

cranes & access



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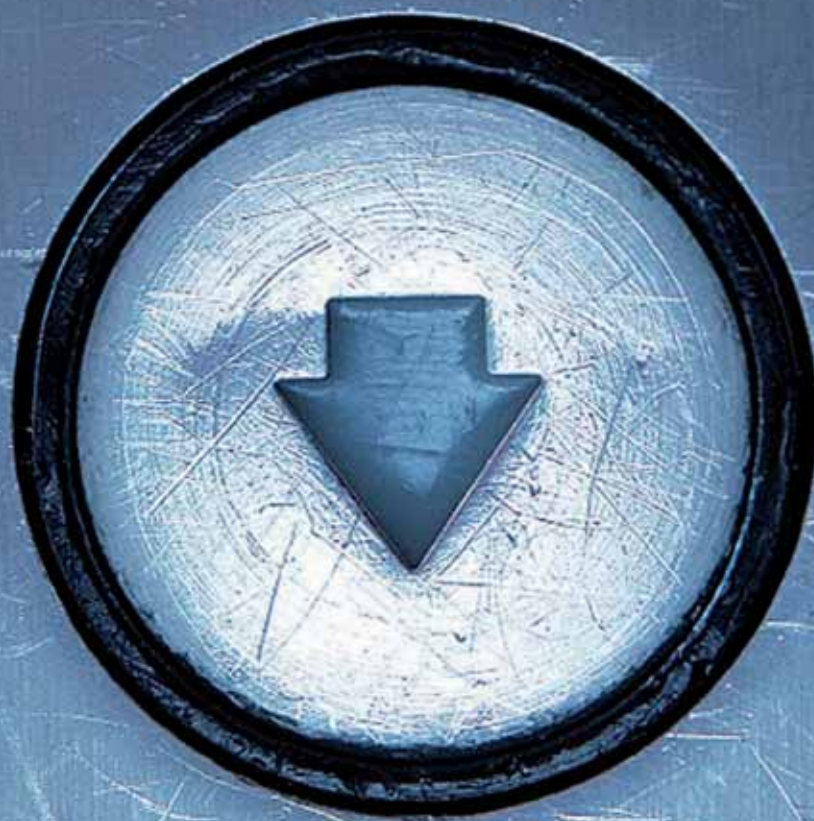
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& spiders

Conexpo
stop press

Heavy duty
scissor lifts

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On the cover:

A spider crane in its natural habitat - perched on the upper floors of a building overlooking Oxford Street in the heart of London.



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Although mini crane awareness continues to grow, there is still much to be done to spread the word, both informing and educating potential users. We take a look at the sector that as yet, has not achieved anywhere near its full potential.

Face to face - Christer Dijnér Kranlyft 21



If you had to name one person as being most responsible for developing the mini crane sector outside of Japan, it would have to be Christer Dijnér of Kranlyft who has spent more than 30 years with Maeda's European master-distributor Kranlyft. He talks about his time in the specialist sector.



Conexpo stop press 27

This year's big international show - Conexpo in Las Vegas - is almost here. We round up the last minute product announcements.

In the next issue of C&A we have an extensive review of the Conexpo show in Las Vegas and features on Rough terrain cranes, Mast booms and Remote controls.



Heavy duty scissors 33

The aerial lifts currently reported as providing one of the best returns on investment and utilisation are heavy duty scissor lifts - both large and tall narrow aisle. We take a closer look at this sector of the market as well as profiling rental company Riwal UK which is making a name for itself specialising in supplying the larger booms and scissors.

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comment



Las Vegas vibes?

The annual big construction equipment show is here once again and for those of us who routinely attend the big international shows - Bauma, Conexpo and Intermat - it is a perfect opportunity to gauge the state of the world market.

While we all ostensibly go along to look at equipment there is much much more to be gained by both exhibitors and visitors alike. Meeting a large number of industry people - suppliers, customers, competitors and colleagues - at the same time, in the same place and on neutral ground, is still by far the best way to take stock of where we are, where we might be heading and how long it might take.

At Conexpo 2008 business was still good for most, but it certainly felt like a game of musical chairs just before the music stops. This time round it looks like we are at the start of a steady upward trend into an economic cycle that might just be different to anything we have seen before? Issues like the environment, efficiency and equipment management are all likely to play a much more important role than in the past.

The deepest recession in most people's memories has hardly ended - in fact for many it continues - and yet the usual post-recession growing pains have already started to emerge. After two to three years lack of investment, the average age of equipment in rental fleets is beginning to reach uncomfortable levels. The initial glut at the beginning of the downturn has all but vanished with a large amount of used machinery having been exported. Commodity prices that spiked up in 2007 and 2008 now look like resuming their upward trend and component suppliers are warning of shortages and price increases.

On products that dipped early, such as telehandlers, there is already a four to five month wait for some models and this can only increase and spread as more new orders are placed. Even if manufacturers could bring mothballed capacity back on stream quickly, it is unlikely that they would obtain sufficient flows of key componentry to make it work and there is little appetite to ramp up while the economic atmosphere remains nervous. Both JLG and Genie have already warned that price increases are looming as the buyers' market looks set to rapidly turn into a sellers' market.

At times like this fortunes are to be made by those who sense the future and make the right calls. There is nothing quite like a trade show for gathering the sensory input required. If you feel lucky, Las Vegas is obviously the place to be.

Mark Darwin

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

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TVH goes for Gunco/HDW

Belgian-based forklift replacement parts specialist TVH has agreed in principle to acquire all, or most of the PON crane and access related holdings. This includes Gunco, one of Holland's leading access, fork truck and telehandler rental companies and HDW, the Genie distributor which also handles Teupen, Isoli, and Unic mini cranes. The deal will include all European operations including Gunco Holland, Belgium and Luxembourg, Statech in the Czech Republic, HDW and Milcon. The US operations that report through Gunco will be retained by PON. The deal was agreed on or around February 17th and as we go to press has not, as far as we know, been completed.



MEC Crossover

Californian-based aerial lift manufacturer MEC will launch a new Crossover scissor lift that will combine the benefits of an electric slab mini scissor with 26 and 32ft platform heights with the ability to work outdoors on gravel, grass or moderately poor ground. The new model has a choice of platforms, including one with a built-in glass/sheet material rack and one that extends beyond the machines overall width on one side, in order to get close up to a wall. More details in the Conexpo Stop Press on page 27.

Big Sarens crane on test

Sarens new 3,250 tonne SG120 heavy lift crane is now built, erected and on test. The massive 120,000 tonne/metre heavy-lift ringer crane was photographed taking a 625 tonne test load out to 120 metres radius on its 130 metre main boom – a 125 percent overload test lift. The new crane has an impressive capability and will meet all current crane regulations and standards, including EN13000.



The massive Sarens SG120 takes 625 tonnes out to 120 metres

APS acquires Height For Hire

UK-based access specialist APS (Access Platform Sales) has acquired the assets and business of Huntingdon-based access rental company Height For Hire. No details of the transaction have been disclosed. The agreement follows the retirement of Malcolm Brown of Height For Hire after 32 years in the business. APS which is also based in Huntingdon will merge its Blantyre rental operation in Scotland with that of Height For Hire, while adding to the two fleets in order to balance the product range. Height for Hire, which has no connections with the Irish-based business of the same name, has a fleet of truck and van mounted lifts along with a few small booms and scissors, while APS Scotland runs a fleet of around 70 spider and push around lifts. The company is also planning to open a satellite rental operation in Biggin Hill, Kent later this year.

Vertikal news on the move

Vertikal.net - the crane, telehandler and access web portal - has released a mobile version of its news service. The sites web designers have developed an easy to use quick to load format that works well for all smart phone systems – including the i-phone, Android and Blackberry, without the need to download an app. The site automatically detects a mobile device and switches to the mobile format, while allowing those who prefer to opt for the full site and database with a single click.

The mobile version is very much a work in progress with the first update planned next month to incorporate reader preferences and feedback. www.vertikal.net



Major fleet renewal for Prangl

Austrian crane and access company Prangl has announced a €30 million investment in new cranes and equipment. The company says that having recently completed a €15 million investment in new aerial lifts and telehandlers it is now looking to replace a further portion of its fleet in order to keep the average age down and adapt to changing market demands. The announcement came after the company reported a 15 percent increase in revenues for the first half of 2010/11.



ReachMaster name comes back

US-based Skako Inc, which prior to July was ReachMaster Inc, is bringing back the ReachMaster name by popular demand. The company will use the name as a brand, for its big Falcon atrium lifts along the lines 'Reachmaster by Skako lift'. The company will retain its corporate name Skako Lift, Inc. and will also use its Denka brand. In separate news the company has also been appointed as the BlueLift distributor for the Americas. The official launch was at the recent ARA show in Las Vegas.

(L-R) Ebbe Christensen of Skako Inc, Gianni Marti and Gianpiero Marti of BlueLift and Brian Falck Schmidt of Skako, at the BlueLift plant.



(L-R) Bernd Rechtsteiner of Liebherr with Elias and Andreas Soulis, Christoph Kleiner of Liebherr and Yiannis Liakopoulos of Liakopoulos Engineering

1,200 tonner for Cyprus

Larnaca, Cyprus-based crane and heavy haulage company A. Soulis Enterprises has taken delivery of its new 1,200 tonne Liebherr LTM 11200-9.1 at Liebherr's production plant in Echingen, Germany. The crane will be used primarily to service the growing number of wind power farms in Greece.

TIL to launch new cranes

Indian-based crane manufacturer TIL (Tractors India Ltd) says that the major expansion to its production capacity is well underway and that it will introduce two new cranes during the year. The company, which is a long-term Grove licensee, says that it will launch a new local market 70 tonne truck crane to compete with Chinese imports and a small 10 tonne crane which could become its largest product in unit terms. Current production capacity is claimed to be 200 cranes a year, rising to around 400 units after the expansion is completed.

Bus hits boom lift

A 31 year old man was severely injured near St Pancras station in central London earlier this month after a double decker bus hit the platform of the telescopic boom lift he was working from. The man was catapulted out of the platform and fell into the path of the number 45 bus which is said to have dragged him a considerable distance before coming to a rest. The boom lift, which was working at the front of the Midland Grand Hotel St Pancras which has been undergoing a major refurbishment, was hardly damaged and remained stable. We can only assume that the operator was not wearing a harness.

The accident is very similar to the fatal accident in Manchester in September 2007 that triggered the establishment of IPAF's worldwide Clunk Click campaign to encourage the use of harnesses and short lanyards in boom lifts. Fortunately the man in this accident was reported to be in stable condition and recovering a few days after the accident.



Log handling reach stacker from Liebherr

Liebherr has introduced a log handling version of its LRS 645 reach stacker for large lumber yards. The LRS 645 LH Log Handler is designed to optimise wood yard storage space and wood yard maintenance costs, says Liebherr. It is particularly targeted at pulp and paper mills, chipboard or saw mills and wood terminals. The LRS645LH has a maximum lifting capacity of 30 tonnes at an outreach of up to 5.5 metres. The unit can lift up to a 12 metre height and extend to 10 metres radius, but can also lift logs from six metres below ground level. Its grab can be rotated through 360 degrees as well as pivoting forwards, backwards and sideways. The first unit has been delivered to Szepianiak, a wood handling specialist operating paper and saw mills in Finland.



The Liebherr LRS 645 LH Log Handler

Change again at Skyjack

Skyjack is once again without a president, following the departure last month of Ken Myers. Myers moved into the role in October, replacing Steve Shaughnessy. He was previously group president of Linmar's powertrain division, having joined the company in 2002. Linmar is not saying a great deal about the departure which we understand occurred around mid February and is unrelated to anything that happened during his tenure at Skyjack. The company is currently being run by the management team with the support of Linmar's corporate office. The company has said that it will not rush into appointing a replacement.

Linden Comansa launches new Luffers

Linden Comansa has announced the launch of two new luffing-jib tower cranes, the LCL 310 and LCL 280 which, along with the LCL 190 unveiled at Bauma 2010, form a new family of luffing-jib tower cranes which will be completed later this summer with the launch the LCL 165.

The designs are modular with most jib sections being interchangeable between the cranes. Attention has been paid to ease of erection and transportation, and features include; a front mounted hoist, a second emergency brake for the luffing mechanism and a counter jib mounted

electrical cabinet, helping keep the installation weights and the slewing radius of the counter-jib to a minimum. Each of the two cranes comes in three versions with 12, 18 or 24 tonnes maximum capacity. All offer a 60 metre maximum jib length, with between 2.6 and 3.5

tonnes capacity at the jib tip and 53 to 57 metre free standing heights. A new longer Panoramic XL cab has also been tested on the LCL prototypes and will be available as an option.

The Comansa LCL310

New flat top from Terex

Terex Cranes has announced a new 300 tonne/metre CTT 321 flat top tower crane. Built in Fontanafredda, Italy, it has a maximum capacity of 16 tonnes and maximum jib length of 75 metres.

Designed for ease of installation the new crane has a two-part counter jib for easy transportation. The EVO15 operator's cab features new joystick controls and heating system. Standard equipment includes an anti-sway module, slip-ring protection bar and rods and a device to prevent the pulley rope from jumping the reeving track.

Terex CTT321



Imer Access formed

The Imer group has formed a new division – Imer Access headed by Paolo Pianigiani – bringing together most of its access activities including production, sales and service for Iteco but not the IHlmer spider lifts which remain within the construction division. While Pianigiani takes over as business unit director, he will maintain his current responsibilities which include the group's strategic marketing and coordination of its commercial branches. The new division is based at Pegognaga, Mantua, the home of Iteco. All scissors and self-propelled booms continue to carry the Iteco brand. The Imer Group now includes four production divisions Imer Equipment, Imer Access, Concrete Machinery and Construction Equipment.

Paolo Pianigiani



Plat4ms 4 GT Access

UK-based powered access rental company GT Access has acquired the assets of Hereford-based Plat4ms for an undisclosed sum.

The Plat4ms business will now trade as GTA Plat4ms within the Hereford area with owner Brian Preece joining GT Access as Hereford branch manager. All other staff have been retained. The move takes the GT Access fleet to more than 400 machines operating from Bromsgrove, Gloucester, Telford and now Hereford.

New top end Potain

Potain has added a new 550 tonne/metre tower crane – the MD560B - at the top end of its MD range designed for infrastructure work, such as dams and bridges. The new crane is said to offer better jib tip capacities and load curves in most configurations. When working with an 80 metre jib the 25 tonne MD 560 B can handle 5.4 tonnes at the jib tip, while the 40 tonne version can take 7.5 tonnes to 70 metres. Tie bars are integrated into the counter jib for faster, safer erection and each component has a clearly positioned identification plate. The jib can either be assembled in the air in three separate pieces or on the ground and placed as a single component, depending on available space and the size of the mobile crane. Two prototypes, both 25 tonne models, are working for contractor Dragados on a major expansion to Madrid's Atocha rail terminal. The cranes will stay on the job for 12 months and will eventually reach working heights of around 49 metres.

Potain MD560B in Madrid



New Potain from the East

Manitowoc has started building the new Potain MC 125 quick erect tower crane at its plants in Zhangjiagang, China and Pune in India. The MC 125 is a city-type crane with saddle jib design, incorporating several design innovations including a single-tie jib which can be assembled at ground level and lifted in a single piece. Maximum jib length is 60 metres at which it can lift 1.15 tonnes. Maximum free-standing height is 44 metres and maximum capacity six tonnes. The MC 125 - as with all Asian-made Potain cranes - is designed and manufactured in accordance with FEM standards but will only be available in Asia, South America, the Middle East and Eastern Russia.

Potain MC 125



Nifty and Skyjack for Bella

Bella Access - the new UK based rental company chaired by Gary Smith the founder of Kimberly Access - has purchased a fleet of 33ft platform height Nifty HR12N and 43ft HR15N articulated self-propelled booms as well as a range of Skyjack scissor lifts.

The new company based in Stone, Staffordshire is a joint

venture between Smith and Jason Dalmas. Smith who sold Kimberly in 2007, will oversee the business, while Dalmas will handle the day to day operations as managing director. The company says that the HR12N's and HR15N's were chosen for their compact dimensions, outreach and Bi-Energy power packs.

Smith has spent his working

life in the access industry, starting out with PTP around 30 years ago, joining David Wraith in the 1980's to found Nationwide Access which later became Lavendon and then founding Kimberly with Peter Piekarus in 1994, selling to Ray Ledger in 2007.

The decals go on the new Bella Access machines prior to going out on rent

c&a

news



New harness guide for platforms

A new Best Practice guide covering fall protection for users of aerial work platforms has been issued by the American Rental Association (ARA), the Association of Equipment Manufacturers (AEM), the Associated Equipment Distributors (AED), the International Powered Access Federation (IPAF) and the Scaffold Industry Association (SIA). The publication, entitled 'Statement of Best Practices of Personal Fall Protection Systems for Aerial Work Platform Equipment,' is intended to address confusion and apparent contradictions in the USA over when and in which machines a harness and lanyard are required. In essence it says that when using booms and vehicle mounted lifts a harness must be worn with a short fall restraint lanyard, while they are not normally required in scissor and vertical type lifts.



OSHA regulations and ANSI standards both reference fall protection when using boom lifts.

New Liftpod launched

JLG has announced a new version of its FS60 1.8 metre platform height LiftPod. The FS60 has a new 762mm wide steel base and has been re-engineered to pass through doorways and into elevators without the need to dismantle. The unit still breaks down into three components for transport and can be powered by a power drill or an optional power pack. The new FS60 will be priced in the USA at under \$2,000. The higher, 2.4 metre platform height FS80 is still available.



The new ANSI version of the JLG FS60 LiftPod

New best practice telehandler guide

The UK Strategic Forum Plant Safety Group has unveiled its new Best Practice document, 'Safe Use of Telehandlers in Construction', intended to help reduce the risks of accident and injury when working with telehandlers.

The guide highlights the correct way to carry out particular procedures, highlighting them as 'best practice' and effectively

outlaws some current practices, such as the use of non-integrated work platforms on telehandlers in construction.

The publication is a result of close co-operation between the British Industrial Truck Association, the Construction Plant-hire Association, Merlo, JLG, JCB and the Health & Safety Executive. It is available to download from the CPA website www.cpa.uk.net/p/Telehandlers

First LG 1750 in Australia

Western Australia-based M Joyce Crane Hire has taken delivery of the first 750 tonne Liebherr LG 1750 lattice boom crane in Australia. Launched at Bauma 2004, the LG 1750 is, according to Liebherr,

the largest truck mounted lattice boomed crane in the world. Joyce ordered the crane with heavy duty boom, luffing jib and derrick boom and is looking at the mining and oil and gas industry.

M Joyce Crane Hire has taken the first Liebherr LG 1750 lattice boom mobile crane in Australia.



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Six axle AC200 for McGovern

Ilkeston, Derbyshire, UK-based McGovern Crane Hire has ordered its largest crane to date - a 200 tonne six axle Terex AC 200-1. The new crane is the 10th Terex for the company since it was founded by Eddie and Tommy McGovern in 1995. The new All Terrain has a 68 metre main boom and on-board system length of 85 metres.

Equipping the unit with six axles instead of the usual five did not involve an increase in the overall length of the crane, but allows McGovern to travel with 30 tonnes of counterweight instead of the usual 16 tonnes, thus reducing transport costs and improving overall profitability.

Tommy McGovern said: "The AC 200-1 is an extremely compact crane - a full metre shorter than some competitors - giving it a distinct advantage when working in confined areas. Where access is tight, a metre can sometimes make all the difference."



UK-based McGovern has purchased a 200 tonne Terex AC200 with six axle carrier.

Coast Crane drops Manitowoc/Grove

Coast Crane will no longer serve as a distributor for new Manitowoc crawler and Grove telescopic cranes, but will retain its Potain tower crane distributorship, in the western US, Alaska, Hawaii and Guam. Coast, which is now a wholly owned subsidiary of Essex Crane, will become a national key account for all Manitowoc Crane group products, allowing it to continue to purchase new equipment and parts for its rental fleet directly from the manufacturer. This new arrangement is similar to the relationship that has existed between Essex Crane and Manitowoc for the past 15 years.



