snorkel A38E – both just over four metres - it is also possible with careful loading to ship three units within a 40ft container or truck bed. By comparison a typical 45ft boom with jib is 6.5 metres long and even two can be a struggle.

The JLG 340AJ is really a 'cross-category' machine (along with the ATN) in that it combines most of the features of the 45ft 4x4 boom lifts – including a superstructure mounted engine - with dimensions that are much closer to the 12 metre Nifty-style of boom lift. As a result it does not come out as the



Matilsa Parma 13E



An older Genie Z45/22

34ft class leader on many specification points, but does do well overall. It can boast the best up and over height of any unit under five tonnes, thanks to its dual riser compared to single risers on the rest, has the best gradeability, one of the best working envelope's thanks to its articulated jib and it is the shortest when stowed.

Overall weight at 4,400kg is almost two tonnes lighter than its 45ft cousin, but a tonne heavier than the 4x4 Niftylift HR12. JLG currently only has plans to launch a single model while Nifty is able to offer all manner of power options as well as a narrower chassis. JLG though is going for the general construction market in North America and as such this machine will be seen as a real alternative to 45ft booms, while many US rental companies still 'don't get' the Nifty concept. The big question is what impact will it have in Europe?

JLG does of course have a range of electric articulated booms - as does Genie. In addition to its industrial E300 it offers a narrow and not so narrow 40ft version of its E450 but they weigh almost six tonnes.

Snorkelfied version

If JLG manages to shift the 12 metre focus away from the electric/bi-energy 1.5 metre wide models, which was Nifty's starting point, to real Rough Terrain booms, Snorkel may be the one that will find itself struggling the most to



An UpRight AB38

compete. It's A38E – a Snorkelfied version of the UpRight AB38 - while highly popular for its light weight, compact dimensions, manoeuvrability and good return on investment, is not by any measure a Rough Terrain boom, in spite of its strong gradeability. ATN might gain from any additional interest in the 12 metre working height Rough Terrain booms and it is worth pointing out that ATN is owned by Daniel Duclos of French rental company Access Industrie who has a strong nose for new trends and what the rental company customer really wants. Perhaps his ATN Zebra was just ahead of its time?

Cleaner power

Additional features and demands that are now creeping into the market include cleaner emissions. Niftylift has led the way here with its Hybrid technology. Although not yet available on the HR12, if there is demand and it can be done, you can be sure that Nifty will do it. The JLG 340AJ uses a tier 4 Kubota diesel which is cleaner and more efficient than most and will provide significant fuel economy over its



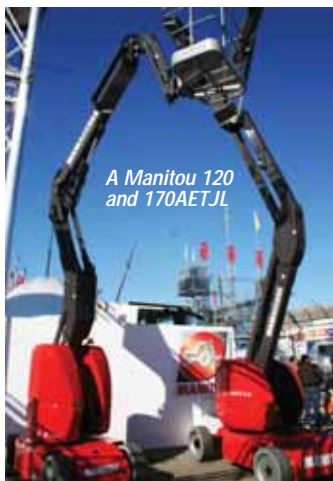
JLG 340AJ



Snorkel A38E



Airo A12



A Manitou 120 and 170AETJL

	ATN Zebra 12	JLG 340AJ	Niftylift HR12	Snorkel A38E	Genie Z34/22	Manitou 120AETJL	Haulotte HA120PX
Working height	12.2m	12.31m	12.2m	13.5	12.52m	11.95m	12.4m
Platform height	10.2m	10.31m	10.2m	11.5m	10.52m	9.95m	10.4m
Outreach to platform edge	8 m	6.06m	5.6m	5.6m	6.78m	6.27m	6.1m
Up and over height	4.42m	5.18m	4.2m	5.0m	4.57m	4.77m	5.7m
Slew degrees	356	355	360	365	355	355	350
Width	1.94m	1.93m	1.6m	1.5m	1.47m	1.5m	1.9m
Stow Height	2.11m	2.0m	1.95m	2.0m	2.0m	1.99m	2.2m
Length	4.5/6.05	3.98/5.52	4.1	4.04	4.19/5.72	3.93/5.52	5.7m
Weight	5,150 kg	4,400kg	3,330kg	3,850kg	5,171kg	5,050kg	5,620kg
Max speed mph	3.7	3.1		2.5	4.0	3.1	3.1
Turning radius O/S	4.1m	3.96m	3.4m	2.4m	4.1m	3.96m	3.85m
Capacity	230kg	227kg	200kg	215kg	227kg	200kg	230kg
Platform size	1.45 x 0.8	1.22 x 0.76	1.1 x 0.65	1.2 x 0.6	1.42 x 0.76	1.2 x 0.96	1.5x0.8
Gradeability	45%	45%	30%	36%	35%	31%	45%
Drive	4x4	4x4	4x4	4x2	4x4	4x2	4x4
Jib	Yes	Yes	No	No	Yes	Yes	Yes

existing 45ft booms - something contractors are increasingly looking for.

Another neat feature on the new JLG which could be a significant cost saver for rental companies is an LED fuel gauge which shuts the engine down when the tank reaches around six litres - just over 10 percent of capacity - and allows the operator one more re-start to refuel before shutting the machine. This should help prevent users getting stuck when the machine runs out of fuel and the need to bleed the fuel system after filling up from empty. However, if machine handovers are not conducted properly and users ignore or are unaware of the warning cut-out, this could prove to be an irritant - although no worse than running out of fuel if you were to carry on working.



Iteco IT100E

will gain in others from the performance features it adopts from 45ft booms. With rental rates on 45 foot articulated booms at less than commercial levels, combined with the fact that many users do not really require anything more than 12 metres working height, it could prove to be a winner but much will depend on where the company pitches the price.

The chart on page 18 shows how the machines that we have been discussing compare along with the 34ft offerings from Genie and Manitou.



Genie Z30/22

All down to price?

Success in the 12 metre 'lightweight' boom sector, at least until now, has required low overall weight, compact dimensions, easy to use controls, quick functions and most importantly of all first class reliability at a price that offers clear value.

JLG may suffer in some markets such as the UK, from the lack of a bi-energy power pack option, but



Haulotte HA 120

The dustbins

When looking at 10 or 12 metre working height boom lifts you can't ignore the narrow and ultra narrow industrial boom lifts, sometimes referred to as 'wheeled dustbins' thanks to their almost round, high superstructure designs - necessary for the ultra narrow overall widths of the smallest units. Dimensionally the most compact of them are only marginally wider than a mast boom, but thanks to their telescopic booms and articulating jib they offer significantly more outreach of course - up to 6.5 metres in some cases. Most of them now offer 180 degrees of jib rotation in addition to 140 degrees of articulation. The downside of these units is of course their weight - coming in between six and seven tonnes - and ground clearance.

Genie has the widest range in this category with 30ft and 34ft models with electric and Bi-energy versions. Although the wider 34 models have evolved into products that are closer to the new JLG with lower wider superstructures and more ground clearance. Other participants include JLG with its E300N - which it revamped and improved substantially in 2010, although it looks the same and carries the same model nomenclature as its predecessor.

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**cranes
& access**

Manitou produces a very good model in this category, the 120AETJ Compact which is just 1.2 metres wide but boasts 6.5 metres of outreach and 180 degree rotating jib. Italian based Iteco is the latest company to enter this market which remains very much a niche sector, with its IT100E shown at last year's Bauma in April.

The future?

The challenge for most rental companies is to source machines that cater to customers specialist needs but are also versatile enough to cover as wide a range of applications and customer types as possible and of course be economical to run. The Niftylift does this well with its wide power and chassis choices. Haulotte, Genie and JLG have covered the different applications with a wide range of different models within the same range. How the market develops from here is anyone's guess, but one thing is for sure, manufacturers will come under increasing pressure to introduce new models that are less costly to run and that can make a return on poor rates.

Tower Bridge booms

Four Niftylift HR12 articulated boom lifts hired by Pyeroy's Special Projects division from AFI-Uplift, have been working on one of the world's most iconic bridges - Tower Bridge in London. The booms were used to apply a protective paint to the bridge as part of the fourth and final stage of a three-year maintenance contract. A classic application for these units.

Painting underneath the arches of the North and South towers could only be done while the road was closed, so Pyeroy had to work overnight and then move the equipment out of the way during day. AFI specified the HR12s for the work because compact dimensions were important as when the machines were not in use they were parked up on the bridge's pedestrian footpath which had weight and width restrictions. "We used the boom lifts to remove old paint and apply

a protective coating," said Pyeroy Infra-structure Services director Brendan Fitzsimons. "They gave our contractors the reach necessary to work safely and efficiently on the arches of the bridge."

Tower Bridge was built in 1894 and took eight years to complete. It involved five major contractors, 432 construction workers and more than 11,000 tons of steel to provide the framework for the towers and walkways.



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A matter of size?

C&a

face to face

Mike Potts is a new name at Lavendon Access Services, by far and away the UK's largest powered access company. Its new UK chief executive is also new to the access industry. Just four weeks into his new role, Mark Darwin travelled to Lutterworth for a chat.

Living in central London and travelling to and from Lavendon's head office in Lutterworth by train, Potts has a lot of time for reading.

"I would rather travel by train than drive and use the time to catch up on reading the Financial Times, Economist and lately a magazine called Cranes & Access," he says smiling. "Although I have worked in five different business sectors and have a good balanced industry background, I have never been involved in the access rental industry so need to quickly get up to speed."

Many companies prefer a mix of senior personnel including some from outside the industry believing that it gives them a more balanced perspective and business approach. But that is not to say he doesn't know anything about the sector.

Trained as a mechanical engineer he worked for Shell on an oil refinery for five years and was involved in specifying and hiring equipment including scaffolding. That job also introduced and indoctrinated him into a strong safety culture which is obviously a major benefit in his present position. After Shell he



Mike Potts

went to the INSEAD graduate business school in Paris, not only gaining an MBA but meeting his French wife to be. His Parisian studies led to senior management positions more in the sales, marketing and commercial roles over the next 15 years in the paint industry, at Amtico flooring where he was involved in a Management Buy Out and most recently at international vending operator Vendia.

Potts takes over from Andy Wright whose involvement in the Middle East business development project grew so rapidly that he is now permanently based in Dubai.

Part of the range of EPL Skylift products



A 22m Panther platform on cleaning duties in Trafalgar Square, London

So what are Potts' first impressions of Lavendon?

"I am only four weeks in the job and although I have managed to travel around many of the depots, I am still getting used to the company, industry and the equipment," he says. "I have however already got my PAL card, having taken and passed the IPAF Mobile Vertical 3a and Mobile Boom 3b training course – done in-house - which was good fun and which I thoroughly enjoyed."

"A good 'one company' feel"

"Given the company's acquisitive history - particularly in recent years - I was pleasantly surprised at how 'together' it is. My predecessors have done a great job of integrating the different companies and there is a good, 'one company' feel to the whole business. I am particularly excited that there still appears to be a lot of development left in the powered access industry and it is quite a dynamic sector. Perhaps a fresh pair of eyes will be an advantage in developing new ideas?"

He says that a previous role - working in the flooring business -

taught him the importance of product differentiation.

"Too many businesses offer a 'me-too' product and compete purely on price whereas the company I was working for was a master at differentiating on aesthetics, design and quality of the product - which allowed us to preserve the business longer and achieve better prices and results."

As UK chief executive, Potts also sits on Lavendon's Group Executive Committee and is involved in a contributing way to businesses outside of the UK. His fluent French and Spanish may also be a benefit here although he admits his German is not as good as it might be.

For the man in the street, Lavendon's company branding can at times appear confusing. But is this something that he aims to clarify?

"About 18 months ago the UK businesses were consolidated into Lavendon Access Services operating through three brands - Nationwide Platforms, Panther and EPL Skylift - due to the strong local customer affinity to each brand."

Nationwide Platforms and Panther brands are now integrated into a single depot network with some depots supplying both.

These are headed by Peter Douglas on operations with Richard Miller controlling sales and marketing. Rob McMeeking – previously finance director of Lavendon Access Services now heads up EPL–Skylift.

Triple brand super depots

“Later this year we will open a new depot in Bristol that



combines three different existing depots - one for each brand. It will be the first to represent Lavendon Access Services (although the name Lavendon will not be displayed). Whatever the name, the company will be run on the same local/regional basis and not a fully centralised structure.”

Discussion on specific equipment was short as Potts had not yet had the opportunity get to know the various models and types well enough to comment.

“Break downs are still caused by manufacturing/quality problems”

“Our main focus going forward is reliability and safety. Reliability has to be as good as possible and is one area that could be improved. Too many break downs are still caused by manufacturing/quality problems (switches etc). Equipment also suffers serious use on site so it’s important our engineers have the appropriate skills to spot and correct problems before a machine goes out on hire again. However as utilisation increases the time window to get repairs and checks

done reduces. We need to aim not to reduce availability but have the kit in top condition 100 percent of the time.”

“I am amazed how low the rental rates are relative to the cost of the equipment but such low rates cannot continue over the long term. The industry moves as it wants, but we are trying to get sensible rates for our equipment. Low rates are not fair to our employees or shareholders as we are trying to build a long-term, sustainable business. Current rates are just too low for that. The challenge is to explain to clients that the downward spiral of rates is not the way to go and that it will eventually lead to poor service and less reliable equipment.”

“We are also working hard to

improve the safety both of our own staff and those that use the equipment. Late last year Lavendon Group CEO, Kevin Appleton, hosted a Working at Height seminar which highlighted the true cost of accidents and fatalities and the financial benefit of using the proper equipment and doing the job safely. We now offer a range of manual handling attachments for the platforms so that operators are not carrying materials on handrails making site activities much safer.”

A strong start to the year...but?

“January has started well and is looking good possibly because December weather was so bad and had a big impact on the month, which together with the timing of Christmas meant a lot of work was pushed into January. I also think that some contractors are working flat out now to get ahead should the weather in February turn bad. We are all still cautious but are hopeful for growth this year, although the effect of the government spending cuts are still not fully realised and will only be seen in the second half of the year. Rising commodity prices such as steel etc are also likely to have a big impact on construction.”

Ashtead/TVH acquisition?

Any business can be the subject of a takeover – in my business life it is something you live with all the time and not something to fear. The most important thing was the reaction of the

Lavendon Group shareholders who dismissed the offers very quickly. This sends a message to the employees that they have a perception of the value of the company which is way ahead of what was offered. Shareholders see there is value in the current strategy and all you can do is stick with it. We believe we are doing the right thing.

As to whether Lavendon would acquire you can never say never. But we need a period of stability now in order to concentrate on our priority areas of reliability and safety to allow us to build rates and profitability – our number one strategic objective.

