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April/May 2011 Vol. 13 issue 3

Rough Terrain
cranes

Mast booms

Conexpo
photo review

Remote
controls

RT
765E-2

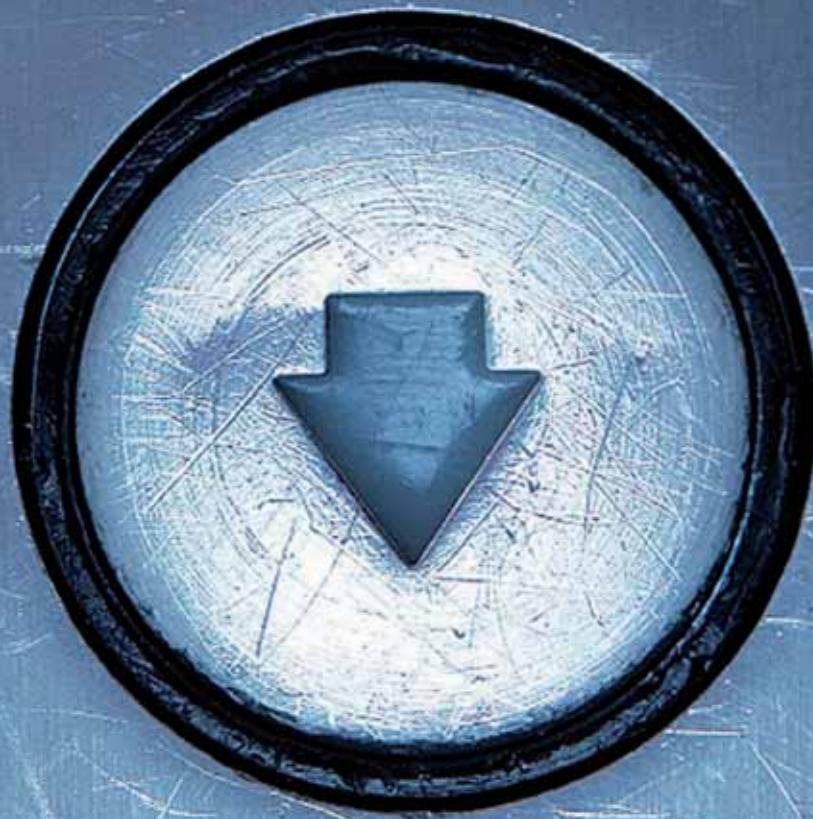
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On the cover:

Grove launched two new Rough Terrain cranes - the RT765E-2 and the RT9150E the largest RT crane currently in production - at Conexpo in Las Vegas at the end of March.



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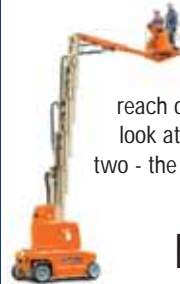
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The choice of equipment when working at height is huge. Usually it boils down to a scissor or boom lift and whether the job requires equipment with just vertical reach or outreach and slew. We take a look at a product that fits between the two - the mast boom - the perfect choice for those in the know.



Rough Terrain cranes 25

After two years in the doldrums, sales in Rough Terrains are on the increase - a good sign for all the equipment market. We review the sector and take an in-depth look at the new boy on the block - Sany - and its new 'Global' RTs.



Conexpo show review 33

Some hardened international equipment show-goers may have been slightly disappointed with the amount of new products at Conexpo 2011 in Las Vegas this March, however there was still plenty to see. We round-up the main highlights followed by an extended pictorial coverage.

Remote controls 43

While remote controls on mobile lifting equipment have been around for more than 50 years, their popularity has only really gathered pace over the past decade. With some now a standard feature on many types of lifting equipment we review how they are used for each product type and take a look at the latest developments.



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Remote control producers will all be attending this year's CeMAT show in Hanover which also has a stronger showing from the aerial lift, pick & carry crane and telehandler sectors. We provide a brief overview.

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Equipment trailer manufacturers have been concentrating on increasing safety and reducing costs with the introduction of new models. We take a scene-setting first look at this increasingly important part of the overall equipment sector.

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Vertikal Days 2011 is getting closer and closer.

This year, the fifth since it was started, promises to be the biggest ever. We take a brief look at some of the new products and events planned, including a number of the worldwide product launches.



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In the next C&A

Next month we will be looking forward to the Vertikal Days show, a review of the IPAF summit held in Amsterdam and will have features on tower cranes and spider type lifts



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c&a comment



Tools of the trade?

The advent of the personal computer in the 1980s has revolutionised the way business in all sectors is carried out.

For most at the sharp end of the equipment business very little changed in the first 20 years – with only head office staff benefiting from word

processing and accounting packages. But more recently technology seems to be taking over.

Remote monitoring and diagnostics, tracking of parts, equipment availability and delivery are now available not only in the office but also on any site, no matter how remote. It seems that every aspect of the equipment sector is controlled by technology - you can even get the latest industry news directly on your smart phone/iphone via a specific App (www.vertikal.net), carry out interactive training via an ipad and check if your machine has been stolen or moved via your mobile phone.

But is technology really the answer?

Technology makes processes more efficient, easier to track and plan and has allowed manufacturers, distributors and rental companies to offer 24 hour coverage and instant back-up anywhere in the world.

But let us not forget that technology is only as good as those using it. Technology is an aid, a tool and not the solution, and whilst it can help even a badly run company, it cannot by itself 'make a silk purse from a sow's ear'.

No, ultimately the equipment business - like most other businesses - is a people business. People deal with people not technology.

At the recent IPAF Summit in Amsterdam one of the many excellent speakers - Andrew Fishburn, managing director of Spirit Network - highlighted the importance of investing in people and how critical it is to train staff and in particular, sales staff.

Sales, it could be argued, is the most important aspect of any business. A good product, backup, marketing and distribution are all essential, but without the sale a company cannot exist.

Technology is a tool to help the salesman - not the solution. As Fishburn argued, a well trained salesman achieves much better profitability. How might that have helped companies - both rental and distributors - over the last two years?

As the industry starts to pick up again technology will continue to play an increasingly important role, boosting efficiency and reducing overhead costs. But ultimately people buy from people and a company's most important asset is its staff and the better trained they are the better they and the company will perform.

Mark Darwin

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Liebherr launches flat top

Liebherr has launched its new 85 EC-B 5 FR.tronic flat top tower crane at the 2011 Smopyc trade fair in Zaragoza, Spain. Maximum lift capacity is 5,000kg with 1,300kg at 50 metres maximum radius. All loads are lifted in the double-reeved mode.



The new Liebherr 85 EC-B 5 FR.tronic flat top tower crane

Development of the city crane included the low-width 85 LC tower system which has new pin connectors and measures 1.2 x 1.2 metres, simplifying both transportation and erecting work if the inner-city site is small or access is difficult. The cruciform base measures only 3.0 x 3.0 metres.

The crane's complete slewing section/superstructure - equipped for the maximum working radius of 50 metres - can travel on just two semi-trailer trucks. Heaviest individual element weighs less than three tonnes, allowing it to be placed by a 60 tonne mobile crane.

The new 85 LC tower system consists of 11.7, 5.85 or 3.9 metre tower sections with a 12.0 metre long tower base element. The 3.9 metre long climbing section can be used inside or outside the building and can be installed in an elevator shaft when necessary. The standard equipment 24 kW frequency converter hoist gear permits lifting heights up to 260 metres. The maximum free-standing height under the hook is 46.2 metres.

New president for IPAF

Wayne Lawson of JLG is the new president of IPAF after Steve Shaughnessy stood down from the position at the federation's Annual General Meeting in mid-April having decided to exit the access industry. Lawson stood as an uncontested candidate and duly took over the role once Shaughnessy had completed his duties and closed out all 2010 business. Lawson will now serve a new two year term.



(L-R) Tim Whiteman of IPAF, the new president Wayne Lawson with chain of office and outgoing president Steve Shaughnessy

More High Performance Palfingers

Palfinger has announced three new loader cranes in its High Performance range, the PK 20001, PK 20001-K and PK 23001-EH. The new models feature Palfinger's Single Link Plus system providing a 15 degree reverse jib angle and upgraded crane geometry, offering up to 40 percent more lifting power in certain positions. The PK 20001 and PK 23001-EH can be equipped with up to six hydraulic extensions for an outreach of 17.1 metres. A range of attachments for theEH includes clamshell grab, fly jib and a work platform.

The PK 20001 has a lifting moment of 20 metre/tonnes and the PK 23001-EH 22.2 metre/tonnes. The PK 20001-K is designed to offer more power at close range, with a good hook height. Its short boom system with four hydraulic extensions offers a maximum radius of 12.5 metres making it ideal for handling pallets and building materials, while its short stowed length is also suited for clamshell operation.

The new models include several functional design features, including a steel and synthetic material control panel backlit by LEDs, making it easier for the operator to read, all hydraulic hoses are protected with spiral anti-chafe material and larger stabiliser plates pivot to adapt to the ground surface.



The PK23001-EH

Receivers move in at Skylift

Grant Thornton has been appointed as the receiver for Ireland-based rental company Skylift - as of the evening of Friday April 8th - as part of its on-going restructuring process by its bankers, the Bank of Ireland.

The receiver will manage the business during the last stages of the process including the repossession and sale of all units, assets and equipment that is unencumbered. The business - which operated from Cork, Limerick and Dublin - stopped trading after the receivers took charge of and secured the three premises. Managing director John Cusak told Cranes & Access that staff would continue to support customers by finding them the equipment they need from other suppliers and that they are all fully supporting the process which is expected to last three to four weeks.

Grant Thornton also took control of the debtor book on behalf of the Bank of Ireland which has until now factored Skylift's receivables. Once the process has been completed any residual business will be handed back to Cusak and his team which plans to formally restart trading at that time, most likely under a new trading name.

We also understand that temporary premises have been rented and that this is where the business will operate from - at least in the interim. Cusak said that this is the final stage of a process with the Bank of Ireland that will, he claims, see it be repaid in full, along with other creditors, including the Inland Revenue and VAT. He also said that he is already in discussions with a number of manufacturers regarding new equipment to join the units that he hopes to retain from the current fleet under existing finance terms.



John Cusak



Riwal acquires BMS Access

Riwal Denmark has acquired the 700 strong powered access fleet of Denmark-based crane and access rental company BMS. The transaction is in the form of an asset transfer and includes all relevant personnel and associated delivery trucks.

As part of the deal, the two companies have launched a partnership to provide combined access and lifting solutions in the Danish market. The agreement has been under negotiation since the New Year but was only recently formalised.

According to Riwal this acquisition takes its market share in Denmark to between 20 and 25 percent and its Scandinavian fleet to some 2,200 units. BMS will now focus its operational efforts on mobile and large loader cranes with operators, particularly within the wind turbine and telecom sectors. The partnership will be aimed at those customers who require both cranes and aerial work platforms on a single job site, with the idea that each company provides the customer with a deeper level of expertise in their respective fields.

Søren Rosenkrands, general manager of Riwal Denmark said: "We plan to move part of our expanded fleet to Sweden and Germany in order to restore the equilibrium of supply and demand in the Danish market. The agreement will contribute to the necessary consolidation within the sector. Servicing the lifts, logistics and customer service are our number one priority and it is becoming increasingly necessary to exploit economies of scale to achieve this."

BMS chief executive Jens Enggaard added: "It has long been evident that consolidation was needed in the very price-sensitive aerial work platform market. The financial crisis has created an over-capacity in Denmark. In Riwal we believe we have found exactly the right buyer and partner. We are very much looking forward to cooperating and being able to focus more closely on our core services."

Crane ploughs into school children

Six children between the ages of nine and 11 were killed near Tokyo, Japan after they were hit by a mobile crane while walking to school. The tragic accident occurred in Kanuma, Tochigi Prefecture, North of Tokyo, on April 18th.

Police say the crane crossed the centre line of the road and ran into the children - who were walking in single file - before crashing into a house. The crane operator, Masato Shibata, 26, was arrested at the scene and tested for drugs and alcohol - neither were detected. He was reported to have been asleep at the wheel and may have had a medical condition that was not reported.



10 years for Vertikal.Net

Vertikal.Net celebrated the 10th anniversary of the posting online of its very first story and photograph at the start of April. The very first story was posted on the German website on March 30th just before the start of Bauma 2001. The subject? An interview with Leopold Mayerhofer, Geschäftsführer of Ring Lift, the group of independent rental companies that work together in Germany to offer customers a national service. The subject was Mayerhofer's claim that the market for small electric scissor lifts of under 12 metres was saturated in Germany. The article is still online and available to read.

The first English language story went on line on April 3rd 2001 and concerned a joint venture between Dutch crane companies Mammoet and Hovago called Holift which purchased a Manitowoc 999 during Bauma. In the nine months that remained of 2001 Vertikal posted 64 stories on the young website. Today that represents just one week's volume. In the interim period over 12,200 articles have been written and 13,500 photographs uploaded, all of which are still hosted and fully accessible along with around 160 magazines, 52 videos and numerous documents and reports. More than 5,000 companies and individuals log on to the service every working morning chalking up around 18 million hits a month with more than 10 million pages viewed.

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Harnesses save lives

During April we received a series of photographs recording the amazing rescue of seven men who fell after their fixed working platform collapsed on a bridge construction somewhere in Asia.

All seven men survived uninjured thanks to their harnesses and a wire rope static line to which they had all attached their lanyards.

The use of a proper harness, properly fitted with a lanyard saved these men's lives. To see all 12 photos go to www.vertikal.net/en/news/story/12154/

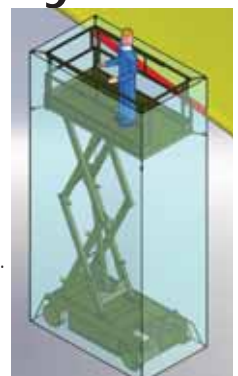


MLE introduces electronic collision warning system

US-based Manlift Manufacturing has introduced a new electronic collision warning system for use when working alongside delicate equipment such as aircraft.

The new system can be installed on both scissor and boom lifts and is fully programmable to suit the specific job and can be set to sound an alarm stop the machine. For more information see www.vertikal.net and put MLE in the search box.

MLE's anti-collision device can be tuned to suit the job.



Tadano appoints Coast Crane

Coast Crane – now part of crawler crane rental specialist Essex Crane - has been appointed as a distributor for Tadano Rough Terrain and All Terrain cranes for the states of Oregon, Washington, Idaho, Alaska and Hawaii, along with the Yukon Territory, Guam and the Marshall Islands.

As part of the deal Coast Crane has also placed a \$10 million order for Tadano Rough Terrain cranes for its rental fleet. Coast Crane already distributes Tadano boom trucks and Tadano/Mantis telescopic crawler cranes.

Coast's chief operating officer Terry Howard said:

"Coast Crane has enjoyed its relationship with Tadano America while representing its boom truck line. It is a pleasure to partner with a company that has the goal to supply the highest quality cranes possible and that listens to its customers and distributors."

22 Niftylifts for Workx

Netherlands-based tool and general rental company Workx has taken delivery of 22 Niftylift trailer lifts through distributor Eurosupply. The order includes 12 compact 12 metre NL120T and 10 units of the 17 metre NL170.



Harold Knoops (L) fleet manager Workx and Ramon van de Kastele of Eurosupply at the hand over.

Workx says that it rents trailers to maintenance companies, municipalities, painters and window cleaners as well as members of the public for private use. The company has 41 branches in the Netherlands and has been a Niftylift customer for some time.

Workx was formed at the end of 2007 from Jaston Groep, a scaffold and building equipment rental company after it acquired Cramo NL, following a highly acquisitive period which brought together PR Verhuur, AA Verhuurcentrale, Steimach, Amarent, HuurCenter, Bollen Verhuur, Roos Verhuur, Jaston Steigerbouw, DSS, Dokter Steigerbouw and Hi-Reach. At the same time the business was subject to a buy-in from Amsterdam based H2 Equity partners.

TVH merges fleets

TVH is merging its rental business into the Gunco rental fleet, following its acquisition by TVH which completed at the end of March. The TVH brand will be reserved for the group's replacement parts business with rental operations consolidating under the Gunco banner. TVH had a 700 unit rental fleet, largely based in Belgium. The acquisition of the Gunco group also included HDW, the Dutch-based Genie distributor which will continue to operate as before.

One of the new G Series Kobelco crawler cranes - the CK2750G.



Kobelco goes green

Kobelco Cranes has launched two completely redesigned 'G' range crawler crane models which are said to provide a 30 percent improvement in fuel consumption with lower emissions. The new CK1100G and CK2750G were unveiled at Conexpo. The new cranes are also easier to transport, operate and assemble. New engines are fully compliant with EPA Interim Tier IV and EURO stage IIIB. Rated output of the new engines has been upgraded from the previous series.

The new cranes also incorporate a new energy-saving assist system. Dubbed the 'G Mode' system it includes Auto Idle Stop and energy saving winch control, where the hoist winch can be turned at maximum speed without the engine accelerating during no-load hoisting. The company has also reduced the engine rpm, required to achieve the best performance in normal mode.

New models up to 110 tonnes have an improved counterweight installation mechanism.

New Zoomlion to debut at Vertikal Days

UK distributor Crowland Cranes will launch the new 35 tonne Zoomlion QY35v three axle truck crane at Vertikal Days in June. The new crane is the result of more than four years work and co-operation between the Peterborough-based company and Zoomlion to develop a classic three axle truck crane for the European taxi crane market.

Features include a 40 metre full powered main boom plus an eight metre under slung jib with five, 17 or 30 degrees of offset. Twin axial piston drive hoists are standard as is a Hirschman load moment indicator. Power is by western-built six cylinder turbocharged Cummins engine driving an eight speed manual transmission. Overall width is 2.5 metres, height 3.8 metres and length 13 metres. Outriggers have half and fully extended working positions and a fifth front



The new Zoomlion QY35v is designed and built for the European market

outrigger is standard equipment. The unit can lift 1.1 tonne at 28 metres, 8.5 tonne at 10 metres and 18.5 tonnes at six metres radius. Capacity on the fully extended main boom is 6.3 tonnes, while the jib can handle up to three tonnes. Maximum tip height is 50 metres.

The new crane will be significantly less expensive than a similar sized All Terrain crane and thanks to its simpler componentry it will be a good deal less expensive to maintain and run.

Mammoet adds Grove city

International lifting specialist Mammoet has added two new Grove cranes to its 120 strong UK fleet, a 45 tonne GCK3045 city type All Terrain - the first in the UK - and a 300 tonne six axle GMK6300L with 80 metre main boom. The new city crane has already been delivered to Mammoet's Teeside facility while the GMK6300L is due this month.

"We are delighted to bring the first of these cranes to the UK," said Darren Adams, managing director of Mammoet UK. "We have used Grove cranes for many years and their reliability is second to none."

Mammoet UK's new Grove GCK 3045.



A trio of Multitels

Italian aerial lift producer Pagliero Multitel is launching three new platforms in the coming months. The first will be launched in Italy in late May followed by two at Vertikal Days at Haydock Park in the UK in late June. The company is withholding details on two of the new products but says that 'they will set new benchmarks in their class'.

The first of to be unveiled is the 3.5 tonne GVW, 20.5 metre Multitel MX 205, which should appear at GIS in May and Vertikal Days in June. One feature that sets the MX 205 apart from other Multitel MX platforms is its end mounted platform with the boom/platform rotation system connecting at the mid-rail level of the basket, rather than the usual under-platform pedestal mounting. The Multitel MX 205 was developed at the request of Access Industries,

Multitel's UK distributor, although there is significant interest from other European markets. The new platform has a compact working footprint, overall width is just 2.1 metres, length 6.5 metres and overall height under 2.4 metres. Outreach is 8.5 metres with 200kg platform capacity.



The new Multitel MX205 has an end mounted platform

Erich Sennebogen 1932 - 2011

Erich Sennebogen senior, the founder of Bavarian-based Sennebogen cranes and excavators, died on 21st March. Over the years Sennebogen not only pushed his small team hard with his motto "Nothing is impossible", but also took advantage of any business opportunities that came his way.