Manitowoc unveils Brazilian plans



Manitowoc is planning a new production facility in Brazil

Manitowoc Cranes has confirmed that it will build its first South American production facility in Paso Fundo, in Southern Brazil. Construction of the 25,000 square metre plant is expected to begin 60 days

after final approval by local government officials. Upon completion, it is expected to generate more than 300 jobs.

The initial focus of the factory will be the production of mobile telescopic cranes, possibly of a new design. Manitowoc says that it expects the first cranes will come off the production line around 15 months after construction begins. Manitowoc will maintain its current Brazilian sales and service office in Sao Paulo.

At least five Land Rover-based aerial work platforms have suffered 'catastrophic' structural chassis failure recently. The Gardner Denver installations - officially approved and signed off by Land Rover - were all being used in the UK by Fountains Forestry, working on a contract for Central Networks. The chassis on the units concerned are all said to have broken just behind the cab, splitting the machine in half.

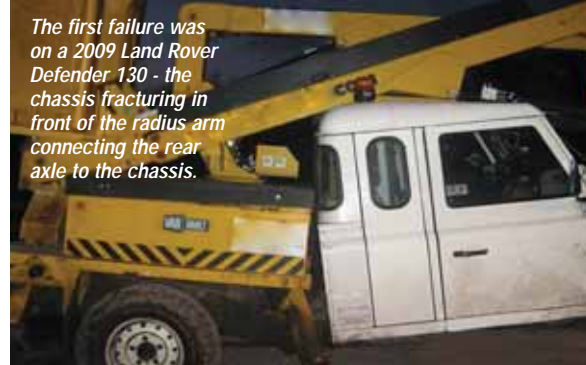
Initial reports suggested that the problem might have been caused by an extended Overland cab pushing the platform further back from the engine, however there are reports of other platforms with regular cabs having also failed, seeming to rule out this as a possible cause. The first failure was on a 2009 Land Rover Defender 130 - the machine's two chassis rails that carry the vehicle's body, engine and transmission fractured. Fortunately the incident occurred



The chassis failure with the rear radius arm fixing to the bottom right.

as the vehicle was being parked and no-one was injured. The driver heard a loud bang and the platform's boom came down onto the roof of the cab.

The remaining four units on the job were inspected and revealed hairline fractures on the Defender 130s in the same place as the first failure. Neither Gardner Denver nor Land Rover has yet issued any statement and neither will take our calls or respond to our emails.



The first failure was on a 2009 Land Rover Defender 130 - the chassis fracturing in front of the radius arm connecting the rear axle to the chassis.

New lightweight self-propelled platform

Italian aerial lift manufacturer Faraone has launched the PK50S - a new 10ft/three metre platform height self-propelled lift that weighs less than 300kg. The new model is a combination of the company's aluminium mast and all alloy platform. The ultra compact unit measures just 750 mm wide by a metre long and weighs just 290kg - lower than some push around lifts. One trade-off for this low weight is that drive is cut-out above two metres. The new lift includes wheelchair drive and steer technology and incorporates passive pothole/kerb protection. The



The new PK50S has a three metre platform height and weighs less than 300kg.



Entry is via a clamshell gate

Demag acquires UK software company

Overhead and port crane manufacturer Demag Cranes has acquired DB Controls of Doncaster, South Yorkshire in the UK, an accredited software developer and consultant for bulk materials automation. DB's customers include, amongst others port and terminal operators in the UK, Asia and Africa. Following the acquisition it will trade exclusively under the brand DBIS. Demag's chief operating officer Thomas H. Hagen, said: "DB Controls' consulting and software capabilities combined with their automation skills are at the upper end of the services pyramid. This will enable us to strengthen our position in the bulk materials handling market considerably."

Smith's share sale raises £5 million for Tanfield

Tanfield associate Smith Electric Vehicles US has completed a private placing, raising \$58 million of new equity. As a result of the placing, Tanfield, which owns Snorkel, now holds 32.2 percent of Smith's shares and can exercise its option to receive a \$5 million pre-payment on the deferred consideration due from Smiths US following the sale of the Smith Electric Vehicles (UK) business last year.



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Cargotec orders jump

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 cuts losses

Manitou has confirmed that revenues for 2010 were up 23 percent to €838 million, of which telehandler and RT fork trucks sales were up 21 percent to €586 million.

All regions showed growth with North America the strongest. The company posted a pre-tax loss for the year of €10.65 million, compared to a loss of €163.5 million in 2009. Net debt at the end of December was €139 million, 43 percent lower than a year ago. The company says that current trading suggests that it will achieve 20 percent growth in 2011.



Genie back in the black

Terex AWP has reported a 66 percent jump in fourth quarter revenues to \$340 million, while posting an operating profit for the period of \$11.7 million compared to a loss of \$32.6 million last year. Total revenues for the year were up 28 percent to \$1.07 billion with an operating profit of \$3.4 million compared to a loss of \$154 million in 2009.

Haulotte up 35%



Haulotte's fourth quarter revenues increased 35 percent to €72.5 million, while the full year ended 24 percent up on 2009 at €250 million, of which €186.3 million was sales of equipment, 34 percent more than in 2009.

€37.2 million was rental – up 17 percent – leaving €26.5 for product support/services which is down 14 percent on 2009. In spite of the improvement, Haulotte still expects to report a loss for 2010 when it publishes its full results later in the year, possibly returning to profit in 2011.

Record start for Ruthmann

German truck mounted lift manufacturer Ruthmann has reported a record start to 2011 in terms of order intake, and says that it finished 2010 with a strong upward trend and total revenues of €50 million.

Lavendon returns to profit,

Europe's largest powered access rental company has reported flat revenues of £225.4 million in 2010, while underlying pre-tax profits dropped just over five percent to £13.9 million. When exceptional costs are included, the company posted a profit of £10.7 million compared to a loss last year of £47.8 million. The company cut its net debt load from £182.1 million to £140.3 million.



HSS up 19%

UK-based rental company HSS has reported a strong

improvement for 2010 with fourth quarter revenues up 19 percent to £44.5 million with an EBITDA of £9.4 million, 48 percent higher than in 2009. Full year revenues were up 15 percent to £171 million, while EBITDA climbed 33 percent to £39.1 million.



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Pick up at Terex Crane

Terex Crane revenues in the fourth quarter climbed 1.8 percent to \$549 million while operating income was almost halved to \$15.7 million. Order intake improved across the business, with the exception of small All-Terrains and tower cranes.

The North American Rough Terrain cranes business saw a sharp increase in orders and shipments as demand rebounded. Revenues for the full year were \$1.78 billion - down six percent on last year with operating income coming in at just a third of last year's levels at \$33.5 million. The port equipment business reported a loss of \$5.4 million as it continued to work through its restructuring plan. The crane order book increased by 15 percent over the quarter but is still almost 20 percent down on the same point in 2009.



Cramo goes positive

Finnish-based international rental company Cramo saw a strong fourth quarter pick up and a return to profitability. Revenues for the full year were €492.1 million, 10.2 percent up on 2009, while pre-tax profits came in at a €4.8 million, compared to a loss of €34.2 million last year.

The fourth quarter was even stronger with revenues climbing 26.8 percent to €146.4 million, which boosted pre-tax profits from a loss in 2009 of €27.5 million to a profit of €8.37 million this year.

Strong fourth quarter for Speedy

Speedy Hire, the UK's largest equipment rental company has issued a very positive interim trading statement saying that in spite of the harsh weather in December revenues for the three months to the end of December climbed 8.8 percent compared the same quarter in 2009, making up for the declines of the previous two quarters.

Positive fourth quarter for Hertz

Hertz Equipment Rental has reported fourth quarter revenues of \$286 million, 4.4 percent higher than for the same quarter last year. Pre-tax profits were \$16.9 million compared to just \$2.8 million in 2009. The full year 2010 results were still negative with revenues down three percent to \$1.07 billion. The pre-tax loss improved however to \$14.6 million compared to a loss of \$20.7 million in 2009.

Palfinger up 29%

Loader crane and access manufacturer Palfinger has confirmed full year revenues of €651.8 million, up 29 percent on last year, with a pre-tax profit of €29.83 million compared to a loss in 2009 of €11.86 million. It anticipates a further 20 percent growth in 2011.



Ramirent up 6%

Finnish-based international rental company Ramirent has reported a 5.7 percent increase in full year revenues to €531 million, keeping the company firmly in position as Europe's second largest equipment rental company. Pre-tax profits for the year were €29.7 million almost four percent higher than 2009. The fourth quarter continued the strong upward trend of the second half, with revenues climbing 19 percent to €150 million while pre-tax profits came in at a solid €11.2 million compared to a loss of €3.6 million in the same period last year. Net debt was cut by almost 15 percent to €176.6 million after allowing for capital expenditure of €62 million.



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- German-based truck mounted lift manufacturer **Ruthmann** has appointed **Helma** as its distributor in Greece.

- Verania Costa Rivas** will join aerial lift producer **Snorkel** as district manager for France, starting in April.



Verania Costa Rivas

- H&E Equipment** revenues jumped 26.8% in the fourth quarter 2010 as utilisation and rental rates improved.

- Hungarian-based **Europelift** has started the year well delivering four new truck mounted lifts in four days.

- Netherlands-based rental company **Lumar** has added two **Hitachi** tracked booms and a **Niftylift** trailer lift to its fleet.

- UK-based boom lift manufacturer **Niftylift** has appointed **Belaruslift** as its distributor for Belarus.



Brian Boeckman

- Brian Boeckman** has been appointed as global product director **JLG**, **SkyTrak**, **Lull**, and **Deutz Fahr** branded telehandlers.

- HSS Hire**, one of the UK's largest rental companies has added **Power Towers** self-propelled Nano SP lifts to its fleet.

- Terex AWP/Genie** has appointed **Tom Saxelby** as vice president, North American sales.



Tom Saxelby

- Brintons Carpets** has acquired a new **Haulotte** Star 6 'Picking' for its operation in Kidderminster, UK.

- Castleford**, UK-based **CAT Access Solutions** has changed its name to **Tracked Spider Solutions**.

- UK-based **Higher Access** has taken delivery of the first 32m **Skako Lift FS320Z**

- Loxam France** has acquired six rental depots in Ile de France and Picardy from **Régis Location**.

- Jeff Ford**, formerly senior manager, marketing communications at **JLG** is now global director, product management for aerial work platforms.



Jeff Ford

- The **HSE** in the UK is clamping down on unsafe working at height on construction sites.

- Ritchie Bros** - the used equipment auctioneer - has reported that gross auction sales fell 6% in 2010.

- Manitowoc** has appointed **Western Pacific Cranes & Equipment** as distributor **Manitowoc**, **Grove** and **National Crane**.

- UK-based powered access rental company, **Horizon Platforms** has appointed **Lindsay Tarrant** as finance director.



Lindsay Tarrant

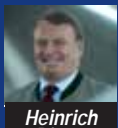
- WorkSafeBC** halved one fine and cancelled another for a fatal crane accident in Vancouver in 2008.

- Finnish-based **Konecranes** has launched a new **Boxrunner** straddle carrier.

- Hubert Palfinger**, 68 and **Alexander Exner**, 63, have announced that they are retiring from as directors of **Palfinger** at the end of March... The supervisory board will propose **Hannes Palfinger** and **Heinrich Dieter Kiener** to replace them as directors.



Hannes Palfinger



Heinrich Dieter Kiener

- German-based overload system producer **Moba**, has acquired a 25 percent stake in **Novatron** of Tampere, Finland.

- Winners Access** has become the first UK company to take delivery of the new **Multitel MX270EX** truck mounted lift.



Frank Hafemann

- Moba** has appointed **Frank Hafemann** as dealer channel manager with responsibility for distribution.

- IPS**, the UK-based International supplier of replacement parts has appointed **Tower Rent** as its distributor in Turkey.

- Spreader beam company **Modulift** has appointed **CEA Projects** as its distributor for South East Asia & Australia.

- US-based **SafeWorks** has appointed **Ruben Bake** as vice president of **SafeWorks International**, based in Antwerp, Belgium.



Ruben Bake

- UK-based **P G Platforms** has selected the **CTE Zed 21J** truck mounted lift to top its 3.5 tonne fleet.

- Las Vegas-based **Ahern Rentals** has said that it missed a \$10.9 million interest payment as it seeks to renegotiate its loans.

- Equipment Auction house **Iron Planet** has opened a new operation in the Middle East based in Dubai, UAE.



Braxton Snyder

- Braxton Snyder**, manager worldwide sales at **Link-Belt Cranes**, died on February 20, in Lexington, Kentucky, aged 62.

- A judge has upheld criminal manslaughter charges against **New York Crane** owner **James Lomma** and mechanic **Tibor Varganyi**.

- UK-based **Bucks Access Rentals** has added the first spider lift to its fleet, a 16 metre **Easylift R160**.

- Finland's largest rail contractor **VR Track** has signed a two year rental supply agreement with **Ramirent**.

- Maye Houck** has been promoted to senior marketing manager for **JLG** products in the Americas and **Caterpillar** telehandlers worldwide.



Maye Houck

- Hull, UK-based **Compact Lifting Equipment** has added more 19ft **Skyjack** scissors lifts to its rental fleet.

- Finnish-based **Cramo** has bought out **Cramo Management** - a holding company owned by its top executives.

- UK-based **Vp** - owner of telehandler company **UK Forks** - has appointed **Allison Bainbridge** as group finance director.

- French-based aerial lift manufacturer **ATN** has appointed **Dominique Lacombe** as sales manager.



Dominique Lacombe

- Canadian-based distributor **Strongco** has acquired Maine-based, **Chadwick-BaRoss** for around \$11.5 million.

- Singapore-based **Tat Hong** has posted its third quarter results which show falling profits on higher revenues.

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

- JLG** and **Genie** have both warned that increasing material prices may force it them implement price increases in the near future.

- US-based rental company **RSC** has reported 2010 results which show a strong improvement in the fourth quarter.

- Italian aerial lift and scaffold manufacturer **Faraone** has appointed **PowerLift** as its new UK distributor.



Lars-Petter Godenhielm

- Lars-Petter Godenhielm** owner of **DinoLift** and past president of **IPAF** passed away on Tuesday February 8th aged 70.

- Terex AWP** has promoted **Christophe Rousseau** to regional sales manager for Southern Europe, Northern and Central Africa.



Christophe Rousseau

- Genie** will open a new replacement parts distribution centre in Moscow, Russia, next month.

- Glyn Goodwin** has joined **Skyjack's** European sales team handling used equipment.

- Italian spider lift manufacturer **Bluelift** has appointed **Forent** as its distributor for the Republic of Belarus.

- TNT Crane & Rigging** of Texas has acquired the San Antonio and Houston cranes and assets of **Louisiana Crane**.

- JCB** has confirmed a £14 million order for 350 machines to UK based **H. E. Services**.

- Genie** has appointed **Matthew Skipworth** to the new position of national account manager for the UK.



Matthew Skipworth

- French-based aerial lift manufacturer **ATN** has appointed **Hocap** as its distributor for The Netherlands.

- JLG** has appointed two senior vice presidents for sales, market development and customer support - **Tim Morris** for the Americas and **Rick Alton** International.



Rick Alton



Tim Morris

- UK-based **Blade Access Specialists** is now fully registered on the **Achilles** database for the supply of access equipment.

- Manitou** has approved a restructuring of the **Braud** family holding that increases and stabilises family control.

- Power Tower** has introduced two new Nano self-propelled lifts, the **Nano SP Zero** and **Nano SP Plus**. See page 42

- Sabine Le Roy** owner of Belgian based **Heli** is one of three finalists in a national award for women in business.

- Manitowoc** is restructuring its European sales operations following the departure of **Frans Vanwinkel**. His duties will be split between **Christophe Simoncelli**, vice-president sales, Western Europe,

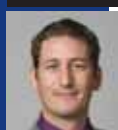


Christophe Simoncelli

- Klaus Kroeppel**, vice-president sales, Central & Eastern Europe and **David Semple**, vice-president sales, Middle-East & Africa.



Klaus Kroeppel



David Semple

- US-based **Ring Power Crane** has added the **Badger** range of Rough Terrain cranes to its crane product line.

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

- Access Parts & Hire UK Ltd** laid off its staff and closed its **Oswestry** location.

- 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.

- Devon, UK-based **Spence Crane Hire** has added a new, 55 tonne **Liebherr** LTM 1055-3.2 to its fleet.



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

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The long and winding road...

C&a

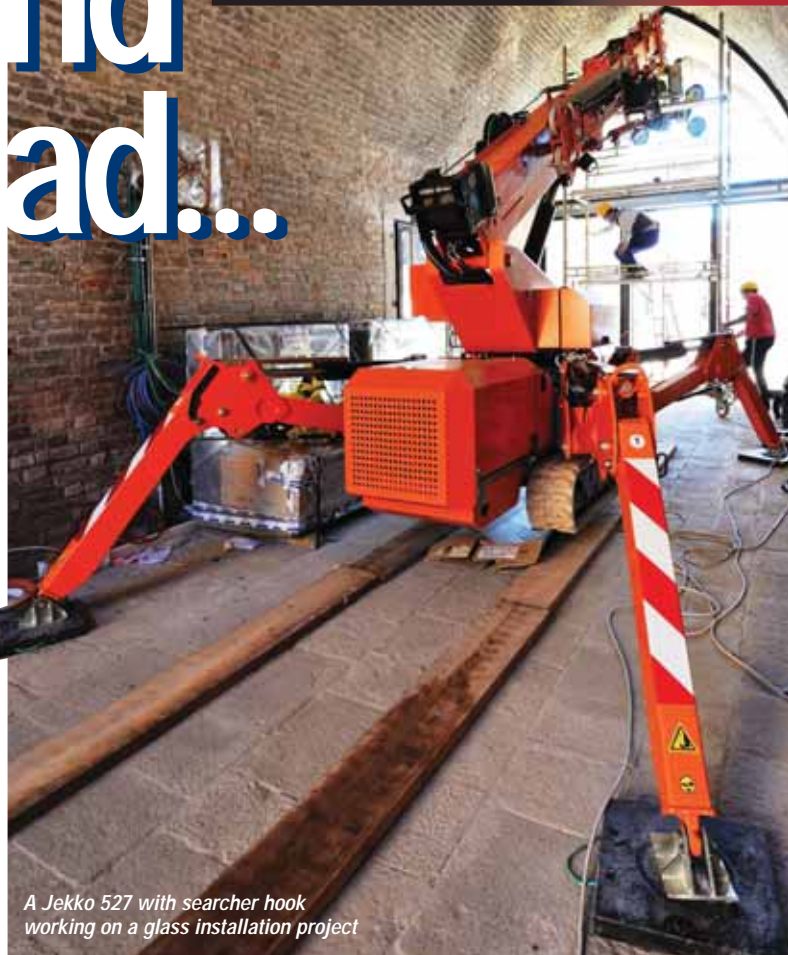
mini cranes

Although mini crane awareness continues to grow, there is still a lot of work to be done to spread the word - informing and educating potential users. Apart from Japan, the market even in Europe is still in its infancy. We take a look at the sector that as yet, has not achieved anywhere near its full potential.

The attitude towards the mini crane - spider and small crawler - varies around the world. Originating in Japan more than 30 years ago, the product there is an accepted part of the lifting equipment sector with about 10,000 units working in a country with a population of around 130 million. Australia - being relatively close - picked up on the concept relatively early and looked at one time as if it would foster its own manufacturer, but the vast majority of units at work there come from Japan - but in relatively small numbers.

Europe was first introduced to the mini crane about 10 years ago through Maeda master dealer Kranlyft but it still took several years before the equipment started making any inroads (see Christer Dijnér interview page 21). Even now with the addition of companies such as GGR with the Unic product and smaller manufacturers such as Jekko, the total number of units in Europe is thought to be in the region of 3,000, with the best annual sales (in 2008) of about 700 units.