Personal File

Played for Watford FC juniors during the Elton John/Graham Taylor era of the late 70s and early 80’s in the six years when Watford FC went from the bottom of the old Fourth to the First (now Premier) division. As goal keeper, he won an FA Youth Cup winners medal in 1982 beating Manchester United in the final. Went on to captain his University team but preferred to follow a career in industry and business rather than pursue football as a career.

Now enjoys watching sport but would much rather participate – but with a teenage family is limited to jogging, swimming, skiing and playing squash. Would rather take the train than drive, but when in the car uses the time for thinking rather than listening to music.



A Nationwide scissor helping with the new Audi R8 Spyder ad



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Pick up thy ballast and drive...

The increasing costs of diesel, support vehicles and drivers' pay are forcing mobile crane hirers to find ways of lifting more efficiently and therefore more cost-effectively. One area that seems to be gaining popularity is move back towards the true 'taxi' crane – especially for larger everyday cranes. By taxi crane we mean cranes that carry all or enough ballast to do most routine jobs resulting in big savings on associated support vehicle costs which hopefully benefit both the rental company and the customer.

Terex recently unveiled its new '60 tonne class' Challenger as part of this trend, but what about larger models? We take a look at the popular 90 to 130 tonne All Terrain class, now found in most rental fleets and consider the various trade-offs.

The average nominal capacity in rental fleets has steadily increased in recent years, driven upwards by a number of factors, including cheaper lifting alternatives at the smaller end such as loader cranes, telehandlers and mini cranes, coupled with suicidal crane rental rates. This has forced crane rental companies to look at equipment that gives better utilisation and return on investment. Last month's Cranes & Access 2010 UK/Ireland Rental Rate Survey confirmed that the 90 to 130 tonne All Terrain category, not only remained the strongest sector, but increased its dominance. Respondents said that this size of crane had the best utilisation (80 percent) and best return on investment (88 percent). This winning combination has created increased demand both for new and used cranes in this category.

Certainly from the manufacturers' point of view, this is a very popular crane category and accordingly, the main AT players – Grove, Liebherr, Tadano and Terex – have concentrated product development to ensure a strong and varied line-up.

Four or five axles

The sector is split into two major areas – four and five axle cranes (six if you opt for a tag axle on the Terex AC120-1) – giving customers a wide choice of a chassis size, main boom lengths and the amount of ballast carried within the allowed

axle weights. While the five axle cranes loose out in on-site manoeuvrability, the extra axle (allowing 60 tonnes GVW in most European countries) allows more ballast and lifting accessories to be carried on board, potentially reducing associated costs of support vehicles, wages, fuel etc.

The most recent four axle product launches – the Grove GMK4100L, Terex AC100/4L, Liebherr LTM1100-4.2 – tend to offer longer booms - 60 metres - at the expense of onboard counterweight. The Liebherr can carry as little as 2.5 tonnes within the EU's 12 tonne axle loadings. Unlike the other two cranes, it can lift 100 tonnes at three metres radius and has the greatest on board tip height.

There has certainly been a good deal of interest and discussion over the past few years over axle weights. For the majority of Europe 12 tonnes per axle is the maximum permitted and this is being ever more rigorously enforced. However globally it can vary from 10 tonnes right up to 16.5 tonnes per axle in the UK. Manufacturers have therefore designed cranes to a) achieve the lower weights by stripping, while b) designing brakes, power trains and axles to cope with the higher loadings.

Although not in this size category, the new Challenger 3160 (three axle, 160 m/t maximum load moment) from Terex illustrates the move by some manufacturers to build an AT that has everything on-board within the 12 tonne axle limits.

We have also included the Challenger in the performance table. Whilst this initially appears



Liebherr LTM1095-5.1

ridiculous, it does give a good indication of the performance of this new model. And if all the cranes were to work without additional counterweight it gives a very good account of itself. Unveiled last October the fully self-contained crane can lift 32.5 tonnes at five metres radius. It weighs 35 tonnes all up with a spare 1,000kg payload for lifting tackle and accessories within the 12 tonnes per axle. The quick remove counterweight drops this to under 10 tonnes.

Terex says that it has also ensured that this is a true one man crane by avoiding the need to work at height and makes rigging easier and quicker by giving the 50 metre telescopic boom a negative boom angle of five degrees. All rigging can be carried out from the ground. The 3160 also uses a three sheave, 'VarioHook' system with 18mm rope (six tonne single line pull) which shortens rigging time and cuts tackle weight.

Axle weights

● In the UK prior to August 2003, there was much confusion regarding

axle weights for cranes caused by 'grey' definitions in the STGO regulations and the Construction and Use Regulations where mobile cranes were classified as part of Engineering Plant. Cranes were restricted in two key areas – speed and weight – which caused considerable operational problems with operators regularly falling foul of the regulations.

● When classified as Engineering Plant the cranes were restricted to 12 miles per hour (with the exception of motorways). They were also designed with axle weights usually 12 tonnes per axle with the manufacturers VIN plate to match. In reality, the vast majority of cranes could not operate at these weights in travelling order – particularly once equipment such as tackle box, lifting chains/slings, outrigger mats and extensions were added.

● A revision to the Road Vehicles (Authorisation of Special Types) (General) Order 2003 (STGO) divided mobile cranes into four categories (see table).

Mobile Cranes STGO categories.

Category A	Minimum distance between outermost axles	Maximum gross weight of crane
Number of axles		
2	3 metres	20,000kg
3	5 metres	30,000kg
4	6 metres	36,000kg

Category B Cranes up to 12,500kg per axle

Category C Cranes up to 16,500kg per axle (max GVW 150,000kg)

Engineering Plant If any of the crane's axle weights exceeds 16,500kg the mobile crane will be classed as Engineering Plant.



Terex AC100/4L



Grove GMK5095

Most crane rental companies routinely run larger cranes in category C. However, even at the time this revision was introduced crane manufacturers warned that the speed limits or axle weights might be further reduced by restrictions imposed by the tyre manufacturers. Michelin recently felt that some or even most crane companies were ignoring the reduced speed limits associated with the higher axle loads and withdrew its 445/95 R 25 X Crane 174F tyres which the company said

should not be used on the road with axle loads above 15.6 tonnes due to overheating. As a result, it withdrew the tyres but did offer refunds for suitable replacements.

Comparing 90-130 tonne AT's

So what is available in this popular sector? In all there are 17 models from the four major manufacturers Grove, Liebherr, Terex and Tadano. What is immediately noticeable when comparing load charts is the maximum capacity at the

traditional three metre radius. Most Liebherr, one Tadano and one Terex can lift their full nominal capacity, the rest are significantly lower. Not that is important or even indicative of a cranes capability any more. This is one reason says Terex, why it is returning to using load moment in its model nomenclature rather than nominal capacity.

A Terex AC100/4 for example offers 80 tonnes at three metres, whereas a Liebherr LTM1100-4.2 has 100 tonnes and Grove's four axle GMK4100 and L offer just 70 tonnes. The Liebherr unit also has one of the longest main booms at 60 metres, but the trade-off is that in 12 tonne/axle transport trim it can only carry 2.5 tonnes counterweight, resulting in mid radius capacities considerably lower than the three-axle Terex Challenger.

A more fitting comparison between four axle '100 tonners' includes the Terex AC100/4 and Liebherr's 90 tonne LTM1090-4.1 both of which feature 50 metre main booms and have similar on-board counterweights (6.9 tonnes vs 6.7 tonnes). Apart from its low three metre rating, Grove's GMK4100 compares well with these two and has a longer main boom at 52 metres.

All three can lift three tonnes to 26 metres with on-board counterweight as can Tadano Faun's ATF90G-4, which boasts an 81 tonnes three metre rating and 51 metre boom.

Those looking for a five axle machine in this range such as the Grove GMK5095, Liebherr

LTM1095-5.1 and Terex AC100, get a longer boom and the ability to carry more counterweight. If you cover a wider area and have to travel further for work then this may be the best way to go.

'You pays your money and you takes your choice.'

From an on-site manoeuvrability point of view most are 2.75 metres wide, the Terex AC100/4 and 100/4L being the exception at 2.55 metres. Overall lengths range between 12.9 metres for the four axle Liebherr LTM1090 to just under 15 metres the Grove GMK5130-2 and all can travel in most jurisdictions without notifications.

Wide choice.....

Rising fixed costs combined with poor rental rates certainly focus the mind, as the comparison chart shows. It will be interesting to see how this sector will develop if it follows Terex's Challenger 'taxi' template. A four axle crane rated at 2.5 metres, fitted with a 60 metre boom that can take three tonnes to 30 metres, with say 15 tonnes of counterweight on board may prove very popular worldwide.

The ultimate 'jack of all trades'?



Tadano Faun ATF130G-5.

90-130 tonne capacity ATs and Challenger 3160

Make	Model	Axles	Max t @ 3m	Main boom	Max hook height	Cwt 12 t per axle	Max radius for 3t O-B cwt	Max Counter Weight	L x W x H
Grove	GMK4100	4	69.5t	52m	79m	6.3t	26m	26.1t	13.04 x 2.75 x 3.94
Grove	GMK4100L	4	69.5t	60m	81m	6.3t	26m	26.1t	13.04 x 2.75 x 3.94
Grove	GMK5095	5	69.0t	60m	81m	11.7t	34m	27.1t	13.48 x 2.75 x 3.95
Grove	GMK5110-1	5	95.0t	50.8m	89m	8.5t	28m	40.1t	15.00 x 2.75 x 3.95
Grove	GMK5130-2	5	94.5t	60m	92m	8.5t	30m	40.1t	15.00 x 2.75 x 3.95
Liebherr	LTM1090-4.1	4	90.0t	50m	76m	6.7t	26m	21.0t	12.90 x 2.75 x 3.91
Liebherr	LTM1095-5.1	5	95.0t	58m	82m	15.0t	34m	23.0t	14.6 x 2.75 x 3.95
Liebherr	LTM1100-4.2	4	100.0t	60m	92m	2.5t	22m	28.2t	13.50 x 2.75 x 3.95
Liebherr	LM1100-5.2	5	94.4t	52m	85m	11.5t	30m	35t	13.74 x 2.75 x 3.95
Liebherr	LTM1130-5.1	5	130.0t	60m	92m	9.0t	30m	42t	14.83 x 2.75 x 3.95
Tadano Faun	ATF90G-4	4	81.6t	51.2m	71m	6.5t	26m	22.3t	13.05x 2.75x 3.92
Tadano Faun	ATF110G-5	5	110.0t	52m	84m	8.7t	30m	35t	14.91 x 2.75 x 3.99
Tadano Faun	ATF130G-5	5	111.2t	60m	93m	6.0t	30m	42t	14.9 x 2.75 x 3.99
Terex	AC100	5	100.0t	50m	83m	13.3t	32m	32t	14.04 x 2.75 x 3.94
Terex	AC100/4	4	80.0t	50m	78m	6.9t	26m	26.1t	13.11 x 2.55 x 3.9
Terex	AC100/4L	4	80.0t	59.4m	85m	4.7t	26m	26.1t	13.24 x 2.55 x 3.85
Terex	AC120-1	5*	120.0t	60m	90m	6.2t	28m	40.4t	14.18 x 2.75 x 4.00
Terex	Challenger 3160	3	35.6t (at 4m)	50m	50m	6.9t	24m	6.9t	11.49 x 2.55 x 3.65

*tag axle option

O-B = On Board counterweight

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To MOT or not to MOT – that is the question.



All reputable crane operators are fully aware that a mobile crane carrier should be in a 'road worthy' condition. But unlike other large commercial road-going vehicles, it is not currently subject to an 'MOT' test in the UK. Whilst bona fide crane rental companies ensure that even their older cranes – some may be more than 20 years old – comply, the lack of a legal 'MOT' test is causing both safety and unfair competition problems that many in the industry think needs rectifying.

Imagine two new companies setting up at the same time – one in haulage and the other in crane hire – and because of the current economic climate, both want to set-up as cheaply as possible and look towards older equipment.

The new haulage operator must obtain a licence - issued by the Department of Transport - to transport goods commercially. All haulage companies and contractors regardless of size must meet the basic licence criteria otherwise they are not allowed to legally offer road haulage services.

Licence checklist

To obtain a licence the Department of Transport will check that the company has:

- an acceptable operating centre
- an acceptable maintenance system

- an owner of appropriate financial standing and good repute
- an owner or an employee that is professionally competent met all the legal requirements that a haulage company must comply with.

It also means that the vehicles are subject to the annual test for commercial vehicles – a commercial vehicle MOT - which is carried out in four distinct stages:

- Stage A: Topside (usually outside)
- Stage B: Underside (over the pit)
- Stage C: Lights
- Stage D: Roller Brake and exhaust emissions test

The cost of the full test and inspection varies depending on the number of axles and whether it is



carried out within normal hours or not but can be up to a current maximum of £183 per vehicle.

Now let us look at the new crane hirer. He does not need a licence to operate thereby by-passing all the basic 'business' checks required by the haulage company. He does not need an acceptable operating centre (possibly parking the crane or cranes in a local yard or on a farm). Yes, the lifting gear has to be checked by a 'competent person' but his 20 year old crane does not have to pass any vehicle 'test' inspection.

We all know which company will have the higher set-up costs, the higher standards and a probably the higher charge out rates to cover these costs and provide enough for maintenance and further vehicle investment.

Cheap and cheerful

The problem in the UK is that there are numerous 'general engineering companies' which pick up a cheap old crane or two for their own use and then rent them out the rest of the time, undercutting the reputable crane hirers. (A quick scan of a few used crane ads this week revealed a battered 1985 Cosmos Clark 25 tonner for £20K.)

According to VOSA the main reasons commercial vehicles fail the annual test are miss-aligned headlights at 17.4 percent, closely followed by inadequate brake performance/ components/ secondary and parking brake performance at 15.5 percent. Lamp faults are a distant third at 6.2 percent. Yet as the law currently stands, mobile cranes do not have to pass any statutory roadworthy test.

At the CPA Crane Interest Group steering committee in February 2010, chief executive Colin Wood

reported that the members' initial response suggested that MOT tests for mobile cranes would not be unduly burdensome. However, concerns had been raised that this proposal would be followed by further restrictive and harmful measures, including requirements for operator's licences, tachographs and increases in Vehicle Excise Duty. With these issues in mind, the CPA rejected the proposal on cost and logistical grounds.

The CIG also had concerns that large mobile cranes would be too big to get into many MOT testing stations. At the general meeting in September several members also cited the additional cost of the downtime involved with the test, including rectification work and travel to and from the test centre.