A tough and determined entrepreneur and engineer he founded his company in Pilling near Straubing in 1953 at the age of 21, initially producing agricultural and heavy equipment. In 1957 Sennebogen developed his first mechanical crawler crane for the construction industry and in 1969 he introduced the world's first fully hydraulic crawler crane. The company's first telescopic being released in 1978.



Erich Sennebogen senior

Erich Sennebogen was widely recognised for his contribution to the Bavarian economy and the industry he served. The crane industry has lost one of its innovating forces and one of the characters that helped create the modern crane industry.

Three new Access Alliance members

The UK's Access Alliance - the association of independently owned, regional access rental companies - has appointed three new members - Premiere Platforms of Cannock Staffordshire, Bella Access of Stoke and P G Platforms of Rochester Kent - taking its total membership to 18.

"We are delighted at the speed the organisation has grown," said Rory

Duggan of Yorkshire based Horizon Platforms. "As independent companies, we are all passionate about customer service and exceeding our customer's expectations. The addition of our newest partners can only strengthen the group by adding more new equipment and some of the best, proven management teams in the UK Access Industry".

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Time for Ruthmann

German-based truck mounted aerial lift manufacturer Ruthmann, has appointed Time Danmark as its distributor for the Danish market. The partnership - launched at the Danish 'Transport 2011' in Herning - means that Time will offer Ruthmann's Steiger work platforms as well as Flexiloader and Cargoloader special-transport vehicles. Time Danmark is a subsidiary of Time Manufacturing of Waco Texas, which produces the Versalift vehicle mounted and insulated boom range of aerial lifts.

...And turning the clock back in Finland

Ruthmann has also re-appointed Nummi Cranes as its Steiger distributor for Finland. The two were partners in the late 1980's and through the 1990s but diversions at Nummi into other ventures, including an ill-fated rental adventure put an end to the Pori-based company's sales efforts. Having gone through a formal 'reconstruction' process it is now looking to return to importing, selling and servicing aerial lifts and cranes.

Time Danmark is the new Ruthmann distributor for Denmark and showed a 27 metre Ruthmann TB270 in the Transport 2011



5,000th CTE

Italian-based aerial lift manufacturer CTE has completed the 5,000th lift built

at its Sequani facility in Rivoli Veronese near Verona.

The platform is a 20 metre ZED 20CH truck mounted boom lift. Sequani has been part of the CTE group since 1997 and now manufactures all of the group's ZED truck mounted platforms and Traccess tracked spider lift models. CTE entered the truck mounted market in 1993 with



The CTE Sequani facility

an articulated /telescopic boom model - the Z 16D - predecessor of the successful Z 20 introduced in 1996.

In 2009 the Z range was rebranded the ZED range, which now extends to 15 models with working heights to 32 metres. The Traccess spider range has always been manufactured by Sequani.



The new Linden Comansa LCL 310 luffer

Linden Comansa adds two Luffers

Tower crane manufacturer Linden Comansa has added two new luffing-jib cranes that will be available by the end of April. The LCL 310 and LCL 280, form a new family of luffing-jib cranes along with the LCL 190, unveiled at Bauma last year and will be joined later this summer by a fourth model, the LCL 165. The design has been based on a modular system with most jib sections being interchangeable between the cranes. The tower sections are also interchangeable with the company's Flat-Top models.

Ease of erection and transportation were high design priorities and features include front mounted hoist, a second emergency brake for the luffing mechanism and a counter jib mounted electrical cabinet which help keep the installation weights and the slewing radius of the counter-jib to a minimum. The hoisting and luffing cables are also factory pre-installed for faster installation.

The new models include features from the LCL 190, including level luffing - coordination between the luffing and hoisting functions allowing the operator to move the load horizontally at a push of the button, the hydraulic push and retention system, with a progressive force on the jib depending on the luffed angle and the anti-slack system on the luffing cable tension. Each crane comes in three versions with 12, 18 or 24 tonnes maximum capacity. All have a 60 metre maximum jib length, between 2.6 and 3.5 tonnes capacity at the jib tip and 53 to 57 metres free standing heights.



The new Comansa includes a longer cab option

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Financial round up

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news

Financial results for both 2010 and the first quarter 2011 have all been showing very positive gains, putting an end to the negative numbers of the past two years. More details can be found on all of these reports on www.vertikal.net

Lavendon up 11%

European access rental company Lavendon has reported an 11 percent increase in revenues for the period January to mid April. The UK - almost half the business - was up 11 percent, Germany 17 percent, Belgium 24 percent, France 20 percent. Even Spain improved 10 percent and only the Middle East saw revenues decline, slipping seven percent. The company says that margins and earnings are all looking positive.



Manitowoc refinances

Manitowoc is to refinance its senior secured credit facilities to improve and strengthen its capital structure. The company's revolving credit facility will increase by \$100 million to \$500 million taking its total facility to \$1.15 billion. In addition to a reduction of interest rate, the refinancing will extend the maturity dates of the loans.



Haulotte up 51%



Haulotte has reported a 50.7 percent increase in first quarter revenues to €72.1 million. Equipment sales were up 75.5 percent, while service activities and rental increased by 17.6 percent and 14.8 percent respectively.

Europe and Asia were the fastest growing regions with revenues up 52 percent and 92 percent respectively. Haulotte also published its final 2010 results which were roughly in line with its preliminary statements and showed a €52.6 million loss on revenues of €250 million. It now expects to break even in 2011.

Rates up 10% at Speedy

UK-based rental company Speedy Hire has reported a solid fourth fiscal quarter to the end of March, with full year revenues up 4.8 percent to £350 million. Rental rates continued to improve in the fourth quarter climbing 1.8 percent, with rates in March 9.9 percent above those of March 2010.



Genie up 75%

Terex AWP/Genie has reported first quarter revenues up 74.7% to \$376.8 million with an operating profit of \$6 million, compared to a loss in the same period last year of \$20.3 million. The company's order book at the end of March was \$445.4 million, double that in March 2010 and 45 percent higher than at the start of this year.

Tanfield turns the corner

Tanfield, owner of Snorkel, has reported a slight improvement in revenues and profitability for 2010 with a strong pick up at the start of 2011. Revenues for the full year were £43.5 million with a £16.66 million pre-tax loss, compared to a £16.93 million loss in 2009. Cash at the end of the year was £3.6 million, compared to £5.4 million at the end of 2009. By the end of April this had improved to £4.8 million.



Skyjack up 69%

Linamar has published its full year 2010 results which include a comment that Skyjack sales increased 69 percent. The Industrial division, of which Skyjack is the majority, posted revenues of C\$153.2 million. Industrial division sales in the fourth quarter increased 143 percent to \$34.8 million.



Bronto drops 32%

Finland-based truck mounted lift manufacturer Bronto, has reported a fall in revenues for 2010, but an improving trend in order intake. The full year's revenues were \$108.8 million, down 32 percent, however the order intake during the same period increased by more than six percent to \$101.3 million. Operating income for the year fell 48 percent to \$10 million.

Ashtead up 15%

Ashtead, owner of Sunbelt Rentals in the US and A-Plant in the UK, has reported a 15 percent rise in third quarter revenues while year to date revenues were eight percent higher at £705.7 million. Pre-tax profits more than tripled from £8.1 million last year to £28.3 million.

Backlog up 30% at Terex Crane



Terex Cranes has reported a first quarter fall in revenues and profitability, while its backlog jumped 30 percent. Revenues fell four percent to \$398.3 million with an operating loss of \$22.5 million, compared to a loss of \$3.1 million in the same quarter last year. Higher order intake pushed the company's order book to just over \$1 billion.

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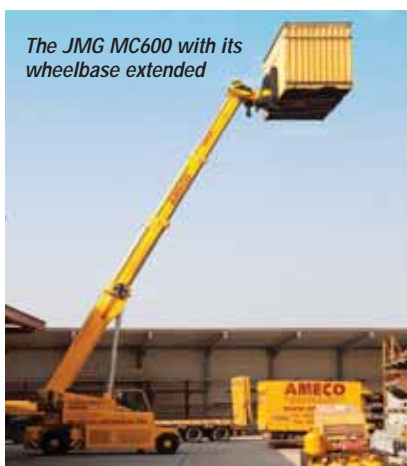
Ameco's new
60 tonne JMG MC600

First for JMG

Luxembourg-based metal fabrication and rental company, Ameco, has taken delivery of a new 60 tonne, battery electric powered, JMG MC600 pick & carry crane.

The MC600 - built by Italian company JMG Cranes - has a maximum tip height of 14 metres and is equipped with two 24 kW, 96V AC drive motors, and AC motors for both main and auxiliary pumps. Other features include a 90 degree crank angle on the rear steering axle and a one metre telescopic extension to the wheelbase in order to increase the effect of the 10 tonne removable counterweight.

Ameco asked JMG to develop various items including an electronically controlled 20 tonne fork attachment, an eight tonne hydraulic jib and a 45 tonne winch. The crane will be used at the company's various steel plants to lift heavy components and will be available in Ameco's industrial maintenance and materials handling fleet which specialises in assembly, maintenance and machinery relocation.



The JMG MC600 with its wheelbase extended

Pop-Up+ safety bulletin

UK-based construction company Balfour Beatty has issued a safety bulletin following an incident with a Pop-Up+ on a Mansell project at the end of March. The bulletin claims that the platform continued to rise after the controller was released and the emergency stop was pressed. The platform only stopped after coming into contact with the structure above, forcing the operative to crouch into the basket to avoid injury. Another worker was able to lower the platform using the ground controls.

Snorkel, the company with design and manufacturing responsibility for Pop-Up machines, issued a statement saying "this was an isolated incident, confined to one Pop-Up lift out of an in-service fleet of more than 6,000 delivered over almost five years. We are currently carrying out extensive analysis of the machine in question and have so far been unable to recreate the problem. An update will be issued shortly or in the case of any issue being found".

R&B Euro cranes

Japan-based R&B Engineering has CE marked two of its spider type cranes ready for a European launch. The two units are the 2.8 tonne capacity CR285D, which weighs 1,750kg and boasts an 8.9 metre main boom and the significantly larger CR335D, which is rated at 2.98 tonnes but weighs 3,760kg and features a 12.5 metre main boom.



The R&B team with the CR285D and CR335D at Conexpo, including Yosuke Yamamoto (second from Left) Masatake Sakamoto - managing director and Naotaka Iwai sales manager (R)

While the two cranes carry a similar nominal capacity they are totally different beasts, the 285 is rated at 1.5 metres radius and the 335 at 2.5 metres. The cranes compare with the Maeda MC285 and MC305-2 models. The full R&B mini crane range includes four models but the company has no immediate plans to CE mark the two smaller models - the CR174G and CR235GL.

United gains cranes with Canadian acquisition

Venator's 550 ton Grove GMK7550 in action



United Rentals has acquired Venator Group, a seven-location equipment rental company based in Stoney Creek near Hamilton, Ontario.

The group includes Venator Crane and Venator Equipment - a substantial part of which is the rental of aerial lifts and mobile cranes. The aerial fleet is largely made up of Skyjack and Genie products, while the crane fleet is mostly Grove, including its 550 ton 'flagship' GMK7550 All Terrain.

Five of the locations are in Ontario, one in Manitoba and one in Saskatchewan. The acquisition is being made through the company's Canadian subsidiary with completion subject to the satisfaction or waiver of certain conditions.

Richard Ambridge 1931 - 2011

Richard Ambridge, chairman of Marston Moretaine, Bedfordshire-based NMT Crane Hire sadly passed away on April 7th.

Having founded and succeeded at a number of equipment and rental related businesses he still took an active interest in the day to day activities of the crane rental company managed by his three sons.

See www.vertikal.net for full obituary



Richard Ambridge

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500 tonner for Baldwins

UK-based crane rental company Baldwins Crane Hire has taken delivery of a 500 tonne Liebherr LTM 1500-8.1.

The crane features a seven section 84 metre main boom and includes a 91 metre luffing jib which provides a 145 metre under hook height and 108 metre maximum working radius. This latest generation model also features Liebherr's latest Y-Guy boom superlift system for added capacity at both reach and height.



Wayne Baldwin of Baldwins Crane Hire (L) with Richard Everist of Liebherr Great Britain

Baldwins also specified the rear space monitoring system for the carrier cab.

J&M Crane goes clean

J&M Crane and Transport from Gravesend, Kent has purchased the first Tadano Faun with a clean fuel efficient BlueTec diesel engine. The 100 tonne four axle ATF90G-4 was supplied by UK/Ireland distributor Cranes UK.

The Daimler Benz engine uses two catalytic converters to specifically reduce Nitrogen Oxide. The first converter traps the NOx and later releases it to the second which converts it to harmless nitrogen and water.

Launched at Bauma 2007, the ATF90G has become a best seller, the BlueTec engine should add to its appeal. The unit has a 51.2 metre main boom plus 18 metre extension and can carry all of its 22 tonnes of counterweight within the UK STGO road regulations.



J&M Crane's new Tadano Faun ATF90G-4

Ausa launches new telehandlers

Spanish manufacturer Ausa has launched two new telescopic handlers - the 3,000kg/seven metre T 307 H and the 1,350kg/four metre compact T 144 H. Ausa says that these units complete its Taurulift telehandler range which now extends to six models, with lift capacities of up to 3,500kg and heights to seven metres.



The Ausa Taurulift T 307H

The new models share the same specifications as other units in the range including 4x4 drive and steer, intuitive handling and easy access for maintenance purposes. All can be fitted a wide variety of attachments and accessories.



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- UK-based **South West Crane Hire** has entered administration.
- **Terex Cranes** has delivered two 90 tonne RT 100 Rough Terrain cranes to **Integrated Logistics** in Kuwait.
- Truck mounted lift manufacturer **Ruthmann** has reappointed **Nummi Cranes** as its Steiger dealer in Finland.
- The Spider division of **SafeWorks** has appointed **Joe McCoy** as district sales representative for its New Orleans location.
- Online auction house **Iron Planet** has appointed **Simon Rodgers** as northern European sales director.
- Manchester UK-based spider lift rental specialist **Higher Access** has achieved ISO9001 accreditation.
- Dutch-based lifting specialist **Huisman** has installed the world's largest offshore mast crane on the *Seven Borealis*.
- UK-based **Konecranes** distributor **Cooper SH** has expanded its short-term rental fleet with a £750,000 investment.
- UK-based **Access Platform Sales** has appointed **Craig Cundey** as its new training manager.
- **Simon Cracknell**, JLG senior director sales and customer support Northern Europe has moved to Singapore.
- US-based re-rent company **Acme Lift** has ordered a number of **Genie Z-80/60** boom lifts.
- UK-based rental company **Rapid Platforms** has taken delivery of a 29m **Skako Falcon FS290** spider lift.
- **Sagard** has sold its stake in French rental company **Kiloutou** to **PAI Partners** for €535 million. It has also opened a new location in Orange, near Avignon.
- **Terex AWP/Genie** has appointed **Adam Rimmer** as vice president of customer services for the Americas.
- North east-based **Warren Access** has added two **Oil & Steel Scorpion** truck mounted lifts to its fleet.
- **NFT** - the Abu Dhabi-based tower crane company - has taken delivery of a new **Potain MDT 268** tower crane.
- **Manitowoc** has delivered two of its new 300 tonne **GMK6300L All Terrains** to **Al-Mesallam** crane rental of Saudi Arabia.
- **Lavendon Access Services** has been named the UK's best access or scaffolding supplier in 2011.
- **TPA Portable Roadways** has appointed **Terry Mead** as projects director and **Helena MacVarish** as projects manager Scotland.
- UK-based **Cotswold Tool & Plant Hire** has purchased its first tracked spider lift, a 17 metre **CTE Traccess 170**.
- UK-based spider platform specialist **Higher Access** has opened a depot in Watlington, Oxford.
- **Michelin** has appointed **Mike Wilson** as commercial director earthmover and industrial tyres in the UK/Ireland.
- UK-based **High Access Maintenance** has taken delivery of the first **Ruthmann TB270** truck mounted lift in the UK.
- Finland-based international rental company **Ramirent** has acquired the assets of **SDM** in the Czech Republic.
- Canadian equipment distributor **Strongco** saw revenues in the fourth quarter jump 36% leaving it up slightly for the year.
- **Terex Cranes** has won an order for 22 cranes from **Cropac Equipment**, Canada worth more than \$20 million.



Joe McCoy



Simon Rodgers



Craig Cundey



Adam Rimmer



Mike Wilson

- **Kevin O'Shea** of Atlanta-based **Mastclimbers** has been elected chairman of **IPAF's** North American Regional Council.
- **Liebherr** has expanded its range of mobile harbour cranes with the new model **LHM 420**.
- **Terex Cranes** has signed an agreement with **A1A Software** to provide customers with a 3D lift planning application.
- UK-based **Rapid Platforms** has added an 18 metre **Ascendant** truck mount to its fleet for sale or rent.
- Dutch company **Ter Linden Craning** has taken delivery of its second 1,200 tonne **Liebherr LTM11200-9.1**.
- **Siemens Wind Power** has agreed a long term contract for the supply of **Hiab** cranes for wind turbine maintenance.
- UK-based lifting gear distributor **Certex UK**, has appointed **Robin Scott** as business development manager.
- US-based **Broderson** cranes has appointed **Nelson Morris** to head up the company's export sales.
- Canada-based **Certified Equipment** has ordered 100 **Dingli** scissor lifts from **Orange Machines**.
- Georgia, US-based **Southway Crane & Rigging** has ordered 6 **Link-Belt** cranes.
- **Terex/Genie** has opened a new 90,000 sq ft service centre in Stockton, California.
- **IPAF** is opening an office in Santiago de Chile, South America.
- **Terex Cranes** has booked a 40 crane order from **Empire Crane**.
- **Skyjack**, has promoted **Brad Boehler** to the position of vice president of sales & marketing and engineering.
- China-based **Zoomlion** has given North American distribution of its crawler cranes to **Global Crane**.
- Singapore-based **Tat Hong** has acquired Vietnam-based crane and equipment company **ALCII-Tat Hong**.
- Germany-based access specialist **Power-Lift** has been acquired by Netherlands based **Beuzekom/Hoogwerker Centrum**.
- **ALL Erection & Crane Rental** has ordered 14 cranes from **Link-Belt**.
- Northern Ireland-based **KDM Hire** has purchased a number of additional **Power Tower** products.
- **Socage** is to introduce a 30 tonne metre crane and mount its **A314** lift on a **Cabstar** chassis.
- UK-based **Youngman** has announced a major investment in its manufacturing facility in Maldon, Essex.
- UK-based rental company **Elavation** has ordered a substantial number of **Youngman Boss X3** push around lifts.
- UK-based **Gould Plant Hire** - the successor to **Oktopus Plant Hire** - has now been placed into liquidation.
- US-based boom truck and crane manufacturer **Manitex** has reported a 72% increase in revenues while profits have doubled.
- **Bronto** has agreed an exclusive supply and distribution agreement with **Pierce Manufacturing** for the USA.
- The university of **Notre Dame** has been fined \$77,500 for the fatal scissor lift accident last year.
- **Harsco Infrastructure** has won a five year extension to its scaffold and powered access contract for **Tata Steel**.