Given these figures, it is hard to accept comments that the market for the mini or spider crane is



A Jekko 527 with searcher hook working on a glass installation project

saturated. The relative per capita calculations would suggest totally the opposite, however perhaps this just highlights the mini's main problem - the limitations imposed on it by 'traditional' lifting users. To make the most of the 'Swiss army knife' type product, you sometimes need to think 'outside the box' or even inside the building or underground with access gained via lifts, stairs and service tunnels. One factor working in its favour are the recent changes to the manual handling regulations that have created a problem often solved by a small mini crane. Many labour-intensive lifting operations have been made easier, quicker and safer particularly glass and cladding installation which initially helped to establish the spider crane use in the UK. But over the years, those carrying out tricky - traditionally manual - lifting operations, such as grave stone moving and placement and the installation of escalators, have increasingly adopted the equipment. And where space really is a premium, the mini crane is one of the few items of equipment that might just squeeze in.

Most internal rigging and lifting operations can be achieved using

the 'old school' method of erecting a gantry and using block and tackle. However the time taken to set up such a solution, together with the manpower needed, cannot compete with the speed of set-up and lifting efficiency of a mini crane. Even the smallest spider cranes have a lifting capacity of nearly a tonne and a maximum lift height of five metres - and this from a crane weighing around a tonne and measuring just 600mm wide and 1,300mm high - small and manoeuvrable enough to track through a standard doorway. However manual lifting restrictions are only helping in countries that take note and try to enforce them.



Mini cranes can get into the most unusual positions



Even stairs are not a problem



A Maeda lifting a church altar stone

In many otherwise sophisticated markets such as Russia, and the Far East for example, labour is both cheap and regulations lax, with workers allowed to lift whatever they can manage, severely limiting the speed of adoption of mechanised lifting solutions. Cost of the crane may also play a part in it not being rapidly adopted, but in most cases the smaller minis are similar in cost to a medium luxury car and there are plenty of those in these markets.

While even the largest spider crane - Unic's URW 706 which has a maximum capacity of six tonnes - cannot compete with small All or Rough Terrain cranes for some types of lift, such as heavier loads or lifting to greater heights, they can be used for a multitude of tasks, often able to get closer to the load and lift it at a shortened radius. Finding the right way to market has been a challenge. Mobile crane rental companies have generally proved to be unable to sell the concept of spider or mini cranes to their customers. One factor is that a small capacity mobile has a chance of carrying out two or three contract minimums in a day - which can help make up for current cut-throat rates - or perhaps proliferate them? A mini crane is rarely in and out within a day, and is more typically rented by the week, often on longer more complicated contracts and cannot generate multiple 'minimums'. Crane rental companies would appear to be the ideal starting point for a mini crane salesman, as they have extensive knowledge of the lifting sector and vast experience of carrying out tricky lifts, but it is not the case. Access rental companies have in fact proved to be more adept at promoting spider cranes, having the ability to sell a new concept or alternative method for doing particular work.



Lock gate renewal made easier with a Unic URW706



A mini crane can often find a way into lifting position

GGR Unic

In the UK, glass lifting was one of the first major applications for the mini crane, a sector dominated by GGR - the Unic master distributor for Europe. GGR glass services started hiring vacuum lifting equipment in 1998. Founded by Gill and Graeme Riley - now managing director and chief executive - the brother and sister double act got together after several years working in sales (Gill) and electronics/telecoms and motor racing (Graeme). The business was formed using Graeme's competition prize money with the pair sort of following their father's footsteps who had a business selling glass cutting and processing machinery. Gill went to America and secured the dealership for vacuum equipment manufacturer Woods Power Group and the company was

on its way. There was a demand for hiring glass handling/installation equipment and this led to selling further equipment and tying in with several manufacturers. Business funding allowed it to manufacture the robotic glass manipulators and being small it grew rapidly, helped by being able to respond rapidly to customer's manufacturing requests. "We initially saw a Maeda mini crane at an exhibition and were particularly interested because we were looking to put our robotic head on the end," said Graeme Riley.

it ended up with the whole of Europe as its sales territory. Unic also recognised that GGR was an ambitious young company that got things done quickly - often difficult to achieve within a Japanese company structure.

GGR securing the Unic distributorship worked out well for the market and Kranlyft with the double effort to sell the concept and the increased marketing and equipment in the market. GGR currently has close to 130 spider cranes in the hire fleet - all Unics - as well as 22 small Galizia pick & carry cranes and Zone One powered air cranes which are based on the Unic models.

Sale and hire?

"In this young market there are many benefits of combining a rental fleet with new sales in that we will often sell a crane on the back of a hire," says Riley. "GGR glass handling is primarily a supplier of glass handling equipment so most of our hires are in this sector - we are not on the look-out for general mini hires."

This is still the case for GGR although it has expanded into other areas, particularly those that have continued to gain government funding. Over the last year, this has included supplying rail specification mini cranes for working on the renovation of crossings and this can mean working close to 'live tracks'. In order to be cleared to do this cranes must have encoders and work area and slew limiters, restricting both height and boom angles. Before being allowed to work for Network Rail a long drawn out process must be completed - it took GGR three years before it gained approval.

"We usually mounted them on the end of loader crane booms but they never had enough reach. We purchased a Maeda and put our manipulator head on the end but it was not very popular. However, we did have an enquiry to hire the crane and this is how our mini crane hire business started. In the first year we had 10 Maeda cranes (later known as Kranlyft) but soon realised that we were doing a lot of marketing and promotion of the cranes with no real benefits."

During its first year GGR started looking for alternative mini cranes identifying the second largest Japanese mini crane manufacturer Unic, but communication was a problem. "In the end it took a friend's friend who lived in Australia who could speak Japanese to make contact with the Japanese embassy and eventually I flew over for a meeting. It can be challenging dealing direct with Japanese companies."

Initially Unic did not want to bother with Europe because of the required investment in CE marking. However a deal was agreed that included GGR carrying out the CE compliance - fitting the safe load indicators and some other required safety systems - and this was the main reason why



Even the smallest spider can lift one tonne and have a five metre lift height



A Jekko on glass handling duties

"When working on a railway line with a four hour closure, there is a fine of £100,000 for every hour the line is not open so any equipment that is more efficient and saves time is actively sought out," he says.

Globally Maeda and Unic are the dominant manufacturers. In Japan Maeda is the dominant spider crane manufacturer with about 65 percent of the market over the past four years. Tadano produced and sold mini cranes up to 2006 leaving Unic with about 25 percent and R&B (the old Toah) making up the final 10 percent generally producing specialist machines for the home market.

In the crawler mini crane sector, Maeda is even more dominant with almost 90 percent of the market, the remainder being split between Hitachi and Kobelco.

Even at its peak in 2008, global sales were well short of the numbers that would interest a mainline manufacturer - although several have been linked with producing a mini crane.

Extendable Jekko

Of the rest of the mini crane manufacturers, Italian manufacturer Imai is probably the next largest, introducing its Jekko

line of mini cranes in 2006. It has expanded its range to include five models with capacities up to four tonnes.

The company's latest variation is based on its largest mini - the SPX1040 - but now includes extendable tracks. This machine will be seen for the first time at Conexpo later this month. One useful feature of this and a few other spider cranes is that it can perform pick & carry lifting on a 360 degree basis when the tracks are fully extended from 1,450mm to 2,050mm. Overall retracted undercarriage dimensions of the crane are very similar to the non-extendable version (although there is a slight increase in height to just over two metres). With 650kg of counterweight the SPX1040 weighs in at almost seven tonnes, 700kg heavier than the standard version.

Maximum pick & carry capacity is two tonnes with 1.5 tonnes at three metre radius, while capacity at its maximum radius of seven metres is 150kg. Maximum lift height is 10 metres at which it can handle 500kg. The crane is also equipped with a lattice extension with stinger that allows a maximum tip height of 22.5 metres.



An Jekko SPX1040 working in a multiplex conversion. The crane has been used for the lifting of all construction materials including scaffolding and concrete and was specified because its boom fly jib and capacity which allowed it to reach every corner of the room



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Other manufacturers?

A few other companies manufacture mini cranes in small numbers including two Dutch companies - Reedyk and Hoeflon - and Italian producer Kegiom.

Reedyk currently produces just one model - the 10 tonne/metre C3410 which is light enough to be driven on the back of a truck with a B license. The company only made six units last year but hopes to increase production into double figures this

year. Last year at Verticaldaagen in Holland it introduced a manual jib and it plans to add a hydraulic jib this Spring and then hopes to introduce a larger capacity but physically similar sized machine.

Hoeflon Compactkranen began manufacturing mini cranes in 2005 and has tripled in size producing a range of four machines from four tonne/metre to 10 tonne/metre. Its latest and largest capacity machine - the C610 - uses an Amco Veba

superstructure and has a negative angle fly jib and movable ballast. Total weight is 4,700kg.

Kegiom is based in Ovada, north west Italy and offers two spider cranes - the two tonne capacity 350-E4 which weighs just 1,380kg - and the much larger (2,700kg capacity) unusual double articulated 8700-E4. Two more models are scheduled for this year, the 2000-E3 which weighs in at less than one tonne and at the other end of the range, the 5000 Cobra which has a lift capacity of five tonnes and a 16 metre boom with hydraulic jib.

So while there is increasing specialist interest in the product, it is Maeda and Unic that are leading the way. The big question is whether a major crane manufacturer will decide to add a model of its own or take the short route to market and make an acquisition.



Reedyk's 10 tonne/metre C3410



Hoeflon C610

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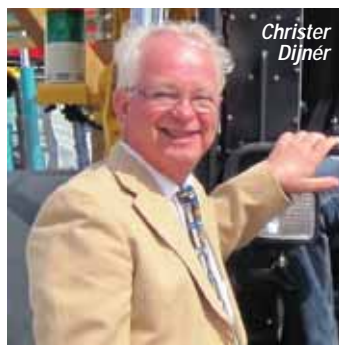


One step at a time...

If you were to name one person as most responsible for developing the mini crane sector outside of Japan, it would have to be Christer Dijnér of Kranlyft. He has spent more than 30 years with Maeda's European master-distributor Kranlyft and recently spoke to C&A about the huge strides made in the sector and the enormous potential that still lies ahead.

Gothenburg-based Kranlyft first started life in 1963 and over the years has had a varied and complicated history. The company began as a small rental operation founded in Gothenburg by Bert Jonsson and Staffan Ferón with a few excavators and a crane. Expansion meant moving premises several times during the 60's but it was the Kato Cranes agency that it won in 1970 that saw the company really take-off. Jonsson found out about Kato, so the story goes, when he was stranded in a foggy Heathrow airport and read a magazine article about the company. The following week he flew to Japan and secured the agency for part of Europe.

He initially covered the Scandinavian market before forming Kato Cranes UK in 1975 together with Jack Ford, opening Kato Kraanen in Holland in 1976 then establishing a dealer for Belgium and in 1978 Kato Kraner in Norway. In 1977 the pair diversified further



Christer Dijnér

starting Eurolift in Ireland as a manufacturer of trailer and truck mounted work platforms. Kranlyft had been the Swedish distributor for British-based trailer and vehicle mounted lift producer Acklift, but following product issues that the company would not step up to the two teamed up with Acklift's export sales manager John Ambrose and others including Frank Delaney and Charlie Coates of Coles cranes. In 1977 Kranlyft also became distributor for Kansas-based boom manufacturer Snorkel and Chicago-based scissor lift company Economy which was later acquired by Snorkel. 1977 was also the year that Dijnér joined Kranlyft as a junior accountant. Three years later the company was sold to Swedish investment company Cinderella, beginning a turbulent period of in the company's ownership.

Cinderella story

Cinderella sold the company in 1983 to Gothenburg construction company Kullenberg who then sold a year later to Swedish investment group Nordstjernan AB - a part of the Axel Johnson Group. In 1984 a new managing director made it clear that the sales company was not part of the group's long-term view, resulting in a management buy-out later that year by Dijnér - now chief executive and more focussed on sales - and four others.



LC785



C&A

face to face



After the MBO, Eurolift was sold to the Simon group in the UK - with Kranlyft remaining as a distributor and the Dutch operation was sold off.

In 1989 Kranlyft was approached by Swedish-based Componenta group which already owned the Dynapac compaction business. The idea was to sell Kato cranes and Dynapac construction equipment together throughout Europe. Whilst this sounded logical at the time as there appeared to be plenty of synergy, it ultimately didn't work because the two cultures just did not mix. Componenta was then acquired by Svedala Industri AB in the early 1990s which was then acquired in 2001 by Metso Corporation from Finland.

Metso made it very clear early on that Kranlyft would not to be part of the group (déjà vu?) and soon after the acquisition tried to sell it. By April 2002 Dijnér was involved in another management buy-out, this time six people were involved - three in the UK including Terry Marnock currently managing director of Kranlyft UK, Paul Rosevere and John Hornby - and three in Sweden, besides Dijnér, Bo Börjesson and Per-Ragnar Karlström. Since then Rosevere and Hornby have retired and Kranlyft has bought back their shares leaving three Swedish owners and Terry Marnock.

Kato Cranes problems

"It was around this time we really started to market the Maeda product primarily because in early 2000 Kato had problems with the homologation of its crane engines for the European market, leaving the Maeda mini cranes as our only product," said Dijnér. "Kato's problems were caused by Daimler Benz buying Mitsubishi Heavy Industries and deciding not to develop Mitsubishi industrial engines. Kato could not find any engines in the short term to replace them and decided to 'take a holiday from Europe'. We continued with the service and parts backup for Kato cranes but this was never going to be a developing market."





But how did Kranlyft get involved in Maeda cranes?

"I first visited Maeda in 1994/5 but in those days I could not see a market in Europe because of the lack of required product safety features. In 1998 we decided to CE mark the mini cranes and fit them with safe load indicators etc. This process took a long time because Maeda was a small company based in Nagano which took a long time to get to and no-one spoke English! In 2002 we restarted Kranlyft with just the Maeda product and by this point we understood each other and were ready to market the products properly."

"As we were the first into this sector we looked at and compared all the products available in Japan and came to the conclusion that the Maeda was the quality crane in that sector. In total there were four Japanese mini crane manufacturers - Toah, Tadano, Unic and Maeda - but as service representative for Kato Cranes we could not talk to Tadano. Toah only produced in limited numbers so in reality it was between Maeda and Unic. Since then Tadano has stopped

An MC305 at Mullion Cove, Cornwall



manufacturing mini cranes."

At that time Maeda also sold a few machines into the Australian market which accepted the Japanese versions as they were. Maeda has always been the Japanese domestic market leader for mini cranes with more than 70 percent of the market.

Komatsu-based crawlers

Kranlyft also sells Maeda mini crawler cranes but these are nowhere near as popular as the spider cranes in Japan. The LC range of crawler cranes were introduced at the same time as the spider cranes. The early models were based on Komatsu undercarriages, the LC coming from the Komatsu nomenclature system.

"At the end of the 1990s Komatsu had a German distributor which struggled to achieve sufficient sales to establish the product, so we took over the mini cranes. In Japan they were sold as Komatsu cranes but we were allowed to sell them as Maeda. The LC785 and LC1385 still use Komatsu undercarriages - the rest of the range are now full Maeda products.

Hard to establish minis in Europe

"Initially we were not even sure who to market the machines to and made the mistake in the local Swedish market of trying to sell into the crane hire industry," he said. "It took us 18 months before we realised they were not really interested in such small cranes as they had invested millions in big mobiles with operators and preferred to rent these out rather than a smaller, cheaper non-operated machine. This made us look towards the general non-operated plant hire market and that is when (2004) it really took off."

Mini cranes were initially a very special niche market, made even more specialist because certain rental companies realised their potential and did not want anyone else entering the market.

"We had one very satisfied customer on the East coast of Sweden with 15 Maeda cranes so we asked if we could use him as a reference to vouch for the machine's quality and potential to prospective buyers. But he said that if contacted he would say they were rubbish, just to put-off other companies from entering the market. He was supplying the



Two MC285's on Brighton Pier

whole of the east coast area and had 100 percent utilisation and didn't want another competitor!"

"This was just one of many obstacles in developing the sector. Being a small machine it is often working inside or behind buildings, so we don't get the free marketing that larger equipment gets such as mobile cranes were people see them in action," he says. "I still think that less than half of the contractors and plant hirers know what a mini crane is and understand its capabilities. This is highlighted by the numbers who visit our stand at a show like Bauma and ask what they are and what can they do!"

Manual handling rules

"We are also fighting against older workplace traditions where workers are not bothered about how much they lift. In Europe the regulations state a maximum of 25kg but when I was travelling in Russia and using the manual handling argument on a Russian contractor he said that if a man could not lift twice his weight he was useless and would simply get another. It is these sorts of barriers we still have to break down."

In an effort to promote and sell the product around Europe Kranlyft has appointed about 30 distributors with the aim of spreading the word and providing a local service. These dealers now cover Europe, Russia, Middle East and North Africa. Maeda covers India, Pakistan and further East and there is now a dealer covering North America.

57,000 minis to go!

"Japan started with mini cranes a little more than 30 years ago and there are now about 10,000 spider and mini crawler cranes serving a

population of 127 million," says Dijnér. "If you make a similar per capita calculation for Europe we should have 60,000 cranes, but currently there are only around 3,000, so only 57,000 to go!"



"Scandinavia, the UK and other Northern European countries are the most developed mini crane markets and 99 percent of Maeda's sold by Kranlyft are delivered with the diesel and electric option. Even companies which know the machine will spend all of its time working outdoors would benefit from opting for the electric option because of the much greater residual values."

The majority are still bought by rental companies with machines working primarily in the glass sector and then general construction work. Kranlyft does not distribute a vacuum handler but lets the customer go direct to the manufacturer/distributor for the best price."



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"In the early days, GGR was a Maeda dealer in the UK but it saw an opening to distribute the Unic crane in Europe," he says. "That move was good for both of us in that there were then two companies promoting the product concept. There are now a few other smaller manufacturers such as Jekko, Reedyk and Hoeflon producing cranes in Europe and a few manufacturers have been looking at the sector but the numbers are still too small for major manufacturers to get involved. Palfinger was said to be getting closer to entering the market in 2008 but the recession probably put an end to that idea. In our best year we sold close to 400 machines in Europe so my guess was the total market was about 650-700 units."

Euro/Yen exchange

For mini cranes, the recession is two-fold. Products imported from Japan are subject to the fluctuations in the Euro/Yen exchange rate, which in recent years should have added more than 30 percent to the overall price.

"We get help from the factory and we have reduced our margins to

keep prices down until demand returns but this is becoming more and more difficult and we have now had to raise prices by about 15 percent."

"There is a case to produce in cheaper manufacturing areas, but at the moment the numbers are not sufficient. Maeda has a capacity of 1,000 cranes a year and when this is breached it will be time to look to other manufacturing facilities, possibly in Eastern Europe."

Currently demand from historically good markets such as England, Ireland, Spain, Portugal, Greece is well down, while Germany and France are also implementing cost saving measures and cutting back on new projects. So it is a tough time for mini crane sales although the fact that it is not a mature product sector does help.

Maeda does not have any radically new models in the pipeline but is instead concentrating on updating the existing products and 'globalising' the whole range, in order to avoid the need for separate models for individual markets.

"We have started in the US market and there are differences between what's required in the US and European markets, but a single all-encompassing machine specification is needed in order to benefit from manufacturing cost savings. There is not a lot more that can be done to the spider cranes," says Dijnér. "Maeda's biggest model is the MC405. Unic has the 706 but in our opinion it is too big to be called a mini crane. With the outriggers extended it needs 45 square metres where as our MC405 it needs just 30 square metres, bigger than this and you may as well use a rough terrain crane."

"I am happy with the current range which runs from the MC104 to the

MC405 but we need to develop these machines with more options. Boom length and lifting capacities are fine, but we could benefit from more development for indoor use and lifting down below crane level – the MC285 can lift down 40 metres on single line but this can be developed into 60 metres. The LC range is slightly different – now we have the LC383 - the prototype of which was shown at Bauma and about 15 have been sold already. We have to learn about the market and how our customers use the crane."

Searcher hooks

"We tend to use these machines differently to the Japanese such as the searcher hook which is not used in Japan at all because they do not use the cranes for glass handling. We are currently developing a crane with a much stronger searcher hook and longer jibs."

"Promotion of the mini cranes is a slow process which is achieved through customer word of mouth and exhibitions to increase awareness of the product," he says. "We also try to supply financial support to customers through our dealers so that it does not limit their expansion. The worst case is when an end customer decides to rent a mini crane - changing from his traditional way of doing the job - but finds out that one is not immediately available. Often we find that he reverts back to the old way of doing the lift and may never come back to giving a mini crane a try. To help with this we have a small rental fleet in the UK - around eight to nine cranes - because we do not want to compete with customers' rental fleets. The majority who rent a mini crane come back and rent again. Rental rates vary in different markets and have been under pressure recently but the return on investment is still very good."