There are already at least a couple of big crane sized rolling roads in the UK and at least one crane rental company we spoke to said that it would willingly open a rolling-road test centre covering another area of the UK, stating that it was a scandal that cranes are not tested for roadworthiness.

While most CPA members are likely to ensure their cranes are of a sufficient standard to travel on the road, you can be sure that there are other companies which do not take such care. Any road accident involving a 20 to 60 tonne GVW vehicle is liable to be serious. What is scandalous is that it may be caused by defective brakes which could easily have been picked up in an MOT style test.



The product of change

Terex is changing. This was the clear message given by Doug Friesen to the 900 plus existing and potential Terex crane customers at its open day at the All Terrain facility in Zweibrücken, Germany last October.

Friesen - at that time managing director of Terex Demag - is instrumental in changing both the employees' attitude and manufacturing process which is now starting to produce positive results. However last month, Friesen's job was expanded enormously when he was promoted to the new role of senior vice president, Terex business systems reporting directly to group chief executive Ron DeFeo.

Mark Darwin managed to catch up with Friesen to hear about the changes going on within Terex and take a quick tour of the new Wallderscheid AT manufacturing line.



Doug Friesen

Friesen joined Terex in 2005 as general manager of Terex Cranes North America. In the three years in that position he is credited with the significant improvements made at its Waverly, Iowa facility, leading the team that received a Chairman's Excellence Award in recognition of the outstanding financial performance by the Waverly facility in 2008. He then moved to Europe and Zweibrücken as managing director, obviously part of a longer-term plan within the company.

Prior to Terex, Friesen spent most of career in the auto industry working with General Motors and Toyota gaining extensive training and

experience in implementing lean business processes. This experience has prepared him well for new role where he will develop and implement the 'change' using the Terex Business System to accelerate, or in some cases re-start, its customer-focused transformation. TBS, which was initiated at Terex a few years ago, is more than an operations initiative and according to DeFeo, will become "the enterprise-wide playbook to deliver customer, team member and financial goals. We expect that TBS will provide us with significant competitive advantage through the use of customer-centric tools that continually enhance customer responsiveness and eliminate waste."

While all this sounds like classically-meaningless business speak or jargon, Friesen's role is to ensure that all business activities are governed by clear and time-tested - for TBS read Toyota - principles and processes - all of which are designed to ensure workplace safety, eliminate waste and encourage a problem-solving and learning culture.

"Terex is changing"

"Terex is changing," he says, "we have done a lot but there is so much more to do. The key aim is to get to the point of being responsible to our customers and not making manufacturing mistakes. We are doing things, common in the aerospace/automotive industry, but not previously considered when making cranes. With a reduction in manufacturing problems this will allow us to concentrate on making and building new relationships and selling more product."

Lean manufacturing is Friesen's area of expertise and to implement new manufacturing systems and to achieve quality improvements more



The Challenger 3160 was unveiled but is not available until 2012

rapidly, Terex has brought in experienced people.

"You can teach this but it is too long a process," he says. "It is about raising standards both in the product and in the mind. Previously, too many things were just accepted as normal, now if the product is not right then the process is stopped and it is sorted. We will no longer ship anything with a fault. This new process is now seen in pockets throughout the company and is spreading."



New quality checks pick up potential problems.

DeFeo has made a conscious effort in recent years to change Terex from a merger and acquisitions company to one of operational excellence. The seed was planted for this mind shift with the acquisitions of Genie and Demag in 2003 - both with a strong name for quality and engineering, compared to the earlier Terex mantra of pile it high and sell it cheap. Some of the companies - such as Genie - are more advanced than others having adopted Boeing and Toyota processes for some time prior to joining Terex.

"Here at Zweibrücken, Wallerscheid we have introduced a new, hi-tech manufacturing line and are starting to see the benefits," says Friesen. "We now have an ambition to expand and standardise this manufacturing process across the whole company." This October Terex previewed its new three axle,

60 tonne Challenger 3160 All Terrain crane which will be available in the first quarter of 2012. "We want actions to speak louder than words with customers seeing a positive difference in the product. The best press is when customers talk to one another and I think they are seeing something different from Terex."

"Of course we measure defects per unit and look at warranty costs - they are all positive but not positive enough. There is a move in the right direction but it is not a dramatic

change. The deeper we get into this the further back we go - say to the product design stage - adopting customer's views on the product even before the prototype stage. This way of thinking/designing/building is a completely different concept for us."



New processes and tools increase speed and safety

It takes time

"I have been on these initiatives for a few years and can now see the local management at Zweibrücken understand and see the benefits. I know it is working when I don't have to push any more which usually takes about 12-18 months. Here at Wällerscheid we are right on target. In another 12-18 months it will be fully ingrained to the point where new staff naturally adopt the new system."

The Andon system used on the new final assembly line is a complete reversal of traditional roles, with those on the line flagging an issue and management having to run to sort if they are to avoid a complete stop. Wällerscheid – which was opened in 1997 now employs around 800 - has four production lines producing AC models from the AC40 to the AC350. Line two introduced last September builds the smaller AC models – the AC40 and AC50 as well as the new Challenger series. In a nutshell, the assembly line consists of six 'stations' each taking 10 hours to complete and manned by two or three people. The whole line moves forward in two hour blocks i.e. five times per station. Components for each task within the station are pre-delivered and pre-assembled alongside the line ready to feed into the process at the appropriate stage. This arrangement results a

dramatically reduced amount of time on the production line – assembly and final check taking 60 hours.

The whole line works on a 'traffic light' system (red, amber and green) at each station which indicates progress. All green means the line is ready to move on time.

A problem is flagged by a red light and warning buzzer and management has a one minute response time to start the solution process which has to be completed within a certain time to keep the whole line running smoothly.



The beginning of the final assembly line - six sections each taking 10 hours



The new Challenger 3160 is produced at the new line at Wällerscheid

The new system has meant a reduction in the headcount needed (25 now rather than 30) an increase in the number of cranes produced and a drastic reduction in the number of problems to be rectified after the crane comes off the line. The new system also increases safety during assembly. Using QCOS, potentially hazardous procedures are assessed and replaced by more reliable and often more mechanised solutions giving a safer work environment as well as being quicker and more reliable. Developments planned over the next three years include changing the whole facility (boom assembly etc.) to the new system.

Get it right first

The unveiling of the Challenger and the fact that it is not available for another year shows that Terex is now willing to wait and get the product right before starting shipments, which was previously not the case. "We will now not put out any products that are not ready," says Friesen, "We have to deliver a quality product."

The company has been accused in the past of fitting cheap smaller items such as switches, which might save a few pence in production but cost a fortune being down the line, how is that being improved? Changing suppliers?

"We are not shy in changing but most of our suppliers are good, in the past maybe it was our fault for not specifying correctly. Now we have clear specifications and clear design characteristics so we can hold them to task if it is not what we asked for. Most suppliers are happy with this but they have to have the capability and a similar concept of quality to ourselves."

The future?

As well as improving quality, Terex Demag has a long-term vision for its crane line-up. "We are looking out to 2020 with our crane products, the entire range will be changed along the lines of the Challenger over the next 10 years. Cranes will be grouped in 'families' based on the number of axles with at least one new AC family and models (perhaps two) every year for

the next 10 years.

"The vision for the CC crawler crane range is not as clear – we are in discussions at the moment to identify the gaps we need to fill.

We are market leader with the CC2800 and have some innovative changes coming out in the near future to remain in that position.

We have recently

entered the 300 tonne and below market (Topower in China) and we think there is a benefit in combining Demag engineering with Chinese cost-effectiveness. The Chinese market isn't as technologically advanced as Western Europe but they are constantly improving specification and quality standards."

Competitive threats from the Far East?

"The Chinese are the biggest competitive threat - their home market is so big and still growing. The problem will come when that slows down and they need to push exports.

I see the Indian market being very competitive although there are not many companies there at the moment – it is a good place to get in early and make an impact. Terex already manufactures in India and that will grow - we see India as a low cost manufacturing area.

The global market is constantly changing and we need to move with it if we are to keep growing."



The new light system on the final assembly line



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Gambling on the upturn

C&a conexpo 2011



It's 2011 and it is the turn of the Americas to host the year's big international exhibition. Conexpo, once the most important trade show in the construction equipment calendar, now plays a distant second fiddle to Bauma. It also has shows such as Bauma China breathing down its neck vying for a position in the three year cycle which it currently shares with Bauma in Germany and Intermat in France.

After a couple of weak shows in 2002 and 2005, the show is very much on the comeback trail and has benefited from fortuitous timing. The 2008 event predated the world financial crisis and 2011 is coming as the upturn is beginning to gather a little pace.

The travel problems that took the edge off of last year's Bauma is also likely to help, with long distance visitors from Australia, the Pacific Rim, and the Middle East make up for missing the big German show, which together with the emergence of South America as a rapidly developing region should ensure



record international attendance.

Most outdoor stand locations sold out rapidly, while the variety of exhibitors has grown beyond all recognition.

This year's Conexpo - held as usual in the world gambling capital of Las Vegas - promises to be one of the best ever for visitors interested in cranes and work platforms. Most of the major suppliers are present, many with exciting new products on show, while a large number of smaller niche suppliers are also attending. International visitors will also find that many American manufacturers of specialist equipment are taking a different attitude to exporting, following the squeeze in their home market over the past two years. They are far more open and willing to adapting their products to the needs of overseas markets which will make a visit far more rewarding.

Why should I go?

If you are in the market for new equipment all of the big names will be on show - Liebherr, Manitowoc, JLG, Terex, Tadano, Skyjack, Snorkel, Altec, Palfinger, Manitou, JCB, Snorkel etc... And more importantly the senior management teams will be in attendance. If you want to strike a deal, gain a dealership, influence the product development programme or even resolve a major issue, you should be able to find everyone who has any influence on their stands and available. Manufacturers also like to do deals at exhibitions - it justifies the high costs incurred in attending such shows and makes everyone feel good.

Finally if you still doubt the benefits of attending, think winter getaway - unless you are reading this in the Southern hemisphere of course. Las Vegas in late March is

usually very nice indeed with almost guaranteed sunny and warm weather but not too extreme - temperatures range from 50 to 70° F - that's 10 to 21 degrees Celsius. The Grand Canyon is just down the road, while the delights of California are but a few hours drive away. And finally while Las Vegas is not to everyone's taste there is certainly plenty to do, from gambling to golfing to catching an amazing show to fantastic restaurants.

The facts

Dates: Tuesday March 22nd through Saturday March 26th

Where: The Las Vegas Convention Centre, at the bottom of the Strip.

Getting there: Fly - There are a number of direct international flights to Las Vegas now from the UK - London, Manchester and Glasgow, Germany, France, Mexico, Korea and the Philippines. Alternatively you can connect through most major US cities, or if you have time, fly into Los Angeles and drive - it's around four hours across the desert and very pleasant if you have not done it before.

Where to stay: There is a wider choice of hotels in Las Vegas than any other city, for ease of access to the show, stay at the Northern end of the Strip.

Entrance: Unless a supplier organises a free ticket for you entrance is \$50 as long as you register online alternatively you can pay \$80 at the gate.



So what's new

Crane and access events at the show

Crane & Rigging Conference

The Crane & Rigging Conference, an independent forum for crane and rigging professionals, will be held during the show on March 25th, at the Riviera Convention Center. The conference is aimed at fleet managers, safety directors and others interested in promoting crane safety and improving risk management. Registration costs \$275 and includes lunch and coffee breaks. You can register online at: <http://crconexpo.com>.



Crane Operator Rodeo, in the Gold Lot.

The Crane Operator Rodeo, will be held every day during show hours in the Gold Lot adjacent to the Liebherr stand G370 and is open to anyone with a Conexpo badge. The Rodeo is designed to promote education and safety in crane operations as well as provide a hands-on operational challenge. Attendees can test their skills against others on mobile crane simulators provided by Crane Institute Certification or on a real Liebherr LTF1045-4.1 truck crane. The highest scorers at the end of the show in both the simulator and mobile crane categories will receive a trophy. For more information, please visit: <http://crconexpo.com/crane-operator-rodeo/>



AEM Construction Challenge 5K Run/Walk

Maximum Capacity Media, publishers of Lift and access and Crane Hot line is once again organising a five kilometre run – or walk if you prefer, on the morning of the second day of Conexpo. The 5K Run/Walk will be held on Wednesday March 23rd at 7 a.m. with proceeds going to the AEM Educational Foundation. Registration costs \$25 and includes a special T-shirt sign up at www.cc5krun.com. Awards will be presented to the company with most participants and for the participant who travelled the furthest - if you are travelling from Pakistan this one could be yours. Additional sponsorship opportunities are available. Contact Franci Motz, fmotz@maxcapmedia.com.

Lift Safety Zone

IPAF and the Crane Certification Association of America (CCAA) and the National Commission for the Certification of Crane Operators (NCCCO) have teamed up to create the Lift Safety Zone in Silver Lot 4, the event/stand will feature live machine demonstrations and the latest in simulator technology. IPAF will be using dynamic demonstrations to show visitors how to assess ground conditions and take appropriate safety measures when using aerial lifts.

The IPAF demonstration will take the theme of "How much does the lift weigh? Is your machine on solid ground?" It will show how the ground pressure varies when the lift is in different positions and highlight what can be done to provide appropriate ground support.



As usual a large number of manufacturers are withholding information on what they plan to show in March. Some because they are not sure that new products will be ready in time and some because they think that surprising you on the day is more fun – or that a competitor might gain some sort of advantage if they reveal anything too soon.

So we will preview the show in three 'bites' with some information here, followed by more coverage on a 'Stop Press' basis in the March issue and then with full guided tours of all the new products and services in Vertical Conexpo which will be available on-line the week before the show with up to 8,000 copies distributed at the event itself.

If you have not used one of our Vertical Guides before then make sure you check it out before travelling and then pick up a copy when you arrive. The guide includes large scale plans of the key exhibit areas, full exhibitor lists by product type, a guided tour for each major product sector highlighting the exhibits to look out for and the shortest route to take them all in. When you head off for the evening you'll find the guide to the city invaluable. You can pick up a copy from our stand – 186 in the Gold Lot – from one of the magazine bins as you enter the outside areas, or from participating exhibitor stands.



A guide to key Conexpo exhibits – part 1

Manitowoc

Manitowoc has a history of big announcements at Conexpo, so be ready for the unexpected. We do know that the company will show its new 150 ton RT9150, the Manitowoc 16000 with new wind turbine lift attachment, a new 20 ton YB5520 Yardboss pick & carry industrial crane, the largest of Potain's MCT topless crane - the MCT 88. Also on show will be two new National cranes, the top of the line the NBT 55 and the new NBT30H. For those model fans amongst you look out for the scale model of the 33000.