Robin Scott



Nelson Morris

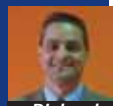


Brad Boehler

- **Sarens North America** has announced the acquisition of **Canada Crane Services**, of Nisku, Alberta.
- UK-based access rental company **BAR** is changing its name to **Platform Sales & Hire** and relocating.
- **Sanghvi Movers** has ordered a further eight large **Terex** crawler cranes for delivery this year.
- Revenues at **Essex Crane** increased 70% in the fourth quarter, while losses grew as **Coast Crane** is integrated.
- **Wolffkran** is supplying four tower cranes for high rise construction in Mumbai, India including the 720 metre **India Tower**.
- **Eurosupply** has provided a special work platform for maintaining signs over the top of escalators at **Schiphol Airport**.
- **Summer Lift** - the material lift manufacturer - has appointed **Arjen Overweg** as regional sales manager based in the Netherlands.
- **Easi UpLifts**, the international business of Ireland-based **Height for Hire**, has opened a new depot in Manchester.
- In February traffic to **Vertikal.Net** broke all records with more than 17 million hits and 128,000 visitors. The upward trend continued in March.
- **BMM Ispat** has taken delivery of a new **Grove GMK6300 All Terrain** crane, the first 300 tonne **Grove** in India.
- US-based crane manufacturer **Link-Belt** has appointed **Bill Stramer** and **Melvin Porter** to its board of directors.
- **Bobcat** has announced a new generation of six and seven metre telehandlers, the 3,000kg **TL360** and 3,500kg **TL470**.
- **Terex AWP** has formally opened its **Changzhou**, China facility near Shanghai.
- UK-based rental company **AFI** has ordered 100 units of the new **Bravi Lite** low-level self-propelled lift.
- **Richard Puglia** managing director **JLG Iberica** has moved to **Oshkosh** affiliate **Jerr-Dan** as international sales manager.
- Truck mounted lift manufacturer **Ruthmann** has appointed **Volker Klinskisch** as area sales manager Eastern Germany.
- Finland-based rental company **Ramirent** has acquired the 40% of **OTS Bratislava** that it did not already own.
- **Hiab** and **Kalmar** owner **Cargotec** has received approval from its shareholders to re-purchase its own shares.
- **Bas van de Wetering** one of the three founders of **HDW** in Holland passed away on March 26th following a long illness.
- Industry veteran **Mike Evans** will end his long term relationship with UK-based rental group **Lavendon** this summer.
- **Terex** has announced an extended warranty option on **Genie** self-propelled aerial lifts in the European region.
- Italian rental company **Edocar Noleggi** has purchased the first lithium ion powered **Hinowa 23.12 -23m** spider lift.
- **Dan Goodale** CEO of **Coast Cranes** has retired and **Terry Howard** has taken his place.



Arjen Overweg



Richard Puglia



Mike Evans



Terry Howard

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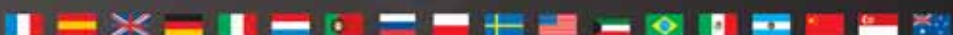
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The perfect choice for those in the know

When working at height the increasingly popular choice of access equipment is of course powered access and in particular some form of self-propelled lift. The choice at this point is huge but usually boils down to a scissor lift or boom and whether the job requires equipment with just vertical reach or with outreach and slew. One product that fits between the two is the mast boom.

For many users the decision about which machine to use is based on what it used previously and that may well have been dictated by rental company availability and the required height and platform capacity. All too often companies continue using the product they know, regardless of the job to be done. As a result they are likely to be making unnecessary compromises in efficiency and convenience or paying over the odds for a more expensive machine than is really needed - or a combination of all three.

This is certainly the case with companies that have applications that are perfectly suited to mast booms. Perhaps it is worth starting by clarifying what we mean by a mast boom? The mast boom is a machine with a telescopic mast to provide height, slewing capability through at least 180 degrees and a boom or jib to provide variable outreach. So a machine that has a fixed mast and a fixed platform is not a mast boom. Such machines fit into the scissor lift category, as their performance is identical to a scissor lift - they simply use a different lift mechanism to reach a given height.



The mast boom has a telescopic mast for height, slewing capability and a boom or jib for variable outreach



C&a mast booms



The mast boom is still a niche product apart from France where they are very popular

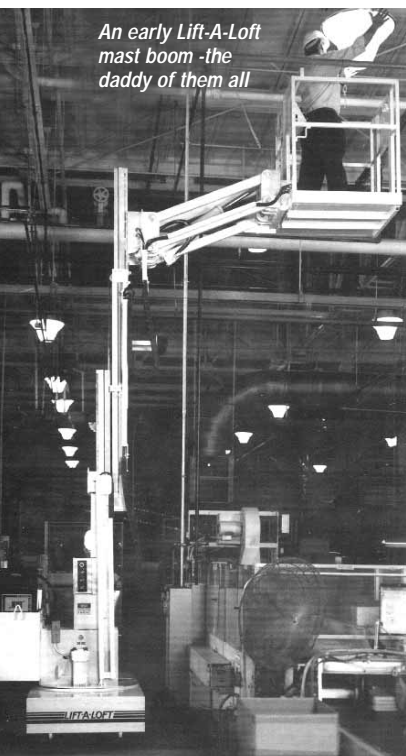
Many users describe this type of lift by using the most popular brand name - Toucan but that is and always has been a brand name for one specific make of mast boom. The fact is that some 20 years after the first mast booms appeared they

are still considered a niche industrial type lift (outside France, where they are very popular that is), only used by the few who understand how perfect they can be for many jobs where a scissor or boom would otherwise be employed.



Gallic preference

So what is different about the work in France I hear you ask? Absolutely nothing! The electrical work, painting, maintenance and other installation and finishing work that they are often used for is exactly the same. The main difference is that the French understand and have ready access to this product type. As with so many types of equipment the reason for the geographic distortion is historic. The concept is not French though. Like so many other forms of self-propelled access it originated in America where the highly innovative manufacturer Lift-A-Loft from Muncie Indiana, came up with the concept as one of a large number of highly original specials that it developed over the years each with a limited production run.



An early Lift-A-Loft mast boom - the daddy of them all

In spite of the company not marketing its products in Europe word got out, mainly through those who travelled to industrial shows like the PEM in Chicago, where they saw them on display, or through US production transplants in Europe, that brought their equipment requirements with them. The problems with the early Lift-A-Loft mast booms were two-fold. First was the cost, as the company clearly treated all of its products as one-off specials, with substantial end-user mark ups to which a few intrepid importers would try and add a margin when selling them on to end-users. Then at one point, sensing that there might be some interesting demand in Europe, the company appointed a master dealer which took the pricing further into the stratosphere. The few brave souls who were so totally sold on the concept that they stumped up the large amount of cash required, then found that they were horribly unreliable (as were many aerial lifts back then), although perfect for their application.

Into this situation came a French/Armenian - Alexis Biramian. Having worked in the US heating ventilation and air conditioning industry with an American company, he was aware of the Lift-A-Loft products and their potential. Returning to the Lyon area of France he joined access and scaffolding manufacturer and rental company Comabi/SGB and while there the company had some concept drawings done for a European-built mast boom. Now it should be said that at this point the story gets very murky... only a few people know exactly what occurred and they have not discussed it fully, while the main protagonists give versions that are quite contradictory. We do

know that Biramian left SGB and founded his own company specialising in access equipment - ABM - later acquired by Haulotte. To cut a long story short, Biramian commissioned a small engineering company near Bordeaux to draw up detailed design drawings for a mast boom and to build him a prototype. The drawings were done largely by a young engineer by the name of Daniel Duclos. The story at this point becomes even murkier, with only those directly involved sure of what really happened. Suffice to say that the outcome was that Duclos and his partner took over the designs, added some styling, founded a company Delta Systems and named the resulting products the Toucan 860 and 1100. At this stage you could say "and the rest is history". Well not quite.

Breaking the rental blockage

The Toucan was exceptionally well marketed, international dealers were appointed and for the first year or two it sold well and volumes increased steadily as those who could see the immediate benefit snapped them up. However most of the buyers were end-users able to see the unique attributes of a pure vertical lift with ultra-compact dimensions and a slewing superstructure with around three metres of outreach as the solution



The product that sparked the industry - the original Delta Toucan 860

to their specific access problems. Rental companies however did not buy them as they considered them to be an end-user product, while giving the perennial response to any completely new product "no one ever asked for them". We all know that users tend to request what they already know or ask the rental company to tell them what they need - and what they almost always need is what the rental company has in its yard at the time. Sensing that Delta and the Toucan would settle into a rut, producing x number of machines a year as new end-users were found or existing ones replaced machines, and frustrated by being locked out of over 70 percent of the access market that passed through the hands of rental companies, Duclos realised he had nothing to lose in renting them out himself. After all, he could hardly be accused of competing with his customers as they weren't buying them! He launched a major sales and marketing campaign to rent his Toucan mast booms, spreading the word throughout France to anyone



ABM introduced a range of mast booms including the Orion with 8 and 10 metre working heights. The company was later acquired by Haulotte and the range discontinued

and everyone who might benefit from using a mast boom in place of a scissor lift or small boom and success soon followed. In some cases users went on to buy their own units, having proven their usefulness while renting. However a larger number of end-users started to ask their normal rental suppliers for mast booms and before too long rental companies were obliged to beat a path to Duclos' door.



Haulotte's first mast boom the HMN10P

Competition arrives

In the meantime Biramian had not been idle either and having seen his concept 'stolen' as he would put it, he built and launched his own two model mast boom product range, naming them the Orion which was a classic mast boom and the Orphée which had no slewing capability. For a while the two battled it out both offering their units for sale or

rent. Haulotte soon joined the fray with its own product the HM10P so more salesmen were out in the market spreading the word. It is for this reason that in France mast booms are so widely used and why for most of the product's life, the country has represented over half the world market for such products. In the States Lift-A-Loft seeing what Duclos was up to, introduced a more stylised and series-production version of its mast booms the AMR40 that looked a little similar to the Toucan. The new model still failed to win over American rental companies or the mass market and the USA remains resistant to the concept to this day. Lift-A-Loft still builds the



The Lift-A-Loft AMR40

AMR40 mast boom with working heights of up to 9.8 metres, which it supplies to a solid customer base. One feature it does now offer is an air powered version which has a particular appeal for sensitive environments. Just to go back a step, Haulotte, as with many other producers over the years, found it hard to make a decent margin with its HM10 and after a few years suspended its aspirations and mast boom production while it reviewed the product and the market.

One wonders if other countries will ever move in the direction of France or whether it will remain an anomaly. One thing is for certain, end-users are becoming a lot more savvy about powered access equipment and what is available, something that publications such as ours work hard to encourage. So it could be argued that the future is promising for the product sector as more potential users become familiar with the concept.

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Toucan now settled with JLG

To complete the Duclos saga, he ran into financial difficulties in the late 1990's and sold the Delta business to Grove which added it to its Manlift operation. It kept the Toucan name as its product brand for mast booms and invested heavily in marketing it. The company also introduced special ANSI/American versions of the product under the VR name to try and crack the massive potential in North America but failed to make an impact. The business, complete with its Tonneins production facility, was acquired by JLG in 2004 along with Liftlux scissor lifts and Manlift booms. The acquisition made JLG the market leader in this market overnight and naturally it retained the well-known Toucan brand name for this product sector.

Over the years a number of other companies have dipped their toes into this market, including Niftylift, CTE, UpRight and Manitou. All

struggled to make money at it, Nifty decided to 'pull' its Alley Cat product after having only shipped a few units, while the CTE PSS8/1 and 11/2 which were originally given the name 'Dumbo', never really 'got off the ground'. UpRight on the other hand having introduced a three model MB line persisted, although its presence in the market was somewhat on and off as it suspended the product from time to time or just built them to order. Amazingly two models of the MB product range are still produced and now sold under the Snorkel brand, forming an important part of the company's range- they are one of the few models with active pothole protection.

Second time lucky with Haulotte

After Haulotte suspended its original HM10P mast boom product, it went back to the drawing board and completely changed the design, making its product lighter and less costly to build. The resulting Star 8 and Star 10 models have sold really well and have given the JLG



A Toucan 800 in the Grove Manlift days



The Nifty Alleycat, a great machine but too expensive to build



The Toucan re-badged as a JLG in a classic retail environment



A Snorkel (previously UpRight) MB26E and a perfect mast boom application



The CTE PSS model never really made it far beyond the plant

Toucans a run for their money, eventually obliging the market leader to update its most popular models into the Toucan 8E and Toucan 10E.

Manitou does a double take
Manitou introduced a first class model the VJRT 8 and 10 but after struggling for some time, followed



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20 cranes & access April/May 2011



Haulotte's second attempt at the mast boom hit the right chord and the Star 10Ts chasing JLG for market leadership



Manitou's first VJR product, THE 105VJRT, was beautifully executed but too heavy and too costly to build

singer who was also known as the 'Little Sparrow'. With working heights of eight and 10 metres the range also offers models on rubber tracks for low point loadings on delicate flooring.

Spreading the word

It is a self-evident fact that the more salesmen knocking on doors selling an idea or product type, the faster it is likely to take-off. While the mast boom concept continues to expand slowly but steadily in many parts of Europe, the USA is still a market that is stubbornly resistant to the concept. JLG has failed to make much of an impression as did Grove before it and Lift-A-Loft before that. Perhaps now that Genie is active and Haulotte with its improved market coverage through its Bil-Jax acquisition, this will change? The problem will be though that as the economy continues to brighten, the first priority of many rental companies will most likely be to replace existing fleets of booms and scissors, rather than investing in what most of them will consider to be a niche product. To really take-off it the mast boom concept needs a 'champion' or two with the resources and the desire to create the market. This also applies to most of Europe outside of France.

What's on Offer

While a wide range of mast boom variations have been produced over

Haulotte's lead and went back to the drawing board, reintroducing its current two model line up the 80 and the 100VJR Evolution around two to three years ago. Manitou has not yet come close to matching JLG or Haulotte's volumes, but its recent agreement to supply its VJR models to Genie, which markets them as the GR20J and GR26J, could help change this.

With Genie joining Haulotte and JLG perhaps the mast boom's time has come?

That really brings us up to date, but lest you think that the

originator Duclos is no longer involved in the industry- think again. When he sold out to Grove he kept the rental fleet which eventually became

Access Industries and grew rapidly in the late 1990s and early 2000s, but failed and had to be restructured in 2002. It was then the subject of a buy-in and eventual rescue by Butler Capital Partners in 2005 and 2006. It is still a major rental company in France today and Duclos still has a stake in the business. As to his mast boom ideas he used his rental experience to get back into manufacturing in 2000 with ATN also based in

Tonneins (next door to JLG). The company builds several mast boom models with the Piaf name - after the famous



The Manitou VJR 10 Evolution is doing better than its predecessor.



ATN produces the only tracked mast booms on the market

the years, the product that remains the single biggest seller by far is the straight forward 10 metre working height (26ft platform height) mast boom with an overall width of around one metre.

Other products include eight metre working height (20ft platform height) models, some - such as the Snorkel MB20N - with an 800mm overall width for single door access and rubber tracked models which can be handy where point loadings are critical. A few larger models are also available, usually with telescopic jibs, and working heights of up to 13 metres (36ft platform height) and between 3.5 and five metres of outreach.

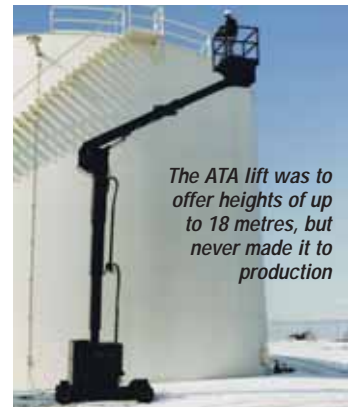


The JLG Toucan 10E in a classic industrial application



The Snorkel MB26J - check on outside use restrictions, some models are better performers outside than others

However these larger models have never really taken off in the mainstream market, with most buyers seeming to prefer to go with the ultra-narrow articulated booms such as the Genie 30/34N and JLG E300, which have largely the same performance but are more mainstream and possibly more versatile. There was an attempt in the early 1990's to introduce 14 and 18 metre mast boom models by a start-up venture Mobile Technology and Equipment.



The ATA lift was to offer heights of up to 18 metres, but never made it to production

A prototype of the 14 metre model was built and tested, but the recession and other issues ended the development before it became a commercial success.

So most manufacturers today focus on two models an eight and a 10 metre or, if you are familiar with using the US scissor and boom designations, 20 and 26ft.

Choosing which is the best model for you will probably come down to the supplier you prefer or who your local dealer is, rather than specification or even pricing. The reason being that all of the products produced today are pretty good and most have very similar specifications. The JLG Toucan is possibly the most refined, with a heritage of thousands of units produced since its launch in the early 1990's, but the others have their merits too.



The largest mast booms today are built by JLG with 12 and 13 metre working heights.



A Genie GR26J working on an overhead crane, more compact than a scissor with better overreach

Make	JLG	JLG	Haulotte	Haulotte	Manitou	Manitou	ATN	ATN	Snorkel	Snorkel	Genie	Genie	ATN	Lift-A-Loft
Model	T 8E	T 10E	Star 8	Star 10	8VJR	10VJR	Piaf 880R	Piaf 1000R	MB20E	MB26	GR20J	GR26J	Piaf 810	AMR40-22
Work height	8.15m	10.1m	8.2m	10.0m	7.7m	9.9m	8.8m	10.0m	8.0m	10.0m	7.7m	9.9m	8.1m	9.8m
Outreach	2.39m	3.08m	3.0m	3.0m	3.25m	3.1m	3.36m	3.46m	2.6m	3.0m	3.25m	3.1m	3.0m	3.0m
Capacity	200kg	200kg	200kg	200kg	200kg	200kg	200kg	200kg	215kg	215kg	200kg	200kg	200kg	227kg
Slew	345°	345°	345°	345°	350°	350°	220°	220°	360°	360°	350°	350°	220°	360 cont.
Platform size cm	90x85	90x70	99x70	99x70	90x75	90x75	90x80	90x80	78x73	78x73	90x75	90 x75	90x80	91x76
O/A Length	2.09m	2.82m	2.59m	2.65m	2.95m	2.82m	2.82m	2.93m	2.48m	2.8m	2.95m	2.82m	2.47m	2.79m
O/A width	990mm	990mm	1,000mm	1,000mm	990mm	990mm	1,003mm	1,003mm	810mm	1,000mm	990mm	990mm	1,200mm	1,004mm
O/A height	1.99m	1.99m	1.99m	1.99m	1.98m	1.99m	1.98m	1.98m	1.98m	1.98m	1.99m	1.99m	1.98m	2.33m
GVW kg	2,120	2,990	2,595	2,760	2,250	2,650	2,600	2,980	2,590	2,660	2,250	2,650	2,200	3,465

•Note outreach is working outreach, generally 500mm beyond guardrail

The chart above looks at the key comparison points - platform height, platform capacity and outreach of course, but then overall width, Gross Vehicle Weight, stowed length and height and turning radius, are all of interest, after all, these units are ideal tools for working in very confined areas. However as you will see there is very little difference between the main product offerings and interestingly very little difference between the best new products today and the original Toucan of 1992. One key development has been to keep the overall weight for the 10 metre models below three tonnes for easy transport, whether by trailer, 3.5 tonne truck, two axle trailer or in plant with a forklift.

confusion in this area with some manufacturers mixing up turning and clearance radius, two entirely different things. The key point to check is the crank angle of the steering axle wheels, the best almost go to 90 degrees. If you are looking to use the platform outdoors check if the machine has an outdoor rating and what the trade-offs are such as one man or lower capacity. At the same time take a look at the ground clearance available, some units will get hung up in uneven ground, while some have active pothole protection and better ground clearance.



A 10 metre ATN wheeled model

Spec for spec

As we have already mentioned the specifications do not deviate a great deal although one area that might be worth a look is the drive train. Some companies use full traction fork lift-type batteries with automatic top up system, while others use regular large lead acid batteries. One will provide more power, but be more expensive to replace if damaged. If there is a chance of abuse the regular batteries might be best. If you are used to fork lift batteries it should be no problem. Also check for direct electric drive, which will provide longer battery life with excellent gradeability and braking. Turning radius is another area where there is some differentiation, we did not cover this in our chart due to the

Bigger mast booms and how they compare

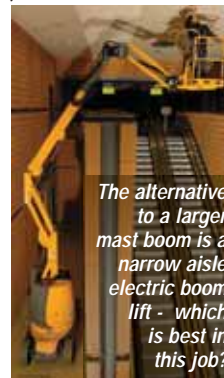
The only series producer of larger mast booms is JLG with 12 and 13 metre models. The units were originally designed when the Toucan product line was owned by Grove. The company has in fact designed a 14 metre model - the 1400 with almost seven metres of outreach - but the unit was 1.5 metres wide, weighed almost 7,000kg and never made it into series production.