"Overall it is the traditional ways of working that hold people back. Logically the traditional crane companies would be the best mini crane rental companies but this



tends not to be the case. In Sweden for example – not many crane hirers have mini cranes. Yet in nearby Norway many crane hirers have invested in minis. It really depends on the mentality of the industry in each country to solve the lifting issues."

"In the more developed countries it may still take five years the less developed maybe 15 years before the market achieves significant volumes," he says. "We will continue to promote the mini crane as if it was a new invention - after all there are potentially 57,000 more machines to go for!"



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Conexpo stop press

C&a conexpo 2011



For many of you the hard copy of this issue will arrive during or even after Conexpo has closed, given the fact that it will only go to press the week before the show in order to capture the very latest entries and information.

If you are close to our mailing location, a digital reader or at the show itself then this is primarily for you. This feature follows on from the main Conexpo preview we ran last month and ideally needs to be read or considered in conjunction with that.

Link Belt looks like it will win the prize for most totally new products on display, which is fair enough, given that it probably looks towards Conexpo in the same way that Liebherr looks at Bauma. In addition to the two new crawler cranes – the 100 tonne telescopic and the 137 tonne lattice boomed HLS 238 - the company will show what it claims is the world's first All Terrain crane designed specifically for the needs of the North American market. The 250 tonne five axle ATC3275 looks, at first glance, like a North American truck crane. However everything about how the crane is designed and built says 'AT'.

The new crane boasts a 68 metre, seven section eight mode main boom, plus an on-board 20.4 metre bi-fold swingaway extension taking the maximum tip height to just above 90 metres. The 10x6x10

single carrier cab design is intended to meet North America's tough road regulations, while also complying with Tier IV Interim and EPA 2010 on-highway requirements. Powered by a Cummins engine it boasts a top speed of 62mph/100kph. Link Belt also claims that it is the only large AT that meets SAE braking codes, with its anti-lock (ABS) disc brakes, intarder and true engine compression brake. Suspension is classic hydrogas, while emergency steering, cruise control and traction control are standard, as are extra steering cylinders to cope with difficult terrain. The traction control has a mud and snow setting to allow more slip when needed.

Another exhibit worth a look-see on the stand is Link-Belt's new Pulse in-cab information system that incorporates the Rated Capacity Limiter and unusually has been designed completely in-house. The system incorporates the boom

extend mode controller, self-diagnostic capabilities and continuous monitoring of multiple crane functions and conditions. The system has been on field trials for more than a year and is, says Link-Belt, bulletproof in terms of reliability. The Pulse system will be installed on the TCC-1100, HTC-8690, RTC-8090 Series II, and ATC-3275.



The new Link-Belt Pulse system
MEC

Another stand with much that's new is California-based MEC. It will unveil a new 26 and 32ft Crossover scissor range, intended to blend the compact dimensions of a slab mini scissor with some off slab ground clearance and traction. It is intended to offer users a product that can handle all of the classic applications for 2646/3246 type slab scissors, but also cover the



The 600 tonne Liebherr LR1600/2 will be one of the larger cranes on display

area outside of a building on gravel or poor ground. The unit will also be available with a built-in glass or 8x4ft sheet rack on the outside of the guardrails.

The company may also show a version that has an off-centre platform that is flush with the chassis on one side, while extending beyond the chassis



The New Link-Belt ATC3275 is an all new all-American AT

The facts

Dates: Tuesday March 22nd through Saturday March 26th

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

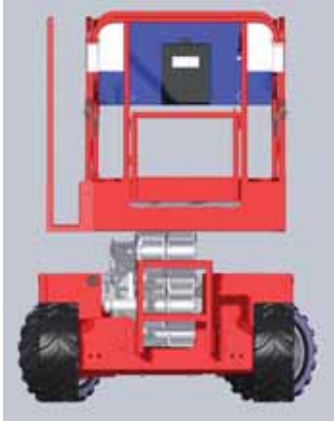
Getting there: Fly – There are a number of direct international flights to Las Vegas now from the UK – London, Manchester and Glasgow, Germany, France, Mexico, Korea and the Philippines. Alternatively you can connect through most major US cities,

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.

width on the other side in order to make it easier to get the platform right up against a wall for applications such as dry-walling.



The MEC Crossover aims to introduce a new scissor lift category

MEC will also show a range of platform attachments for its massive Titan 40S boom come scissor lift, including a pipe rack and a glazing storage rack.

Platform Basket

Platform Basket was left off the main listing in the last issue, but the company will have a good sized stand in the Blue Lot under its distributor Tracked Lifts. The company will show four tracked spider lifts from its current range, with working heights of 12, 18 and 22 metres.

JLG/Lull/Skytrak

We covered JLG's aerial lift plans in our main Conexpo coverage but we now know what the company is planning in terms of telescopic handlers. Its three brands will be represented with six models, including the top of the line JLG G12-55A and the super compact JLG G5-18A, which can be configured to accommodate skid steer attachments. The JLG 4017PS European style unit will be on display for International visitors, and for curiosity factor one of its Military Atlas II units. The SkyTrak line will be represented by the



One of the factory designed attachments available for the MEC Titan



The Lull range offers a traversing lift mechanism- check it out



Platform Basket



JLG Liftpod

10054 with its Stabil-Trak fully automatic, rear axle stabilisation system and by the Lull 944E-42, with its traversing carriage which - if you are not familiar with it is worth a look - allows the operator to move the entire load, boom included, forward by up to two metres at full height. Ideal for placing large loads into the building. Finally do stop and see the company's recently announced Firestone tyres. The company claims that they will easily last three times as long as a regular telehandler tyre.

Socage

Socage will unveil its new 20 metre DA365 dual riser articulated boom lift, developed for the US market from its DA320 with over nine metres of unrestricted outreach and 250kg platform capacity. The new platform will be shown on a Ford F-550 pick-up installed by Stamm Manufacturing of Fort



The JLG G12-55A

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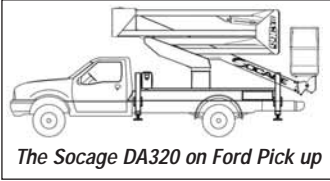
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Pierce, Florida, which has specialised in the installation of truck mounted access platforms since 1968.



The Socage DA320 on Ford Pick up

JCB

JCB is still keeping its cards close to its chest, but will have the following machines on display - the 515-40 ultra compact model and likely to be the smallest telehandler at the show, the 535-140 and 541-70T but word is that it might surprise everyone with a brand new model. Staying with telehandlers Dieci will show off its Apollo compact model,

while Manitou will have one of the very few 360 degree models at the show on display – the MRT2540. It will also show its MLT 625, which in Europe is aimed more at the agricultural market than construction. Finally it will also show one of its heavy duty machines, such as the MHT 10210.

CAT

Caterpillar will show its new TH514 mid-range machine, with 4,990 kg capacity and 14 metre lift height. The company says that the TH514 is ideal for general construction and industrial markets, as well as specialty markets including power plants and wind farm applications. The unit has full three function multi-function and includes a new in-cab LCD display, providing a wide range of information for the operator.



CAT TH514



The BlueLift 14/6.5

BlueLift

BlueLift, the Italian spider lift manufacturer, will be making its second appearance in the USA in a month on the Skako Lift stand. The model likely to be on display for its construction industry debut is a 14 metre C14/6.5 model, but Skako and BlueLift have significant plans to promote a four model range in the USA, two of them new models designed specifically for the North American market.

Linden Comansa

Comansa has a small, or should it be a big 'cheat' at the show. While it will have an 18 tonne 21 LC 550 flat top on its stand, it will be pointing out the Comansa 21 LC 550 working on the new Fontainebleau Hotel and Casino right behind the exhibition centre.

Xtreme

Las Vegas-based Xtreme will launch an upgraded and extended version of its top of the line fixed from a telehandler the XR1267 which will become the XR1270 with a 21.2 metre lift height.



The Comansa 21 LC 550 at working on the new Fontainebleau site in Las Vegas

Genie

As we mentioned in the last issue Genie will have its new compact Rough Terrain scissor lifts - the 69 range which replaces the 68 - on display. Take a look at our review in the Rental show report on page 45.

Terex Crane

Centre of the crane display with be the SK 415-20 saddle jib tower crane in Maxim Cranes colours. Equipped with the new EVO15 cab and longer 80 metre/264ft jib at which radius the crane can handle 2.3 tonnes. A new HD23-TS212 transfer mast is available, which provides a free standing height of



The JCB 515-40 is likely to be the smallest Telehandler at the show.

91.6 metres/300ft. In terms of mobile cranes it will show the new 90 tonne T100 truck crane featuring two new cabs and a 50 metre/165ft main boom with total tip height of 74 metres/244ft. The Crossover 6000 is also interesting, technically a big boom truck, it features a 33.5 metre main boom and 51.6 metres on board tip height and should prove of interest internationally.

Oil & Steel

The company is sharing a stand with sister company PM and will have a 15 metre Octopussy 1500 Evo spider lift on show, making its US debut.

Badger

For those that have not seen a Badger Rough Terrain crane, and that is likely to be most of you, check out the Manitex stand, where you will find the new 30 ton can-down CD4430, announced in 2009 and aimed at the petro-chemical industry and for heavy industrial lifting.



Tadano

In addition to the Mantis 15010 that we covered in the last issue, Tadano is launching two new American style RTs, the 90 tonne GR-1000XL-2 and 68 tonne GR-750XL-2 as well as looking at the cranes themselves take a look at their new Rated Capacity Limiters which incorporate automatic outrigger set-up detection. Also on the stand is the 130 tonne ATF130G-5 and 220 tonne ATF220G-5 All Terrains along with a new boom truck.

Hydro Mobile

Hydro Mobile The Canadian manufacturer of heavy duty and special mast climbers will be showing its F Series TP transport platform, possibly alongside the E Series lighter duty rack and pinion mast climber. The company also distributes Raxtar hoists in the USA.



The Terex SK415-20 is likely to dominate the Conexpo stand

Don't forget the smaller stuff

In addition to the big equipment, this year's show will have a wide range of components, electronics and other ancillary products that could prove to be of great interest to European visitors who might not otherwise come into contact with the smaller or more local producers among them. On the electronics side we do know that HBC Radiomatic will launch a new range of remote controllers. The new spectrum D transmitter comes with a 3.5" colour TFT non-reflective display screen allowing it to be seen clearly in

harsh sun, while making the most of the latest crane system displays. Autec is also introducing new products in the form of its Dynamic Series with three new transmitters on display.



HBC Radiomatic Spectrum D

In cab displays and information systems

It looks also like this will be a big show for in cab crane information system developments. We have already touched on new products from Link-Belt and Tadano, but there are also a number of independent producers exhibiting such as Hirschmann – PAT/Kruger with its new wireless sensors and in-cab consoles.

It is also offering a number of educational seminars during the show which will be worth a look, as well as sponsoring some state of the art crane simulators on the Crane Rodeo at the back of the Gold Lot. Orlaco is demonstrating its latest camera systems with specific focus on tower crane systems that employ a boom or jib-trolley mounted camera – still a grossly underrated safety device.



Hydro Mobile Transport platform



Tadano will be showing two new RT's



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Size matters

C&a heavy duty scissors

Like most things in life size matters and this also applies to the world of cranes and access. Whether it is the small and compact minis (see feature on page 17) or the huge, 1,200 tonne All Terrain cranes, size brings its own benefits/problems and advantages/disadvantages. The aerial lifts currently reported as providing one of the best returns on investment and utilisation are the heavy duty and large or narrow scissor lifts. We take a closer look.

In the latest C&A UK and Ireland Rental Rate Survey a surprising statistic popped out from all the data - big scissor lifts are in big demand. This is also backed up by Riwal UK (see article on page 36) which is building up its company on the back of cross-hiring large booms and scissors. Demand for big product obviously exists but with the double whammy of the economic recession and reduced bank lending, few companies are able (or want?) to purchase high value machines. Those that can are therefore 'making hay' while the current situation remains.

In previous Rental Surveys the small electric scissor lifts have almost unanimously been reported as the powered access product providing the best return and the best utilisation. Over the 10 years or more we have been collecting the data, Rough Terrain scissors have yo-yoed up and down the charts being incredibly well utilised during peak construction activity and then crashing to pitiful levels in the slumps that followed and to average performance in the intermediate times.

Unusual results

The 2010 Survey however recorded



unexpectedly high levels for both utilisation and returns for big scissors an unprecedented result that had us doing a bit of checking. It would appear that the big change is a result of the type of products that are now beginning to populate this sector. Until relatively recently a big scissor lift was generally considered to have a 40 to 50ft platform height, up to 680kg of platform capacity, an overall width approaching 2.4 metres and an overall length approaching four metres. Other 'musts' included four wheel drive, good gradeability and a dual deck option.

This is changing though with a

significant number of larger and heavier duty or more specialised models now available in an increasing number of countries, including the UK. Investigation also revealed another buoyant big scissor sector – the 14 to 20 metre working height, heavy duty narrow electric scissor.

The largest scissor of them all is currently the Holland Lift 4x4 Megastar G-320DL30 4WDS/N - with a platform height of 107ft or 32.7 metres and a 1,000kg platform capacity, even on its three metre deck extension. It measures seven metres long and is just under three metres wide. This monster



A Holland Lift Q-135EL24 being used to pour concrete columns



Two HAB tall and narrow scissors working on a new warehousing contract

heavy duty scissors C&A



The PB scissors offer exceptional levelling capability

traditionally sold as a diesel is also now available with battery electric power. German producer H.A.B says that it is planning to introduce a 30 metre machine this summer but with a width of 2.5 metres and a gross weight of 29 tonnes both of which would make it easier to transport - although there will of course be some form of trade-off, possibly a small deck, lower capacity and limited drive height.

Dutch German consensus

This type of product type emerged in Holland and Germany in the early 1980s as much out of a dissatisfaction with the larger scissor lifts on the market at that time, with their unstable platforms and poor reliability. A number of Dutch rental companies and large end users were prepared to pay for a product that offered a more rigid platform, a capacity that suited the large deck size with better reliability and durability. Holland Lift obliged and the new products quickly found a ready market in Germany where the owners of the small rental companies that dominated the market appreciated the heavy construction and the use of high quality European components. In fact they were prepared to pay

almost double the price of the equivalent American or British products on offer at the time.

In other markets, such as the UK, buyers were more focused on immediate returns and could not bring themselves to pay a 100 percent premium, for a lift that was likely to go out, most of the time, at the same rental rate - better to have two cheaper machines.

However this type of product began to carve out a space for itself in the UK in the mid 1990's with the arrival of Liftflux with its greater lift heights. As the market has continued to mature, it is clear that even UK users are now appreciating the benefits of this type of lift for an ever wider range of jobs and current rates and utilisation levels are making them a good investment.

Having originated and developed this sector the market is supplied almost entirely by Dutch and German manufacturers - Holland Lift, PB Liftechnik, HAB and JLG/Liftflux. Holland Lift is without question the dominant player, having almost single handedly been responsible for the development of the heavy-duty scissor lift. The company introduced the first really

'big' scissor - a 20 metre machine - way back in 1986.

In the UK, Holland Lift's dealer is West Midlands-based Russon Access which it owns 50/50 with founder Alan Russon, who has become one of the most experienced people in the sector. Russon's

appointment in 2004, followed many successful years representing the Liftflux range of heavy duty scissors which he had introduced to the UK market after his Skyjack distribution business became a casualty of the downturn of the early 1990's. As a Skyjack distributor he had a great success with the company's 9250 dual-deck scissor lift - a product still popular to this day and one that fits between the two categories of full size scissor lifts and heavy duty models.

The Liftflux story

Liftflux was rebranded for a period as Manlift after it was acquired in 2000 by Manitowoc as part of Potain, who had in turn snapped it up the year before. In late 2003 the closure of the Liftflux plant was announced, leaving Russon with an uncertain future. Following the Liftflux thread for a moment - JLG, Haulotte and Skyjack all took a look at what was the Delta Manlift business, however it was JLG that finally acquired the business, which included Toucan mast booms, Liftflux scissors and Grove booms, just before Bauma 2004. JLG ran its finger over the Liftflux designs and market potential throughout 2004, finally confirming that it would build some of the range - models over 15 metres/50ft - at its Maasmechelen plant in Belgium, with the first deliveries made in the spring of 2005. The JLG Liftflux product line initially comprised the SL172, the SL205, the SL210, the SL260 and the SL320 with platform heights of 17 to 32 metres. In the intervening years JLG has rationalised the Liftflux range so that currently there are currently just

three diesel scissor lift available - the 203-24, the 210-25 and the 245-25 - and there appears to be some uncertainty with the long term prospects for the line.

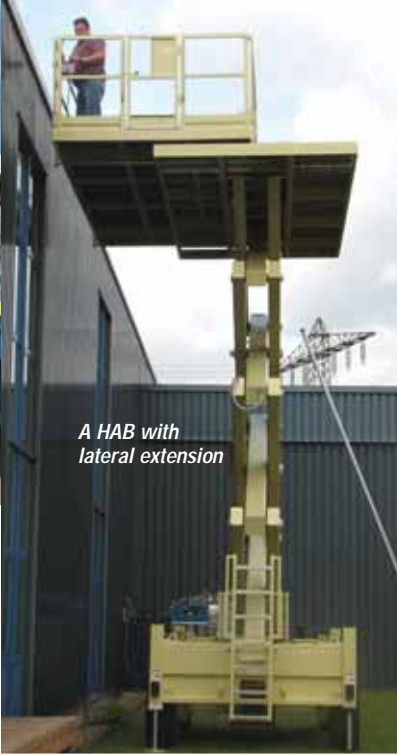
In the early days, the Liftflux designs were very similar to those of Holland Lift having emerged from the same company in the mid 1990's when a number of employees left Holland Lift, then owned by MBB, with some of the designs to set up Liftflux. Liftflux gradually became a more popular product, thanks to it building a wider distribution network, possibly along with lower prices. After a number of financial failures it was acquired by Potain which then became part of the Manitowoc group which.....

Back to Russon who carved out a substantial niche for the high working height and narrow width scissors in the UK and Ireland despite initial price driven reluctance. However the increase in glass façade buildings, taller, high-rise warehouse construction and the fact that these large deck machines were ideal for cladding, roofing and sprinkler installation increased demand. It was

not all plain sailing for Russon Access though, after surviving the Liftflux closure, its owner Gamble

Jarvis Plant Hire was sold in 2005 with the new owners not particularly interested in the sales business. Russon formed Russon Access Platforms in March 2006 and was joined in the new venture by Russell Rowley on sales, Mel Neal and Ian Day on service. As well as Holland Lift it also became the rental company agent for





A HAB with lateral extension



Tall narrow scissors are ideal for warehousing and racking applications



Attachments are becoming more popular on big machines

Manitou boom lifts. Rowley left in 2008 to form his own company R2, taking Manitou with him and Russon added Italian manufacturer Iteco to its range.

Holland Lift has also had a chequered history. Founded in 1984 it was rescued in 1993 by MBB - a division of Daimler Benz and sold to Terex five years later. The high value machines did not sit well with the Terex philosophy and the company was sold to Chicago-based agricultural and construction equipment manufacturer Stoneham Equipment in 2002, with sales director Menno Koel and financial director Pieter Boogert acquiring a minority stake. Five years later the two teamed up with a small Amsterdam-based private equity firm to buy out Stoneham (owned by Roger Tracey) while boosting their share in the business to 40 percent. Not long after it also took a 25 percent stake in Russon Access which was later increased to 50 percent. The company has now settled into full management ownership and has been increasing production consistently in order to keep pace with growing demand.

Today Holland Lift's largest markets are Holland, the UK and Germany. The UK market for these heavy duty scissors has continued grow throughout the recent slowdown, when sales of many other products almost dried up. Russon says that

the UK population of Holland Lifts is now approaching 200 units. At last year's Vertical Days it closed a £2 million deal with AFI-Uplift - which included three, 32 metre Megastars and six 16.5 metre N-165EL-12 and 19.4 metre N-195EL-12 Combistars. The new additions gave AFI the largest fleet of 32 metre scissors in the UK with five machines along with more than 35 Holland Lift narrow electrics.