The Grove RT9150 is the largest two axle crane it has ever built

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Liebherr claims that the LTM1350 is the strongest six axle AT available



Liebherr

One of the larger exhibits at the show will be Liebherr's 600 tonne LR 1600/2 crawler crane. The 8,085 tonne/metre crane with its maximum boom/jib combination of 192 metres is designed for larger wind turbine work. Alongside will be the far more modest, but more recently introduced LTR 1060 60 tonne telescopic crawler with its 40 metre main boom and 16 metre bi-fold swing-away extension. Finally the company's All Terrain display is topped out by the 350 tonne LTM 1350-6.1. On show for the first time in the USA, its 70

The new Elliot 34127R on the Power Traxx chassis



metre main boom and strong capacities make it a perfect machine for tower crane erection. Liebherr claims that with its Y-Guy suspension system in place, the LTM1350 is the strongest six-axle crane on the market.

Altec

Altec will feature a new tilt cab option for the 38 ton/38 metre boomed AC38-127S boom truck. The same crane will also be shown mounted on a tracked carrier for utility applications.

Elliot

Boom truck and aerial lift producer Elliot will launch its new 34 ton 34127R boom truck, mounted on a special 15SXW-HF PowerTraxx crawler chassis. Designed for extreme off-road utility work, it offers 41 metres of tip height on the main boom and 56 metres when fitted with the jib or platform option.

Sany

Sany America will display its futuristic looking 300 tonne

The Altec AC38-127 track mount



Maeda is showing five fully compliant mini cranes with attachments for the first time



Sany's 300 tonne SCC8300 will make its international debut in Las Vegas

SCC8300 self-assembling lattice-boom crawler crane unveiled at Bauma China in October. The company says that this is its first crawler crane designed specifically to satisfy western market expectations with particular focus on North American buyers.

Teupen

The main focus on the Teupen stand is the US launch of the 50 metre LEO 50GT spider lift. However the company will also show the LEO 13GT, LEO 18GT, LEO 23GT and LEO 30T.



Palfinger P333



Palfinger

Conexpo will signal the arrival in North America of Palfinger's aerial lift division following the acquisition of ETI last year. The first exhibit that visitors will see will undoubtedly be the 103 metre W1000 on five axle Tadano Faun All Terrain carrier, badged in the US as the Palfinger P333.

The crane range will include the PK 34002-SH High Performance. The SH concept includes a new control that according to Palfinger 'guarantees the maximum safety, comfort and functionality thanks to the interaction between electronics and hydraulics'. Features include continuous slew, a maintenance-free boom system and Power Link Plus. Other cranes will include the massive PK 150002 Performance and the PK 40002-EH High Performance.

Palfinger PK34002-SH



Custom Hybrid P830

Custom Equipment

Custom Equipment will exhibit its entire range of low level, low weight, Hybrid scissor lifts including the HB830 self-propelled and P830 push around version.

Zoomlion

While Zoomlion showed a Rough Terrain crane at Bauma, Conexpo is the real launch. Machines are now really ready for delivery and the US is the true home of the RT so showing here is a big deal. The company will have an

The new 55 tonne Zoomlion RT55.



55 tonne RT55 and a 75 tonne RT75 on the stand as well as two mid range crawlers, a truck mount and an All Terrain crane.

Tadano

A key exhibit on the Tadano stand will be the 70 tonne Mantis 15010 (in Europe it is the GTC700EX) telescopic crawler which includes a new rated capacity indicator, a piling lead control package and new main and auxiliary winches.

Check out the changes to the Mantis 15010.



The Genie GR26J.

Genie

Genie has said little so far about its plans, but it will show an updated version of its compact RT scissor lifts and will be launching the Manitou built mast booms - including the GR26J - into the US market.

PM

PM will unveil the PM 95, its largest loader crane to date, which

it says offers compact dimensions and low weight. The unit will be displayed with an eight extension octagonal boom that offers 20.2 metre lift height. The 8+6 jib model takes this up to 33 metres.

MEC

If you have not seen it yet, this is your opportunity to take a look at the massive and unique Titan 40-S, a combination of boom lift, heavy duty scissor lift and telehandler.

The MEC Titan 40-S





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To learn more, visit www.manitowoc.com/conexpo



The JLG1500SJ is a must see.

JLG

JLG has a good deal to talk about, this will be the US launch for its Hinowa built spider lifts as well as its new 150ft, 1500SJ self-propelled telescopic boom lift with two section telescopic articulated jib. This has to be one of shows star exhibits and the largest straight telescopic every built. Finally also check out the quirky new 34ft 4x4 articulated boom lift the 340AJ.

Xtreme

This is the first real chance for most of us to see the XR1267, the world's highest straight frame telehandler with a fork height of 20.3 metres and a maximum lift capacity of 5,400kg.

Snorkel

Snorkel will show various models including two new 60ft aerial lifts and the new S6090RT Rough Terrain scissor with 568kg platform capacity and standard dual deck extensions at 7.3 metres fully extended. On the boom side it will show the second model in its 'Polaris' family, the all-new 62ft platform height A62JRT articulated Rough Terrain boom lift. The unit replaces the AB62 and offers 13 metres of outreach and nine metres up and over reach with 2.4 metre articulated jib.



Ommelift 3000R

Terex Hydra

Terex will show its new Hydra HPT 11/38 truck-mounted under-bridge inspection platform, the smallest model in its truck mounted under-bridge range.



The Terex Hydra HPT 11/38.

Bravi

The big news from Bravi is its smallest model to date, the Bravi Lite with its 2.2 metre/7.3ft platform height and 398kg all up weight. While the unit is considerably lighter than the Leonardo, it uses the same running gear and offers gradeability of at least 35 percent.

Skako

Skako will be unveiling its new name which replaces the well-known Reachmaster brand,



The Nifty 21 Hybrid

Niftylift

The star of the Nifty stand will undoubtedly be its Hybrid boom lifts along with the SIOPs safety controls. While this will not be their first showing in the USA, it will be the first construction show outing.

Manitou/Gehl and Mustang

The focus here will be compact telehandlers. Manitou still supplies all compact models from France and their popularity is growing. Most important is likely to be the 19ft/5.8 metre 2,500 kg model.

Link Belt

Two products have already announced. The new TCC1100 is a 100 tonne telescopic crawler crane which, the company says 'combines rugged build, with high lift capacities and long boom and jib combinations'.

Also on show is the new 238HSL mid-range lattice boom crawler. Designed for the general contractor market and ease of transport, it is likely to be a popular unit.

Skyjack

The Canadian company will have its entire aerial lift range on display so the perfect time to see how its boom lift line is progressing. Also look for its telehandlers - something new for Europeans - it will have two of its VR models alongside the 10 ton/44ft Zoom Boom 20044.



The Bravi Lite

as well as its latest new product, the 32 metre FS320Z articulated boom spider lift, first seen at Bauma last year.

Ommel

Look out for the 30 metre 3000R telescopic boom spider lift.



Link Belt TCC1100.

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So who is exhibiting?

The following is an alphabetical list of all exhibitors that produce products or services that have any relationship to lifting equipment, predominantly cranes, access and telehandlers. More detailed lists by product sector will be found in Vertikal Conexpo.

Exhibitor	Booth	DHS Diecast collectibles	GL-3010	KTI Hydraulics	S-13921	Quality Mat Co	C-4854
3B6 /Cobo	S-16353	Dieci	G-257	Kubota Engine	S-16843	Ramsey Industries	C-4645
Access Construction Equipment	S-578	DICA	S-10524	Lampson International	G-194	Rayco Wylie	G-338
Acetek Enterprise	S-18437	Diepa	C-4853	Landoll trailers	S-531	Reel-O-Matic	G-401
ADB/ Hoist Rings	S-11245	Digi International	S-10623	Layher	S-12645	Rentalman software	H-31501
AEM	GL-3221	Dinamic Oil.	S-14552	Lectura Verlag	SL-33	Rental Result	H-32122
AEM Safety Materials	GL-3305	DLH fluid power	S-15306	Ledwell	C-4467	Rope Block	G-317
Alimak Hek Inc	S-574	Donaldson filter	S-16029	Liebherr	G-370	Rotzler	S-15709
Allied Power Products	S-18536	Doosan Infracore	G-100	Lift Controls	C-4046	RUD Chain	C-4445
Alpwire Rope Corp	H-30906	Double Coin tires	S-12131	Lift Systems	B-907	Ryco Hydraulics	S-15106
Allison Transmission	S-18329	Eaton	S-13129	LGH	S-17513	SAE	S-13026
Altec	G-360	Elliott Equipment	G-180	Lifting Technologies	G-235	SAI Hydraulics	S-15450
Altunamats	N2919	Enerpac	S-16807	Linden Comansa	G-261	Safety Alliance	GL-3514
AI-Vac	G-107	Equipment Parts Wholesale	C-4046	Link Belt	G-230	Sany	S-600
American Crane & Tractor Parts	S-18721	Everdigm Group	S-537	Little Giant	G-260	Sauer-Danfoss	S-13428
American cooling systems	S-10710	Expander	H-30926	LiuGong	N-1041	SIA	GL-3136
Ammann Group	C-4703	Extreme Outback Products	S-17306	LMI	C-4542	Scania	S-17115
Anka Hoist	S-810	Fairfield	S-14728	Load King	G-260	SC&RA	S-512
AsciorMittal	S-13557	Falk Schmidt	B-965	Load Systems International	G-258	Scheuerle	S-814
ASC Lift Machinery	G-462	Faresin	H-30521	Loadrite	C-7437	Shandong	G-248
Ascotel	S-529	Fascan	S-867	LoadXpert	C4704	Sellick	G-128
Autec	S-12410	Fassi	S-867	Lovejoy Hydraulics	S-14648	Senarc Systems	C-4960
Auto Crane	C-4645	F&M Mafco	S-12434	Lube-A-Boom	S-500	Service Trucks International	S-809
Avalon Technologies	H-31929	Gardner Denver	S-10941	Lull telehandlers	G-210	Sigalarm	G-234
Badger Equipment Company	(G-260)	Geda	H-30312	Mack Trucks	S-9011	Skako Lift	B-965
Bauer	S-19200	Gehl	N-1353	Maeda	G-440	SKF	S-13143
bauma 2013	GL-3208	Genie	G-140	Manitex	G-260	Skyjack	G-240
Baxter Manufacturing	S-12401	GKD Technik	C-4133	Manitou	N-1353	SMIE	G-464
Berco of America, Inc.	C-4258	GKS Lifting and Moving Solutions	H-31929	Manitowoc	G-430	Snorkel	G-220
Beta Max Hoists	B-946	Goldhofer	C-4725-1	Maanshan Fang Yuan Slew Ring	C-4505	Socage	B-936
Blue Hart Hoisting	S-11523	Goodyear	N-2047	Mantis (Tadano)	G-411	Solideal	N-2147
Bobcat	G-100	Gosan	C-6089	Maximum Capacity Media	G-185	Soilmec	S-818
Bonfiglioli Riduttori	S-15953	Grammer	S-12031	MEC	S-19130	Soosan	B-958
BorgWarner	S-17629	Groeneveld	S-11323	Michelin	S-19444	SPAL	S-17529
Bosch Rexroth	S-13115	Grove	G-430	Miller Lifting	G-407	Spanco	C-4067
Braden winch	G-300	Gunnebo Johnson	G-154	MinnPar	N-1247	Spydercrane Sales (Furukawa Unic)	G-156
Bravi	G-428	Haldex Hydraulics	S-13707	Moba	S-821	SSAB	S-10808
Brevini	S-15428	Harrington Hoists	C-4041	Morooka	G-222	STROS-Sedcanske Strojirny,	G-241
Bridgestone	N-2501	Hangzhou Truemax	C-4500-6	MTU	S-17607	Stellar Industries	G-226
Bridon	C-6411	Hatz Diesel	S-17729	Mustang	N-1353	Sunfab Hydraulics	S-13443
Briggs & Stratton	S-17329	Haulotte	G-284	National Crane	G-430	Sun Hydraulics	S-13720
Broderson	G-342	HAWE Hydraulics	S-13342	Nationwide Crane Training,	G-465	Tadano	G-411
Bronto	C-4471	HBC-radiomatic	S-12013	NBB Controls	C-5795	Taylor	C-4363
Bucher Hydraulics	S-15929	HBS	S-14810	NCCCO	S-19722	Teccsis	C-4166
BVA Hydraulics	S-14857	Helac	H-30108	Nelson trailer	N-19605	Tele Radio	S-12618
CAN in Automation	H-32029	Hetronic	B-912	New Holland	G-101	Tenaris	S-12230
Cargotec, Hiab/Kalmar	20955	Hiab	20955	Next Hydraulics	S-19622	Tenstar Simulation	S-10723
Casagrande	S-734	Hidrodinamica	S-14546	Nicolas Industrie.	S-814	Terex	G-140
Casar wire rope	C-7901	Hidromek	G-214	Niftylift	S-19236	Tes Car	S-19300
Caseco Manufacturing	B-972	Hirschmann (PAT)	S-15350	North American Hydraulics	S-13843	Teupen	S-19708
Case	N-1609	Hitachi Construction	N-2313	Nylacast	G-403	Titan Tire and Wheel	N-1861
Caterpillar	G-130,	HL Hydraulic	S-15546	Off-Highway Research	C-4234	Thermoil battery treatment	H-32000
CCA America	S-1972	Honda Engines	S-16607	Omme lift	S-19436	Tracked Lifts	B-986
Centurion Wheel	S-571	Hunan Sunward	N-2659	OEM Controllers	S-13153	Tractel	S-11451
Cobo	S-16353	Hunger Hydraulics	S-15442	Omni Gear	S-14620	Trail King	G-242
Columbus McKinnon	S-10724	Hydraforce	S-15729	Operating Engineers	H-30706	Trelleborg	B-955
Comer	S-15128	Hydro Mobile	S-613	Training Institute Ontario		TWG - Tulsa Winch Group	G-174
Cometto	S-11140	Ikusi	C-4324	Opdyke	21345	Unic	G-156
Continental Tire	H-30821	IMO	S-16753	Optima Batteries	S-18307	United Rentals	S-18217
Crane Hot Line	G-185	Intermat 2012	GL-3200	Orlaco	H-30502	Vertikal.Net	G-185
Crane Network	G-463	International Trucks	S-9319	O.S.T.S.	S-11618	Wacker Neuson	S-680
Cranes Today Magazine	G-252	Iowa Mold Tooling	N-1341	Oz Lifting Products	C-6107	Warn	C-4712
Cranesmart Systems	G-262	IPAF	S-19722	Palfinger	S-540	Winch House	S-18824
CRB Antriebstechnik	S-17815	IPS Worldwide	C-4451	Panolin	S-18417	Wire Co	C-7901
Crosby	C-4153	IronPlanet	4715	Parker Hanifin	S-804	Wirerope Works	H-30505
Custom Equipment	G-334	Isringhausen	H-32035	Penny & Giles	S-15307	World Wide Equipment	S-503
Cummins	S-16615	JCB	G-160	Perkins Engines	S-16329b	Wynne Systems	H-31501
CVS Ferrari	G-260	Jekko	G-426	Philips & Temro Industries	S-10653	XCMG	G-410
Daimler Trucks	S-19028	JLG	G-210	Pirtek	S-17312	XL trailers	G-162
Dakota Fluid Power	S-15333	Joseph Industries	S-17916	Plant & Associates	C-4465	Xtreme telehandlers	G-350
Dana	S-17915	KAMAG Transporttechnik	S-814	PM	G-215	Yanmar	S-17307
Danfoss	S-13428	KNF	G-182	Poclain Hydraulics	S-14317	Yates Industries	S-14533
DEL	G-199	Kinshofer	G-256	Potain	G-430	Yokohama Tire	N-1257
Deltatech controls	S-18207	Kobelco Cranes	G-320	P-Q Controllers	S-14655	Yongzhou Yixiang Machinery	S-11240
Denka	B-965	Komatsu	N-1009	Prinoth	G-171	ZF	S-17315
Deutz	S-16929	KS Hydraulics	S-15050	PVE Cranes & Services	S-19700	Zhejiang Yuanchuang Rubber Track	C-4500
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Battery management reduces costs

In recent years an increasing number of powered access rental companies have tuned into the significant cost savings that can be generated by paying attention to the lead acid batteries that power more than 60 percent of all self-propelled aerial work platforms.