This product is a clear alternative to the narrow electric booms built by companies such as JLG, Genie and Haulotte with many of the key specifications being very similar. Because of this we thought it might prove useful to see how they stack up in a side by side comparison. As



JLG produces a 12 and a 13 metre mast boom ideal for specific industrial applications

you will see from the chart below, the key benefits of the big mast booms are their up and over reach - at seven and eight metres they offer almost twice as much as regular boom lifts beating most 46ft (16m working height) booms in this aspect. They are also more compact and for the same width are considerably lighter. Their downside is of course outreach, although at 5.2 metres they are no



The alternative to a larger mast boom is a narrow aisle electric boom lift - which is best in this job?

slouches in this area. In the end whether you chose one of these or a narrow electric boom will depend on the job in hand and the prices you are offered. There is plenty of competition when it comes to narrow aisle booms, but only one supplier for big mast booms.

Small and different

While most products on the market have a working height of eight or 10 metres, French scaffold manufacturer Comabi has produced a smaller seven metre model called the Turbo 7. The unit uses a two section mast and a very unusual bi-fold jib with pedestal mounting to achieve the five metre platform height. The benefits are an 800mm overall width, 1.74 metres overall length and 1,080 kg overall weight - albeit with just 120kg platform capacity. As far as we know the unit has only been produced in small numbers and not sold outside of France. The company later produced a nine metre model with a similar jib design. Comabi did not respond to our requests for more information.



The highly unusual Comabi

Big mast booms compared to narrow aisle electric booms

Make	JLG Toucan	JLG Toucan	JLG	Genie	Genie	Haulotte
Model	1210E	1310E	E300	30/20N	34/22N	HA12CJ
Working Height	12.0m	13.0m	11.14m	11.1m	12.52m	11.7m
Outreach*	5.22m	5.22m	6.6m	7.0m	7.28m	7.0m
Up&Over Height	7.0m	8.0m	3.98m	3.86m	4.65m	4.74m
Capacity	200kg	200kg	230kg	227kg	227kg	250kg
O/A width	1.20m	1.35m	1.22m	1.17m	1.47m	1.20m
Height	1.99m	2.19m	2.01m	2.0m	2.0m	1.99m
Length	3.85m	4.07m	5.49m	5.1m	5.72m	5.36m
Stowed length x Height #	3.85m	4.07m	5.49m	3.5 x 2.08m	4.9 x 2.26m	3.86 x 2.22m
Slew degrees	343°	343°	360°	355°	355°	355°
GVW	5,200kg	5,600kg	7,000kg	6,430kg	5,171kg	6,970kg

* Working outreach -platform edge plus 500mm # with Jib tucked under
blue = mast boom orange = boom lift

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Traditional or new technology?

The last time we covered Rough Terrain cranes it was towards the end of 2008 when the construction equipment world (and cranes in particular) was basking in record sales and bulging order books. Just a few months later and the world was in the grips of a global crisis, sales had plummeted and orders few and far between. After two tough years Rough Terrain sales are on the up again which is good news for the crane sector as a whole as they tend to be a leading indicator for crane demand.

With the North American market accounting for around 50 percent of worldwide RT crane sales (about 1,600 in 2008 but falling to near 500 last year), those that want to become significant 'players' in this market have to cater for North American tastes. But are these changing?

Historically, the RT has been a 'jack of all trades' crane, a simple, rugged and reliable site workhorse. The first telescopic boomed RTs were seen at the end of the 1940s and early 1950s and Austin Western is generally credited with producing the first commercially viable machine, the five tonne capacity 4x4 SP, more than 50 years ago in 1953. These early cranes were essentially pick & carry cranes that could cope with poor ground conditions.

A key early development was positioning the operators cab at the

front of the chassis rather than behind the boom as on most early industrial cranes.

These first RTs were used in a variety of construction projects from road building to refinery contracts replacing industrial and smaller mechanical crawler cranes. However even at this early stage with the RT becoming the chosen lift in North America, Europe was leaning towards cranes that were easier to transport.

The fact that most Europeans prefer to rent an operated crane for each lift rather than the North American way of renting the equipment without an operator for a longer period was a prime factor in Europeans generally preferring truck mounted and then All Terrain cranes, while America went for the RT. After North America, the Middle East is the next largest market, taking



Integrated Logistics has taken two Terex RT 100 for work in Kuwait

around 30 percent and although Europe is generally an RT desert, Italy is the one oasis, being the leading European RT user and base for manufacturers such as Locatelli and the home of European RT production for Terex and Grove.

As the RTs became more popular and gained better reach and capacity they began to be used for steel erection and concrete placing, two high-level activities that were not particularly suited to the restricted visibility of the cab-down design. The obvious solution was to mount a truck-type superstructure on a rough terrain chassis which first occurred in the mid 1960s. Since then it has been more a case of evolution rather than major breakthrough developments, so that the machines we know today are not dissimilar to 25 and even 35 year old models. Capacities have steadily increased and users have got used to larger models so that 60 and 80 tonnes cranes are now quite widespread. On larger models main boom lengths have grown with up to 60 metres offered on the larger cranes.

The growth of RTs in markets such as the Middle East and Africa is primarily attributed to US contractors working on construction and petrochemical contracts around the world and taking their preferred equipment with them. The market leader (excluding Japan) is probably still Grove, which has led the market since the late 1960's, followed by -

in no specific order - Link Belt, Terex and Tadano. Only Liebherr, among the major manufacturers, does not participate in this sector. Several Chinese crane companies, including Sany and Zoomlion are also now knocking at the door and looking a slice of the action.

Oldest new name in the business

Last month's Conexpo was an interesting show for Rough Terrain cranes. Being a 'North American' product and on home soil, the show had all the major players - Grove, Link Belt, Terex and Tadano - along with the Chinese contenders, as well as Minnesota-based Badger Equipment and carry deck crane producer Broderson which both showed cab down models.

Badger is the oldest 'new' name in the business with a history dating back to the originator of the swing cab RT (Sargent) in the mid to late 1960s and Warner & Swasey. Now part of Manitex International the company showed its 30 ton, cab down CD4430 which is aimed at the refinery, bridge and petrochemical markets. The three model range has capacities of 20, 25 and 30 tons and features a distinctive, forward mounted two door cab. The company says that it is working on a four section (rather than the current three section) boom in order to reduce the overall length from 11.2 to 9.1 metres. It will also produce a road rail version.



Now part of Manitex International Badger used Conexpo to show its 30 ton, cab down CD4430 aimed at the refinery, bridge and petrochemical markets

rough terrain cranes C&a

Largest capacity RT currently in production – the Grove RT9150E

crane on a compact and durable chassis.

Certainly using the GMK boom - which features Grove's Twin-Lock pinning technology - results in a lighter, longer and in terms of capacity, a stronger boom. Maximum radius with main boom is 56 metres at which it can lift 1,700kg. A hydraulically offsettable bi-fold 11 to 18 metres swing away extension takes the tip height to 81.4 metres.

The RT9150 is not a small crane at 3.8 metres wide and weighing the best part of 90 tonnes, so transportation is, as with any big RT, an issue. To simplify things it

has removable front and rear outrigger boxes and counterweight.

Grove has also launched the RT765E-2 a new 65 ton replacement for its popular 60 ton RT760E "We have strengthened the boom and outriggers, increased the capacity from 60 tons (55 tonnes) to 65 tons (60 tonnes) but kept the same four-section, 33 metre full-power boom," said Neil Hollingshead,

World's biggest RT

The biggest RT news at the show was the launch of Grove's 150 ton RT9150E – the largest capacity RT currently in production. The new model combines, in essence, the GMK 5130-2 All Terrain crane superstructure with the RT9130E Rough Terrain chassis. Grove says that the combination gives a high capacity, long boom (60 metres)



Tadano launched two new large 'American style' RTs, the 75 ton GR-750XL-2 and the 100 ton GR-1000XL-2 at Conexpo

Manitowoc's product director for AT and RT cranes. "The RT760 was very popular and one of Grove's best cranes so we didn't want to change it that much. Overall the load chart of the new crane has increased by just over 10 percent."

The hydraulic single-axis controls which have proved popular with operators have been retained. Outriggers can be set up fully retracted, half extended and fully extended and an optional counterweight removal system can reduce transport weight to 35.5 tonnes.

Although the basic design of the RT has remained the same for several decades, operator cabs have steadily improved. Both new Grove RTs feature a new generation cab that

offers better visibility and comfort. The "full vision" design has more glass and on the RT9150E can tilt up to 20 degrees, for improved operator comfort and visibility. Inside the RT9150E cab, operators have Grove's EKS5 load moment indicator and ECOS electronic controls. As well as managing and monitoring the crane's major functions, ECOS also gives feedback on a variety of conditions, including fuel level, low brake pressure, hydraulic and transmission oil temperature and engine stop.

New Dash 2 Tadano

Tadano has launched two new large 'American style' RTs, the 75 ton GR-750XL-2 and the 100 ton GR-1000XL-2 which become its two largest models in its five RT crane

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A typical application for a Grove RT700E

line-up which now extends from 15 to 100 tons. The new Dash 2 range features a new management system called 'Hello-Net' that uses telematics technology to allow the owner, maintenance engineers and manufacturer to gain remote access to data and location.

An Eco mode system controls maximum engine speed which Tadano says improves fuel consumption by 30 percent and this is coupled with a new positive control system which uses a revised hydraulic circuit layout further reducing fuel consumption. All fuel savings are constantly monitored and displayed on the new AML (Automatic Load moment Limiter) screen in the cab.

Tadano's latest AML detects almost every boom movement, angle, elevation and pressure as well as the

extended length of each outrigger, displaying the crane operating conditions (such as moment ratio, boom length, boom angle, load radius, slew position, actual load, total rated load, outrigger position, jib length, jib offset angle and main hydraulic pressure) to ensure safe operation.

Both of the new Dash 2 machines have a new rounded profile, high tensile steel boom which, it is said, reduces weight while improving boom strength. And depending on the work being carried out, two telescoping modes are available. Both also feature a new superstructure, improved cab and controls and new chassis frame which is both lighter and more rigid. The Mitsubishi powered GR-1000XL boasts a maximum travel speed of 22mph. Tadano says that the sale of

these cranes will be limited to North America and has been particularly successful taking 65 orders for the GR-1000XL and 40 for the GR-750.

Terex upgraded

Although Terex's 100 ton (90 tonne) Terex RT 100 – one of the first RT's to boast an All Terrain boom - has been around for about 18 months, an updated version has been launched featuring a 53 metre boom and maximum tip height with extensions of 68 metres. Conveniently equipped with a new self-removing counterweight, the RT 100 is the second largest RT in the 15 model Terex range which extends from 27 tonnes to the 118 tonne RT130.

Taking the Pulse with Link Belt

Another big North American brand - Link-Belt - has a sizeable seven model 30 to 130 tons range.



Link-Belt RTC 8090.

Link-Belt's big news this year is its new Pulse total crane operating system which it is installing in all cranes including its RT models. The Pulse system is an intuitive, easy-to-use crane operating system that has been designed completely in-house. Far more than just an RCL, the system includes an extended mode controller, self-diagnostic capabilities and continuous monitoring of multiple crane functions and conditions.



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Chinese invasion?

Possibly the biggest news in the RT market is the arrival of Chinese manufacturers such as Zoomlion and Sany, both of whom attended Conexpo. Sany had one of the largest stands at the show and with new 'globally designed' products and North American personnel. The company has been operating in the region for around four years (see article on page 30) but the time and effort it has invested in new models, staff and product support recently has certainly got the other manufacturers sitting up and taking note.

Sany currently has three RTs in its range – the 40 ton SRC840 and two 60 toners - the SRC860 and the long boom SRC860XL. The company makes extensive use of US component companies such as

Braden winches, Cummins engines and Dana powershift transmissions. Watch out for larger capacity cranes – the company says that it currently has an 80 ton machine on the drawing board and is planning a 120/125 ton model.

Zoomlion has spent the past 12 months refining the products it announced in early 2010, its range now extends to four RT cranes from 35 to 100 tonnes. Designed specifically for western markets they are distributed worldwide by Houston, Texas-based Global Machinery & Equipment. As with Sany it uses premium name components and claims a significant price advantage over North American producers. But will this be enough to tempt and change the buying habits of traditional US Rough Terrain crane buyers? Time will tell.



Zoomlion RT60 and RT80

Double shift Link-Belt

Dallas, Oregon-based JW Fowler used its 120 tonne three axle Link-Belt RTC-80130 Series II Rough Terrain crane to work two, 10 hour shifts for five months on the Balch Consolidation Conduit sewer project in Portland, Oregon. The RT handled boring equipment, helped with headwall construction and lifted a 22.2 tonne, four metre diameter manhole base into an 11 metre shaft. Thanks to the RTC-80130's ability easily to remove its own counterweight, it was light enough to be able to drive the streets of Portland to other shaft sites, quickly reinstall its counterweight and be ready for the next lift.



The RTC-8130 worked two, 10 hour shifts for five months in Oregon.

Two RT 100s for Kuwait

Terex Cranes has delivered two 90 tonne RT 100 Rough Terrain cranes to Integrated Logistics in Kuwait. Both cranes will be used for maintenance tasks in the petro-chemical and gas refinery sector.

The two cranes include standard air conditioned cabs and share a 15 metre swingaway boom extension between them. "Being able to share a single main boom extension for both machines was a cost-effective solution that our company appreciated," said Saleh Al Huwaidi, chief executive of Integrated Logistics. "Also, offering higher capacities than other cranes of similar size, the RT 100 is an ideal solution for the wide range of pick & carry jobs that we do. The ability to manoeuvre safely in areas where other cranes cannot go is a strong advantage for our customers."

The Terex RT 100 was one of the first of the new long boom Rough Terrains that match the more sophisticated booms from All Terrain cranes with a compact RT chassis.

Its six-section 53 metre main boom has a maximum tip height of 55.8 metres and two synchronised telescoping modes.

Integrated Logistics, part of Integrated Holding, specialises in heavy lift cargo handling, heavy lift erection, and the transportation of over dimensioned cargo. It also provides customs clearance services and supplies a wide range of construction and lifting equipment to support major projects in the region.

The company's equipment fleet currently exceeds 2,000 units, including 300 cranes ranging from 25 to 1,600 tonnes capacity - a Terex CC8800-1.



Integrated Logistics Co. KCSC has taken delivery of two 90 tonne capacity Terex RT 100 Rough Terrain cranes in Kuwait to work on maintenance tasks in the petro-chemical and gas refinery sector.

20 RTs on the Panama Canal

Italian crane manufacturer Locatelli has supplied 20 Rough Terrain cranes - 12, 30 tonne GRIL 8300T and eight, 60 tonne GRIL 8300T over the past 12 months to the consortium working on the widening of the Panama Canal, one of the largest and most important construction projects in the region.

The 'Grupo Unido por el Canal' – a combination of Impregilo, Sacyr Vallehermoso of Spain, Somague from Portugal, Jan de Nul from Belgium and Panama's Constructora Urbana – are building a new system of locks as part the plans to widen the Panama Canal. Work on the project - which will involve approximately 8,000 workers - is due for completion by the end of 2014, the centenary year of the opening of the Canal.

The new series of locks - one on the Atlantic side, the other on the Pacific - will allow increased levels of commercial traffic on the canal including the larger capacity Post Panamax vessels that it is currently unable to accommodate.

Locatelli has supplied 20 RTs to the contract widening the Panama Canal



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Grove cranes
range in capacity
from 8t to 450t
(8.5 USt to 550 USt)

The start of something big?

Over the last three years Sany has made enormous strides from being a Chinese manufacturer selling Chinese products around the globe, into a manufacturer with more global potential. By employing experienced, European and North American staff and designing for the worldwide market, the company is becoming a force to be reckoned with. Its first North American-designed product was a Rough Terrain crane. Mark Darwin had a chance to find out more from Sany's product manager of cranes Rick Hunter at Conexpo in Las Vegas.

When Rick Hunter joined Sany almost three years ago he was the only North American on its payroll. At that time the company did not have a Rough Terrain in its crane line-up or any experience of the sector. Hunter, having spent 10 years with Link Belt, therefore played a pivotal role in the development of its first RT released in 2009. He toured the USA with a team of Sany engineers talking to customers and carrying out competitive research. The result was the first Sany RT - a 60 ton unit - designed primarily for the world's biggest market - North America. Three years on and Sany has three models in its RT range - the 40 ton SRC840, the 60 ton SRC860 and seen for the first time at Conexpo, a long boom 60 ton SRC860XL. Hunter says that these latest cranes are already fourth generation machines, following constant development and improvement over the period.

"The RT cranes have a North American design but are true global machines," says Hunter. And as if to illustrate the point he reels off



Rick Hunter

orders for 10 units to South Africa, two in Brazil, and five to the Middle East.

"Even though Sany produces around 5,000 cranes a year, the RT market in China is tiny and therefore it did not have such a crane. So the current product range has been designed from the ground up for a world market. Once the prototype was built we spent a few months of internal testing before hiring US-based All Test & Inspections for ANSI testing. After some styling improvements and a few more



Sany launched two new RTs at Conexpo

minor changes, which helped save some weight and improved the machine's we were ready to go and so this Conexpo is the true launch of Sany in the Americas."

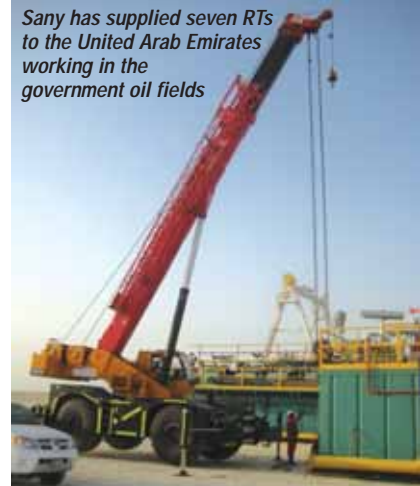
The latest model, the SRC860XL - features a 140ft main boom which Sany claims is 24ft longer than its closest competitor, a quick check showed that in fact while the equivalent Link Belt offers 115ft and the Grove and Terex RT760 110 and 111ft respectively, the Terex RC60 offers 131ft and the Tadano GR55EX offers 139ft of main boom.

Hunter says that there is currently an 80 ton machine on the drawing board and this will be followed by a 120 or 125 ton and a 150 ton machine in the future.

"Sany was successful selling products over the past few years mainly because the competition had extended supply/capacity issues," says Hunter. "Now we have machines that can compete on specification and performance. The new SRC860XL will match the equivalent Tadano, it has the longest boom and can outpick any 60/65 ton machine and we have a 10-15 percent price advantage through efficient manufacturing in China."

"Sany is viewed as a premium product in China because of its extensive use of western components such as Rexroth hydraulics, Parker

Sany has supplied seven RTs to the United Arab Emirates working in the government oil fields



pumps, Husko and Eaton hydraulics, Dana and Axletech axles and transmissions. We look for global partners that have commitments in China or are willing to step up and grow their business to supply parts and service to Sany customers all over the world. As you can see through the high profile advertising at Conexpo, we are putting a face to Sany so that people can get to know the company. We have hired Brian Kershaw, ex-Manitowoc as service manager for cranes, John

An SRC550H outside the Sany factory



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Lanning ex-Manitowoc and Link Belt to head up the design of the new global crawler cranes. Sany recognised the need for international talent and is committed to the globalisation of the company."

Over the past four years the RT market has changed. When Sany started developing the new 60 ton crane that sector accounted for between 30-40 percent of sales. However this has almost halved as volumes fell and as 80 ton capacity machines have become more popular.

"Everyone wants more capacity and longer reach and this can be seen with the introduction of a 150 ton RT at this show. Over the next few years we will also increase our range to 150 tons."