This year looks set to be our best year for sales in five years," says Russon. "There are already 24 big Holland Lift scissors on order and with the interest in the new 14 metre working height 11812 Ecostar, we are forecasting 40 to 50 machines this year compared to a normal year of 20 to 25 units. Surprisingly all the units on order this year are for electric scissors - last year it was all diesels, primarily replacing older 10-12 year old Liftlux machines. In all we took in 30, 22 metre Liftlux machines as well as some Skyjacks which were then resold into Eastern Europe."

Higher platform height electric scissors seem to be the flavour of the month and this bodes well for the new Holland Lift 11812 Ecostar which is a compact model, more comparable dimensionally with the mass-produced 26 to 32ft slab scissors than traditional Holland Lift products. The new model will naturally go up against Haulotte's Compact 14 and the Iteco IT12122 which are lighter duty models that almost certainly carry a more attractive purchase price.

Narrow 14 metres working height - a crossover

The market for narrow aisle lifts above 32ft /10 metres platform height has until recently been limited to the heavy duty, narrow and long products from Holland and Germany. Iteco and Haulotte have challenged that by stretching their 32ft models to almost 39ft and the sector is just being to take off - Haulotte launched the Compact 14 in the USA this month as the 3947. Holland Lift is now set to add to the new sector with a higher version in its lower cost, more compact Ecostar range in the form of the 38ft 11812.

Russon explains: "The Holland Lift N165-12 is probably the company's most popular electric scissor but many go out on jobs not requiring

the full working height. There is nothing much available above 10 metres platform height until the massive 15 metre models so a less costly, more compact 14 metre machine fills the gap, both in terms of height, size and cost. The 14 metre compact models cost around £30,000 less than the larger narrow models. There is absolutely no point paying £50,000 for an 18.5 metre working height N165-12 to put it out on a 14 metre job that might only bring in £250 a week, when a 14 metre Iteco would give a 1 to 1.25 percent return on that rate."

"There are now 15 or so 32 metre Megastars in the UK which should satisfy normal market demand. The larger machines can be rented out - with a height limiter - for lower jobs, but the difference in revenue can be significant. A 32 metre scissor for example has a weekly rental of between £2,250 and £2,500, compared to weekly rental of say £1,000 for a 27 metre model."

"The hot sector at the moment is the 14 to 20 metre narrow electric scissor with drive at full height option which saves operators time and extends the machine battery life. The £500 cost is a small percentage of the overall cost of around £70,000 for a 20 metre narrow electric scissor. Retro fitting the option is up to £2,000," says Russon.

Rival UK has also rapidly built up a fleet of 18 Holland Lifts including



The new 14 metre from HAB

heavy duty scissors C&A



Holland Lift N165

two 32 metre units, four 25 metre and 12, 20 metre diesel machines all sourced from its Dutch-based parent, Holland Lift's single biggest customer. Holland Lift's success in the UK has inevitably encouraged the other heavy duty scissor manufacturers. PB Lifttechnik of Germany appointed Ranger Equipment as its dealer in 2009 and at Vertikal Days last year H.A.B announced the appointment of Ascendant Access. H.A.B claims to have supplied more 28 metre platforms – 35 units worldwide - than any other manufacturer. Andy Northwood of Ascendant says: "There are only a handful of companies in the UK buying 22 to 32 metre scissors at the moment. A 30 metre scissor is a big investment and takes a lot of confidence to purchase. Finance companies are also reluctant to back such a purchase, so we have decided to start out with the new 14.2 metre, 1.2 metre wide model that was launched at Bauma and is now in full production. We need to find a gap in the market and this product gives us more opportunities being closer to mainstream products, while still specialised. We feel the H.A.B product is a more

modern design with superior quality steel and components than the mass produced models."

H.A.B sales manager Frank Thierer adds: "The company and product is very popular in Germany, Austria, Spain and Holland but in the UK we are starting from scratch. Our approach to machine design is more technical and products tend to weigh a more but are stronger. Liftflux used to sell 50, 23 metre machines a year in the UK and these are now reaching the end of their useful life." H.A.B has tended to build more specials than some of the others and has found a ready market for its lateral platform extension option. Its 14.5 metre platform height S 165-24 D4WDS for example has a lateral side extension of 1.2 metres, with 500kg capacity. It also equips most of its machines with four wheel drive, four wheel steer, oscillating axles and self-levelling jacks as standard.

The number two producer in the heavy duty scissor market is PB Lifttechnik, and is now possibly the market leader in Germany. Its products tend to be a little different with a unique scissor stack design and exceptional levelling and off-

road ability. The company has made inroads in Holland but has so far struggled to gain any volume in the UK, although Yorkshire-based Lifterz took delivery of the first two machines - the 68ft/20.5 metre platform height PB 225-12E, narrow aisle battery powered units last year.

PB has been manufacturing aerial lifts for nearly 25 years but scissor lift production only began in 2003 following a major safety issue with over 800 German Standard Lift scissor lifts. Problems included cracked scissor stacks and faulty brakes. As a result of the claims GSL went bust, but PB stepped in and developed a cost effective repair for the units and has since taken over where GSL left off.

A major distinguishing feature of a PB scissor is its main lift cylinder located half way up the lift mechanism which it says reduces weight on the larger machines through using a single cylinder, while reducing stress on the lower arms. Another feature is the dual sized scissor pack which provides a better closed height, while lowering the centre of gravity to within the bottom third of the fully extended machine, providing a lower weight with increased stability.

Lifterz specialises

Rental company Lifterz has a few 18 to 22.5 metre diesel scissors, but promotes itself as specialists in the tall and narrow electric scissors.

"We are making this type of equipment the company's USP," says founding director Malcolm Bowers, "not that we have seen a huge growth in this market but many other rental companies have sold their specialist equipment and are concentrating on bread and butter mainstream products, such as the 19, 26 and 32ft slab scissors. The problem with investing £70k in a big scissor is that when it is standing in the yard it is costing a lot of money."

Having said that the company has recently added four 53ft Genie 5390s bought from Limerick-based Skylift as the company downsizes its fleet from 800 to 150 machines. "Our machines are aimed at the fit-out sector rather than construction and we are in the process of developing and CE marking our own pipe stands. The narrow, tall electrics are designed for the high bay warehousing/ sprinkler/ racking/ ventilation and extraction sector. After a slow start with the PB225s we now rarely see them. The PB is fantastic for the

few sites that need to go to that height but only a few warehouse jobs really need more than 20 metre so we are now investing in eight Holland Lifts – two N195s, two N165s and four of the new 14 metre working height Ecostar 11812s - which covers the majority of the high bay market and the areas we are trying to develop. Whatever we buy it must be driveable at full height. We are also investing in the latest double-deck Skyjack 8841E machines. The 2011 models are now driveable at full height."

With the four new 14 metre working height Holland Lifts, Lifterz will have 27 units in this class of machine, the majority being the Iteco 12122.

"We have been in discussions with HAB regarding its new 14 metre although the machine is too high a specification," says Bowers. "We don't need oscillating axles and differential flange sprockets as 90 percent of the time it would go out as a regular machine so a more basic model would suit us better."

"With 450 units in our fleet we are a small player and the eight new Holland Lifts are a big investment for us. We will go bigger at some point – Holland Lift does a 26.5 metre 1.3 metre wide machine but we will take some work before we are ready for machines of that height. At the moment we are not seeing any demand for 25 metre electric scissors."

"We aim to get about 1.25 percent of the purchase price per week for the shorter life machines such as the Iteco and would love to get one percent on the long-life equipment such as the Holland Lifts but more typically achieve around 0.8 to 0.85 percent a week at the moment."



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Thoroughly nice people to do business with

Riwal is one of Europe's leading access and telehandler rental brands with operations in 14 countries across Europe as well as Brazil and joint ventures in several other countries in Europe and the Middle East.

However since it started in 1968 it has not had a permanent presence in the UK. That is until June 2009 when three experienced senior managers – Tim White, Dave Freebody and Les Warren – had an idea. Cranes & Access visits a very busy head office to find out more.....

Based in Chelveston near Rushden, Northamptonshire Riwal UK appears to have landed on its feet. The tightly-knit company has three experienced, hands-on joint owners, keen on the long-term success of the company, willing to put in the long hours, hard work and financial sacrifices needed to make it work.

"We all worked together in the South East region of Nationwide Access looking after a couple of thousand machines and knew each other well but left amicably after the acquisition of The Platform Company," says White. "While playing golf one day we talked about doing something together. We were all out of work, had been employed in senior positions and had 50 years of combined experience in the access industry, so we thought about starting a small rental company hiring electric scissors in the Hatfield area which was equi-distant to where we all lived."

Les Warren, knew Riwal's Jeff Eisenberg however and he suggested a meeting with chief executive Dick Schalekamp, which resulted in the three forming Riwal UK.

Whilst the idea of a UK operation was not on Riwal's list of 'things to do' the downturn in the European economy had reduced its utilisation levels and with a fleet of over 12,000 platforms, even a small percentage reduction in utilisation leaves an extra 1,000 machines available. This fact combined with Riwal's policy of moving when and wherever it finds entrepreneurial people that fit with its family-type culture sealed the deal.

Experience gained from their days at Nationwide meant that all three knew that the prospects for a new player with a fleet of 45ft booms and 19ft scissors were not rosy, those market sectors were overcrowded and rates were sinking fast by 2009.

Going for big kit

"We knew there was, and is, a gap in the market for big kit – 25 to 30 metre diesel scissors and 80ft plus booms - with customers sometimes having to join a waiting list to hire them, and we quickly realised that this would be the best for long-term success," says White. "There is still a decent market for this type of equipment in the UK and with Riwal having a ready supply of big JLG booms and Holland Lift scissors this was the route we decided on."

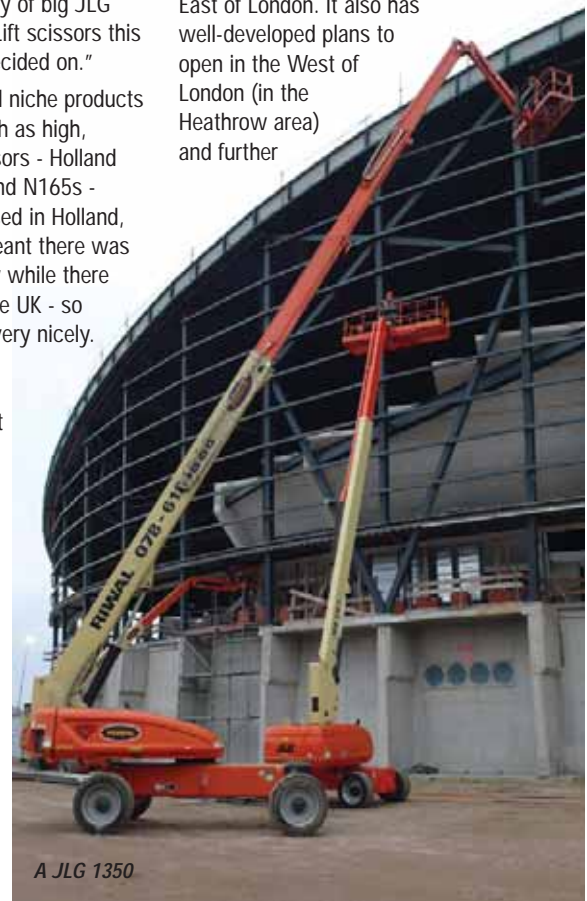
"We then discovered niche products for warehousing such as high, narrow electric scissors - Holland Lift N265s, N195s and N165s - products highly utilised in Holland, but the downturn meant there was some spare capacity while there was a shortage in the UK - so it all fitted together very nicely. Now 18 months on, we still have more 80ft booms than 45ft in the fleet and are sticking to the niche 'big kit' market."

Riwal UK was also aware that many of the independent access rental companies were unable to secure finance during the crisis for new equipment purchases and were turning away rentals for this type of equipment.

"Our first port of call was to these companies offering the big equipment, allowing them to offer the larger and more exotic booms and scissors. A lot of our work is still re-hire, including supplying most of the top 10 national access companies."

Although head office administration is in Chelveston, the company has depots in Wellingborough and to the East of London. It also has well-developed plans to open in the West of London (in the Heathrow area) and further

Two Holland Lifts - a M250 and T210



A JLG 1350

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A 450AJ on a steelwork contract

north in the Birmingham/Stoke area. According to White the geographic spread of depots is purely to reduce transport costs rather than to compete in the local market.

"If we get a week's hire for a JLG 1250 in Swindon, transport may be £500 each way, add this to the machine rate and we lose competitiveness. Where we have a local depot however we also offer a wider product range."

The three are also considering another two depots 'further north and Scotland' by the end of next year. "At the moment it is difficult supplying large kit to the north and Scotland for short hires," says White, "for the longer contracts – such as a six month job for a large number of machines in Teesside - we provide a permanent engineer. That job was won through our relationship with Riwal Holland and really got us going in the UK. The customer was looking for a Holland Lift N265 which they had previously hired from Riwal in the Netherlands. We were able to supply a brand new machine and this led to more and more of our equipment being requested on site."

With a ready supply of modern, large equipment which is in demand, a healthy re-hire business and growing local business, the three founders look like they are onto a winner.

"We have been very open with our customer base and have been doing a lot of work in Northern England, East Anglia and the South West where we have put equipment into rental company yards on spec, allowing them to take rentals, PDI



JLG 800AJ

and deliver machines that they would not normally have in their fleet. This allows us to keep costs down but the key element is honesty and trust between both parties – which is also the philosophy of Dick Schalekamp. Dick has been tremendously supportive with supplying and making equipment available. In return, we had to show our commitment by getting the company up and running on our own and as such each of us worked for six months without taking any salary."

"We are currently working on a five year business strategy but have submitted a plan for 2011 that

includes an increase in the fleet numbers (202 units - up from 37 in 2009, with a plan for well over 400 this year and who knows how many by the end of 2012) and a doubling in turnover," says Dave Freebody. "Initially we approached customers that we knew and built up a fleet of 20 units. We then worked on having a stock over here that we could draw on, rather than getting machines from Holland every time we needed more. We took a consignment stock of new Mec electric scissors which they had in Holland, while the larger equipment is sent over when we have work for it, bearing in mind Dordrecht is only one night away, but tends to stay

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A Rival truck mount

here when the job is finished, becoming part of our fleet through a rental purchase scheme."

"Some equipment though - such as the 30 and 36 metre Teupen spider lifts that we supplied to the Olympic project - were taken in on a pure re-hire basis from Rival International, knowing that when the contract ended we would not be able to keep them all busy. We don't want to get into a sector that we know nothing about - such as the spiders, No single company could have supplied that number of large Teupen platforms so quickly. With a choice of 12,000 machines it gives us the flexibility others cannot match."

Rental rates?

"We are generally happy with our re-rent rates but have tried to push rates up," says White. "everyone we talk to says it is getting better - apart from the £145 a week for a Z45 madness! Which we stay well away from"

The company expects the fleet mix or balance, to remain roughly as it is over the next two years. Rival UK currently has ten JLG 1250s and five 1350 big booms and this is set to double by the end of the year. It also runs JLG 800s, 600s and 450s - with more of the larger units than the smaller - and a fully refurbished 150ft JLG 150HAX.

"The vast majority of the machines we are adding this year will not be

19ft scissors!" says White. The company does though have a sizeable fleet of Holland Lift diesel scissors including two 32 metre, four 25 metre and twelve 20 metre units. Utilisation is said to be 'very good' running at close to 90 percent for these specialist heavy duty scissor lifts. In 2009 when we started Rival had quite a lot of excess equipment parked up at its Dordrecht head office. Now the economy is picking up there are fewer and fewer of these machines. We certainly started at the right time."

"It was reassuring to find that the Rival brand and name is strong in the UK which has helped us get started," says Freebody. "Each of the new depots which should be up and running by the mid to third quarter of this year will be fully operational with hire desk, engineering and sales personnel. Up to now the three of us have pretty much been doing everything ourselves. This expansion will take the current total of 15 staff to around 22 by the end of the year."

But where will it end?

"If we continue on the current growth plan we may reach a fleet of 1,000 machines within three years or so," says Freebody, "but where we will go from there, who can say? As we grow the rehire business will probably shrink as a percentage of the total, but it will always be there as buildings

continue to get bigger, higher, narrower so more specialist kit is needed. We are also willing to partner other companies to cover certain regions, rather than go into competition.

Equipment choice

The equipment the company adds to the fleet naturally follows Rival's purchasing policy, which of course offers a number of benefits. If there is a local need however for other equipment that Rival does not normally buy, the three have to put forward a solid case for it. An example given was for Niftylift HR12s for their low overall weight. If the case stacks up there is generally no problem in obtaining it they say.

And leaving the final word to the three - "Our overall strategy is simply

- to become an acknowledged access equipment specialist in the UK, renowned for its high level quality, service and responsiveness. And so far, we are making the planned progress."



Rival UK can draw on a substantial fleet of Teupen spiders



A Holland Lift G300D working in London

Sustainable timber mats

In our October issue on outrigger mats we touched on the various woods used to create the large timber mats. These are typically used under big crawler cranes or as platforms when working on softer ground, in addition, of course, to its traditional use as cribbing under outrigger pads.

Most of the key suppliers of specially made timber mats are based in Holland where due to the preponderance of soft ground conditions mats are used far more widely than in most other countries. One company we came across is a little unusual in that while it has a distribution operation in Holland it is based in Guyana, South America. It also grabbed our attention in that it has an interesting story to tell and hundreds of photos to illustrate it. Here therefore is an insight into what goes into producing a modern timber mat.

Guyana is perhaps unusual among nations growing tropical timber in that it is working closely with the Norwegian government which is supporting Guyana in its plans to limit forest-based greenhouse gas emissions, while protecting its rainforest as an asset for the world. Norway has commissioned the Rain Forest Alliance as an independent entity to review and report on Guyana's annual progress under the Guyana-Norway forest protection agreement. The Alliance will also audit Guyana's 2009 and 2010 progress reports.

The agreement has obliged the Guyana Forestry Commission to ensure that its own regulations are

strictly enforced. These require every concession to complete and maintain a full standing timber inventory and operate a selective harvest plan that ensures on-going sustainability. No lumber or logs can be transported out of a concession or off of private land without prior approval from the local GFC station

Timbers are collected by and transferred for final processing



officer for which tag and stump inspections are the common control mechanisms.

Guyana Timber Products (GTP) was founded in Georgetown in 2002 by the late William Jenezon, a former investment banker and private equity manager, to work within the

environmental sustainability framework being developed in the country at that time. While it is a Guyana-based company and a leading exporter of added value timber products from the country, it is controlled by Dutch shareholders. Getting started was no easy feat and the current processing plant,

produced the best possible conversion of logs into products. High quality engineered timber mats for pipeline and crane applications emerged as the best combination. The fact that the owners were based in the Netherlands - the centre of this industry - might also have helped of course.

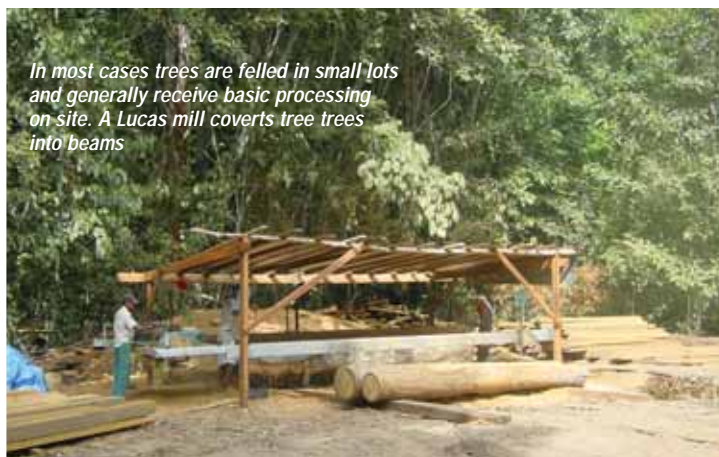
The company works closely with a number of local partners and small local co-operatives who are responsible for the work carried out in the forest itself. This not only includes felling the trees but some of the initial preparation work on the logs, including their conversion from trunks to fully formed beams. GTP helps them invest in equipment such as saws, milling machines and tractors all designed to harvest the trees and prepare the timber that is suitable for use in mat production.