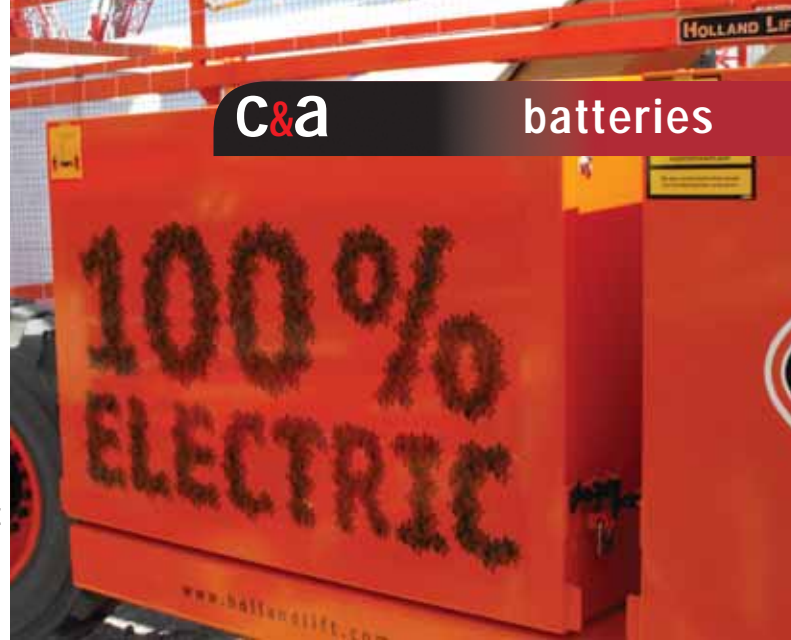
The past year or two has seen rental rates fall while energy/electricity costs have increased and environmental issues have come to the fore. These factors make good battery management more important than ever.

Any effort to reduce battery costs is fortuitously being helped by the emergence of a number of new products and technology which can add to the gains available from good battery maintenance.

Start out right

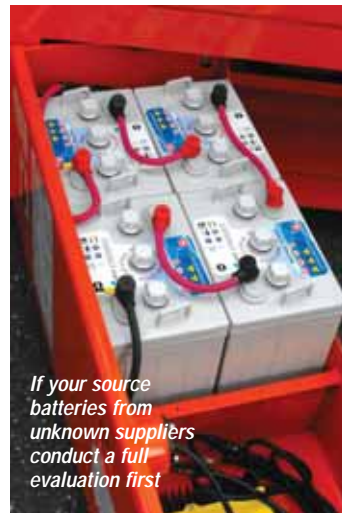
The key starting point is to make sure you buy or specify the right battery for the job at the outset. When buying new, this decision tends to be made for you by the lift or crane manufacturer. Thankfully few, if any, cut corners with the batteries they fit. The three most commonly used batteries - Trojan, US Batteries and Crown - all have solid reputations. However if you

are tempted to buy a new lift from one of the Chinese manufacturers beginning to make inroads into western markets, you may want to check its batteries. At the risk of being accused of a sweeping generalisation, there are a large number of cheap (in every sense of the word) deep-cycle lead acid batteries produced in China which should be avoided at all costs. China produces many excellent lithium ion and NiCad batteries and possibly good lead acid starter batteries? However deep-cycle batteries, while using the same technology, are totally different and rely on experience, good design and high build quality. If you do find a deal on batteries from the region that seems just too good to pass up, check them out on one or two machines first and ideally over a two year period. The true cost of a cheap battery can be prohibitive.



C&a

batteries



If your source batteries from unknown suppliers conduct a full evaluation first

When selecting a battery consider the application that the machine will be used for. The manufacturer should have already selected the best size and type of battery for general purpose applications. In most cases this will be a standard well-built flooded battery. While such batteries from the top producers are first class, they do need regular maintenance to keep them at their peak and they can pose risks in some sensitive applications. If you know they will never be checked or there is a chance of spillage or emissions are a concern, then maintenance-free batteries may be the way to go - although there are trade-offs (See *choose the right battery*).

Look after them

Flooded batteries need regular maintenance, largely consisting of checking and topping up of the electrolyte and cleaning, not to mention regular and sensible

charging. While most of us appreciate this and if faced with the question in an exam would answer it correctly, in real life where time is in short supply, it is often neglected. Ask 20 rental companies if they inspect and top up their batteries regularly and if they are honest at least 50 percent will say that they don't, due to pressure of work or cost. The fact is that this can be a major cost saving rather than an expense. A poorly maintained battery will start to lose its ability to maintain a charge and is likely to fail while out on hire. At that point an engineer is obliged to make a 'house call' possibly resulting in swapping the machine out for another, involving an unscheduled delivery and collection as well as the cost of replacing the batteries. This alone will cost far more than the cost of regular maintenance but the cost of upsetting the customer and damaging your reputation can be far greater again.

Specify auto top up for full traction batteries.



Most manufacturers provide good quality batteries as original equipment

LED lights on the front of the charger show charge stage for each battery

Some aids

There is good news for those who find it hard to spend up front to avoid future cost. Given that regular attention to electrolyte level is the most important factor, battery manufacturers are taking steps to address this issue. Crown, for example has introduced a new 'water-saver' cover and vents along with something that it calls 'Pro-Eye' which allows the visual checking of electrolyte levels. On the full traction fork truck-type batteries used on some booms and big scissor lifts it is worth specifying automatic top-up systems, the pay-back is relatively short. This is particularly true for machines such as mast booms where checking the electrolyte can be difficult.

Crown offers its Pro-Eye quick and clean electrolyte check point.



Snake Oil

A simpler and low cost solution is Thermoil battery de-mister. The product has been on the market since 1992, initially in the RV-camper market then electric boats and golf carts. Over the past few years it has slowly moved into the aerial lift

market. The curious thing is why a product which offers so much has not become standard equipment.

Thermoil is one of those products that appear to be too good to be true. The number of users is growing steadily and everyone we spoke to that has tried it, appears to be a convert. In the USA some major companies such as NES and Genie-refurb are now not only using it but prepared to recommend it. An increasing



The GantiCharger handles each battery individually.

number of European companies have also become converts with one or two major general rental companies now trialling it.

The additive is poured into the battery where it forms an oil film on top of the electrolyte. This helps retain the hydrogen and oxygen gases produced during the charging process within the battery, increasing their re-combination, in a similar way to what happens in sealed batteries. The oil also helps reduce and even eliminate the internal corrosion that can shorten the life of a good battery. Finally it also cuts the dangerous gas emissions and sulphuric acid misting associated with flooded battery recharging, while helping keep batteries clean and their storage box clean.

If you believe the claims of regular users the product might be even better than the manufacturer says. The fact is that cutting the need for regular top-ups, eliminating premature battery failure and, if users are to be believed, doubling the battery life all add up to some substantial savings.



Thermoil sits on top of the electrolyte to prevent gassing and corrosion.

Saving power consumption

With the cost of electricity climbing and many are looking to reduce their carbon footprint, any products or ideas that can help reduce power consumption are naturally of

interest. One simple tip is to put battery charger sockets on timers to allow charging during off-peak tariffs or to use a more efficient battery charger. (See 'Lowering the cost of battery ownership')

A better charger?

Another new product that suits the battery packs used on most smaller aerial lifts – the four, six volt deep cycle units – is a new dual voltage/dual frequency charger from Norwegian-based GantiCharger. Conventional battery chargers push power across all four batteries in an unmetered and non-controlled manner which can result in batteries that are fully charged continuing to receive input long after they are fully charged, until their weaker neighbours have caught up.

This process means that extra power is consumed, extra heat is generated within the battery, while the additional gassing causes higher water consumption, emissions and corrosion. The GantiCharger features a separate feed for each battery, allowing it to deliver an individual measured input based on the batteries exact charge requirements. When an individual battery is fully recharged the GantiCharger simply stops its power supply. In this way significant power savings can be achieved while battery life is extended. The product is relatively new and we don't yet know its cost compared to a regular charger. Assuming that any premium is modest and that the charger is at least as reliable as other chargers, this could be a winning concept.

Choose the right battery and look after it

We asked a number of manufacturers for their input, which as you might hope was very similar. Here is a summary of the tips provided.

While lithium-ion battery technology has made great strides in recent years, long cycle life, deep cycle flooded and sealed-valve regulated (VRLA) batteries are still the choice for aerial lift applications. Deep cycle batteries are optimised for the deep discharge and recharge cycle demands from aerial lifts and other heavy equipment.

Deep cycle batteries typically fall into two primary groups: regular or flooded (Flooded Lead-Acid) batteries and VRLA ones such as AGM (Absorbed Glass Mat) and gel. Flooded batteries provide the best cycling performance of all the deep cycle battery technologies and are generally the best option where lowest life-cycle cost is the key objective. However, to achieve their maximum potential life, FLA batteries require regular care and maintenance which includes:

- Watering depending on frequency of usage and temperature
- Inspection of terminal connections to ensure they are clean and no signs of damage
- Cleaning of the battery case, terminals and connections with a soft cloth or brush using a solution of baking soda and water
- Charging of batteries immediately after each use
- Equalising the batteries by overcharging after the normal charge cycle to keep cells balanced
- Storage of the batteries after they are fully charged in a cool, dry location that is protected from the elements



less sensitive to high operating temperatures. Both AGM and gel batteries are of course costlier than flooded batteries.

There are as many different battery manufacturers as there are battery technologies and choosing from the product offerings of different manufacturers is a matter of identifying the needs that are most important. Selection criteria often includes the quality of the battery, product availability, ability to provide FLA and VRLA battery technologies, a dedicated technical support team, wide distribution network and brand reputation.

So, when selecting a deep cycle battery, be sure to take into consideration all of the elements that will affect the battery's performance, estimated life cycle and maintenance requirements. Flooded batteries may have a lower initial cost when compared to VRLA batteries, however if regular maintenance cannot be guaranteed your best choice is to invest in AGM or gel technology. Over time, the life-cycle cost of a VRLA battery might actually be less than the life-cycle cost of a flooded battery that has suffered premature failure as a result of not being maintained properly.

If maintenance, fumes or spills are a major issue gel may be the way to go.

For applications that require maintenance-free batteries, AGM or gel battery technology may be the best option. While a maintenance-free battery provides more convenience, that convenience comes at a price. Sealed VRLA batteries are going to be more expensive and will generally have a lower cycle life when compared to flooded batteries. As with flooded

batteries, when choosing a sealed VRLA battery it is important to consider only deep-cycle AGM or gel technology. AGM batteries have a higher discharge current capacity and are ideal for applications where the batteries are not cycling on a daily basis and can be maintained at nearly a full state of charge for a longer time. Gel batteries provide better cycling performance and are



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Lowering the cost of battery ownership

The use of full traction fork-truck type batteries is becoming more widespread in the access business, particularly on larger aerial lifts and mini cranes. John Lawton, a director at EnerSys Motive Power Europe, explains how to get the most from this type of battery and lower the cost of ownership.

Batteries are an expensive necessity. If you are going to lower the costs of your operations and ensure that down-time is minimised it pays to understand how to purchase and use your power sources to your best advantage. There are three types of lead-acid battery technologies generally used in material handling equipment: standard design flooded cells, low maintenance flooded cells and maintenance free gel or AGM cells. The latter are best suited to low-duty applications with a lower depth of discharge. Inevitably when buying decisions are made the visible expense is for the battery and charger. What are not always understood are the operating and maintenance costs for the life of the product which should be factored in to give a true life-time cost.

For instance flooded batteries require regular topping-up with deionised water. This is likely to be on a weekly basis for standard designs and less frequently for low maintenance batteries. The cost of water and the labour required to carry out the process should be added into the purchase decision calculation. Water topping-up is of course not needed for maintenance-free batteries which are also designed for opportunity charging. The other operating cost is electricity for recharging your batteries and the amount depends upon the battery technology and the charging system used. Your electricity tariff and the time of charging may also come into the equation. Specifiers and buyers of batteries need to consider all these factors in order to arrive at the true life-time costs.



Organising rapid changes can save £££s in larger operations



Full traction battery packs are being used more widely on aerial lifts.



For those operating intensively on two or three shifts a day, on the job battery changing is going to be essential. Minimising the time taken to change a battery will bring significant dividends. The traditional method of changing battery pack typically takes around ten minutes. But with the correct equipment this can be reduced to as little as three minutes. The impact of such a reduction in change time can be considerable. In a 24/7 operation, with 50 trucks undergoing two battery changes each per day, the savings can add up to 4,200 hours a year. Additionally by using change equipment which maximises floor space it is also possible to reduce the charging area by up to 60 percent.