Historically, the RT crane has been a relatively basic, tough, pick & carry type crane. With the American market dominating world sales, with most units going to the rental companies, so machines have to be simple to use and 'bullet-proof' in terms of reliability.

"We are seeing RTs getting more and more sophisticated," said Hunter. "But we find that being easy to operate is a must. Anyone could operate one of our machines after just a 10 minute tutorial - they are that simple to drive. The cab touch screen is easy to read and goes through a simple set-up process, asking which hook block you are running and parts of line etc. The

screen has two different modes - travel and lift - and it incorporates all the essential gauges and information within the display. The dash is neat and clean, unlike some competitors that have banks of switches. Sany designs and produces its own load moment indicator so costs can be kept down and each can be exactly tailored to the product."

"We also have two boom presses that allow us to design and produce a range of boom designs using higher strength steels. We found the Chinese steels were not of a high enough quality for us, so we now import high quality, high strength steel from Sweden - the same as our principle competitors. For all the important components we use the top of the line manufacturers so that customers can be confident and comfortable with the products."

But by using these top components, isn't it difficult to maintain the price differential?

"Yes it is getting more difficult, however Sany's lean manufacturing and process controls provide lower manufacturing costs, allowing more to be invested into components. The RTs are currently built in China but the intention is to start building products in America by June of this year -excavators and concrete pumps- with RT cranes coming on line possibly by the end of this year, depending how successful we are at this show. There is always a constant pressure on costs

particularly when using better quality components and we are currently going through a cost analysis to see which products should be built in the USA, Europe or China."

"Sany America had a two year start over Sany Europe in Germany. We were in the process of finding the right people when the economy hit the skids and we put the factory plans on hold. More focus and effort then went into the German operation which should mean that by the next Bauma in 2013 will be really exciting. Three years ago we had two Chinese designed crawler products - 150 and 250 ton machines - now we have five global designed cranes and three RTs. The German engineers

The Middle East is the second largest market for RTs



At work on a contract in China



are currently working on a European All Terrain crane."

As mentioned earlier, North America is by far and away the largest market for RTs. In 2008 more than 1,600 were sold although in 2009/10 this has apparently plummeted to around 500 units but is slowly starting to pick up again. Sany's entrance is therefore timely and should help the company achieve its ambitious 'Top five construction equipment manufacturer' plans.

Founded just 22 years ago it is the largest heavy equipment manufacturer in China and already among the Top 10 manufacturers in the world, employing more than

30,000 worldwide. For the last decade it has achieved an annual growth rate of 50 percent which it maintained through 2008 and 2009 in spite of the global economic recession and achieved \$3 billion in sales revenues. Many subsidiaries have been added with Sany America - formed in 2006 - headquartered in Peachtree City, Georgia, and Sany Europe in Cologne.

The difference from being a Chinese manufacturer selling products around the world to being a true global equipment manufacturer is huge. However looking at its latest products and investment plans, it looks well on the way to succeeding in its aims.

The company is currently working on an 80 ton RT with plans for machines up to 150 tons



The cab of the new SRC860XL

Conexpo 2011 has positive vibe

Hardened international equipment show-goers would have been slightly disappointed with Conexpo 2011 held in Las Vegas last month. The show itself attracted almost 120,000 visitors down about 20 percent on 2008, but it still attracted the same number of overseas visitors (about 28,000) probably bolstered by those unable to visit Bauma, due to the ash-cloud flying restrictions.

Despite the on-going economic climate, the show had a positive vibe with a general feeling of optimism emanating from both exhibitors and visitors. However, those that had made the effort of visiting Bauma 2010 would not have seen too much in the way of new equipment with many manufacturers deciding to put on a show for the Americas and Asian visitors with 'new' exhibits seen at Bauma.

Having said that, Conexpo was very busy and there was still much to see, including some brand new products. Although better than 2008, the show layout is never very easy to navigate with several cranes and access related stands scattered well away from the main Gold and Silver Lots. In fact several of these ostracised exhibitors put forward a proposal to the show organiser to group similar products more appropriately for the next



exhibition in 2014.

All of the major global crane, access and telehandler manufacturers had a good presence and as expected on home soil, there was a particularly strong North American showing. Perhaps surprisingly, Chinese manufacturing giant Sany signalled its intentions in North America with one of the largest and most impressive stands at the show. As well as launching 16 new products including five new cranes, the company was clearly out to impress. If the stand was anything to go by, the development of the company in North America over the last three years has been phenomenal and this could plainly be seen by comparing it with the other Chinese stands such as XCMG and its neighbour at the show, Zoomlion. By employing experienced North American designers and management its new 'global' cranes must now be considered a viable threat to the established manufacturers such as Liebherr, Terex, Manitowoc, Link Belt, Kobelco and Tadano. Ultimately its success is dependent on extending its 'global' product ranges and getting its parts and service support right, but the company has certainly made huge

strides. If the other Chinese manufacturers need any advice on what needs to be done to crack western markets – they should take a look at Sany!



Sany's new 8200 crawler crane Porsche-designed cab



Liebherr showed its 285 EC-B 12 Litronic flat top crane which has a 246ft max jib length and 1,066ft max hook height (tied in)

It was also good to see many customers getting out their cheque books with a number of hefty deals from North American customers announced at the show including a \$20 million, 40 crane order for Terex by Empire Crane; a 14 crane order from ALL Erection & Crane Rental and a six crane order from Southway Crane & Rigging of Byron, Georgia for a variety of Link Belt cranes and a total of 14 Sany crawler cranes to Four Seasons/5J Trucking, Clark Crane, Deep South, Rocky Mountain Crane Services and Chicago-based Imperial Crane.

As well as being appointed distributor for Tadano RT and AT cranes for certain states in America, Coast Crane placed a \$10 million order for RTs for its rental fleet.

Manitowoc also had good orders at the show with All Erection & Crane Rental Corp taking a Manitowoc 16000 crawler crane with wind attachment and a Grove GMK6300L all-terrain crane; AmQuip adding a Grove GMK6400 AT; Essex Rental Corp taking 12 RTs including two new RT9150Es and Groves Equipment Rental Company purchasing one RT9150E.

Highlights of the show? From a cranes point of view there were several. Sany unveiled three new 'North American-designed' crawler cranes - the 300 tonne 8300, 200 tonne 8200 and the 100 tonne 8100. Its new range of Rough Terrain cranes continues to be improved and two were on show - the SRC840 and the SRC860.

Link Belt's impressive and growing range including the TCC1100 telescopic crawler which attracted much overseas interest, the ATC 3275 All Terrain and the all-new 150 US ton 238 HSL crawler crane, not to mention its new in cab information system.

Kobelco kept very quiet before the show surprising us all with the new G (Green) series crawlers. Although

only two were on show - the 110 US ton CK1100G and the 275 US ton CK2750G - the whole crawler model line-up will be upgraded. Improvements which result in almost a new machine include new Tier IV engines, up to 30 percent improvement in fuel consumption, increased transportability, new cab and information centre, improved counterweight installation mechanism and new hydraulic circuits.

Two new Grove RTs were seen for the first time at a show, including the largest RT currently in production, the 150 US ton RT9150E. Staying with RTs, Tadano also unveiled two new American-style cranes, the 90 tonne GR1000XL-2 and the 68 tonne GR750XL-2.

Other highlights included JCB's largest telehandler to date the High boom 512-56, Jekko's extendible undercarriage SPX1040 mini crane, the board handling attachment from Bravi, JLG's 150ft 1500SJ Ultra boom and new spider or compact crawler range, an XCMG loader crane, three new Snorkel platforms - the 66ft straight boom T60JRT, the 62ft articulated boom A62JRT and the 60ft S6090RT scissor lift and Terex with its new Roadmaster 9000 and Crossover 6000 boom-truck/truck cranes.

As well as new machines on show, Manitowoc showed off its first fully remanufactured crane - a 1996, 20,000 hour Model 888 - under its Encore Partners programme. The impressive like-new rebuild was handed over to its owners Turner Industries Group by Manitowoc Crane Care and dealer partner H&Equipment Services, said to cost 50 percent of the price of a new crane.

Given that one picture is worth a thousand words, we will now shut up and let you see the show for yourself.....



(L-R) Carlo Molesini, Carmelo Scillia and Jeffrey Burruano



A JLG T350 trailer platform



Elliot H110 HiReach platform



Altec's track mounted AC38-127S



An IMT four extension 17-117DL loader crane



Bill Stramer of Link Belt introduces new products at the show



A few UK visitors made it to Conexpo including Ian Gordon (R) md of Kier Plant seen here in front of Tadano RT with Satoru Oyashiki and Thomas Schramm of Tadano



A Dingli made Orange Machine push around with the rodeo sponsor banner



Andrea Certo of Oil&Steel showing a spider platform and PIM loader



A Zoom Boom 20044 telehandler on the Skyjack stand



Bravi's innovative board handler



Genie's new addition - the GR26J mast boom built by Manitou



Hinowa's Dante Fracca with JLG's global director of product development Jeff Ford with the new JLG spider lift



A very busy Grove stand included its latest GMK6300L AT and with a Potain MCT 88 tower crane and an Ultra View cab



GKS wireless lift pads



Hydro Mobile were one of the few exhibiting mastclimbers and hoists



Haulotte Compact 2668RT - 4WD, 40% gradeability and 47 inch platform extension



IPAF demonstrated the relative weight distribution in an excellent demonstration highlighting the dangers of inadequate assessment of ground conditions



Broderson's new export sales manager, Nelson Morris



Gehl's 150th anniversary skid steer's paint job attracted much attention



Haulotte HA46JRT



Debra Barrow of Certified Equipment with Robert M Parker following a 100 Dingli scissor lift deal from Orange machines



Fassi showed several cranes on its stand including this F330



Genie S3800 shipyard boom



Hectronic's remote controlled Genie GS1930



How not to lift a loader crane - this was on the XCMG stand during set up the day before the show opened



First showing in North America for the JLG X700AJ spider platform



Crawler crane designer John Lanning featured prominently in Sany's promotional campaign



Haulotte N American management including Michael Kuharik, Bernie Duque, Steve Gooding, chairman Alexander Saubot and Thibault Mouillefarine



Kobelco kept quiet about its new G (Green) series of crawler cranes. The 275 US ton CK2750G is the largest in the range



Kobelco G series crawler new touch screen



Mighty Crane md Masatake Sakamoto with Vertical Press publisher Leigh Sparrow. Two spider cranes are now CE marked and ready for sale in Europe



New for Conexpo, the 150ft JLG 1500SJ



JLG Lull and Skytrak telehandlers



Link Belt TCC1100



Mobile advertising from Zoomlion



Largest High Boom JCB telehandler - the 512-56



Many tried the crane simulator challenge



Largest in the YardBoss range of industrial cranes - the 25 ton Grove YB7725 which was co-branded as a Shuttlelift CD7725 for the show



Manitowoc Cranes president Eric Etchart



The Broderson range of pick and carry cranes



Liebherr's popular K81 tower crane



Manitou and Gehl shared a stand in one of the halls



Maeda showed five ANSI compliant mini cranes



Largest RT - the 150 ton Grove RT9150E



Link Belt boom mounted basket



Kevin Bradley the new vice president Terex Cranes



Largest of the new 69 inch wide rough terrain series - the 40ft Genie GS4069



Liebherr press conference started the show bright and early on the first day



The new MEC 2659RT crossover



Kobelco G series crawler features a new cab and opening screen

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Not new but certainly impressive - the Teupen Leo 50GTX



Now part of Manitex, Badger was showing its tidy cab down 30 ton CD4430 RT crane



Niftylift's static base Deck Rider is designed to improve productivity in the steel erection sector



The 'like-new' refurbished Manitowoc 888



Skako Lift and Blue Lift stand personnel with some essential reading



Laurent Guillaux (L) and Simon Cracknell JLG's senior European sales directors



Rod Abbot and Dick Wheeler from NRC Plant were very impressed with the new TCC1100 telescopic crawler crane



A Screw sucker platform mounted pump



Not many Bobcat telehandlers on show - here is a V619



Brad Boehler and Dave Stewart of Skyjack



Ron Defeo chairman of Terex in full flow at the press conference



Reach Master/Skako Lift has taken on the distribution of Bluellift in North America and showed the 21m B72



Skyjack was showing a lot of equipment



One of the younger show visitors on the Rayco Wylie stand



Sany 8300 boom mounted winches reduce transportation weights



Part of Dieci telehandlers busy stand



Snorkel sneaked this push around mast type platform onto the stand to gauge customer reaction



One of two Sany RT1s - the larger 60 ton long boom SRC860XL



Mark Thurston relaxing on the Snorkel stand



Snorkel MB26J



Riggers stand



Palfinger PK 150002



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Zoomlion QUY 260 crawler



Terex showed its new Crossover 6000 boom truck, the new Roadmaster 9000 and a long boom (53m) RT100



Trail King was just one of a few trailer manufacturers at the show



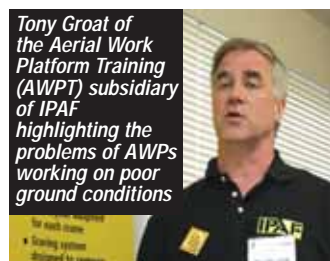
The Xtreme stand was probably the most packed and certainly the most colourful



XCMG's 40 tonne metre SQ16ZK4Q loader crane



The 65 ton Grove RT765E-2 is an upgrade to the RT700E series



Tony Groat of the Aerial Work Platform Training (AWPT) subsidiary of IPAF highlighting the problems of AWP's working on poor ground conditions



The Genie 2646 Aviation Slab Scissor with distinctive yellow aircraft protection padding



Zoomlion Rough Terrain cranes



XCMG QY130Y



The latest Mobilift pick and carry crane has a new cab and controls



Custom Equipment was out in force



Tadano's new GR750XL and GR1000XL RTs



The new Jekko SPX1040 with extendible undercarriage



Terex Hydra HPT 11-38 underbridge unit



Spydercrane showed a range of Unic mini cranes and attachments



The new Manitowoc 31000 model will be available with a full boom and luffing jib at a 1:50 scale. Only 500 are available at \$1,800 each



The impressive Link Belt Pulse information system



XCMG sword dancers



The new Snorkel S6090RT



Socage DA65 pickup truck mounted boom has a 31ft outreach and 550lbs basket capacity

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Remotely operated

While remote controls on mobile lifting equipment have been around for more than 50 years, their popularity has only really gathered pace over the past decade and now looks like becoming a standard feature on some types of equipment.

Looking solely at the equipment we regularly cover remotes are now mainstream options or even standard equipment on loader cranes, spider cranes and spider type aerial lifts, while being a necessity on self-erecting tower cranes. However in addition to these products where they are now becoming the norm, rather than the exception, they are increasingly being specified on All Terrain cranes and even crawler cranes particularly for setting up and duties such as counterweight installation.

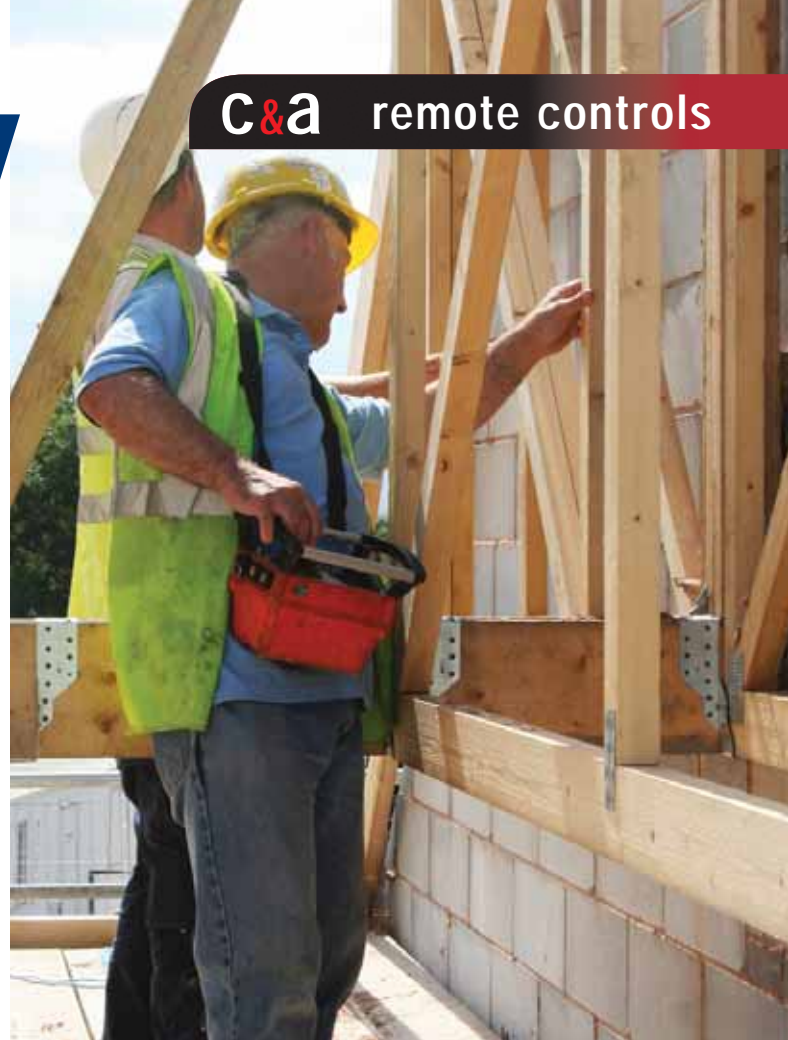
As their take-up gathers pace and volumes become significant, two things have occurred. One - the cost has come down, encouraging manufacturers to add them as standard equipment at least on the higher specification models in their ranges and two - remote control manufacturers are putting more effort into development, adding numerous user-focused features that make them more practical while helping to maintain average unit pricing levels. One aspect that has helped encourage remote control usage is the advent of reliable, secure wireless radio remote controls. In some cases these radio remotes are being replaced by Bluetooth controllers although for most users how the signal moves between the controller



Remote controllers are getting smaller

and the machine is not important. What really matters is that the remote control works every time and is easy to use. In recent years much of the development went into making the remotes more compact, more ergonomic and easier to use however the latest developments appear to focus on information displays on the controller and data transfer.

Before we look at some of the latest developments from the main manufacturers the widespread use of remotes does in some areas create other issues regarding safe operation and the need for separate signallers etc. As such it is worth



running thought how remotes are used on each type of product.

Loader cranes

Remotes are now becoming a standard feature and only a small minority of operators would consider buying a new crane without a built-in wireless remote. It is both more efficient and safer and few if any would argue the contrary. A remote controller allows the operator to rig/hook up his own loads and then stay with the load for perfect placement - no need for a separate slinger or signaller. This can be particularly handy when placing loads outside the normal line of vision. The only counter argument in cases such as this, mostly restricted to larger loader cranes - is that the crane itself is

left unattended for passers-by to interfere with it, or should the crane began to tip due to subsidence the operator could be unaware. To counter this it can be said that the better systems do have security - although this will not stop a smart Alec who presses the emergency stop button - but that is always a risk. As being unaware of subsidence, the fact that the operator is close to the boom tip, he will in fact see a magnified version of any movement - albeit dulled by boom flex. Whether he is then in a position to do anything about it depends on the individual case. He might be able to respond more quickly and drop the load? This should be the subject of a risk assessment carried out before starting the lift.



While wireless or Bluetooth is the future, umbilical cord controls are still popular for counterweight removal etc..



Radio remote controls are now almost standard on loader cranes and have a massive impact on safety and efficiency

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Handling glass is ideal for remote control usage

Spider type lifts and cranes

The main use for remote controls on track type spider lifts is largely to replace or replicate the lower controls. The major and highly significant benefit is to be able to stand well clear of the machine while it is being travelled. Narrow aisle spider lifts or spider cranes, particularly those with 600 to 800mm overall widths are notoriously unstable when travelling on uneven ground or traversing a side slope. Moving too fast and then turning too sharply, or hitting a kerb or other obstacle can easily tip a unit onto its side. If the operator is using the lower controls the chance is that the machine weighing a tonne or two will fall on him causing serious injury or even, as in one recent case, trap him under the machine. The other risk is when loading onto a trailer or truck. As the unit is driven up the ramp the operator is best to stand not only well clear, but in a position where he has the best view. Finally as these machines are designed to gain access to the tightest of areas, they are often tracked down alleyways which they just fit. In such cases the operator may well want to stand at one end or the other to gain the best view.