Once sufficient quantities of timber have been cut and trimmed at a given location, GTP sends out its own trucks to collect and bring it to the processing plant. Before the processing starts the timber is hand graded then each beam is individually drilled before moving to a large press in batches of five. Heavy steel rods are pressed into the drilled holes to create the particular mat sizes, the rod ends are then threaded and nuts and washers fitted and tightened.

although relatively basic, took a good three years to set up and prepare for production thanks to the numerous permits required and the slow pace of life. GTP's aims included the development of a product that best suited the wood species from Guyana and that



Trees are harvested in a sustainable manner and tagged before processing



In most cases trees are felled in small lots and generally receive basic processing on site. A Lucas mill converts tree trunks into beams



Containers for Europe are fully loaded to reduce freight costs



The timbers are machined, drilled and assembled in Georgetown



A batch of Excellents ready to ship from the plant



A number of cranes are used in the operations and are rarely state of the art

A European sales base

In order to commercialise its products in Europe the company set up Guyana Timber Products Europe as a sales and distribution organisation with an office and inventory of crane and pipeline mats in Ootmarsum, due east of Apeldoorn in The Netherlands, close to the German border. The location was chosen in order to serve as much of the European market as possible with fast road deliveries etc... while being within easy reach of a major port for import and exporting. The Dutch location allows for rapid delivery within Europe while minimising shipping costs by ensuring that all containers are loaded to full capacity. The company also ships directly from its plant in Georgetown, Guyana, particularly within the Americas and Pacific region.

The hardwood mats

The majority of the mats that GTP sells are made by bolting large beams together in a composite-type structure in order to produce specific characteristics, while minimising wastage. They are made of boards/ beams that are processed directly from hardwood logs and are assembled with large steel bolts and thick washers, with all edges machine chamfered and ends protected creating a strong and durable hardwood mat.

Standard tropical wood crane mats from Guyana come in three versions:

Standard with Mora beams on the outside and a non-specified hardwood timber on the inside.

Premium which is made entirely from the tough close grained hard wearing Mora wood and

Excellent which uses Mora wood on the outside and Wamara on the inside.

The standard stock mats come in sizes from five metres long to just under 11.80 metres with thicknesses of 100 to 300mm. Widths are of course made up to suit the job. The various sizes and mix of tropical hardwood species allow the mats to be tailored to suit a variety of different uses such as:

- Temporary platforms for large cranes for heavy lifting and rigging such as windmills
- Temporary roads for equipment
- Temporary bridges and working floors
- Protection for decks of wharfs, ship sides and dredging barges
- Protection for existing work floors to avoid damage due to impact pressure
- As travel roads for cranes and excavators on pipeline projects

Timber mats are sometimes used under steel to absorb tension.



Mats used to create a protectionary platform

Advantages of timber mats

While timber mats are widely and almost exclusively used for crawler cranes, their use to create outrigger mats for large cranes has all but stopped in some markets, in favour of steel fabricated mats. Yet GPT and other timber mat suppliers claim that there are a number of benefits in using wood, including:

- CO2 neutral
- Weight compared to steel
- Better physical properties with bending compared to steel timber is elastic without being unstable.
- Attractive price levels
- Long lengths possible
- Easy to use and transport
- Timber absorbs tension rather than transporting tension onto the soil.



Coventry climax

The Executive Hire Show celebrated its fifth anniversary in style at the start of February with its best show ever and a highly positive and upbeat group of visitors. Held in Coventry in the UK, the show is targeted at the tool and general plant hire market. It also attracts low-level access equipment, trailer lifts, lifting gear and alloy towers and this year as last, there was a respectable range of equipment on display. Most of the exhibitors we spoke to reported strong interest, while booking a fair few orders.

A number of exhibitors used the event to launch new access products. Youngman for example, used the show to unveil its first ever self-propelled lift the Boss X3XSP.

While the unit is based on a push-around model, the self-propelled version is more than a push around with drive wheels. In fact it compares very favourable in terms of design features and standard equipment - not to mention build quality - with larger self-propelled scissor lifts. It offers a 3.1m/10ft platform height, a 400m roll-out deck extension, is rated for both indoor and outdoor use and yet weighs just 495kg. A trade-off for the low weight and outdoor rating is the 150kg platform capacity, but this is more than ample for one man and his equipment. Standard features include active pot-hole protection, two forms of emergency descent, an easy to use electric and/or mechanical brake release, sealed component cabinets, full platform overload protection and tilt alarm and an amazing 350 plus lift cycle or 16.1km drive distance battery life and 35 percent gradeability.



With its specification and performance levels this is a product that will have plenty of appeal and is likely to spur on the move from push-arounds to ultra mini self-propelled scissor lifts such as this, although this will of course depend on pricing.

Another company with some significant new product launches was Power Tower, which showed an improved version of its original Power Tower product with a wider, exceptionally generous platform and new entrance gate. However the company's main focus was its more compact Nano product line. The company has created a three model range out of the basic product, by introducing two new versions - a simpler no frills model designated the Nano SP Zero with no platform extension that weighs just 440kg and a top end version the Nano SP Plus with longer two-section one metre deck extension. This actually works rather well, being every bit as stable as a regular roll-out and when extended gives the machine a two metre long platform. The company also showed off a new ceiling tile platform which can be fitted to a regular Power Tower when needed for safe access through false ceiling tiles.

Pop-Up took the opportunity to show its latest product launches which included the new Push-pro models first seen as prototypes at last year's show. Its original models are still available but now branded as Push eco models, indicating their lower prices. The company also showed two self-propelled models, the Drive 10 - based on the



The Youngman X3X SP - its first self-propelled



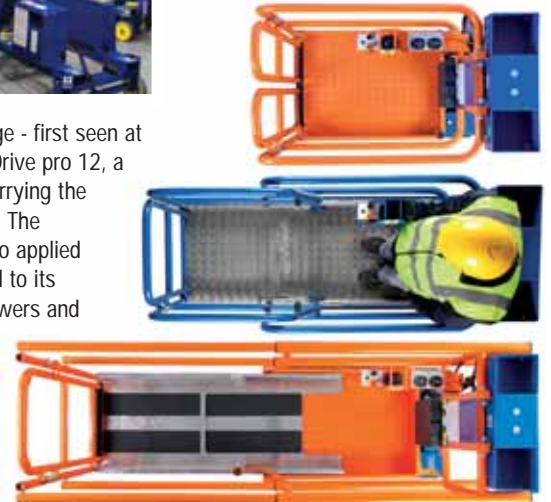
The ceiling platform for the new Power Tower



the Nano SP Plus has a two metre extended platform

push-around range - first seen at Bauma and the Drive pro 12, a Snorkel TM12 carrying the Pop-Up branding. The company has also applied the Pop-Up brand to its Eiger range of towers and podiums.

Russon Access was back with its manually powered, Power scissor range.



The three model Nano SP range - Nano SP Zero, Nano SP and Nano SP Plus



The Pop-Up stand included towers and podiums



The new Power Scissor 600 in Speedy colours

R2 Access had one of the larger stands at the show with the main focus on the Custom Equipment Hy-brid range of low level self-propelled lifts. Custom is the veteran in this rapidly growing sector with 8ft and 10ft platform height machines, both of which are full-blown, full-featured self-propelled scissor lifts designed to be light enough to work on mezzanines and where ground pressure is an issue.

Other new products announced at the show, although not shown, included a new Faraone single person lift, consisting of two models - a push around that weighs just 160kg and a self-propelled version that can drive at height up to a two metre/6.6ft platform height - the benefit being that the machine

The product has been totally revised in the year since its launch and is now a much better product. It has also grown to four metres platform height in the form of the Power scissor 600. Speedy has purchased a small number of the units for evaluation purposes, with a tentative order for more. The units are ideal where power is not available or not wanted, when a little more height is needed and for working outside.

weighs just Faraone has also moved the UK distribution from Kermco to PowerLift.

One of the most innovative products on show, the new Zarges Teletower - a telescopic tower - was voted the most innovative new product at the show. The new tower uses the same technology as that used in telescopic surveyors ladders to create a clean two piece tower that can be erected in seconds. Priced at around £750 all in, it could be a



Custom Equipment's Hybrid HB 830 on the R2 stand



The Pop-Up Drive pro 12



The Teletower winner of the most innovative new product

winner for some applications. It is also available in fibreglass. The company claims that as it does not require any scaffold tower erection skills means that you can use this product on site without a PASMA card.

The softer side

This being a rental show there were also a number of software companies exhibiting, including Higher Concept with its Syrxn rental software and Inspire which was dazzling people with its new i-phone/i-pad app. The app is stunning, particularly on the i-pad, with its extra display area. The app exploits Inspire's mobile management system drawing on the rental software database so that a salesman making a call can quickly - at the stroke of a finger - view all other customers in the area on an interactive GPS map, while a touch on any one of them will

reveal current units on rent, prices, orders, deliveries, outstanding debts, literally anything on the database and then act as a form of sat nav if desire. Add the first class rental rate data and it is also a perfect tool for both helping a salesman achieve better rates while helping eliminate unnecessary discounting.

Higher Concept also had a highly successful show with its short technology seminars, which the company will repeat at Vertical Days, the net effect is that a number of its existing customers decided to move ahead and add mobile PDA and document scanning solutions.

Other access and lifting related companies present included Niftylift with a HR12 and trailer lift, Sumner, Monkey Tower, Eurotower, Lyte and CTE with a Traccess 135 spider lift.



Inspire's app for the i-pad is impressive

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Upbeat ARA

While there was plenty of moaning about holding the American Rental Association convention and Rental Show in Las Vegas less than three weeks prior to Conexpo, there was total agreement among exhibitors at the show that visitor attitudes were significantly more upbeat and positive than the same event 12 months ago.

Even walking into the show on the first day blindfolded, you could sense the positivity. On the downside there was very little new product on show for us to report on, with most manufacturers saving their best for the big show later in the month. In spite of this there was still plenty to see.....

More different than it looks

The most significant new product in the access sector was arguably the new Genie 69 range of compact Rough Terrain scissor lifts. We briefly flagged up the range in our last issue which covers three models the GS 2669 RT, GS 3369 RT and GS 4069 RT with platform heights of 26, 33 and 40ft respectively. While the new models look quite similar to the company's 68 range which they will replace, this is far more than an upgrade. In fact the two ranges have very little in common, apart from their overall 'look'. The new models are longer, taking them to just over three metres. The benefits of the additional length, combined with the

width and weight, translate into better lift capacities - 680kg, 450kg and 360kg with drive at full height possible on all of them including the 4069 which Genie claims is the only lift in its 'class' capable of driving at 40ft. The 'class' being compact RT scissors. Another key improvement is performance over tough ground conditions achieved through more efficient piston drive motors on the rear axle and the company's active axle oscillation system from its full size '90' scissor range which is standard equipment. Front wheel drive is still provided by direct gear type wheel motors. Finally access to the machines components has been given a thorough review with full hinged doors on each side, a fold down electrics panel with separated wiring harnesses and easy circuit test points, a fold down valve block to access the rear and lower hose connections more easily and a full swing out engine mounting. While this development may not look so dramatic, the end product is significant and possibly puts Genie out in front in this 'class'.



The Electrical console folds down for trouble shooting and repair



The valve block also folds down for easy access



The Genie GS3369

ReachMaster, Skako and BlueLift

Moving on to some news... Skako Lift Inc - previously ReachMaster - the spider lift distribution company owned by Danish-based Skako Lift - has replaced the Hinowa spider lift line that it lost to JLG, following the joint sales and marketing agreement signed by the two manufacturers with BlueLift. The show marked the US debut for the Italian spider lift brand and its partnership with Skako. A 14 metre BlueLift C14 was on display. Skako also announced that it is bringing back the ReachMaster name just five months

after it was dropped, as a brand name in the form of "ReachMaster by Skako". The company plans to market at least four BlueLift models in the USA and is working with the Italian manufacturer to develop a Lithium ion battery power pack, as well as 18 and 25 metre models. The product line which currently tops out at 22 metres, dovetails nicely with that of Skako Lift. The show was also the North American launch pad for the 32 metre Falcon FS320Z. Skako Inc has also started to distribute the GM Kraner line of glass manipulators and had a Winlet 770 on display.



The Genie stand



The Skako stand with BlueLift C14 and Falcon FS320Z



The Winlet 770 glass handler

A totally new company – Lift Smart – managed by Genie veteran Steven Citron, showed a brand new material lift which has been designed from the bottom up to be ‘a better mousetrap’ compared to the Genie, Sumner and Alp lift products currently available. Citron makes an excellent presentation of how his machine is better, highlighting the quality of the sheaves, castors, bearings, pins and other moving components, as well as highlighting the two speed winch and clever loading wheels/push handle adjustment. The company clearly has an excellent product, the challenge will be in selling and distributing it.



Steven Citron demonstrates the new material lift

Another long life telehandler tyre

Supergrip tyres showed a new solid cushion-type tyre for telehandlers. It claims that the new tyre which includes a wheel rim extension plate, will at least triple tyre life while providing significantly better ride and ground bearing pressures compared to poly filled pneumatics. The company has worked closely with telehandler manufacturer Xtreme and will show the new tyres on that company's stand at Conexpo.



The new Supergrip telehandler tyre

Whole lot

Haulotte used the show to launch its latest products from Europe onto the North American market in their ANSI guise. They included the Compact 14 as the 3947E and the HA12CJ as the HA33CJ+. The company, exhibiting in its traditional yellow rather than the funereal black of recent years, also unveiled a major campaign to promote the proper pronunciation of its name - a constant challenge in the USA. Its solution is to say ‘Whole lot’ - simple yet surprisingly effective. The company, with a new senior management team in place also

talked about its plans to invest heavily in product support. The first part of this plan included the closure of its Atlanta outlet and the opening of a new parts and service facility in Frederick, closer to its main import hub.

Snorkel had no new products on display – it is saving them for Conexpo – but had a substantial stand with both Snorkel and Pop-Up branded products on show. It says that the first two months of 2011 have been extremely positive with order intake up substantially on last

award and its Hybrid drive power unit says that its next innovation will be the launch of a new Deck Rider 21 at Conexpo. The Deck Rider, which until now has been a special product with 15 metres working height, was designed to be lifted onto elevated steel frame work by a tower crane, where it can cover work at height as the building progresses saving the use of a much larger platform on the ground, while providing a significantly better working envelope.

The 21 metre version is unique in



The Haulotte stand featured ANSI versions of the company's latest products



The Snorkel stand included the Pop-Up range

year and as a result is recruiting again. The Pop-Up range has been present on the US market for 12 months now, but the company confirmed that the going is slow. However with more companies offering similar products, that may be set to change - its all down to economics and return on investment.

Niftylift had a substantial machine-filled stand, including its HR21Hybrid – known as the HR64 Hybrid in the USA. The company which has received numerous accolades for its SiOPs safety system including a platinum LLEAP



The Nifty stand

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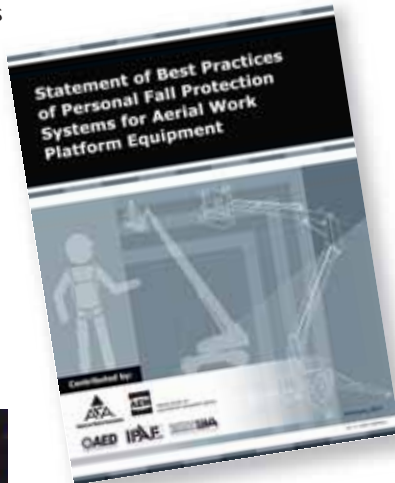


The Tracked Lifts stand with Omme and Platform Basket

Custom - one to watch

Custom Equipment gave pride of place on its stand to its HB1430. The 14ft light weight scissor lift is currently its best selling product in North America. Although it has possibly sold more units of its popular HB830, sales are so strong in Europe that it says that it has not yet had a chance to launch it properly in North America. The company is currently making major changes to its production facility in order to increase production and keep up with demand. Look for some further new models - possibly larger ones? - next year. IPAF had a good show having helped launch the new North American best practice guide to harness and lanyard use on work platforms. The guide confirms the fact that harnesses do not need to be worn in scissor lifts, unless the guardrails have been removed.

that has also been designed to be quickly and easily converted back into a self-propelled HR21 which could make the concept, which has a strong following among those who have used it, more attractive to the rental market. Tracked Lifts showed an RG12 spider lift from Platform Basket alongside a 30 metre Omme 3000. The company says that one year after taking on the Platform Basket range it is delighted with the quality and the attitude of the manufacturer and has made significant progress with the line.



The new guide to harness use with aerial lifts.

A surprise exhibitor was UK-based rental software firm Inshire, which has decided to take on the giants such as Wynne in its own backyard. The company has already a number of installations and is considering setting up a permanent office.



Visitors to the Inshire stand receive a demonstration



The Custom Equipment stand and HB1430



Granite showed the Instant mobile tower range

As usual there were a number of lightweight small steel tube scaffold companies at the show, but as far as we could see only one international alloy tower product. Instant had a tower and a couple of bases on the stand of its new partner - Granite.



The PowerPole in dual mast configuration

Manitou and Gehl had stand adjacent to each other, rather than a joint stand.

The company has made a great deal about the merging of operations in North America but its display at the ARA suggested that it has a long way to go - this looked like two very separate entities, with less traffic than most other stands. Perhaps it will all look different at Conexpo?

mechanism allowing a variety of platforms to be driven by a power drill. Two poles can be used with a longer platform or a single pole with special base for single man platform.

Something a little different was the Power Pole which uses a bolt together square pole which incorporates a screw type

Finally we end with Bravi and its North American partner AEUP, where the new Bravi Lite was on show for the first time. We gave the little machine a good test and can confirm that it is a very smooth and tidy machine.



Manitou and Gehl were back to back



Bravi - all in white launched its new Lite



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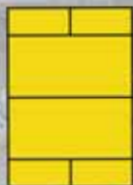
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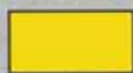
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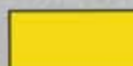


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Palfinger PK 53002 SH

Knuckle boom loader cranes can be powerful lifting machines in their own right and the Austrian manufacturer Palfinger is a leader in this market. The German model maker Conrad has produced a scale model of a Palfinger PK 53002 SH, which in real life can lift a maximum load of 18 tonnes, and has a hydraulic outreach of 21 metres. To assemble the model only the door mirrors and roof antennae have to be fitted and this takes only a few minutes.

The loading crane is mounted on a Mercedes Benz Actros chassis which has good detail, with the main transmission and suspension parts made of plastic. The front axle steers really well and a good hard lock can be obtained. The outriggers are plastic at the front and metal at the back, and the pads can be screwed down to provide support.

The tilting cab is nicely detailed with colour coded door mirrors and good lights at the front, and at the back the truck bed is a single removable piece which fits by means of four snap-fit contact points which is a nice feature. Having removed the bed a fifth wheel is revealed so an appropriate trailer could be connected.

The Palfinger is modelled really well. The main Palfinger orange parts are metal while the rest are black plastic, but it looks pretty good nonetheless. The unit features a main control box on one side of the machine, and there are various equipment boxes around the boom pivot point. The boom has seven telescoping sections in all with a separate hydraulic cylinder for each extending boom section.

A full range of movement is possible with the Palfinger. It slews full circle and can be unfolded and raised almost vertically. The telescopic sections extend out and are stiff enough to hold any pose, and the reach is impressive. As the telescopic sections are

plastic the model is stable at any extension. The two hooks supplied can be fitted at any of three fixing points along the boom and the winch hook can be lowered and raised by turning the hoist drum.

It is good to see Conrad produce this Palfinger model and an even larger crane from the Palfinger range was shown at this year's Nuremberg Toy Fair, so more models will come. The PK 53002 SH is a high quality model with an appropriate use of plastic, and the paintwork is very good with some excellent graphics. It costs around €95 and will no doubt appear on future truck models in various company liveries.