For operations that are less intense, 'fast charging' can be considered. This eliminates the need to change battery packs because batteries can be charged when the machine is not in operation - during coffee breaks, at lunch times, between shifts or even during a shift when it is standing idle. It may be possible to re-model operations to allow sufficient recharge time. Fast charging is however only suitable for flooded batteries with airmix. Efficient battery charging brings

significant benefits and means less electricity consumption. There are two things which impact the amount of electricity needed to recharge a battery - the charger's efficiency and the charging factor. Conventional 50Hz charging technology uses large transformers which reduce the efficiency in converting AC input to DC output. Such chargers are typically only 80 percent efficient - older models can be considerably less. The charging factor is usually 1.20 which means 20 percent overcharge to mix the electrolyte and return the battery to a fully charged condition. High frequency chargers are at least 90 percent efficient and have charging factors of 1.08 to 1.15 depending on the battery technology. Such efficiency can produce a reduction of at least 15 percent in electricity consumption thereby not only reducing the carbon footprint but bringing significant financial savings.

For large operations additional savings can be achieved using a software system to manage battery use and charging. By scheduling charging to avoid costly spikes in electricity demand and ensure the correct rotation of batteries, less electricity is required. When all aspects of battery fleet management are operating at optimum efficiency, life-time battery costs can be substantially reduced.

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All go and no show

Face to face with Alexandre Saubot, chief executive of Haulotte Group.

Europe's largest powered access manufacturer Haulotte has shown recent signs of recovery after losses of €60 million in 2009. The French-based company – which can trace its origins back to Pinguely in 1881 – has been controlled by Pierre Saubot since 1985 with son Alexandre taking over the reins in 2004. Not one to follow the pack, Haulotte has made some 'interesting' business decisions in recent years. Leigh Sparrow took the opportunity to meet with Alexandre Saubot at his office in Paris.

"I am not sure if I am smart, but at least I am consistent," said Saubot when asked about his decision not to attend next year's APEX show. It's no secret that Haulotte's chief executive believes that holding two 'high cost' rental oriented shows in Holland (APEX and the Rental Show) within three months of each other makes no sense and 'is not in the industry's best interests'. His preference would be for the two events to be merged into one.

"I may not have made the right decision in the short term but I know it is right for the industry in the long term," he says. "It would make sense for the European rental association's annual meeting and its

show to be combined with APEX to make a major event - but not held in Maastricht. Given the choice I have decided to support my major customers and exhibit at the rental association."

Another 'interesting' decision was not to attend this year's Bauma. But was this the right decision?

"It is hard to answer that directly," he says. "In the short term yes, although Bauma is a show you need to be at if you are a major player. This year, however, it was more like a domestic German show due to the volcanic ash problems. Of course we did not know that would happen when we took the decision not to attend, we simply looked at the cost in a very tough year and said if we go to Bauma we have to make savings elsewhere? Cut Bauma and you save €1 million or even half a million, immediately. This is easy to do and without any real trauma. Had we decided to attend we would have had to cut many things to make up the same cost savings.

Many of them would have had long-term negative effects while missing Bauma once will not. We will be at Conexpo and the ARA next year although we are not at all happy that the two are so close together in the same town.



Alexandre Saubot

However the ARA is essential for the smaller Bil-Jax products such as staging etc and Conexpo is important for our long-term strategy in North America."

companies to invest heavily. Certainly there are replacement pressures and other buying signals coming through from rental company sales forces, but as far



A tough time

Haulotte – like all the major access manufacturers – has had it tough over the past few years losing €60 million in 2009. This year however is starting to pick up with revenues up 20 percent for the nine months to the end of September, while the full year likely to be in the €250 million region – almost 25 percent better than 2009, but not quite enough to put the company back into profit.

"We think that the current positive trend seen since the second quarter of 2010 will continue through 2011, but so far we do not see any great appetite from the big rental

as we can see, the senior managers are not yet confident enough to make significant investments in new equipment. We think that this attitude will continue throughout 2011, but in terms of profitability we are not currently making any forecasts. We need revenues of around €300 million to be profitable with our current cost base, depending on product mix of course, so assuming the steady growth trend continues 2011 will certainly be more positive than this year.

But where does Haulotte see itself in the powered access market, what are its core strategies and

Haulotte decided to risk missing Bauma 2010, rather than take more painful cost saving measures





Saubot says that certain models within the Star range are best in class

what does it offer that is different to its major competitors?

"We are the only major producer that is still a family company, rather than one owned by a major conglomerate. As such we try to work more closely with our customers, offering them solutions rather than just machines and helping them with their businesses. Our range is almost as wide as the two big American companies with a few distinctive models which are 'best in class'. Examples include our mid-size articulated boom lifts which have features that make them the very best in terms of a performance. Once customers - end users or a rental companies - use them they become converts but we need more products like that and we are working on it."

"It is hard for one manufacturer to have the best models in every category. Our Star range, for example, is first class even though it may not be as broad a product line as the Toucan, but our core products in this sector are class-leading in terms of their performance, reliability and weight etc..."

Saubot suggested that there was still work required at the top end of the boom market from all manufacturers, to make them easier to use while still meeting all of the regulations, admitting that Haulotte may have further to go than the others. He also confessed that it is tough going head to head with the two market leaders with straight telescopic boom lifts, given its predominance in the American

market. He believes though that Haulotte has an edge in market coverage in some regions. "We are strong in Southern and Eastern Europe including Russia where around half of all the existing self-propelled platforms are made by Haulotte. We still have work to do in Northern Europe, including the UK, while North America is a real challenge. However if we could capture just 10 percent of that market it would be very significant for us. Most of the rest of the world it is wide open and we are working hard through the outlets we have established."

China

How is your new production facility in Changzhou, China, working out and what are your plans for it?

"Our production in China is currently very small with local content running around 20 percent, but the plan is to ramp this up to at least 50 percent in the near term, assuming of course that we can find the right suppliers locally. Starting production has been relatively easy compared to what it took to establish our commercial office a few years ago. There is a lot happening in China, it is a new market and we need to be there, for the Chinese market itself but also as a cost effective location from which to supply the region as a whole, for example the first electric scissor lifts off our production line have been shipped to Australia. Our strategy is to build products closer to the end market and our policy in China is more related to that than trying to produce machines more cheaply."

UK Platforms?

There has been speculation recently that Haulotte was in serious discussions to sell its UK rental operation - UK Platforms - but according to Saubot, there is no substance to the rumours. "We have no plans to sell off UK Platforms and we are most certainly not in any current discussions," he says. "If we received a very attractive serious offer, we would of course have to consider it and as we have shown with Lev, we are always open to suggestions. In the meantime we would like to see rates rise along with the recent utilisation gains."

What happened with the Holland Lift scissor lift design acquisition? In 2006 Haulotte announced that it had purchased the rights to build Holland Lift's narrow aisle N-EL12 range with platform heights of up to 16 metres, but to date no such product has emerged.

"After acquiring them we realised that it is very hard for a company like ours, or for that matter, any high volume manufacturer, to work with a product that is too different in terms of component type and build than the rest of their range. The whole approach with this ultra high quality/heavy duty type product is different and at the end of the day it is always going to be a niche market. We have a good relationship with Holland Lift and its owners who now have the rights



A Holland Lift in Haulotte guise at Intermat 2006.

back. So when we need this type of product for our customers we prefer to buy it in from Holland Lift or refer our customers to them."

So what do you think about the recent JLG - Hinowa spider lift venture?

"I don't know how a small Italian company will fit in with a multi-national corporation like JLG or what their strategy will be, however I do know that it is very hard when you have two manufacturers trying to both make a margin out of a product. We have tried to do that as you know with Dinolift, but any time you come up against tough pricing from a competitor selling his own product it is a difficult situation - if you own both the pockets in your trousers you can take the deal and decide later how much goes into each one. When you don't it is a problem which tends to disrupt any consistent progress. We do not currently see this as a good way forward unless it is to gain experience in a particular market"

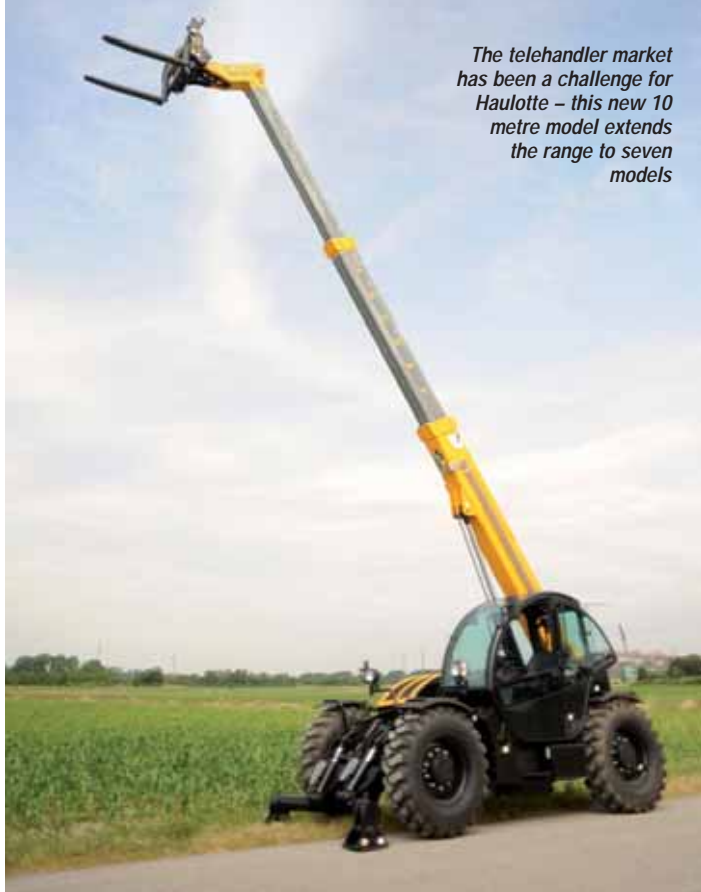
You have clearly struggled with your entry into the telehandler market, what is the future for this product line within Haulotte?

"There is no getting away from it, this has been much tougher than we expected primarily because it is a different customer base but also due to the timing. We started with our own product line in 2007 so we are still only three years in, and of course we had a market collapse in between which has made it even harder."

"Going head to head with experienced companies such as JCB and Manitou is not easy, especially when they have such a wide product range. We do though have the benefit of our access experience and of building products for the rental industry that are simple to use and reliable."



UK platforms is still very much a part of Haulotte's business plans



The telehandler market has been a challenge for Haulotte – this new 10 metre model extends the range to seven models

The new 10 metre model will go into production soon, giving us a seven model range in terms of variants and we will continue to refine the existing 14 and 17 metre models. We have also taken a look at the agricultural market but you need an intensive dealer network to make any in-roads at all and this is very hard to set up from scratch.”

“So we have decided to focus on selling to our existing access customers who are interested in getting into this market and to construction companies that buy their own machines. We also have an even chance in those countries where the telehandler market is not yet established, such as Argentina and Russia. In these areas we do not have to displace a ‘sitting tenant’ supplier, which is always a hard task when you are a new entrant to the market so we will look to leverage our worldwide network to provide telehandler volume.”

“As to whether we will persist with this market, the answer is yes! You have to take a long-term view when doing something like this – it can

easily take up to 15 years to become a major player in a given market. It took us a long time to reach the point in the access market where we were finally accepted as a force to be reckoned with.

However if you keep banging your head against a wall, after five years you will be in a lot of pain while the wall will be unchanged. In such a case it might be time to look for a side door to get in.”

New rental markets?

Haulotte’s stated rental strategy in recent years has been to focus on markets with no local availability. Are you looking to open some new rental outlets?

“Not particularly, although there may well be some opportunities in parts of Asia where the rental concept does not exist, making it tough to get the powered access market going. There may also be some chance of doing something in other South American countries like Chile, Peru or Columbia or we might just need to offer local entrepreneurs some support such as re-rent opportunities to cover their local regions.”

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Terex AC500-2

The Terex AC500-2 is a 500 tonne eight axle crane which has been in production for over a decade. Similarly the 1:50 scale model of the crane has been around for just as long. It is built by the German model maker Conrad and has recently been released in the colours of the German company Felbermayr.

This is a very heavy model with little use of plastic. Underneath it is purely functional with no detailing of the real crane chassis. The tyres are very good and they are mounted on the typical hubs that Conrad uses on most of its crane models. The front four axles are linked and steer proportionally, the fifth is fixed, and the rear three axles also steer proportionally. It works well and a good steering lock can be obtained.

The level of detail is lower than on more modern models and there are no door mirrors or windscreen wipers, but the beacon and main driving lights are good. Mud guards are provided for axles four, five and eight and at the rear a frame holds the wheel chocks, while the rear lighting cluster is painted on.

The two-stage outrigger beams are very impressive and are metal. Each folds out and is retained horizontally by a small hydraulic cylinder and retaining rod fixed into its own slide rail. The outrigger rods are a screw thread type, with a separate plastic pad on the end.

The crane cab is nice with metal handrails and a detailed control console inside and it tilts like the real machine. It also swings fully into the transport position for travelling on the road. The counterweight tray can be posed on the carrier body for loading and unloading, or is fixed to the crane superstructure with a couple of plastic pins. The counterweight blocks are really nice with lifting lugs and good graphics.

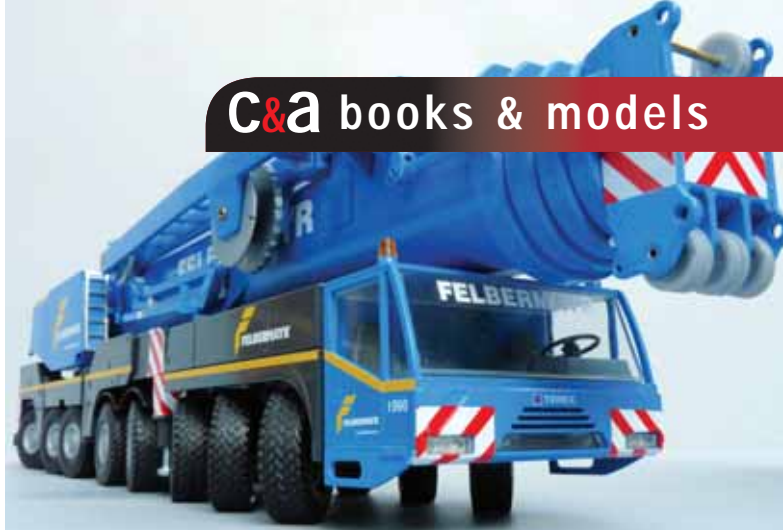
The boom is a five stage telescopic of heavy and impressive

construction with the usual internal locking mechanism to stop the sections sliding when fully extended and raised. It is raised using two very large cylinders which are extremely stiff but they hold the heavy boom very well. The Sideways Superlift mechanism is also well made with most parts metal and can be used to tension up the extended boom just like the real crane. A large hook block is supplied which has five sheaves and it goes well with a crane of this size.