All Terrain Cranes

Still a fairly recent addition, remotes are now gathering pace and are likely to become a standard feature in the years to come. At the moment they are largely used for an increasingly wide range of set-up tasks. Liebherr has been a pioneer in this area with its Bluetooth system. The remotes can be used to set up the outriggers, ideal for a one-man crane where the operator can finesse his mats and cribbing from one location. They are also used to operate the counterweight installation and to unhook the main block from the tie down as well as help when installing a boom extension. All of which helps make

the operator more efficient at the same time as being safer. Interestingly Liebherr was possibly the first company to include a remote control, albeit a wandering lead remote, on a mobile crane? Back in the early 1960s its AUK mobile tower cranes were all equipped with remotes.



Liebherr's Bluetooth remote system is leading the way for setting up mobile cranes.

Crawler cranes

Remotes are a little less common but becoming popular on larger models to help with the assembly of counterweights and tracks etc. They are also now being used for travelling a large rigged crane. A recent example of the benefits of such a method were highlighted when a German company saved its Liebherr LTR1200 from tipping over - the operator was travelling the crane from the remote, allowing him



C&a remote controls



to keep a very close eye on the ground deformation as the crane moved, he is likely to have gained precious seconds by spotting subsidence and then be in a position to take action immediately rather than having to climb down from the cab, assess the situation and then climb back aboard.

Self-erecting tower cranes.

While self-erectors come standard with remote controls with just about a 100 percent take up, this was the only area where we picked up any real dissension. The main thrust of the argument was that an operator on the ground will never have as good a view of the lift as one in a cab above. This is of

Operating with a remote allows the operator to often gain the very best view and be close to the placing of the load.

course debateable in a long jibbed tower crane where the operator can be 60 or 70 metres back from the hook, while an operator on the ground with a remote can be right alongside the load. The argument goes that the practice of using an operator on the ground with a remote control and having him be the slinger/signaller as well as the operator is more of a cost saving exercise than anything else.

However the arguments we heard were more to do with the use of self-erecting cranes to replace top slewing luffers than the pros and cons of remote controls. One person we spoke with said that too many



Using a remote to drive this crane may have saved it tipping?



self-erectors were being used as cheap luffers on restricted sites with the jibs being folded every night due to over-sailing risks. The problem with this of course is that few self-erecting cranes are designed to have their jibs folded and then unfolded every day. But that's another story - another issue.

Many consider that a good operator using a good quality remote controller is by far the safest solution. He can rig his own load to his satisfaction along the lines of the best old-time crane operators who would climb out of the cab and give a rigged tricky load the 'once over' before starting the lift. As the lift progresses the operator can follow it and does not need to worry about any communication slip ups that can occur between a banksman and him. If a banksman is on site then he can always follow the load from another view point adding to the safety aspect.

What's happening on the technical front?

Having set the scene what are the latest developments from the



leading producers? While dozens of manufacturers of remote controls are out there, when it comes to cranes and aerial lifts the list tends to be relatively short with the following companies dominating: Autec, HBC Radiomatic, Hetric, Scanreco, Teleradio, Teccis, Ikusi and Imet.

Current developments largely revolve around the size of the controller, the addition of good sized information screens and data exchange between machine and controller. With the rapid development of smart phone technology it is now possible to envisage a remote controller not so much larger than a smart phone with a clear informational read out and touch screen controls, replacing push button controllers while forming a central role on large crane controllers. A number of significant developments are in the pipeline which make this more of a reality, however an even more intuitive system may be the way to go? HBC Radiomatic is preparing to launch what sounds like a Wii-style remote controller for cranes. The company says that it will unveil the new product called the Radiomatic Pilot at CeMat in Hanover. Depending on how much the operator inclines the transmitter, the speed of the crane function will adjust accordingly. Peter Pfanz, HBC sales manager for Germany says: "We are entering a whole new dimension of intuitive, motion sensitive control of crane functions, but at this point we do not wish to go into more detail."

Radiomatic is also launching its Xcellent design concept that offers completely new possibilities for the design of transmitter housings, even for small volume production runs. If overhead cranes are your area of interest, the new micron 7 will be of interest with its integrated colour LCD. The display allows for clearly structured feedback information such as load weight or workload as well as error notifications and warnings.

Haptic technology

Fellow German manufacturer Hetric is working on adopting Haptic technology - currently used on many touch screen smart phones - to create virtual controls with real 'feel' which can help improve accuracy and efficiency. Haptic technology can also be applied to the joystick and other



controls on a transmitter and are said to be almost infinitely adjustable, allowing a regular user, such as a loader crane operator, to customise the feel of the controls to suit his preference. Another new concept that Hetric is working on is a simple, practical biometric technology that can be programmed to eliminate any non-authorized users, while not delaying or causing problems for approved users, even if their hands are wet or dirty etc...



Autec is also launching new products at Hanover, and will show its new A8 - a compact-size, ergonomic handset for Industrial Lifting applications with fail-safe stop and UMFS functions (protection against unintended movements from standstill). A8 radio remote controls work at different RF power levels, so that it is easier to work with several radio remote controls in the same working area. The system scans the frequency band at start up and starts working on a free frequency and hops to a different frequency if interference occurs. Combined or single



The Autec A8

control of different hoists/trolleys is made possible through a "Function" key.

All of the main remote control companies will be showing off their latest developments at CeMat so if this is an area that interests you it is well worth a visit just for that. However this year there are also other attractions for Cranes & Access readers...



HBC Radiomatic has some real innovation in the pipeline.

Access and lifting in Hanover

c&a

CeMAT 2011

This year's CeMAT show is promising to bring access equipment and mobile cranes back to Hanover. The exhibition - which evolved as a result of dividing up the massive Hanover Fair some year's back - will for the first time in several years have a strong showing from the lifting world.

CeMat is now described as an event for 'Intralogistics providers' which it defines as companies that supply technical systems and services to help other companies manage their in-house materials handling requirements. While the show traditionally covers fork lift trucks, overhead cranes and conveyors etc., it is now widened to include supply chain management, the internal flow of materials between different logistics nodes in a company - from materials handling in the production process to distribution centres right on up to airports and seaports - as well as to the corresponding flow of information.



As a result it now attempts to cover lifting equipment and crane manufacturers, forklift truck and warehouse technology producers, software developers and complete system providers.

While this list does not include aerial lifts, a good number of aerial lift manufacturers are attending with most of them either in the Platformers World area or with a machine on the IPAF booth. In addition, The Vertikal Press, publishers of Cranes & Access will hold its annual TABS platform safety conference during the show on May 3rd.

On the crane front most of the exhibits are directed towards the industrial market, with overhead cranes, hoists and lifting blocks and other forms of industrial lifting equipment. This year pick & carry crane manufacturers Ormig and Valla/Klütsch, Maeda and JMG will also attend.

This is also a good show if you are interested in ancillary items such as remote controllers and lifting tackle,



CM08 mobile cranes and access will be back at CeMat



There will be a good range of pick & carry cranes on display this year

of which there is also plenty to see - Autech, HBC Radiomatic, Hetronic, Ikusi, NBB and Teleradio will all have major exhibits.

As to access exhibitors only ATN, CTE, Dinolift, Hinowa, JLG, Manitou, Oil & Steel, Palfinger, Ruthmann, Norbert Wienhold/Genie, Bravi and Kemkes/Kuli will have their own stands, but as we have already said a number of other producers will be featured on the IPAF stand.

Telescopic handler manufacturers include JLG, Merlo, Giraf Track and Bobcat.

When?

May 2nd to May 6th
Hours 9:00 - 18:00 / 17:00 on 6th.

Where?

Hanover Fair grounds
Entrance tickets
Day tickets cost €27,
while a week pass is €47.

TABS

The annual working at height safety conference will be held this year in conjunction with CeMAT using an onsite conference room. Held in German the popular event is organised in partnership with IPAF and this year includes:

Safety to the job and on the road with Michael Barfuss a lecturer in traffic safety technology, health & safety co-ordination on site with Matthias Müller, Geschäftsführer of AST.

Günter Hübner, a communications specialist with a talk "I've said that already 100 times ..." with the them that accidents come from accidents in communication.

Gerhard Quanz from the department of labour protection and and safety from the regional council of Kassel, on "Babylon on our work sites" - What are the rules for its employees and foreign workers, and finally Christian Zepp of the Berufsgenossenschaft for wood and metal trades- accident prevention services of Saarbrücken on minimum standards for operator training on aerial work platforms.

After the conference there will be time to visit the exhibition, and entrance tickets are included in the delegate packs.



This is a great opportunity to see the latest in remote controls.



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Trailers cut costs and increase safety

c&a

trailers



After two years in the doldrums the commercial truck market is starting to show signs of life. Figures from the ACEA the European Automobile Association for the first two months of this year indicate that European commercial vehicle registrations are up 18.5 percent on last year, with registrations in the UK up 25 percent for the first quarter. In all of the major markets across Europe the largest rise increase is for trucks with Gross Vehicle Weights of more than 16 tonnes where increases in many cases are up by more than 50 percent.

In spite of this good news recovering from the ravages of the recession may be a slow process as manufacturers struggle to rebuild capacity. Broshuis Trailers for example has recently revealed that its manning levels plummeted from 300 to 135 and that it may take up to five years before order levels return to their previous highs. With confidence growing but manufacturers reluctant to make significant increases in production levels, lead times are on the increase. Add to that the general inflationary pressure on raw material prices and truck and trailer prices are bound to be heading upwards.

Many smaller transport operators are still reluctant to expose themselves financially through new equipment investment. However the pent-up replacement demand in the larger fleets where extended contracts - often at premium prices coupled with increases in maintenance - on older trucks is leading to the current growth. When it comes to vehicles used in the lifting industry for delivering access equipment or crane components, the new safety devices and better payload to weight ratios are creating an additional justification for replacement.

Lavendon's recent decision to replace a large part of its delivery



fleet in the UK is just one example of the movement taking place in the market. King Trailers - working with DAF - is providing the bulk of the fleet replacement, supplying 39 beavertail plant bodies. In addition King has also recently announced that it has concluded a similar deal with Hewden to supply 15 new trailers which will significantly reduce the average age of its delivery fleet. King and Nooteboom, have both recently announced increases in their manufacturing capacities as the equipment trailer market starts to take off once more. The cause of this renewed desire to replace vehicles however, is not just driven by the age of the fleet or improved product designs. Changes in the working at height regulations and rising fuel costs are also having an effect on the specification of the vehicles being purchased. In the UK

in particular, operators are doing more to reduce trips and falls and make loading operations safer. Major moves by contractors to reduce on-site accidents - such as Balfour Beatty's 'Zero Harm' campaign - have raised awareness amongst delivery and rental companies which now need to do much more to demonstrate the provision of safe systems of work for their own staff when on construction sites, both during daylight and at night.

The latest delivery trucks and trailers are being built with many more features aimed at protecting the drivers. On trailer top decks it is now quite commonplace to see handrails and their inclusion on the main loading decks of low loader trailers is increasing. On equipment delivery trucks side protection is also being specified. These systems



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- when fitted to trucks supplied to builder's merchants - can be kept quite simple. A truck equipped with a loader crane delivering pallets can usually be fitted with fixed handrails. However on vehicles delivering a variety of equipment, the problems become more difficult. On many delivery vehicles the load is often the same width as the maximum width of the vehicle - or more - so fixed side guards cause a problem as they inhibit the loading operation and in many cases get in the way. Hence the tendency is to specify moving or removable handrails often supplemented with walkways along the side on the load bed. However these components need to be quick to deploy and easily stowed, if they are to be used when no one is watching. They also need to be lightweight so as not to adversely affect the payload of the truck.

All of the major plant vehicle suppliers are currently developing systems to cope with this requirement. King recently produced a first generation, 'quick deploy' swing-out handrail and walkway system. The company is also working on a faster push-button version that will be released later in the year. Andover Trailers is offering a pull-out handrail system on outriggers and other manufacturers are following suit.

Aside from attempting to reduce trips and falls by introducing handrails, a number of other features are starting to appear.

Loading a vehicle with ramps deployed has always been a cause for concern, particularly on motorways. Obstruction of the rear lights by the ramps can mean it's difficult to see the vehicle from behind so pull-out rear lights and magnetic beacons are now becoming commonplace. On the vehicle bed itself the fitting of in-deck LED lighting is a recent innovation which both aids the driver when loading and unloading and increases visibility to traffic approaching from the rear.

On heavier vehicles operating above 44 tonnes - 'special transport' - the long awaited changes in the UK STGO regulations did not materialise so the anticipated harmonisation with some other European regulations did not take place.

Nevertheless manufacturers are gradually bringing together specifications driven by the threat of European 'whole vehicle' type approval and the need to standardise components. This, coupled with a greater pressure from regional councils, is resulting in a general lowering



of axle weights and the emergence of trailers with more axles. Heavy equipment hauliers across Europe are now increasingly using more four axle trailers, although three axle units still serve most requirements within the regular 44 tonne weight limit.

Where manoeuvrability is the key, the 'urban artic' - a shorter two axle trailer matched to a two axle tractor operating at 30 tonnes - is

beginning to emerge. In the UK, Hewden and Orion Access are just two companies using these vehicles for in-town deliveries. The trailers have many advantages and can carry more than rigid trucks, loading and unloading takes place closer to the ground so reducing trips and falls, stability is greater and spare trailers can be loaded and unloaded whilst the tractor is being used for other deliveries.

In spite of the benefits that modern truck beds and trailers offer, significant increases in new vehicle sales will only return when confidence among the smaller operators grows. In the meantime a replacement led market is likely to be constrained by the rate at which manufacturers can increase or afford capacity growth. But as it does, expect to see more sophisticated vehicles that help reduce costs, while increasing safety.

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A CAD drawing of King Trailers' new walkway and fall protection system

Lavendon orders King beavertails

UK-based King Trailers has won an order for 39 beavertail truck bodies in a programme that upgrades and replaces part of the Lavendon Access Services (UK) delivery fleet.

Fitted to DAF chassis, the order comprises 31 bodies on three axle DAF 26 tonne trucks and eight bodies fitted to four axle DAF 32 tonne trucks and feature built-in fall protection systems.

The new low profile beavertail bodies are fitted with double folding 'Mantis' low angle ramps and a range of optional features designed to help with easier loading, load restraint and driver safety.

the vehicle's rear lights are fitted to telescopic mountings keeping them visible from behind the vehicle.

Due to the nature of the loads carried, bodywork is fitted with Expamet overlay to the flooring for maximum grip when loading in wet conditions and a tie-down pattern that ensures that the widest range of mixed loads can be secured with compliant tie-downs.

Loads can either be driven onto the trucks or loaded with the inbuilt five tonne hydraulic winch which can be remotely operated so that the driver can find the optimum line of sight whilst loading. Other features include a truck-based charging system for 'jump-starting' equipment should the batteries be flat on collection.

King says that its truck bodies include many of the features from its low-loader trailer range and are built from fully shot blasted material and painted in house in the customer's colours.



Mark Carrington (L) and Stephen Wright of King Trailers with the first of 39 Lavendon chassis to go into production

The new bodies will be fitted with fold-out handrails and walkways which allow the driver safe access to the load even when it occupies the full width of the vehicle.

During transit the handrails can either be closed within body width or retained in position alongside the load. The load bed is also being fitted with LED edge marking for safer loading in the dark. In addition when the ramps are deployed



King launched this handrail system at Vertical Days 2010

Vertikal Days 2011 bigger than ever

c&a vertikal days



This year's Vertikal Days is shaping up to be biggest ever with more exhibitors, more products and more space. This is the event's fifth year and will once again be held at Haydock Park Racecourse near Manchester on June 22nd and 23rd.

The absence of a major European show this year means that more exhibitors than usual are planning to use Vertikal Days as the event for their European new product launches, including several worldwide product unveilings.

The show for working at height equipment

The event has always been a strong access event and this year will be no exception with all the major self-propelled lift manufacturers attending, along with the vast majority of European truck mounted and spider lift manufacturers, several of whom will unveil new products including the worldwide unveiling of two new Pagliero/Multitel models. In addition this year the show will have a PASMA village with a number of mobile access tower suppliers attending.

While Access Industries, the Multitel distributor is keeping quiet about two of its new product launches, it has said that they will 'set new benchmarks in their class'. It has already confirmed details of one new

model that will be on show for the first time, a new addition to its popular MX range, the MX205 with end mounted platform. The truck mounted platform industry will, as in the past, be well represented with products from Versalift, Ascendant, Palfinger-Wumag, Bronto, CTE, Oil & Steel, Power Tower, Terex Utilities, GSR, Socage, Cumberland and Cela - several of whom will also have new products that we will be able to discuss more in the next issue of the magazine.

Looking at other types of powered access, Genie, Skyjack, Snorkel, JLG, Teupen, Holland Lift, Russon Access, Pop Up, Haulotte, ATN, Niftylift, Youngman, APS, Promax, Denka, Skako, Falck Schmidt, Isoli, Platform Basket, Aichi, Leguan, HAB, Hinowa, Manitou and Dino Lift will all be represented with several other companies likely to join shortly. A number of manufacturers have already confirmed new or new to the UK products so this year promises to be a really excellent event.



While one or two telehandler companies are notable by their absence, the sector is very well represented by some of the leading producers with Merlo, Manitou, Haulotte, Genie, Terex and JLG confirmed so far. Some of them have already confirmed that new products will be on display, while a good deal of focus will be on the new features added to comply with the latest European standards.

The biggest crane show in Europe in 2011

On the crane front all of the major mobile crane producers have now taken stands, including UK Cranes/Tadano-Faun, Liebherr, Manitowoc, NRC/Link-Belt, Zoomlion, Ormig, GGR Unic, Galizia, Maeda and for the first time, Italian pick & carry crane manufacturer JMG Cranes and Terex Cranes, both of which will show new models launched earlier this year.

Liebherr will demonstrate its new LTC 1045-3 All Terrain 'city' crane with its unique telescopic cab mounting. Crowland Cranes, the Zoomlion distributor will unveil the all-new 35 tonne, three axle truck crane - the result of several year's



development aimed at producing a replacement for the highly popular Kato/Tadano truck cranes that were withdrawn from the market more than 12 years ago. Terex is planning to show its new three axle, 50-60 tonne Challenger AT - the first time it has been exhibited in Europe - which can travel fully rigged while still meeting 12 tonne axle loadings.

Short seminars and industry updates

As in previous years, the event will also feature a wide range of meetings, short seminars and workshops, covering subjects as diverse as checking customers for credit worthiness, getting the most out of your rental software, cutting the cost of battery ownership on aerial lifts, to the sensible calculation of outrigger mat sizes. This year some workshops will take place in the newly created spaces adjoining the Marketplace and others in the ample meeting rooms of Haydock Park racecourse nearby. Several rental associations and large companies are also planning to combine meetings with the event, in order to give their staff a chance to see the latest new



Multitel will launch two new models



Liebherr will demonstrate its new LTC 1045-3 All Terrain city crane



Zoomlion will unveil the all-new 35 tonne truck crane

products and meet with suppliers etc. Key industry bodies holding meetings on site include the CPA, IPAF, ALLMI and PASMA. Look out for the meetings schedule which will be posted on the Vertikal and Vertikal Days websites shortly.

The all inclusive format

The popular show format remains the same, with all visitors enjoying free entrance, parking and all hospitality including coffee and soft drinks as well as a first class hot lunch and bar. Registration is open on line and exhibitors already have large quantities of free VIP entrance tickets to hand out to customers. For those able to attend the evening networking event, there is both an excellent band along with good food and drink. The most important aspect though is the opportunity to network with industry peers, customers and suppliers. This very popular event - which attracts more than 500 - has sold out for the last few years and although we are working hard to add more capacity, space will be limited to exhibitors and their guests.