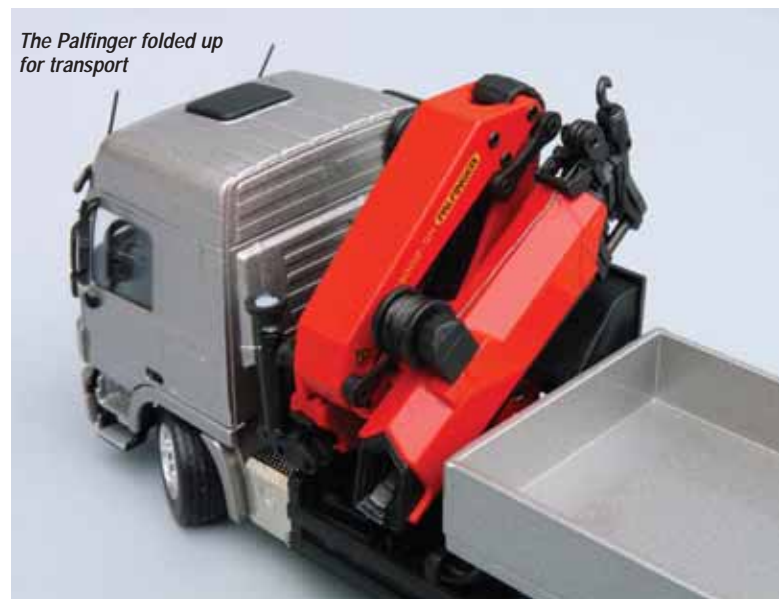
To read the full review of this model visit www.cranesetc.co.uk



It reaches to an impressive height



The Mercedes truck looks smart



The Palfinger folded up for transport



Excellent details around the crane base



Loading a piece of steelwork

Cranes Etc Model Rating	
Packaging (max 10)	7
Detail (max 30)	25
Features (max 20)	16
Quality (max 25)	20
Price (max 15)	12
Overall (max 100)	80%

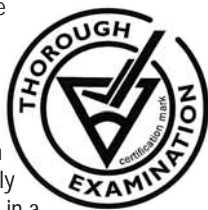
Thorough Examinations

ALLMI's campaign for competency continues



What should a Report of Thorough Examination include? As touched upon in a previous edition of ALLMI focus, the information should meet the requirements of Schedule 1 of LOLER (Lifting Operations & Lifting Equipment Regulations) 1998. This is as follows:

1. The name and address of the employer for whom the thorough examination was made.
2. The address of the premises at which the thorough examination was made.
3. Particulars sufficient to identify the lifting equipment including, where known, its date of manufacture.
4. The date of the last thorough examination.
5. The safe working load of the lifting equipment or (where its safe working load depends on the configuration of the lifting equipment) its safe working load for the last configuration in which it was thoroughly examined.
6. In relation to the first thorough examination of lifting equipment, after installation or after assembly at a new site or in a new location—
 - (a) That it is such thorough examination;
 - (b) That it has been installed correctly and is safe to operate.
7. In relation to a thorough examination of lifting equipment other than a thorough examination to which paragraph 6 relates—
 - (a) Whether it is a thorough examination—
 - (i) Within an interval of 6 months under regulation 9(3)(a)(i);
 - (ii) Within an interval of 12 months under regulation 9(3)(a)(ii);
 - (iii) In accordance with an examination scheme under regulation 9(3)(a)(iii); or
 - (iv) After the occurrence of exceptional circumstances under regulation 9(3)(a)(iv);
 - (b) (if such be the case) that the lifting equipment would be safe to operate.



8. In relation to every thorough examination of lifting equipment—
 - (a) Identification of any part found to have a defect which is or could become a danger to persons, and a description of the defect;
 - (b) Particulars of any repair, renewal or alteration required to remedy a defect found to be a danger to persons;
 - (c) In the case of a defect which is not yet but could become a danger to persons—
 - (i) the time by which it could become such danger;
 - (ii) Particulars of any repair, renewal or alteration required to remedy it;
 - (d) The latest date by which the next thorough examination must be carried out;
 - (e) Where the thorough examination included testing - particulars of any test;
 - (f) The date of the thorough examination.
 9. The name, address and qualifications of the person making the report, whether he is self-employed or, if employed, the name and address of his employer.
 10. The name and address of a person signing or authenticating the report on behalf of its author.
 11. The date of the report.
- ALLMI members are issued with template documentation which complies with the above legal requirements. If you have been issued with a Report of Thorough Examination that does not contain the above information then please contact ALLMI for further advice.

ALLMI Operators' Forum - five years on

Five years ago, ALLMI, an association which historically had only granted membership to manufacturers and service companies, opened its doors to fleet owners by establishing its Operators' Forum division.

The move has proved a great success and one which has played a key role in the impressive growth and development that ALLMI has experienced since then. ALLMI chairman, Mark Rigby, says: "in 2005 we received interest from several fleet owners regarding membership of ALLMI, and this coincided with discussions we were already having regarding ways in which we could expand the association and be more effective in achieving our objective of raising standards throughout the industry. The solution was obvious and in February 2006 we held the inaugural meeting of the Operators' Forum. Since then, the Forum has gone from strength to strength and it now comprises around half of ALLMI's membership. There's no doubt that having fleet owners on board provides a much greater interchange of ideas and opinions, which in turn has further improved our ability to identify and address the key issues affecting the industry."

Remarkably (given that the role is put up for election on an annual

basis), the Operators' Forum has had the same chairman since its inception in 2006. Steve Frazer-Brown, director of David Watson Transport, "it's been an honour and a privilege to serve as Forum chairman over the last five years. A lot has been achieved and I'm very pleased to say that the guidance and advice we've provided, as well as the significant involvement we've had in the development of standards and legislation affecting the industry, has genuinely raised the bar among fleet owners. Of course, this is an on-going challenge, which is why it's so important that ALLMI has the right structure in place in terms of full time staff and a range of specialist committees comprising of industry experts," says Brown. One such committee of course is the Operators' Forum Executive,



Steve Frazer-Brown

the members of which represent a range of industry sectors. Bob Toon, managing director of Gatwick Group, is a founder member of the Executive. He says: "we signed up to the Operators' Forum because for some time we'd been looking for a body that would provide us with representation on lorry loader related issues. However, what we've ended up with has far exceeded our expectations. Yes, the Forum provides fleet owners with a strong collective voice on the issues that matter, but there's so much more to be gained from membership. The advice and guidance that we receive on technical and legislative matters is second to none, as are the training courses that are made available to us. There's also a commercial advantage to be gained from being a member, which results not only from the buyers' co-operative, but also from the numerous networking opportunities, as well as the credibility we obtain from being part of the association."

If you run a fleet of lorry loaders and you'd like to know more about membership of the Operators' Forum then please contact ALLMI.

Vertikal Days Update - "ALLMI Village" Gaining Strength



Three of the leading loader crane manufacturers / importers have already signed up to exhibit in the ALLMI village at this year's Vertikal Days Show. T H White (Palfinger), Cargotec (Hiab) and Atlas have all confirmed their attendance at the most targeted annual event in the UK lorry loader industry calendar, and more exhibitors are expected to confirm in the coming weeks. ALLMI executive director, Tom Wakefield, says: "Vertikal Days offers excellent value for money for exhibitors. The quality of visitor is unrivalled when compared to other shows and the range of exhibitors, together with the number of peripheral events taking place in and around the show ground, will ensure that the numbers continue to build impressively on previous years."



ALLMI Slinger/Signaller Course Approved for Driver CPC

Further to the approval of its novice and experienced lorry loader courses, ALLMI has now gained recognition from the Joint Approvals Unit for Periodic Training (JAUPT) for its one day slinger / signaller programme. ALLMI accredited training providers that are JAUPT approved will be able to register the training courses through their own centres.

For further information on ALLMI training accreditation, please visit www.allmi.com



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For further information on our IPAF Access Safety Training courses please contact:

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All training centres above offer IPAF/PASMA approved and audited courses. European directives require that all staff are fully and adequately trained in the safe use of the equipment they operate.

£20,000 fine for collision

Steel fabrication company BHC Ltd (Brian Hewitt Construction) of Carnwath, South Lanarkshire, Scotland was fined £20,000 in January, after pleading guilty to breaking the Work at Height Regulations, resulting in an accident in 2008. A worker was left with multiple broken bones when the scissor lift he was working in was struck by an overhead crane which knocked the basket to the ground.



Steel erector Alexander Struthers, 36, was working from the platform drilling holes in the roof of a paint shop when an overhead crane behind him crashed into the scissor lift knocking it over. He had his back to the crane and did not hear it moving towards him.

He fell almost six metres to the ground, breaking his hip, pelvis, thigh bone, knee, ankle and nose. He was in hospital for six days and endured a nine-hour operation to set various bones. A subsequent operation has left him with an 18-inch pin in his thigh bone as well as various pins, metal plates and

screws in his hip, pelvis and ankle. He is in constant pain, still attends physiotherapy and can only walk with the aid of sticks.

Health & Safety Executive inspector Eve Maccready said: "If BHC had properly planned or supervised the work they would have recognised that the overhead crane was a hazard and stopped it being used while Mr Struthers and his colleagues were working on the roof. Duty holders have an obligation to ensure all work at height is properly planned and a proper risk assessment has taken place."

Ladder fall costs £9,300

Cambridge, UK-based Ridgeons, has been fined £5,000 with costs of £4,344.70 following an accident in 2008. Mechanical fitter, David Minor, 63, of Graham Parish Engineering was contracted to fix an overhead crane at Ridgeons timber engineering workshop in Sudbury, Suffolk. He was climbing a ladder to reach the crane when he touched a live conductor and fell five metres, landing on the concrete floor. He sustained a fractured vertebra, a broken ankle, smashed heel, and burns to his hands.

Minor had touched the main power 415v three phase power line to the overhead crane which was not marked and had not been isolated prior to work commencing.

HSE inspector Jonathan Elven said: "It is essential for companies to ensure that work undertaken on their behalf by subcontractors is properly managed and safe systems of work agreed prior to work commencing. Ridgeons has admitted that the task was handed over to Mr Minor without discussion as to the way it was to be undertaken or any precautions that may be needed prior to it being started."



Who trained him then?

Sent in from a reader in Salies de Bearn, South West France: a man using everything he has to work at a platform height or around six metres.

Wind blade company fined \$92,000 for crane/scissor fatality

The U.S. Occupational Safety and Health Administration (OSHA) has cited wind turbine blade manufacturer LM Wind Power Blades Inc, with five safety violations for exposing workers to fall and crushing hazards that ultimately resulted in a fatality. An investigation began last July following the death of an employee working from a scissor lift who was crushed by a nearby crane. The citations which carry a \$92,000 fine, include one willful, three serious and one other-than-serious.

The willful citation is for failing to ensure employees were adequately protected against collision of crushing hazards from a nearby crane. OSHA defines a willful violation as one committed with intentional knowing or voluntary disregard for the law's requirements, or plain indifference to worker safety and health.

The three serious violations involve failing to use a harness while in a boom lift, climbing the guardrails of a scissor lift without fall protection and failing to safely position cranes for maintenance operations. A serious citation is issued when there is substantial probability that death or serious physical harm could result from a hazard about which the employer knew or should have known. The other-than-serious violation is for failing to provide adequate warning or "out-of-order" signs. An 'other-than-serious' violation is one that has a relationship to job safety and health but would not directly cause death or serious physical harm.

Tom Deutscher, OSHA's area office director said: "A worker's life was needlessly lost because the employer failed to identify and eliminate the hazards prior to allowing this employee to perform the work. It is critical for employers to assess conditions before letting work begin."



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IPAF Summit: "Selling Safety"

The IPAF Summit to be held on 14th April at the NH Grand Hotel Krasnapolsky in Amsterdam, the Netherlands, will focus on the theme "Selling Safety".

The world-class line-up of speakers includes Gérard Deprez, chief executive of Loxam; Andrew Fishburn, managing director of Spirit Network and Bravi, Chris Wraith, UK quality, health and safety manager of the Lavendon Group and Jennifer Mathis of Ducker Research. The speakers will address issues ranging from the effect of the economic downturn on machine maintenance through to how to sell the fact that powered access is still



the best way to work safely at height. Register for the free IPAF Summit at www.ipa-summit.info

Are you on safe ground?: Lift Safety Zone at CONEXPO-CON/AGG

Ever thought about how much a typical 60ft boom weighs? Or the bearing pressure it exerts on the ground? Tip-overs are one of the potential hazards when using aerial work platforms and a common cause is inadequate ground support. If you are visiting Conexpo in Las Vegas, join IPAF at the Lift Safety Zone in the Silver Lot 4, Booth S19722 for dynamic demonstrations that

show how ground pressures vary when the machine is in different positions. Experts are on hand to give guidance on the need to assess ground conditions and the measures that can be taken to ensure adequate ground support.

The Lift Safety Zone is a joint initiative between IPAF, the National Commission for the Certification of Crane Operators (NCCCO) and the Crane Certification Association of America (CCAA).



Questions aplenty at Southern Regional Meeting

IPAF's UK Southern Regional Meeting in early February was one of the liveliest of regional meetings held to date, with lots of feedback and questions.

Chris Wraith of Lavendon delivered a presentation on the correct use of spreader pads and outriggers, which prompted a lively exchange on the different units of measure to indicate ground loading and pressure. Steven Morris of ZT Safety Systems, gave a demonstration of ZT's new safety harness. This led to discussion on the different types of harnesses and lanyards, and the difference between fall arrest and fall restraint. The meeting in West Sussex was hosted by Gordon Leicester, managing director of Facelift. Close to 40 people attended the event. Attendees praised the "thought-provoking content" and "good balance of information and networking". IPAF regional meetings are an

informal opportunity to learn about the industry and to meet colleagues and business associates. Look out for one near you at www.ipaf.org/events



c&a

IPAF focus



PDS events keep IPAF instructors up-to-date with new developments

PDS dates

IPAF will again hold two Professional Development Seminars (PDS) this year for UK instructors and training centre staff: one in the North and one in the South.

The PDS is the annual event for IPAF-certified instructors ensuring that they remain up-to-date with legislation and training. It is a forum for the exchange of ideas and information between those who manage and those who deliver the training. Instructors who attend gain continuous professional development (CPD) points, necessary to maintain their instructor status.

The Southern PDS takes place on 4th October at the Milton Hill House in Oxfordshire OX13 6AF. The Northern PDS takes place on 6th October at the Best Western Shap Wells in Cumbria CA10 3QU.

IPAF has agreed bed-and-breakfast rates with both hotels. Visit www.ipaf.org/events for details. Book early to get the special rates.

Working at Height Seminar at IOSH

IPAF will be at the Access Industry Forum -Working at Height Seminar to be held on 15 March at the IOSH Conference & Exhibition in London. The seminar brings together leading experts from the major federations involved in the work at height sector. Speakers will address the latest issues and developments in managing risk when working at height, emphasising safety and best practice. IPAF's Giles Councill will speak on "Choosing the right MEWP for the job".

Europlatform in Maastricht

The Europlatform conference takes place on 13th September, the day before APEX, in Maastricht, the Netherlands. Event details are at www.europlatform.info



Rental market uncovered

The IPAF US Powered Access Rental Report 2011 and the IPAF European Powered Access Rental Report 2011 will be published at the end of April. The reports give pertinent information on the size of the access rental market in Europe and the USA, and build on the successful series of reports started by IPAF.

The reports can be ordered at the Publications section of www.ipaf.org



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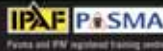
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PASMA DVDs

The following DVD's are available from the PASMA shop at www.pasma.co.uk They provide practical help and guidance for new and experienced users alike:



- 'Guide to Safe Use'
- 'Accidents Can Happen Even at Low Level'

Vertikal Days

Don't miss out! Say hello to existing customers, meet new ones, network and support your trade association in the PASMA Village as it continues to promote towers in an ever-increasing number of industry sectors.

- Outside space costs just £35.00 per square metre. That means you can have a 6m x 6m stand for just £1,260.00 + VAT.
- And you get access to the tower demo area.
- Rather be in the PASMA gazebo? Then a table top area will cost you just £500 + VAT ... ideal for training centres on a limited budget.

For more information, contact Chris Kendall on 07973 727356 or Pam Penny on 07917 155657.



Members Survey

As one of the leading trade associations in the work at height sector, PASMA delivers a range of distinct benefits to its members who are keen to identify with its aims and objectives – advancing safety, standards and best practice in the mobile access tower industry.

The association is constantly alert to the need to keep its member

information up-to-date and relevant, and with this in mind is currently undertaking a major project to canvass the latest information - and views - of each of its 300 plus members. The data gathered will be used to improve both internal and external communications, evaluate existing and potential new services, and speed and streamline member support.



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PASMA

Skafray

Skafray, from new PASMA member Scaffolding Solutions, has been designed to address the age-old problem of providing safe tool storage on towers. Developed with the help of the University of East London, it is intended to provide operatives with an easy to use, lightweight method for organising equipment conveniently, productively and safely.

Weighing less than six kilos and rated with a maximum working load of 20kg, it protects fellow workers and bystanders from the risk of falling objects. According to the makers, health and safety professionals have been quick to

recognize the safety and productivity benefits of the Skafray. If any other PASMA member has a new product or interesting story to tell, please contact communications officer, Jill Couttie, at jill.couttie@pasma.co.uk

Joy Jackson Retires

After six years in the job, Joy Jackson is set to retire as PASMA's central region auditor. Following 10 years as a florist, Jackson started in the tower industry in the early 80's as a branch supervisor with Access Equipment in Trafford Park, Manchester.

She then joined M & H Plant Hire (later acquired by Hewden) as its first access hire controller, and promotion quickly followed to access manager responsible for 125 locations. In 2005 she retired as product training manager.

Wanting to maintain her connection with the industry, and already a qualified PASMA instructor, Jackson took up the post of central region auditor at the invitation of the association's managing director, Peter Bennett.

"My thanks go to Peter for his constant support, to Chris Smith for 'getting me through' the standard course all those years ago, to Stuart Hopkins for his humour and encouragement and, last but by no means least, to Karen O'Neill for her never ending patience with 'the



woman from Manchester'. I wish the association every success in the future," said Jackson.

Bennett adds: "Joy has made an outstanding contribution to the association. On behalf of council, members and the secretariat I wish her, and husband Vin, health and happiness in the years ahead."

Please see the recruitment section of this issue for an advertisement inviting applications for the post of new central region auditor.

Contact details



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Windows interface for remote controllers

Swedish radio remote control manufacturer Datek has developed a Windows interface for its complete line of receivers. This makes it possible for customers to combine Profibus, CANopen or relay outputs with a PC interface in the same wireless system. For some special applications where there is no need for other communication, the PC interface can be used as stand-alone.

While crane functions and other safety-critical control functions should not be controlled over the PC interface since Windows doesn't fulfil valid safety standards, the PC interface can be used to enter data into customer specific OEM software programmes. Examples of such data can be weights, logistics information, work report numbers. The interface can also be used for educational purposes, such as controlling crane simulators from a proper transmitter instead of having to use gaming joysticks.

The customer sets up the interface through a Windows DLL (Dynamic Link Library) file provided by Datek. This offers great flexibility to setup the system as they wish. The installation is not plug & play and does require Windows programming knowledge on the part of the customer.



The Windows compatible remote control receiver.

Heavy duty conduit for cold climates

Adaptaflex has introduced a Type PF non-metallic, flexible conduit system for cables running in high wear or exposed locations. The company specialises in providing various types of conduit to the rail industry. The mechanical properties of the new Type PF make it particularly suitable for both external and internal dynamic use where low temperatures are frequently encountered.

Type PF has an operational temperature range of -50°C to 110°C and, combined with its flexibility and high impact resistance, offers optimum cable protection in low temperature applications such as those encountered on docksidescranes and other exposed areas.

The new conduit is based on a flame retarded Polyamide 12 material. It is self-extinguishing and heat stabilised, passing all flammability, smoke and toxicity performance

tests UL94, ISO 4589, CEI11170 and NFF16-101 with an I3, F1 rating. Additionally full conformance mechanical tests have been met within the conduit standard IEC 61386.

In developing Type PF, Adaptaflex worked closely with material suppliers to evaluate and test various compounds in order to find the most suitable combination.