This is a typically robust Conrad model and it certainly looks impressive in the Felbermayr livery. Because of its high metal content it is relatively pricey at over €300 and the model is not the most detailed. However it is certainly collectible in a special livery such as Felbermayr.



The Sideways Superlift works well



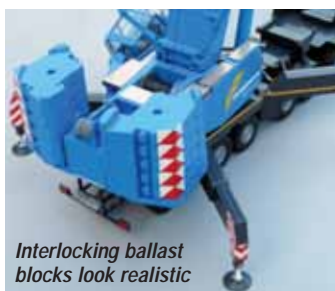
In transport configuration



The cab tucked in at the back



Impressive heavy construction



Interlocking ballast blocks look realistic

Cranes Etc Model Rating

Packaging (max 10)	6
Detail (max 30)	21
Features (max 20)	15
Quality (max 25)	19
Price (max 15)	8
Overall (max 100)	69%

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



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Another Year of Growth for ALLMI

ALLMI recently closed out its 2010 /11 financial year, a period which saw impressive levels of growth for the association. With a 20 percent increase in membership numbers and a solid increase in the number of operators trained.

The effort invested by all those involved with ALLMI is clearly paying dividends. ALLMI chairman, Mark Rigby, comments: "2010 was another excellent year for ALLMI. We'd like to thank the numerous representatives from member companies who invested their time and effort in the running of the association and their employers for allowing them the opportunity to do so. We're incredibly fortunate to have

such committed members that genuinely want to see standards raised within the lorry loader industry, and for ALLMI to expand the services it provides and develop the quality of advice, guidance and training that it can offer."



Election Time

ALLMI recently announced the results of its annual elections for both ALLMI chairman and Operators' Forum chairman. Mark Rigby of Palfinger importers, T H White, will now serve his sixth consecutive year as chairman of the Association, whilst Steve Frazer-Brown of David Watson Transport makes it six years in a row as chairman of ALLMI's fleet owner division.



Mark Rigby



Steve Frazer Brown

ALLMI at Vertikal Days 2011

ALLMI returns to Vertikal Days in 2011 with the "ALLMI Village" providing the setting for the association's member companies to promote their products and services. This year's loader crane display is expected to be bigger and better than ever.

ALLMI executive director, Tom Wakefield, said: "we're very excited about this year's show. We're encouraging various types of member company to be involved, not just the manufacturers, but also service/repair agents and producers of ancillary equipment, so the display should be our best one to date. We're also planning a number of events within the show, including workshops and seminars aimed at various industry sectors and specific issues affecting lorry loaders. We will also hold general meetings for manufacturer/service agent members and fleet owner members. Guests will be more than welcome to attend both events. Finally a social event on the evening of the 22nd will provide an excellent networking opportunity for those involved with ALLMI and the loader crane industry."

Vertikal Days takes place on 22nd /23rd June. If you'd like to know more about ALLMI's presence at the show, please contact us on 0844 858 4334.



ALLMI is planning the following for Vertikal Days

- A 1,000 square metre plot within which ALLMI members can exhibit.
- A wide ranging exhibit – including loader crane and ancillary equipment manufacturers, as well as service/repair companies.
- A General meeting for the Operators' Forum (fleet owners) and a General meeting for manufacturer/service members .
- A series of workshops/seminars aimed at various lorry loader industry sectors/particular issues affecting lorry loaders.
- Equipment demonstrations.
- An operator competition in the show's Demonstration Area.

c&a

ALLMI focus



Thorough Examinations - Course for Managers

As part of its on-going efforts to raise the level of knowledge and awareness in relation to the subject of Thorough Examinations, ALLMI has launched a new training course for managers which focuses on this subject. The course has been designed to assist companies in fulfilling their obligations under Regulation 9.2 of the Provision & Use of Work Equipment Regulations (PUWER) 1998:

"Every employer shall ensure that any of his employees who supervises or manages the use of work equipment has received adequate training for purposes of health and safety, including training in the methods which may be adopted when using the work equipment, any risks which such use may entail and precautions to be taken."

ALLMI technical director, Alan Johnson, says: "For some time now we've been encouraging companies to put their relevant managers through our Thorough Examination training wherever possible. However, we appreciate that some managers will not meet the entry criteria for the course, or may not be in a position to take time off from their day to day duties for the full duration of the training programme. With this in mind, we've abbreviated the standard course into a one day session, which covers the same topics as the standard course, including an element of the practical training. Whilst we're

obviously not certifying the delegates as 'competent', those attending and completing the course will undoubtedly gain a much better understanding of the technical and legislative issues relating to an area



of the business for which they are responsible. At the same time and in accordance with the requirements of PUWER, companies will be able to demonstrate that they've further complied with the law."

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

See www.ipaf.org for full listing

Bodged platform costs truck dealer £23,000+

Watts truck and van (Cardiff) was been fined £20,000 plus £3,070 costs for breaching height safety regulations after a 21 year old HGV mechanic fell from a makeshift platform attached to a forklift truck in August 2009.

The man was using the platform to repair a light on a high-sided vehicle at the Fairwood Truck Centre in Rogerstone, Newport. The platform, a wire surround screwed to a wooden pallet, had been put together by a colleague.

The injured man leant over to catch a bulb being thrown up to him by a co-worker, when the surround gave way and he fell, fracturing his hip. He needed an operation on his hip, was off work for a month, has since undergone numerous physiotherapy sessions and suffers continuous pain in his hip. The HSE investigation found that Watts failed to ensure that work at height by its employees was properly planned and supervised and carried out safely.



The home-made platform

The morale of this story is typical. The company could have purchased two, or even three, state of the art aerial work platforms for the pure monetary cost of this accident, not to mention the damage to morale and reputation.

Telehandler accident costs partner £9,000

John Handley, a partner in J&C Handley, was fined £5,000 plus £4,000 costs following an accident on a housing site in Carlton, Nottingham, in July 2009. A consignment of breeze blocks delivered to site was palletised, preventing the telehandler from lifting them in the normal way. When the blocks needed to be moved, Handley used a telehandler with hydraulic grab attachment, but this meant the blocks swayed as they were being transported.

He then asked sub-contractor David Cotterill to walk alongside and steady the load with his hands. Unfortunately Cotterill, 31, of Gedling, slipped and fell under the telehandler's front wheel. He broke his right foot, ankle and eg and has been off work ever since. Due to the nature of his injuries he will not be able to work in construction again and is retraining for an alternative career. His injuries also forced him to move from his three-storey house to one with fewer stairs.

HSE Inspector Lee Greatorex said: "In an ideal world the breeze blocks should have been delivered to their intended destination on the site but this wasn't possible. Therefore Mr Handley should have properly planned the work and made sure the delivery arrived in the right format for the forks of a telehandler. When this didn't happen, a rope should have been attached to enable Mr Cotterill to steady the load at a safe distance. Had Mr Handley taken the time to think through a safe system of work then a man may not have suffered such serious injuries."

The unit in Warrington – with the skylights

Three times unlucky

The landlord of a commercial building, Bizspace Investments Ltd of Finchley, London, has been fined £5,000 plus £9,000 costs after three men fell through skylights at the same industrial unit in Warrington, UK, on three separate occasions – leaving one of them paralysed.

The saga began when a Bizspace caretaker fell through a skylight while cleaning guttering on 20th March 2007. The man suffered multiple rib fractures and severe bruising. Another employee was sent to take photographs of the scene and fell through a different skylight, landing feet-first on a mezzanine floor and escaping injury.

Three weeks later a 62-year-old man employed by Anthony Massey, trading as Massey Roofing and Building Contractors of Bury, was sent to repair the skylights. While fixing them, he fell more than four metres to the ground, sustaining severe spinal injuries, leading to him being paralysed from the waist down.

The two were prosecuted by HSE for putting workers' lives at risk. Bizspace was fined £5,000 plus costs of £9,000, while Massey, 67, has been declared bankrupt and was not fined, but received a 12 month conditional discharge.

Martin Heywood, the investigating inspector at the HSE, said: "It is astonishing that virtually the same incident was allowed to happen on three separate occasions. A man was sent onto a roof without safety equipment, despite two caretakers falling through skylights less than a month earlier. As a result, the worker is likely to need to use a wheelchair for the rest of his life. If the project had been properly planned, using appropriate equipment for work at height, then all three workers would have remained uninjured."

Who trained him then?

Spotted in December in Amsterdam a window cleaner working on a third storey ledge around seven metres up.





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New tool to verify PAL Cards online

Site and safety managers can now use the PAL Card online verification tool at www.ipaf.org to check if a card is genuine. A valid PAL Card (Powered Access Licence) issued by IPAF is proof that the cardholder has been trained to operate powered access equipment safely and effectively.

IPAF has launched the online verification tool in response to requests from site and safety managers for a quick and easy way to check if a card presented to them is genuine. The yellow, plastic PAL Card already contains several security features. The front carries



IPAF issued 85,605 PAL Cards through its approved training centres in 2010, 9% up on the 78,210 cards issued in 2009.

to minimise counterfeiting risks, and the cardholder's signature.

"PAL Cards are valuable because on most job sites, operators without a valid card will not be allowed to operate powered access equipment, and there have been a small handful of cases involving forged PAL Cards," says Tim Whiteman, IPAF managing director. "The online verification tool gives site and safety managers added security and confidence in the system."



Is that card genuine? Site managers can double-check using the online tool.

the cardholder's name and photograph. It also shows the expiry date and the machine categories the cardholder has been trained to operate. The reverse side features an IPAF logo printed as a hologram

Credit check service

Need to check if a company you are dealing with is creditworthy? IPAF members can obtain Creditsafe's Plus Package at a discounted price. The service offers company reports with information such as credit rating, credit limit,

incorporation date and directors/shareholders. Request a demonstration and free company credit report by visiting the Services/Member Benefits section of www.ipaf.org

Scissor lift stability and guarding

The Health and Safety Executive (HSE) is starting a project in Northern Ireland to look into whether CE-marked scissor lifts currently comply with EN280, the European standard governing the design and manufacture of MEWPs, and the Machinery Directive 2006/42/EC.

The project was agreed by the CEN Machinery ADCO Committee in 2009 and will involve four countries: Cyprus, Ireland, Poland and the UK. The HSE will visit a number of dealerships or manufacturers in the UK with a view to completing a survey document that will be sent out in advance. The visit may also entail some functional testing.

The survey will look at a range of makes and models and will focus on whether the lift is fitted with safety devices as stipulated in EN280 which monitor/control components that affect the stability of the machine. The survey will also look at some guarding issues. It is envisaged that the project will finish in March.

IPAF welcomes this initiative and asks its members to assist in any way they can. IPAF members with questions on this project can contact the IPAF Technical Officer.



Some of the IAPA 2011 judges at work (left to right): Mike Watts of US-based Sunstate Equipment, Roger Bowden of UK-based Niftylift, Steve Shaughnessy, IPAF president, and Gerhard Hillebrand, IPAF-Italia representative.

Shortlists announced for the IAPAs

The finalists for the International Awards for Powered Access (IAPAs) 2011 have been announced following the meeting of the judging panel in London on 28 January. The full list can be viewed at www.iapa-summit.info.

More than 100 entries were received, the highest number since the first awards in 2009. The winners will be announced at the IAPA awards dinner following the IPAF Summit on 14 April at the Grand Hotel Krasnapolsky in Amsterdam, the Netherlands. Tickets can be booked in advance at www.iapa-summit.info.



Gil Male is retiring

IPAF's Technical Officer, Gil Male, is retiring at the end of March. The next meeting of the IPAF Manufacturers' Technical Committee (on 23 March at Conexpo in Las Vegas) will be one of his last duties.

"I am sure many in the industry will join me in thanking Gil for the superb job he has done of supporting and working with the IPAF Manufacturers' Technical Committee," said IPAF managing director Tim Whiteman. "The work he has done in technical committees around the world has had a positive and lasting impact on the standards and regulations that govern this industry, and he will be a hard act to follow."

IPAF is looking for a successor to carry on the work of the Technical Officer and is also looking for a Marketing and Member Recruitment Manager. Details have been posted at www.ipaf.org/jobs



Gil Male's work on standards and regulations leaves a lasting impact on the powered access industry, seen here speaking at an IPAF seminar.



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New website **c&a** goes live

PASMA

The new PASMA website at www.pasma.co.uk is now live. Incorporating a number of new features and benefits, its distinctive design and enhanced content depicts the association as a modern, progressive organisation setting the agenda for mobile access towers in the 21st century.



Intended to reinforce PASMA's presence in the marketplace and act as an indispensable reference source for towers, the new site is easy to navigate and provides the visitor with a quick and easy route to any information required.

Every effort has been made to speed and simplify the various options - for example, training centres

in a particular region - and members can now enjoy the benefit of a dedicated member's area where they can keep in touch with the latest news and developments at the association.

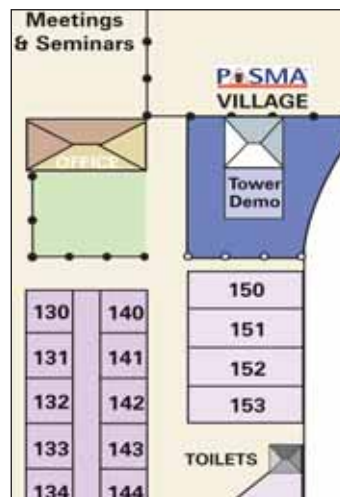
Communications officer, Jill Couttie, the person responsible for overseeing the web project and bringing it to fruition said: "The site is already attracting positive comments from members and non-members alike. Only time will tell, but already there are signs that the website is proving to be a welcome and popular focus amongst the mobile access tower community."

www.pasma.co.uk

Meet the manufacturing members

Company	Location	Website
Aliscaff	Harlow	www.aliscaff.co.uk
Alto Tower Systems	Redditch	www.alto-towers.co.uk
Aluminium Castings	Callington	www.basstowers.com
Euro Towers	Northampton	www.eurotowers.co.uk
Instant Upright	Dublin	www.instantupright.com
Layher	Letchworth	www.layher.co.uk
Lyte Industries	Swansea	www.lyteladders.co.uk
Pop-Up Products	Deeside	www.popupproducts.co.uk
Tower and Sanders	Catford	www.scaffold-tower.co.uk
Turner Access	Glasgow	www.turner-access.co.uk
Youngman Group	Maldon	www.youngmangroup.com
Zarges UK	Milton Keynes	www.zargesuk.co.uk

PASMA Village at Vertikal Days 2011



PASMA and Vertikal Days have teamed up to create the PASMA Village at this year's event to be held on 22nd and 23rd June, at Haydock Park, near Manchester.