If you are involved in any form of mobile lifting or working at height this is the one show not to miss. Register now or speak to one of your regular suppliers. If you are a manufacturer, dealer or service supplier and have not yet booked a stand there are still a few good spots available, but be warned, they are going fast particularly as there is now less than six weeks to go. All new show exhibits, news and seminar updates will be added to the website (www.vertikaldays.net) and this should be your first port of call for any information regarding any aspect of the show.

Essential information:

Getting to Vertikal Days

The event is being held at Haydock Park which is situated just off Junction 23 of the M6 motorway and half way between the cities of Liverpool and Manchester.

From M6, Junction 23 Haydock Park is signposted. Once you have joined Lodge Lane (A49), the



racecourse driveway is situated on the right hand side just past the Holiday Inn.



By Rail

The nearest station to Haydock Park is Newton-le-Willows on the Manchester (Piccadilly) to Liverpool (Lime Street) line. On the main London/Glasgow line the nearest stations are Warrington and Wigan - both approximately eight miles from the racecourse. For detailed rail information please call 08457 484 950.

By Bus

Visitors can travel to the venue by bus using the following services; the 620 (Ashton to Haydock), the 320 (St. Helens to Wigan). For journey times ring 0870 608 2608.

By air

Manchester airport is just 20 miles (33km) from Haydock Park, with an average journey time of 25 minutes. Liverpool Airport is 23 miles (38km), with an average journey time of 32 minutes.

Hotels

There are thousands of rooms within 15 minutes of Haydock Park, and the organisers have secured discounted rates at a number of hotels in the immediate vicinity but to take advantage of these you MUST book via telephone and quote VERTIKAL DAYS. A full list of hotels and discounts available are on the Vertikal Days website www.vertikaldays.net

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ALLMI releases Appointed Person course

ALLMI has announced the official launch of its Appointed Person (AP) training course, the only accredited AP programme in the UK dedicated to loader crane lifting operations.

With both two and three day course options available (as well as an additional (and optional) Foundation course), the AP training contains the following modules:

- Module 1: Course Introduction
- Module 2: Legislation
- Module 3: Roles & Responsibilities
- Module 4: Introduction to the Loader Crane
- Module 5: Rated Capacity
- Module 6: Hydraulic & Safety Systems
- Module 7: Pre-operational Checks
- Module 8: Maintenance & Testing
- Module 9: Lift Categories
- Module 10: Assessing Loads
- Module 11: Siting the Lorry Loader
- Module 12: Accessories / Attachments
- Module 13: Site Surveys
- Module 14: Slings / Signalling
- Module 15: The Lifting Plan
- Module 16: Theoretical Assessment
- Module 17: Practical Assessment
- Module 18: Summary & Feedback

Upon completion of the training, candidates undergo a range of demanding assessments which are designed to establish their competence as an AP. Assessments include:

- Questions on health and safety legislation, lorry loaders, slinging/signalling, the role/responsibilities of an AP and the considerations/requirements of lift planning.
- Questions on the selection of slings and the calculation of slinging angles.
- Preparation of a method statement/lifting plan (including preparation of a suitable drawing) based on a randomly selected scenario.



As well as on-going support from ALLMI, successful candidates receive an impressive range of electronic documents that will assist them in their role as an AP.

ALLMI technical director, Alan Johnson, chaired the ALLMI AP working group which developed the course. "We're extremely pleased that we've now reached the stage where we can officially release the training programme. The feedback we received from the pilot courses was very positive and extremely helpful. It's led us to introduce a new three day course which allows candidates with less experience to receive a valuable additional day's training. The pilot courses also highlighted the fact that aptitude and attitude were much more of a factor in a candidate's ability to cope with the course content than the qualifications they might hold. This led to us producing a

more detailed application form which includes an aptitude test for employers to use to help select the right candidates for the training and to decide whether the two or three day course is more suitable. Candidates also have the option of attending a foundation course beforehand, if they feel that extra tuition is required."

"We'd like to thank the AP working group members for their hard work over the last year or so, as well as the efforts they continue to make in developing the training. The working group has proved to be incredibly effective, thanks to its composition, with experienced representatives from a variety of fleet owners and training providers, as well as the UKCG and HSE."

For further details of ALLMI's Appointed Person course, please visit www.allmi.com or contact the ALLMI office.

Vertikal Days – more exhibitors for the ALLMI Village

The list of exhibitors in the ALLMI Village continues to grow, with Leeds Commercial Vehicle Hire and PM recently confirming their attendance. With T H White (Palfinger), Cargotec (Hiab) and Atlas having already committed to the Village, and Ernest Doe (Cormach) exhibiting in the wider show, Vertikal Days looks set to produce another impressive display of loader cranes.

ALLMI Executive Director, Tom Wakefield, comments "Vertikal Days has always provided our members with an excellent platform upon which to promote their products and services, and so it's good to see yet another excellent uptake of exhibitor spots. However, what makes this year's display so different are the various types of member company taking part. We currently have several loader crane manufacturers and a hire company, in addition to which we're expecting to add some service / repair agents and ancillary equipment manufacturers, so all in all, visitors should benefit from the most varied and all-encompassing loader crane display since the show began in 2007"



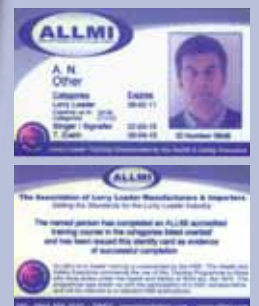
The ALLMI's Examiner's Card – Proof of Competence

We have previously highlighted the importance - and legal requirement - for Thorough Examinations and load tests to be carried out by engineers "competent" to perform these procedures. One of the most effective ways for you to be sure of this is to insist that the examiner has ALLMI Examiner certification. All ALLMI manufacturer/service agent members have access to the "ALLMI Training Scheme & Competency Assessment for the Thorough Examination & Testing of Lorry Loaders". Further to stringent entry requirements, course candidates undergo the following modules:

- Module 1: Course Introduction
- Module 2: Legislation
- Module 3: Safety Considerations
- Module 4: Documentation
- Module 5: Visual Inspection
- Module 6: Function Check
- Module 7: Calibration Check
- Module 8: Overload Test
- Module 9: Stability Test
- Module 10: Dynamic Test
- Module 11: Post Test Inspection
- Module 12: Signing Off
- Module 13: Practical Session
- Module 14: Assessments
- Module 15: Course Review & Feedback



Next time your loader cranes undergo a Thorough Examination, ask for a copy of the examiner's ALLMI card and look for the "T. Exam" category.



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Fatal accident costs £400,000

Two companies were fined a total of £400,000 for health and safety breaches that led a Glasgow labourer to fall eight metres to his death from a scaffold loading platform in April 2007.

James Kelly, 50, was employed by Stirling Stone which was sub-contracted by Robertson Construction Central to carry out masonry work as part of an extension to the Glasgow Academy. The father-of-three had been putting up stonework when he fell. He was taken to the nearby Western Infirmary but was dead on arrival.

Stirling Stone and Robertson Construction were each fined £200,000 at Glasgow Sheriff Court, following a three-week trial in March.

Inspectors from the Health and Safety Executive (HSE) said that there was no safe system of work in place for loading materials onto the loading tower, nor any suitable assessment of the risks involved. The investigation also revealed that the loading tower did not have sufficient guard rails and toe boards and that neither company had ensured that the tower and access scaffolding was properly inspected on a regular basis.

Kelly had apparently leaned against

the single guardrail which was removable to allow telehandlers to place materials on the scaffold when it gave way, causing him to fall. A colleague said that it was not unusual for unqualified labourers to alter scaffolding, rather than wait for trained scaffolders to arrive.

John Shelton, HSE Inspector for Construction, said: "What happened to Mr Kelly was entirely preventable and would not have happened if the proper steps had been taken. Loading-up operations at scaffold loading towers are repeated on construction sites across Scotland probably thousands of times a day."

"There is no excuse for the contractors not to have agreed procedures as to how this work was to be done and ensure that this routine work was carried out safely. Where vital edge protection is removed temporarily to allow loading up to take place, steps must be taken to ensure persons cannot fall during that work."



CCTV captures unsafe work at height

c&a

training

A Lincoln, UK-based company has been fined £2,000 plus £1,500 costs for working at height without any safety equipment after being caught on a CCTV camera.

Two men working for contractor Graham Nicholson Roofing of Lincoln were seen risking their lives on the roof of Cooperative Travel at the Lakeside Centre, Balderton, Nottinghamshire, on 16 June 2010.

The staff responsible for monitoring the CCTV cameras reported them to the Health and Safety Executive (HSE) after spotting them undertaking repairs to the roof immediately above the public entrance to the store. They were not using appropriate access equipment, there was no edge protection and neither was wearing a harness to prevent falls risking injury to themselves and shoppers at the Lakeside Centre.

The contractor pleaded guilty to breaching section 4(1) of the Work at Height Regulations 2005.

HSE inspector Stephen Farthing said: "Fortunately no one was injured on this occasion, but both employees and members of the public were at risk. This was a blatant disregard for health and safety which put both workers and members of the public in danger. Roofing work requires careful planning and assessment of the risks involved. In this case employees were working without the correct equipment to protect them from falls or to protect passers-by from falling material."

"Falls from height are the biggest cause of workplace deaths and it's crucial that employers make sure work is properly planned, appropriately supervised and that sufficient measures are put in place to protect staff and members of the public from the risks."



Lack of training caused fatal accident

Anthony Milani, a 26 year old loader crane operator of Newbury, UK died when the crane he was using touched overhead power cables at West Horton Farm Industrial Estate, near Eastleigh on August 14th 2007. He was employed by Blackford (Newbury) Ltd, of Hambridge Road, Newbury, formerly Harris Roofing Supplies, which pleaded guilty to breaching Section 2 (1) of the Health and Safety at Work Act.

Milani had been employed as an HGV driver and warehouseman just four months before the accident. He was shown how to use the loader crane by the senior warehouseman who was not a competent trainer. Milani and the warehouseman had visited the

West Horton site prior to the accident and Milani had operated the crane without incident. While the warehouseman was aware of the overhead electric cables at the site, he said he did not consider them to be a hazard and was unaware of health and safety guidance about overhead power lines or the necessary training of crane drivers.

Signs warning of overhead cables had been removed several weeks earlier by the site owners. On the day he died, Milani - who was delivering roofing materials to the premises of SBM on his own - parked directly underneath the three overhead 11Kv cables. He then set only the nearside stabiliser when both sides should have been used and after unloading two pallets he telescoped the boom towards the rear of the truck and struck the cables. He was killed instantly. Since the accident Blackford has gone into administration and there is little to no likelihood that any fine will be paid since the company's assets have already been sold.

HSE inspector Dennis MacWilliam said: "Proper training, simple checks and procedures could have prevented this horrific incident. Tragically, Mr Milani had been booked-in to do a professional course in handling lorry mounted cranes in the month he died. The company failed to provide suitable and sufficient training and supervision in the use of loader cranes and the risk from overhead power lines. They also failed to ensure lifting operations were properly planned and hazards identified."



Who trained him then?

This example was sent in by a reader who failed to say when and where it occurred, but clearly this man needs some training on what is safe and what is sheer lunacy.



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Lift Safety Zone highlights ground support requirements at Conexpo

"Look down before going up" - this new safety initiative was brought to focus by IPAF and its North American subsidiary AWPT at Conexpo in Las Vegas this March. The initiative aims to make aerial work platform users aware of the potential dangers from an inadequate assessment of ground conditions prior to use and failure to determine if there is sufficient ground support to handle the weight of the equipment when in use.

Dynamic demonstrations were run daily at the Lift Safety Zone, where experts were on hand to give advice on safe operation of lifting equipment.

AWPT's Tony Groat and Gary Riley ran the demonstrations with aplomb, cajoling visitors to guess the weight of a typical 60-foot (18m) boom as it drove onto axle weighing scales. The point to remember: the machine may be much heavier than you imagine and loads may be concentrated on one wheel, so always check ground conditions before starting work.



Major standards review: IPAF consults members

IPAF is conducting a major consultation exercise among its members on three important standards affecting the powered access industry that are up for review.

The three standards are:

BS8460:2005 Safe use of MEWPs: Code of practice

This British standard provides guidance for rental companies and users to assist them in complying with the Lifting Operations and Lifting Equipment Regulations 1998 (LOLER) and the Work at Height Regulations 2005. It also provides valuable guidance for training those involved in MEWP operations.

ISO18878:2004 Mobile elevating work platforms - Operator (driver) training

This international standard defines the correct procedures on running a platform operator training programme and is the backbone behind IPAF's activities and services in training. The IPAF PAL Card operator training programme

is certified by TÜV as conforming to this standard.

ISO18893:2004 Mobile elevating work platforms - Safety principles, inspection, maintenance and operation

This international standard for MEWPs is aimed at preventing personal injuries, property damage and accidents and at establishing criteria for inspection, maintenance and operation. The technical safety requirements of this standard apply, everywhere except where national or local regulations are more stringent.

Standards making and interpretation has always been a key part of IPAF's activities and members are encouraged to send any comments to IPAF in writing so that they may be submitted to the relevant working groups for further discussion and implementation. Comments on the above standards under review should be submitted in English to, Rupert Douglas-Jones of IPAF by 29th April 2011.



Kevin Appleton, chief executive of the Lavendon Group, and Carlos Fernández Araoz, chief operating officer of GAM, have become proud holders of the IPAF PAL Card.

Appleton and Araoz were trained at Nationwide Platforms, which is owned by Lavendon, in machine categories 3a (mobile vertical, scissor lift) and 3b (mobile boom, self-propelled boom). The full-day training course includes as standard a theory session followed by a written test to gauge knowledge, and a practical session ending with a practical assessment of operating skill and ability. Both candidates passed with flying colours.

Record number of PAL Cards issued

IPAF issued a record 85,605 PAL Cards (Powered Access Licences) worldwide through its approved training centres in 2010, an increase of around nine percent over the 78,210 PAL Cards issued in 2009. The trend has continued into the new year, with 9,612 PAL cards issued in March, breaking the previous monthly record of 8,570 set in March 2010.

At the end of 2010, IPAF had a total of 777 members from 35 countries. Each of these owns one share in the Federation. More than half the membership is now based outside the UK (IPAF's original market), and membership continues to grow in other parts of the world.

"We had a conservative budget and I am happy to say that we have outperformed this by a small margin," said Tim Whiteman, IPAF CEO. "It is still a tough time for our members and we thank them for their support. We are expecting 2011 to show some improvement and will look to the results of our market research reports to be published in April. IPAF can benefit from growth in new areas such as South East Asia and Latin America, where there is strong interest in world-class operator training."



IPAF Summit and IAPAs

A record turnout was expected at the IPAF Summit and International Awards for Powered Access on 14th April in Amsterdam, just as this magazine was going to print. Read about the Summit and the awards at www.iapa-summit.info and www.ipaf.org

Load sensing systems

The IPAF CAP (Competent Assessed Person) committee is seeking to collate guidance on how to test load sensing and tilt systems. Any information on this subject may be sent to the IPAF UK training administrator, susan.foster@ipaf.org



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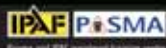
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PASMA completes Fall Protection Review

PASMA, the industry body for the mobile access tower sector, in collaboration with the Health & Safety Executive (HSE) has completed a wide-ranging review of its recommended best practice for the avoidance of falls from height from mobile access towers.

The review process, which has taken 16 months to complete, was commissioned by PASMA as a measured, impartial and prudent exercise five years after its first guidance was issued and in response to representations from manufacturers in support of a new generation of Integral Advance Guard Rails (AGR).

It set out to examine the comparative technical, operational and safety aspects of the Through The Trap (3T) and AGR methods for assembling, altering and dismantling mobile access towers. A daunting task which involved soliciting input from stakeholders to identify issues to be investigated, the production of an interim report detailing these issues, practical technical workshops and a training workshop to examine the issues in detail, the commissioning of independent, expert research by Health & Safety Laboratories to examine some specific ergonomic questions and latterly the issue of a briefing report as part of a consultation exercise to wider industry.

The twenty page final report concludes that when used in accordance with manufacturers' instructions and guidance, both methods continue to provide an acceptable safe method of work, with AGR systems providing comprehensive fall protection and the 3T method using conventional components to minimise the risk of fall.

There are a number of other observations and recommendations, particularly in respect of enhanced coverage of AGR in the practical element of PASMA training, which can be viewed in full in the final report, which is awaiting a foreword from the HSE, and will be available to download from the PASMA website, www.pasma.co.uk

In Search of the Holy Grail

Representing the Access Industry Forum (AIF), PASMA's managing director, Peter Bennett, will take part in a ground breaking panel discussion at this year's AIF Knowledge Base - part of the Safety & Health Expo at the NEC, Birmingham, 17-19 May. He will join Nick Johnson representing HSE, Nigel Bryson OBE for the British Safety Council, Barry Holt, director of policy and research at IIRSM, Roger Bibbings MBE on behalf of RoSPA and John Holden, immediate past president of IOSH, to discuss 'How to achieve the Holy Grail - no more working at height accidents, ever!'

David Thomas, safety, health and environment director at William Hare, will chair the 45-minute discussion starting at noon on Wednesday, 18th May. Thomas was previously principal specialist inspector of health and safety (construction) at HSE. This is the first time that all the major health and safety organisations have come together to debate such an important topic.

Leigh Sparrow, publisher of Cranes&Access and Vertikal.Net, will chair an equally important discussion 'Maintaining effective work at height policies in a tough economic climate' on the Thursday of the show, starting at 12 noon. Contributors will include representatives from BSIF, CIOB and the UK Contractors Group (UKCG).

In addition to the Knowledge Base, the Forum will be sponsoring the 'Working at Height' Demonstration Area and the 'Working at Height' Information Centre.

More details at www.safety-health-expo.co.uk and on the Forum's recently redesigned website www.accessindustryforum.org.uk



C&a

PASMA

New venue for Annual Members' Meeting

To coincide with the inaugural PASMA Village at Vertikal Days, the Association has arranged for the Annual Members' Meeting to take place in the Whittle Suite at Haydock Park Racecourse on 23rd June starting at 11.00am. Afterwards, delegates can take the opportunity to tour the Vertikal Days showground and visit the PASMA Village.

Several PASMA members have

already booked space in the Village and a growing number are expressing interest. Outside space costs £35 per metre, including use of the tower demo area*, and a table top in the PASMA gazebo is just £500 - ideal for training providers on a limited budget. For more information please contact Chris Kendall on 07973 727356.

* Subject to demand, demonstration slots will be allocated in advance of the show.

PASMA at IOSH Conference and Exhibition

PASMA's technical manager, Don Aers, along with other member organisations of the Access Industry Forum (AIF), presented a paper at the Working at Height Seminar organised as part of the 2011 IOSH Conference and Exhibition at ExCel in London's Docklands on Tuesday, 15th March. PASMA was also represented on the AIF stand together with ATLAS, EPF, FASET, IPAF, NASC and the Ladder Association.



Don Aers

2011 Annual Review

The next Annual Review is in the course of preparation now. To illustrate the document, PASMA members are invited to submit suitable tower pictures for consideration. Please send them to jill.couttie@asma.co.uk

The Association would also like to hear from members who have been involved in unusual or different applications of mobile access towers.

Contact details



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New hose monitoring system

Eaton has introduced a new hose condition monitoring system that can actually warn of impending hydraulic hose failure, leading to significant economies from replacing hoses too early or suffering the cost and downtime of unplanned failures.

The patented LifeSense hose was developed by Eaton in conjunction with Purdue University and the Purdue Research Foundation's Office of Technology Commercialisation to continuously monitor the health of hydraulic hose assemblies and alert users as they approach the end of their life. The system monitors and tracks the health of each hose in a hydraulic circuit. Unlike current products it does not estimate or predict the life through arithmetic

calculations. It actually detects when a hose is approaching a point where it is likely to fail. An alert is then displayed on the machine and can be transmitted to the user so that the assembly can be replaced preventing downtime.