"New developments in material technology has meant we have been able not only to meet our



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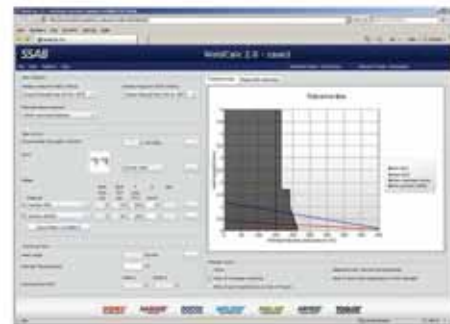
innovations

New software for welding optimisation

SSAB the producer of the high tensile steels, widely used in crane and aerial lift booms, has introduced WeldCalc 2.0, a new version of its high-tech software for calculation and presentation of welding recommendations.

The desired mechanical properties and different plate materials involved in a given joint are input by the user. Based on this information a "tolerance box" is calculated, showing the allowed span of heat input and preheat/interpass temperature. The new version of the software also allows the user to save or export the results. The next time a welder logs in the case can be opened, edited and saved again. WeldCalc 2.0 is web based and constantly updated.

"With WeldCalc 2.0 the user can choose the properties most important in a given welded construction. For example, whether to prioritise optimum welding strength or optimum production efficiency," says Daniel Stemne, project manager for WeldCalc 2.0.



Heavy duty conduit for cold climates

own exacting standards, but also to meet the requirements of the market by offering a solution that covers the required fire performance for both interior and exterior low temperature applications," said Meirion Buck, technical manager at Adaptaflex.

Adaptaflex Type PF conduit is available in standard and heavyweight options and the new range comes in a variety of nominal conduit sizes from 10 to 54 mm. It is designed for use with Adaptaflex ATS fittings that are single piece and

easy to use providing IP66, IP67, IP68 (4 bar 30 mins) and IP69k (DIN40050) ingress protection. Externally braided systems with tinned copper and stainless steel options are available on request.



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.

Thursday 23rd February 2011. Sent by E-mail to editor@vertikal.net

Dear Sir,

Re your comment and news article in the February issue of Cranes & Access.

Firstly I would congratulate you and your staff for publishing these two articles. You have clearly hit the nail on the head regarding the current practices of administrators who clearly put generating huge incomes for themselves over and above their statutory duty to clearly demonstrate that they have actively sought to obtain best market value for the benefit of the failed company's creditors.

As your news article, clearly and properly states this company, as all others in the construction industry, has suffered from the long term downturn in work load.

Therefore it is clearly apparent that this failure was not the result of a sudden and unforeseen catastrophic event but was due to the failure of its directors to take corrective action throughout the current recession. Instead the directors seemed quite happy to continue to trade at an increasing financial loss in the knowledge that they could subsequently appoint "Administrators" to strip off the debt and sell back the assets to the same directors whose failures had brought about the insolvency in the first place.

Please can you, on behalf of those responsible companies and the creditors of this company, ask BDO to explain why this company continued to trade for so long after it was insolvent and why the creditors are being "shafted" by its failure to properly advertise the asset sale or demonstrate that it has obtained best value in the realisation of the assets.

Also can you ask BDO what actions they are taking against the directors for continuing to trade for so long after it was clear that the company was insolvent and unable to meet its liabilities and debts.

It is very interesting to read that the directors and the holding company had no difficulty in acquiring the assets from the administrators but were totally unable to provide the financial support to stop the administration in the first place!

Yours sincerely, **P J Chapman, J A CHAPMAN**

Please edit and publish as you require.

We have as is our usual practice not edited this letter as we believe it reflects the very strong feelings of many of our readers based on emails and telephone calls received.

Dear Leigh,

I have read your online editorial and the vote regarding the reporting of near miss type accidents or near hits as I prefer to call them. I am general against the idea of making it compulsory to report them, as I just cannot see how it would work without increasing site paperwork even more. The attitude on a lot of sites I work on is all about the paperwork, the real safety effort often seems to be forgotten. I do think it would be a good idea if we could all share this information openly, but can't see it happening. The good guys will follow the rules while the bad ones will just find ways around it. I have seen myself how my employer, who is not a cowboy by any stretch, tries to clamp down on any information getting out when a major incident happens. I was on site last year when a crane went over, not near enough to see it, but certainly to hear it and thankfully no one was hurt.

Shortly afterwards most of us were cleared off site with no word about what had happened. We found out fast enough of course – not from any official sources I might say, but when we were allowed back on site security was stepped up to stop any of us from taking photos of the scene and we were warned not to speak about it at all with the suggestion that 'if we talked we'd walk'.

There was a strong effort to keep this one under wraps and yet I now know that this accident was caused by a string of occurrences and a number of quite small mistakes. It would be helpful to other crane owners or operators if they had this information, as it might just stop something similar happening to someone else. Just imagine if another crane went over now in similar circumstances and a man was killed!? Word is that there is a fight going on over who is responsible for and that this might be causing some of the touchy behaviour? Anyone with a brain knows that it's not right. There ought to be an open investigation into this 'incident' but no one who was involved or who saw what happened first hand is prepared to risk speaking out. The whole atmosphere surrounding it is just plain negative and will not help make our sites or jobs safer places to work.

That's what I wanted to say ... do keep doing what you do, you are on the right track and who knows someone might be listening?

This correspondent only agreed to let us publish the letter/email if we kept any hint of his identity confidential and edited out some parts of it in order to avoid any risk of him being identified by his employers. This we hope we have managed to do.

Dear Sir

I read with great interest your article 'To MOT or not to MOT' in the latest issue of Cranes and access, and am still at a loss to understand how anyone in the western world could, with their hand on heart, stand up and argue against some form of legal enforcement of proper roadworthiness tests for cranes. A run away crane is likely to cause far more damage than a car or a commercial vehicle as one of your pictures shows.

The argument that if you let this go through as it is the thin end of wedge and that other nasty things will follow, just does not stand up, nor does the defence that maybe there won't be any testing stations available. I imagine that this was a case put forward when cars and trucks were first required to be tested and that must have been a much bigger problem to face than to have a few rolling roads that can take cranes installed. Provide the need and the market will provide a solution.

I don't come into contact with the CPA any more as I now live and work in Saudi Arabia. But it seems to me that instead of taking the initiative and leading the industry forward, it prefers to block any changes at least when it comes to the road (axle weights, red diesel and now MOTs). Maybe if the industry had higher standards enforced legally it would put a stop to some of the fringe players that chop away at the bottom of the hire rates?

Even if Heavy Goods licences and tachographs were required and such things - this would surely raise the entry barrier against those people you referred to who go off and buy a cheap 20 year old crane and then undercut everyone? It might also be good for the crane manufacturers by forcing the export or scrapping of old junk heaps?

I know I would not have to live with any changes and that it is easy to be critical from a distance, but maybe I have a clearer view from here, than those who are closer to the situation?

I would like to see more of this sort of article in the magazine.

All the best,

Peter Francis

PS: Do I get a free subscription for writing? Or is there another even better 'gift' for contributors?

We have indeed provided Mr Francis with a year's free subscription, so he won't need to print out or read C&A on line anymore. We also think he has a point and that we should offer a small gift for those who do bother to contribute... suggestions appreciated. Ed

Hi Mark,

Just a note of support for your Comment in this months magazine which I'm happy to have published.

Whilst seemingly it looks very fair for the staff of the 'Company in administration', by saving the jobs of the workforce employed, it does endanger jobs elsewhere amongst its competitors.

Having usually operated at 'uneconomic market rates' prior to going into administration they are now free, with lower operating costs, to further undermine competitors hire rates.

Ultimately this cannot benefit customers or crane operatives, much less other crane companies!

Perhaps the fees of insolvency practitioners also need to be in the public domain for the practice of the 'Phoenix' to receive the attention it deserves.

Regards

John Chappell
Managing Director
Crane & Heavy Lift Division
Specialist Hire Group Ltd

Dear Leigh,

I am prompted to write to you as the result of a readers' response to a picture you published of one of our smaller platforms set up on a concrete base without the use of soft ground plates. The reader who complained mistakenly assumed that it was on Tarmac.

Let me begin by saying that I am a strong advocate for the use of soft ground plates on truck mounted platforms of all sizes but let us not become myopic about using them. We do not want to send out the wrong message. The message is NOT that using soft ground plates is always the answer. Sometimes it is not sufficient.

We are one of the few companies in the UK who supply all of our boom platforms (even the smallest) with composite soft ground plates as standard. We tell people to always use them, but also tell them that it is more important to carefully assess every work situation because sometimes the soft ground plates alone are not enough. The message is every work situation must be judged on its merits.

Some I suspect would like to make the use of these plates on truck mounted platforms mandatory. I enclose a picture of an example where such an approach would be somewhat illogical. In this case it was a 767 that had just rolled over the piece of concrete before our machine was set up. It could have been a 747 or Airbus 380 the result on the ground would have been the same.

The message is judge every work situation on its merits and always air on the side of caution. But do not expect people to automatically use soft ground plates where they have done a proper assessment and decided they are not necessary.

Yours sincerely,

Melvyn Else
Access Industries Group Ltd



Dear Leigh,

I am writing to you to let you know about a very positive experience I had on Friday, so unexpected that I thought it worth sharing.

We had just started a operator training course for boom lifts, and whilst running through the pre-use checks on our own boom, a Niftylift HR10, the tilt alarm started going off and we were not on a slope! I looked at the obvious possible problems but there was nothing wrong with the machine except that the alarm would not stop going off unless I removed the Anderson plugs, thus isolating the batteries completely. I was utterly stumped and also had no alternative boom lift for the training course.

There was clearly nothing else for it so I called the manufacturer. I will be honest, I expected the usual pillar to post experience where nobody helps and you are left exactly where you started.

What I actually got was a real human being, in the same country as me, that listened to what I was saying, asked intelligent questions and offered useful advice. Wow! I was genuinely taken aback, this was a completely new experience for me. No arguing, no blaming, just attempts to find solutions. The problem was diagnosed as a PCB (Printed circuit board) fault and my heart sank. Clearly it was way beyond my abilities to repair a PCB, but again Niftylift exceeded all of my expectations and said they could get their technician over to me immediately as he was not far away. Once again I was amazed, my problem was being solved for me and all I had to do was wait. Within a short time the technician arrived and replaced the PCB getting us back up and running within 20 minutes of arrival and we completed the training course.

All in all we lost just over an hour and a half from break down to back up and running. I do not think that there is any other manufacturer that could or would have achieved this and I thank Niftylift for quite unbelievable service. My advice to anyone thinking of purchasing a boom lift, GET A NIFTYLIFT! its that simple.

Yours Sincerely,

Paul Roddis

Training and Development Manager, On The Job Training,
Newent, Gloucestershire.

Lars Petter Godenhielm 1940-2011

Lars-Petter ('Lasse') Godenhielm, owner of Dino-Lift and ex-president of IPAF, passed away after losing the battle against a serious illness, on Tuesday February 8th, he was 70.

He took part in the business activities of Dinolift until the very end, although he stepped down from operational day to day management in mid-January, handing over to his younger daughter Karin.

In the early 1990s Godenhielm was appointed managing director of Finnish truck mounted lift manufacturer Bronto Skylift, launching his career in the powered access industry. He later acquired the Loimaa-based manufacturer of Dino trailer-mounted work platforms and began what he was later to describe as the happiest period in his entire career, being an entrepreneur in an expanding business. From a relatively early time he recognised the importance of an industry working together and served as a director of the International Powered Access Federation (IPAF) for many years



becoming president in 1999. During his two year period he put a great deal of effort into making the federation a more international association.

Lars-Petter was a gentleman, quiet yet strong, always reliable, always consistent. He cared passionately about the access industry and when he felt people were disabusing it he could get very angry in his quiet polite way. He was a stickler for things being right, for fair play and strongly against waste and excess. As a long time IPAF council and board member he could never let



some seemingly excessive expenditure be approved without at least a question or comment- no matter how small it was – The principle of it was as important to him as the potential waste or extravagance. Yet in his private life he loved fast cars and boats and enjoyed life to the maximum. A quiet man he had a wicked sense

of humour, when he found something funny - which was quite often - his eyes would light up and you would see an amazing smile or if something was really funny hear his unique deep Finnish laugh. He leaves behind a wife, two daughters and their families as well as many friends around the world. He will be very sadly missed.

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Kobelco	www.kobelco-cranes.com
Leader	www.leader-piatt.it
Maeda	www.maedaminicranes.co.uk
Mantis Cranes	www.mantiscranes.ie
M. Stemick	www.stemick-krane.de
P.V. Adrighem BV	www.adrighem.com
Rivertek Services	www.rivertekservices.com
Terex Demag	www.terex-cranes.com
Used Cranes CCK	www.used-cranes.de
Peter Hird & Sons	www.peter-hird.co.uk
UCM	www.ucmholland.nl

Crane Hire

Ainscough	www.ainscough.co.uk
Berry Cranes	www.berrycranes.co.uk
Bob Francis Crane Hire	www.bobfranciscranehire.co.uk
City Lifting	www.citylifting.co.uk
Crane-Hire (East Anglia)	www.cranehireeastanglia.co.uk
Emerson Cranes	www.emersoncranes.co.uk
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McNally crane hire	www.cranehire-ireland.com
Port Services Ltd	www.portservices.co.uk
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GGR	www.unic-cranes.co.uk
Hire Maeda	www.maedaminicranes.co.uk
Industrial Access Romania	www.industrialaccess.ro
JT Mini Crane Hire	www.jtminicranes.co.uk
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Tracked Access	www.trackedaccess.com

Self Erecting Tower Cranes

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ManBat	www.manbat.co.uk
Trojan Battery	www.trojanbattery.com

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Marwood	www.marwoodgroup.co.uk
Timbermat	www.timbermat.co.uk
TMC lifting supplies	www.tmc-lifting.com
Welex	www.welex.nl

Parts & Service Suppliers

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Alfa Access Services	www.alfa-access-services.com
Caunton - Access	www.caunton-access.com
Crowland Cranes	www.crowlandcranes.co.uk
Davis Access Platforms	www.davisaccessplatforms.com
Electrogen Int	www.electrogen.ie
Industrial Access Romania	www.industrialaccess.ro
IPS	www.ips-ltd.biz
JLG	www.jlgeurope.com
TVH - Group Thermote & Vanhalst	www.tvh.be
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Vertikal.Net	www.vertikal.net/en/recruitment
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Rental Management Software

Higher Concept Software	www.higherconcept.co.uk
Insphire	www.insphire.com

Replacement Filters

Plant Filters	www.plantfilters.co.uk
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Safety Equipment

AGS	www.ags-btp.fr
Airtek equipment	www.airteksafety.com
Marwood	www.marwoodgroup.co.uk
SMIE	www.smie.com

Software

Higher Concept	www.higherconcept.co.uk
MCS Rental Software	www.mcs.co.uk
SuperOffice Software	www.superoffice.co.uk

Structural Repairs

Avezaat Cranes	www.avezaat.com
Crowland Cranes	www.crowlandcranes.co.uk
John Taylor Crane Services Ltd	www.jtcranes.co.uk

Training Associations & Networks

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AWPT	www.awpt.org
IPAF	www.ipaf.org
NASC	www.nasc.org.uk
Pasma	www.pasma.co.uk

Training Centres & Trainers

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Access Platform Sales	www.accessplatforms.co.uk
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Davis Access Platforms	www.davisaccessplatforms.com
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Hi-Reach	www.hi-reach.co.uk
Hiab	www.hiab.com
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Horizon Platforms	www.ipaftrainingcourses.co.uk
HSS	www.hss.com/training
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Kingfisher Access	www.kingfisheraccess.co.uk
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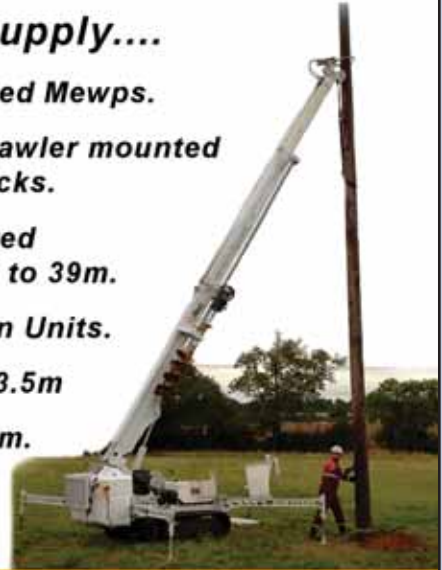
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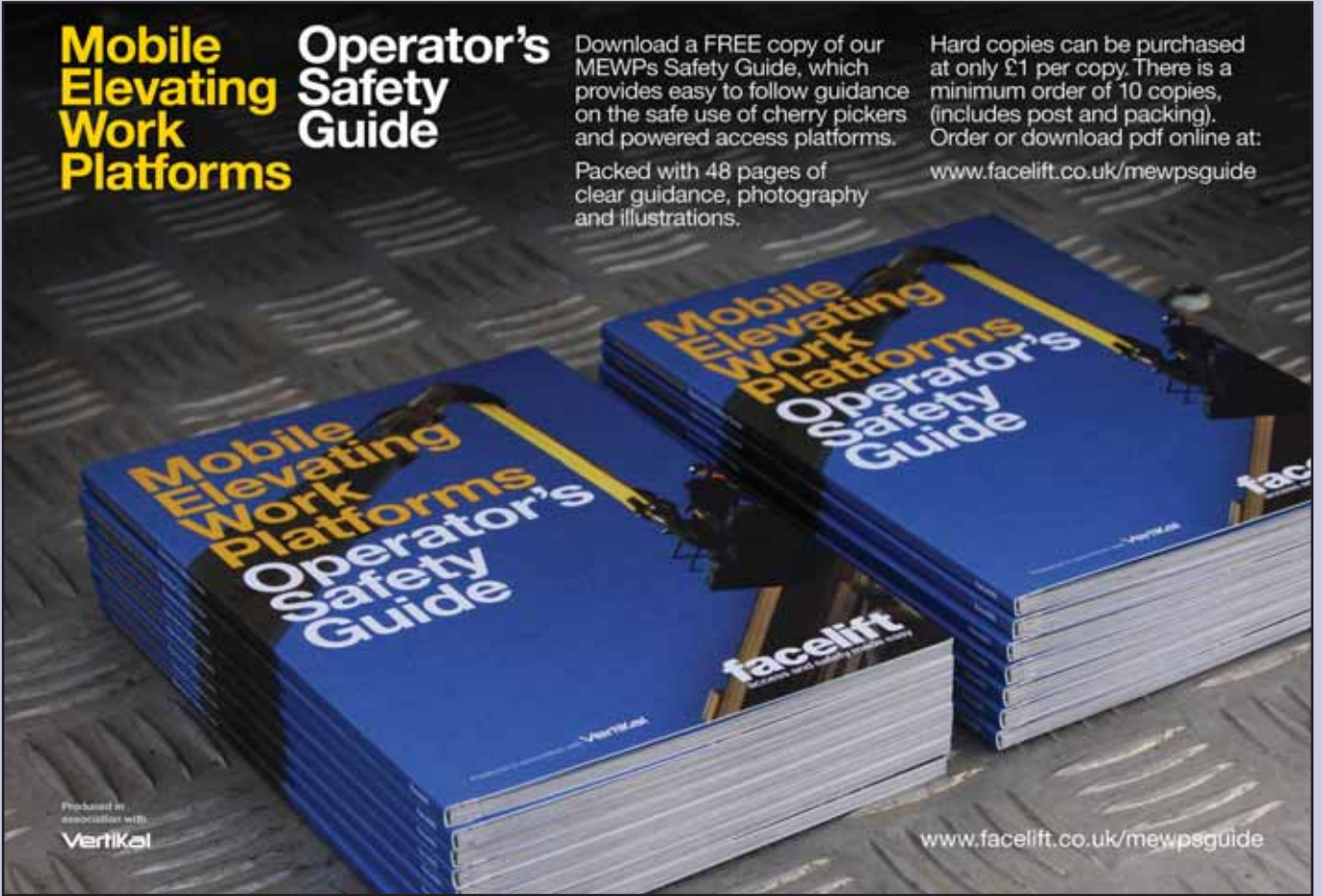
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