The 'Village' will comprise a PASMA gazebo for smaller organisations and training centres - together with PASMA information point - plus outside stand space and demonstration area for manufacturers and hirers. It will provide a unique opportunity to showcase the latest and best in mobile access towers and the

increasing number of applications for which they are being used.

Already supported by the CPA, IPAF and ALLMI, the association is keen to build a strong and positive presence for towers at Vertikal Days, the UK's only show dedicated exclusively to cranes and access. "It's one of PASMA's primary roles to promote towers and tower use," says Peter Bennett, "which is why we've created this first-time opportunity for PASMA members to get involved and publicise their products and services."

Anyone wanting more information should please contact Pam Penny on 01902 851334 or email pp@vertikal.net

News in brief

3T/AGR Review:

PASMA's major review of fall protection guidance and best practice in mobile access towers has now entered its consultation stage.

UKCG:

On 3 February the association made a presentation to the UK Contractors Group's (UKCG) health and safety committee at its headquarters in Centre Point, London. The opportunity was taken to update UKCG's members - 30 of the UK's largest construction companies - on the latest developments at PASMA and to explore potential areas of collaboration.

IOSH Conference:

PASMA will be one of eight organisations, including the Health & Safety Executive (HSE), delivering

a paper at this year's IOSH Conference and Exhibition. The association's technical manager, Don Aers, will speak as part of the 'Working at Height' seminar organised by the Access Industry Forum (AIF) in Spotlight Theatre 2 on 15 March, at ExCeL, London. For the full programme please visit www.ioshconference.co.uk

Safety & Health Expo:

PASMA will also be taking part in the AIF's Knowledge Base, Access Live and Access Village at this year's Expo. Dates are 17-19 May at the NEC, Birmingham. More at www.safety-health-expo.co.uk

AIF Website:

In addition to PASMA, the AIF also has a new website to better reflect its work, role and achievements.

Please visit www.accessindustryforum.org.uk



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Compact crane drive from ABB

ABB has launched a new compact low voltage AC drive with built-in crane control functions for side-by-side installation within control cabinets. The ACS850 drive can be preconfigured for use in stand-alone cranes. Typical applications include hoist, trolley and slew operations for new installations or retrofitting to older tower cranes. The drive will perform equally well in overhead cranes for hoist, trolley and long travel motions. Benefits are said to include:

Higher productivity:

Working in conjunction with the drive's motor control platform - DTC (direct torque control) - the crane control programme provides smooth speed and torque control of the crane. Speed and capacity are said

to be optimised through the crane control programme's load speed control, which maximizes the hoist speed for a given load.

Improved safety:

The crane control programme also provides several safety functions. For instance, the integrated mechanical brake control logic uses torque memory and pre-magnetising to build up the torque in the motor before opening or closing the brake. This avoids any sudden dropping or jerking movements. The programme's slow down function limits the crane speed to a pre-set level when the crane is inside defined zones.

Ease of set-up and use:

The ready-made programme can interface with analogue, digital or fieldbus systems, enabling a wide range of connectivity for start, stop



C&a

innovations

and reference change signals. The programme includes four different user sets for customising the parameter settings for multiple configurations. Each user set includes two different control places and an overriding emergency control place. A crane load analyser shows the crane drive load profile. The drive is rated from 1.1 to 500 kilowatts, 380 to 500 volts with IP20 protection class.

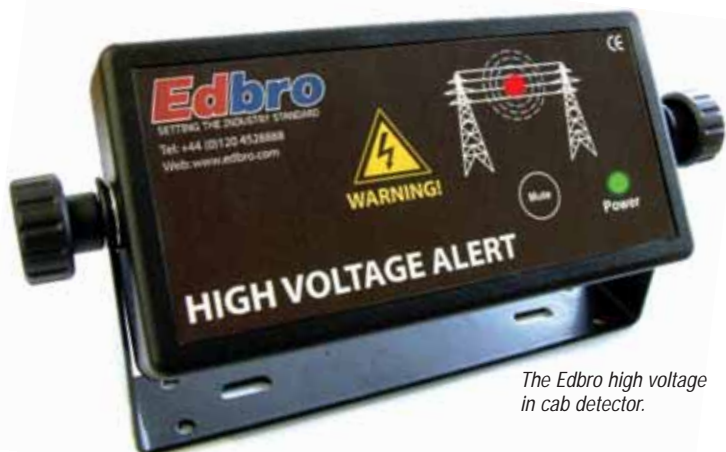
The drive features coated boards which protect the electronics and circuitry from humidity, thereby increasing its reliability. A removable memory unit stores complete drive settings, including all user settings and motor data.

If the drive needs to be replaced or updated, it can be done quickly without any special tools or knowledge.

In cab high voltage detector

Edbro, has launched a new high voltage proximity alert system for crane booms and tipper bodies which uses a simple detection antenna that does not require boom mounting. The high voltage alert senses when a boom is dangerously close to power lines and emits audio and visual warnings to the operator.

The warning system uses a compact - 235 mm long - detection antenna mounted in the crane cab which is connected to an in-cab warning unit with clear audio and visual warnings. The warning unit display is just 130 mm x 35 mm x 25 mm and produces a high intensity red flashing LED as well as an 85db high pitched buzzer when high voltage is detected within a pre-set distance of up to 100 metres. The 12-24 volt unit is easily installed in new vehicles or retro-fitted to existing ones. Once installed the device will activate on PTO is selected and will then continuously monitor for potential electrical hazards to reduce the risk of accidents.



The Edbro high voltage in cab detector.

New piston pumps

Parker Hannifin has extended its range of high performance P1 - medium duty mobile and PD - marine, hydraulic pumps with the introduction of 18, 28 and 45cc models. The new piston pumps add to the existing range of 60, 75, 100 and 140cc models, in order to cover a wider variety of applications.

Rated for continuous operation at pressures up to 280 bar, the P1/PD pumps incorporate a number of innovative features to improve performance, reliability and efficiency. For example, low flow ripple minimises noise, while SAE and ISO standard mounting flanges and ports, with a choice of end or side inlet and outlets, make installation quick and simple. An extensive range of options extend the overall functionality and use.

These include standard pressure limiters, with or without torque control, and load sensing with pressure limiter and/or torque control.

Parker Hannifin has extended its P1/PD piston pump range



enquiries

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

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

13 January 2011



Dear Leigh,

Cranes & Access: Low Level Access Feature

As a follow-up to your feature on low level access in the December/January 2011 issue of *Cranes & Access*, your readers might be interested to know that PASMA and HSE recently warned users of low level access products such as podium steps and folding room scaffolds to make sure that the equipment they have bought, or hired, meets at least the minimum standards of fall protection.

The warning follows increased concern about cheap, inferior products now flooding the UK market, especially in the construction sector, which offer limited protection to users by not having an adequate guardrail system fitted as standard.

Since 2004, industry estimates suggest that five times as many (50,000) of these non-mechanical low level access units have been sold in the British Isles alone, in comparison to the mechanical versions of which your article advises some 10,000 have been sold.

In theory these products provide a compact, lightweight and protected work platform that represents a safe method of working at height, especially at low heights of 2.5 metres and below.

Unfortunately, whenever there is high demand for a product there is inevitably an opportunity for companies to offer deficient equipment, which, in the absence of a minimum standard, can be marketed with impunity, thus exacerbating the already concerning accident statistics for low level work at height.

Against this background, PASMA's technical committee is in the final stages of setting a minimum standard for quality and performance, working with the British Standards Institution (BSI) to draft a publicly available specification (PAS). It has also developed an additional module in its widely recognised training scheme devoted solely to low level access, and produced a new DVD/CD 'Accidents can happen even at low level'.

Yours sincerely

PETER BENNETT

Managing Director

Prefabricated Access Suppliers' & Manufacturers' Association (PASMA)

Dear Sir

During my 10 years as a Director/Managing Director of a large independent crane training provider I spent a great deal of my time sitting on various standard setting committees with the aim of raising the safety bar across the lifting industry.

The cause of many accidents with lifting equipment can be attributed to complacency, carelessness, over familiarity or recklessness. Rigorous, well structured training goes some way to raising awareness of the kind of things which contribute to catastrophic failure, such as tampering with or over riding safety devices.

It was therefore with great sadness and disappointed that I was alerted to a video posted online of a crane trainer de-rigging his crane whilst he simultaneously filmed himself. The video then clearly shows that the foot operated dead man's switch had been disabled with the use of a spanner. This is not an old video of times long ago or a video from a tin pot training organisation. This is very recent and a 'reputable' provider.

If we, as an industry, cannot get the training element right then what chance do we have of improving the standards when those trainees go on to work on site? Over riding a safety device is reckless in the extreme, not to mention illegal.

Your readers need to be constantly aware that when tragic accidents happen the HSE will investigate the cause and if an operator is found to have tampered with safety devices then they face prosecution. For the sake of resting one foot this crane trainer put the safety of himself and others at risk as well as undermining the great work of those who do what they can to make sure construction and allied workers get home safely to their families after each shift.

Yours faithfully

Ian D Fisher

Managing Director

IS Training Ltd



Dear Leigh,

I wanted to draw your attention to a scaffold collapse incident that occurred at the Princess Noura University construction site in Riyadh, Saudi Arabia, this week.

Our understanding is that as many as 30 Saudi Oger employees may have lost their lives in the incident, although the local press reports here have suggested that there were only three fatalities.

Although an investigation into the cause of the incident is still underway, it would appear that a crane collided with the top two levels of scaffold and caused the entire structure to fall.

For obvious reasons, we do not want to be associated directly with the publication of this information and the photograph attached, but we are keen to raise awareness of this incident to a broader audience in the hope that it might just play a small part in helping to bring a sharper focus on the need for improved Health & Safety on construction sites in the country.

With Best Regards,

Name and company withheld as requested.

The following are two letters sent by a reader in the UK to his member for Parliament concerning the habit of placing the current owners and management of a failing company into a 'Pre Pack administration. The company then walks away from its liabilities and yet maintains the same management and ownership as the failed company. We have removed the correspondents name as matter of courtesy. Ps the link was to a Vertikal.Net report on one such administration - we do not have copies of any responses.

Dear David,

I would ask you to read the attached link and ask yourself is this right?

The previous government changed the rules regarding receivership and administration, which in the view of many are iniquitous and grossly unfair, causing many small businesses not getting paid and the administrators earning fat fees. There is a challenge to change the law concerning this and I would like to see our new Government making this change. Look at the US Chapter 11 rule which goes a long way to protect the small business's and apply something similar here.

Yours

Dear David,

The issue is a national one where the law needs to be changed. It is far too easy for companies to file for administration walking away from their financial liabilities and begin again, leaving any number of small businesses to lose the money owed to them as a consequence. There is also an issue regarding the cavalier way administrators go about their business also. Parliament needs to change the law concerning this, thus giving those small companies some protection, as they too could become victims and go out of business themselves!

Yours

Hello Editor,

I have been a keen reader for some years but have not submitted anything for your pages. Attached is a photo I came across last year.

You might find some humour in it. The pick and carry crane? was spotted at Matarau, Northland, New Zealand. Really an enigma considering that the manufacturer was employed by an engineering company which owns a range of cranes and has them for hire.

Note the modern trailer base, the mixture of counterweights [cast & local rocks], the five part tackle with 21st century running rope and the anchor - the tie rail on the trailer.

Also the prime mover - a Japanese Quad bike. One wonders if the cost of an hours hire at 'mates rates' of a truck loader crane would have been more economical than the effort and risk.

There is the thrill of reinventing medieval machines though!

Best Regards,

Name withheld on request.

Auckland, Jan 2011





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120 t Liebherr LTM 1120-1	1997	10x6x10	56,00m + 21,00m
120 t Terex-Demag AC 120-1	2008	10x8x8	60,00m + 33,00m
130 t Grove GMK 5130	2006	10x8x10	60,00m + 18,00m
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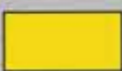
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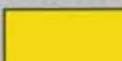
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GGR	www.unic-cranes.co.uk
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Electrogen Int	www.electrogen.ie
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Ladybird tower crane hire	www.ladybirdcranehire.co.uk
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Haulotte	www.haulotte.com
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JLG	www.jlgeurope.com
Manitou	www.manitou.com
Merlo	www.merlo.co.uk

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Parts & Service suppliers

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Caunton - Access	www.caunton-access.com
Crowland Cranes	www.crowlandcranes.co.uk
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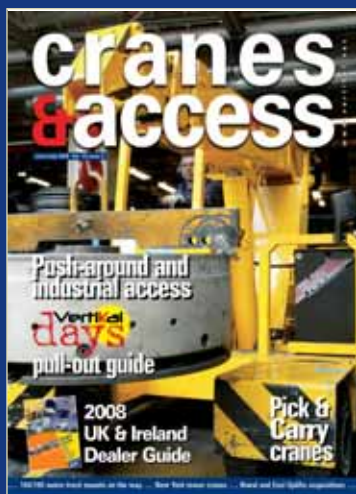
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Manitou MT 1740
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17m/4 Tonne - 2005



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46m - 2005



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Genie GS3268RT Diesel

2001 £5,800 €6,670



Genie Z45/25J Electric

2007 £18,900 €21,735



Genie S60 Diesel

1998 £8,200 €9,430



Genie Z30/20NRJ Electric

2005 £16,400 €18,860



Genie Z45/25BI J Bi-Fuel

2005 £17,320 €19,918



Genie Z45/25 DJ Diesel

2002 £9,800 €11,270



Haulotte H23TPX Diesel

2004 £23,200 €26,680



Haulotte H25TPX Diesel

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Haulotte HS12DX Diesel

2004 £9,200 €10,580



Haulotte STAR 6 Electric

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Niftylift HR15NB

Bi-Fuel

2003 £14,200 €16,330



Toucan 10/10

Electric

2003 £7,980 €9,177



Pop-Up

Electric

2007 £2,600 €2,990



Upright XRT 33D

Diesel

1999 £2,900 €3,335



Skyjack SJ3226

Electric

2004 £4,620 €5,313



Skyjack SJ8841E

Electric

1999 £3,200 €3,680



Skyjack 9250

Diesel

2003 £14,400 €16,560



Please note photographs are for illustrative purposes only.