"Most hydraulic maintenance programs are designed to avoid hose failures by replacing assemblies at regular intervals, using a schedule based on usage data or past experience," says Doug Jahnke, Eaton product marketing manager. "As a result, a large number of perfectly good hose assemblies are discarded long before the end of their useful life out of fear that they might fail."

The LifeSense hose allows the user to utilise virtually all of its useful

life, which according to laboratory tests can mean an average life extension of 50 percent, reducing replacement costs and the associated downtime and damage of an unpredicted hose failure, while providing peace-of-mind.

"Hydraulic hose failure is one of the largest causes of unplanned maintenance events," adds Jahnke.



The Eaton LifeSense hoses detect and warn of approaching failure.

"Hose failures in the field present serious safety issues, environmental concerns and result in unscheduled system downtime, all of which have serious economic impacts."

The initial LifeSense hose range will include the widely-used 8, 12 and 16 two-wire hose assemblies.

The technology is currently available for trial with factory-made assemblies including straight JIC swivel fittings.

Heavy duty joysticks

Penny + Giles has introduced the JC1500, a new single-axis joystick controller designed for heavy duty applications requiring smooth proportional control. The new unit features contactless, Hall-effect rotary position sensor technology to provide reliable and accurate output signals and benefits from a second output to enable error checking of system integrity.

The rugged, low-profile design of the JC1500 (53mm under-panel depth) complements the company's existing JC150 range of potentiometer joysticks and uses the same panel mountings and range of handles and grips as JC150 and JC6000 models, allowing easy and modification-free replacement or upgrade.

Additional features include an IP69K rating on the sensor assembly, spring-to-centre or friction-hold lever

action, lock and detent features, 5Vdc or 9 to 30Vdc supply, dual-channel output with optional ramp directions, analogue (Vdc) or digital (PWM) outputs and an operating range from -40°C to +85°C.

Typical applications for the JC1500 include aerial work platforms and specialist off-highway vehicles where reliability and strength are essential.



The new Hall-effect joysticks

Rugged cab tablet PC

Mobexx - the rugged mobile computer company - has introduced the Viliv X70 EX seven inch tablet PC to its product range. The innovative touchscreen computer is suitable for semi-rugged indoor or in vehicle applications. The tablet PC runs Windows 7 operating system and has a power-efficient Intel Atom processor.

The device features touchscreen input, integrated GPS, wireless multi-connectivity with Bluetooth GSM/GPRS and 3G, a camera and very long battery life. A Solid State Drive (SSD) provides data storage, giving up to 64 GB of storage with the addition of easily swappable SSD cards if more is needed. As a standalone item it does not need to be integrated into the machine, although mounting and connection kits are available.

Mark Dale-Lace of Mobexx said: "The seven inch format ultra mobile tablet PC is proving popular for all kinds of mobile and industrial applications such as logistics, distribution, field service, engineering and security where paper documentation is being rapidly replaced by electronic systems. It is a good alternative to larger tablet PCs or laptops and provides better ergonomics than smaller hand held computers or touchscreen PDAs where a larger daylight viewable screen is required but without the weight of a larger device."

The seven inch mini PC is ideal for stand-alone in-cab information provision.



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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.

Terex RC45

The Terex RC45 is a rough terrain crane produced at its Bendini subsidiary, the Italian-based Terex brand that focuses on the production of this type of crane. It has a lifting capacity of 44 tonne at 2.5 metres radius, and a maximum extended boom length of 37.4 metres

The model is made by NZG of Germany in 1:50 scale and comes in a Terex branded box. Very little assembly is required other than to mount the swingaway boom extension using the pins supplied, and reeving the hooks.

In terms of detail, the crane is reasonably well modelled underneath with the main drive shafts and suspension components visible. The rough terrain tyres are convincing with a good tread and they are mounted on metal hubs which include detailed wheel nuts. Both axles steer independently so all the steering modes of the real crane can be posed, including crab steering.

The chassis has a ladder for access to the crane cab and there is a fuel tank and other features detailed. The outrigger beams are metal with jacks that can be screwed down, and they are robust enough to hold the model up off of its tyres.

The top of the chassis has painted strips and there is a plastic exhaust arrangement and air intake on the engine. The operator's cab is pleasant with windscreen wipers, spotlight, door handle and very nice grab rails. Inside, the main controls are visible.

The crane's superstructure is fairly simple, like the original, and the casting includes enough detail to provide interest. The applied graphics are very good including warning signs and the machine designation decals. Two winch drums are provided including the auxiliary drum which is an option on the real machine, and special keys are supplied to operate them.

The boom is a five-section telescopic with the base section having fly jib/boom extension support brackets, although the control cable drums are not modelled. Separate metal sheaves are provided in the boom head and the fly jib is a simple but effective casting.

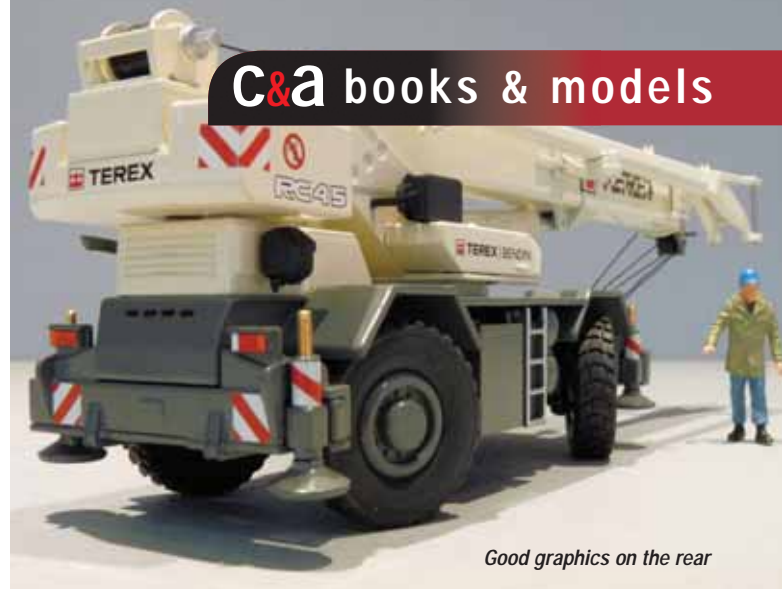
Two hooks are included and this provides welcome flexibility to the model. One is a single line headache ball and the other is a metal four sheave block which has a hook that rotates in its mounting. The winch drums have enough friction to hold any reasonable load.

This is a nice model representing a crane from one of the smaller Terex brands. It is well made and offers enough flexibility to be displayed in different ways and costs around €110 from the Terex web shop: www.terex-construction-shop.com.

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



Lifting steel on the fly jib



Good graphics on the rear



The RC45 rigged for travel



It looks good on a low loader



Outriggers holding the crane up

Cranes Etc Model Rating	
Packaging (max 10)	7
Detail (max 30)	23
Features (max 20)	14
Quality (max 25)	20
Price (max 15)	11
Overall (max 100)	75%

Driving down cost

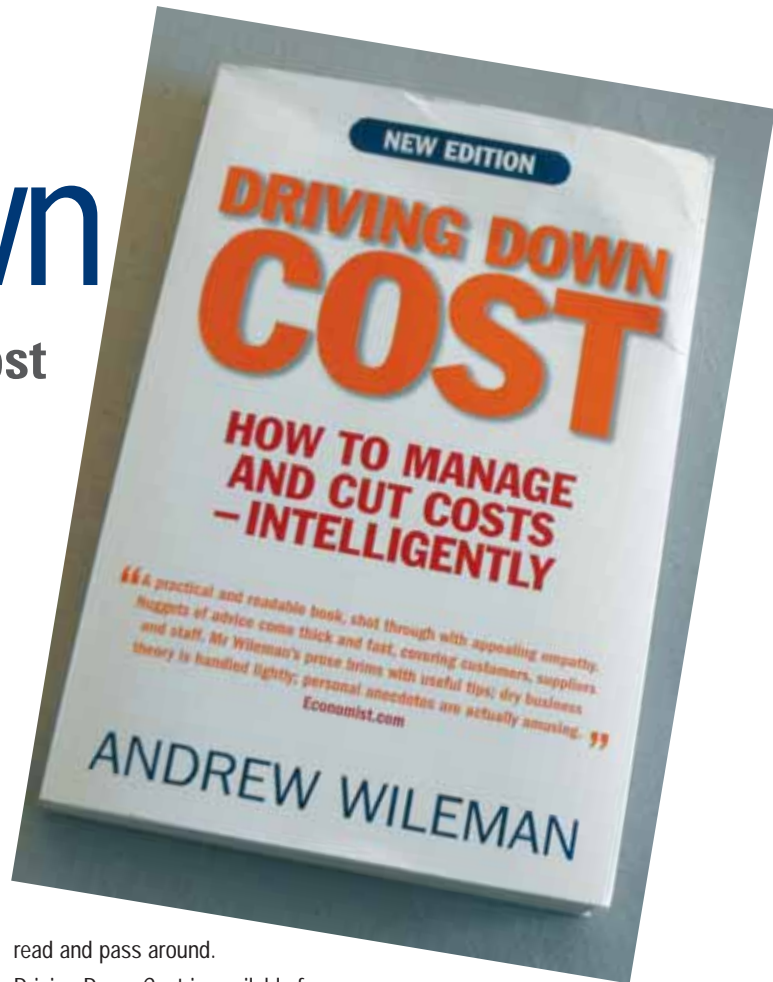
A very readable cost management book

While this book may seem too dry and uninteresting to be on the reading list of many company managers in our sector, it does in fact make for a good read. Particularly for anyone who manages a company or a budget. Andrew Wileman manages to make a subject that many consider to be the domain of an accountant and perhaps even depressing, almost exciting. The book is written in a fast moving witty manner, its messages and anecdotes are relevant to small business owners as well as corporate types.

The book somehow manages to bridge the impossible divide of

being an amusing fast paced read with the informative benefits of a text book. At the end of each chapter there are clear reviews and bullet point summaries. It is Wileman's wide hands-on experience over a broad range of businesses that makes it such a good read, while being inspirational and educational.

Wileman is unusual in that he is clearly a tough cost cutting manager, while being tuned into the importance of investing in strong sales, marketing support functions. He is also not one of those accounting types who believe that their profession is the only one that can be trusted to manage a company. Definitely a book to buy,



read and pass around.

Driving Down Cost is available from book shops or online from companies such as Amazon, the

cover price is £14.99 /\$24.95 although can be as low as £7 on line.

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Dear Sir,

The following 'story' sums up my utter frustration at a situation which is being allowed to occur within the European Community, which requires urgent action from all of those involved in the industry before it is too late.

EUROLAND

Once upon a time there was a magical, mysterious place called Euroland – home of a new race of special people who lived in a wonderful state of unreality, overpaid, overfed and over there!

For many years, those of us in the access industry, which was relatively youthful when Euroland was created, felt that we wouldn't be noticed by the officials of Euroland but sadly, we were wrong! The 'Eurocrats', as they are now known, developed a wonderful sense of smell, which enabled them to 'sniff out' new business activities, which would then be infiltrated so that any sign of efficiency could be snuffed out before it could catch on in other industries and threaten their existence.

Such was their determination to infiltrate business at all levels that we soon found ourselves ruled by Directives and Standards designed to embrace every activity known to mankind – whether commercial or private – to such an extent that freedom of expression, in every meaning of the word, was soon tied up with regulations.

Our industry took some 24 years to complete both Directives and a specific Standard for cherry pickers, which, in Euroland, is rapid progress. Needless to say, cherry pickers had to be given an official Euroland acronym and became MEWPs, chosen, we think, from a directory of pond life but intended to stand for 'Mobile Elevating Work Platforms.'

This situation created a problem for all of those in the cherry picker industry because the Eurocrats had decreed that, when they finally published the Standards and Directives, all those States who had foolishly signed the treaty to create Euroland, accepted the condition that all Directives and Standards issued by Euroland, on behalf of the European Community, would apply in their countries.

To ensure that manufacturers who wished to sell their products into the European Community could do so, the Eurocrats gave the governments of each Member Country the duty of appointing Notified Bodies, who would satisfy themselves that machinery within certain specific categories of risk complied fully with the Directives and specific Standards and where that compliance was proven to the satisfaction of the Notified Body, an EC Type Examination Certificate, allowing the sale and use of that product throughout Euroland, would be issued.

On the face of it, a sensible arrangement which clarified the legality, throughout Euroland, of all machinery deemed by the Eurocrats to require certification by a Notified Body. It might be reasonable to assume that, with such a level playing field, there would be no problem for manufacturers to sell without let or hindrance throughout Euroland. That would, of course, be the case were it not for the cultural eccentricities displayed by some member countries.

Prior to the formation of Euroland, some European countries insisted on specific criteria for the design or working envelope of particular MEWPs, so that manufacturers around the world, exporting to these countries, were required to manufacture several versions of the same product in order to comply with the often conflicting requirements of different countries.

The purpose of the new certification process was to enable manufacturers to build their machines for all of Euroland to one European specification, which was acceptable to all the Member Countries. A sensible, workable plan one might think, but that, of course doesn't take into account the vagaries of the Italian Safety Inspectorate system which for years allowed individual inspectors to invent new safety rules at will. Nor does it take into account the tendency of the Dutch – who consider themselves vastly superior to other European nations - to produce extra 'red-tape' and irrelevant regulations.

These two countries have systematically ignored the validity of EC product certification and are now threatening the future of the CE certification process which has worked so well in the other 24 Member Countries of the European Community. The two countries concerned import fewer cherry pickers than many other European countries, which have had no trouble with the features which seem to cause so much concern in Italy and Holland.

This nonsense has prevailed for too long and is causing considerable damage and cost to importing dealers, purchasers of the product and of course, the manufacturers, all of whom have to pick up the bill for sorting out these continuous petty and troublesome queries on machines which have already been properly CE certificated by a large number of EC Notified Bodies. The only apparent motivation for all this is that a small number of people are creating problems in order to protect their jobs. Jobs which were created many decades before Euroland, and the Standards, Directives and CE certification, which have clearly produced a much safer working environment for all concerned.

So one has to ask why the Eurocrats have allowed this situation to continue in these two countries and when will they do something to stop the rot before it spreads and wrecks a system which clearly works?

Euroland has set the rules for the game and we have to ask the Eurocrats – if these rules are set in stone or sand?

Name withheld on request.

Good day Sir!

I am a safety officer in the construction industry in Singapore and I am a huge fan of your website Vertikal.net. I chanced upon the website last year and I was instantly star struck at the vast web of information available. During my weekly safety meetings, I would share printouts regarding accidents from your website.

I look forward to more interesting news!!!
God bless Vertikal.net!

Best Wishes,

Achmad Suhaimi

The following was the second part of a letter to us covering two subjects, the part below concerned the dropping of the high speed ferry Clann na nOileain in Galway Harbour in early April.

Dear Sir,

....On another note, regarding the images of the boat being lifted in Galway in Ireland that you have published, I was contacted by the shipping company to supply the lifting gear for this lift. We do not keep large SWL Polyester slings in stock for general lifting, and I advised them of this. I recommended using wire ropes with plenty of timber packing to protect the boat, and advised them that unless they had divers there to ensure that soft slings (if used) would be protected against sharp objects, that soft slings should be avoided.

As we now know, the advice wasn't taken. Two hours after the incident, I got a call from the same company asking for us to supply the wire slings, to which I declined.

It annoys me that practical advice that is meant for genuine reasons isn't taken seriously. The HSA put too much emphasis on the simple things like enforcing Hard Hats and Hi-Viz vests and ensuring all people entering site have been 'inducted' etc, yet the elephant in the room is avoided.

Name withheld for obvious reasons.

Dear Leigh,

Heartfelt congratulations on a decade devoted to creating a safe work environment through this electronic medium.

The Safety Department of Local 150 IUOE here in the Chicago area, has recommended Vertikal.Net countless times, not only in safety talks to our 22,000 apprentices and journeypersons but also to the supervision of the signatory contractors with whom we strive to safely build, mine, create and maintain. I am also aware of OSHA personnel here who tell me they are now regular visitors to your site.

By the way, your editorial comparing construction safety to safety in the airline industry is spot-on! Certifications such as IPAF and the OSCP (OSHA recognized operator certification recommended by International Union of Operating Engineers in the U S) are a giant step in that direction. In fact we first became aware of IPAF through your electronic publication and now are looking forward to membership in IPAF, and offering AWPT certification at our training site in Wilmington, Illinois in the near future.

Though an ocean apart we stand shoulder to shoulder in an effort to see to it that those with whom we have contact have the information needed to safely perform their tasks and make it home at day's end healthy and whole.

Thanks again for your life saving efforts, and may they continue for countless decades to come.

John Rickert

The following is an open letter from Gordon Leicester to IPAF members regarding proposed changes to training courses for the IPAF PAL card which would further limit the numbers that can be trained by one trainer to four and restrict the course to a single category, such as scissor lift. The letter was sent out by email a few days prior to the recent IPAF Summit and council meeting.

Good Afternoon

With the next IPAF meeting fast approaching I write to express my concerns regarding the proposed changes to the IPAF training scheme.

The PAL card has seen considerable growth and market penetration over the last few years, however there is a real danger that the proposed changes to the number of candidates who can be trained in a day will result in price increases to the customer that could cause a dramatic decline in training across all sectors.

I fully appreciate that there needs to be an extension to the current course but this could be simply dealt with by extending the time of a current course to a "full day" and giving more time to the candidates.

The issue about more advanced training for large booms and scissors should also be dealt quite simply by creating an advanced operators course rather than trying to "re-invent the wheel" with the proposed site assessment course.

We as an industry are in danger of pricing ourselves out of the market if the proposed changes are implemented regarding the PAL card.

Regards

Gordon Leicester

Managing Director

Facelift

Dear Sir,

I thoroughly enjoyed the article One step at a time.... In the March issue of Cranes & Access which talked about the history of Kranlyft as well as the development of the spider crane which as you point out no one has done more to encourage than Mr Dijner and the folks at Kranlyft. I have only met this man once at a big exhibition where he was joining in with all the staff to talk to anyone who came along about how great his cranes are. My impression was that he was working much more than anyone else – not that I want you to think that they were being lazy or anything. The main point I wanted to say is that he seems like a real gentleman and I am even more pleased to say that our company now owns two of the Maeda cranes and we have been very happy with them. You often ask for people to say what we like to see and I would like to see more articles like this one with people like him who know what they are talking about and who can talk about the difficulties they had building up the business and such things. Keep up the good work.

Ernesto Maldini

Mr Maldini did not say which company he works for, his letter had a Swiss postage stamp so we assume that he therefore works for a Swiss crane company. Regardless we very much appreciate the letter.



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14 t Demag V73	1992	4x2x2	13.50 m

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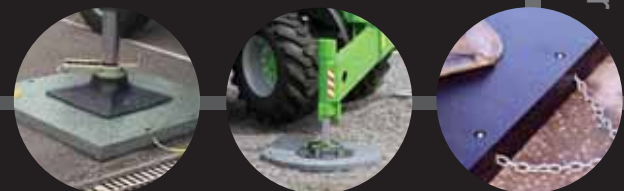
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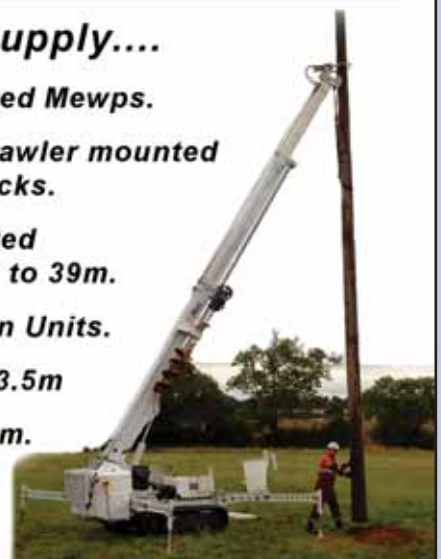
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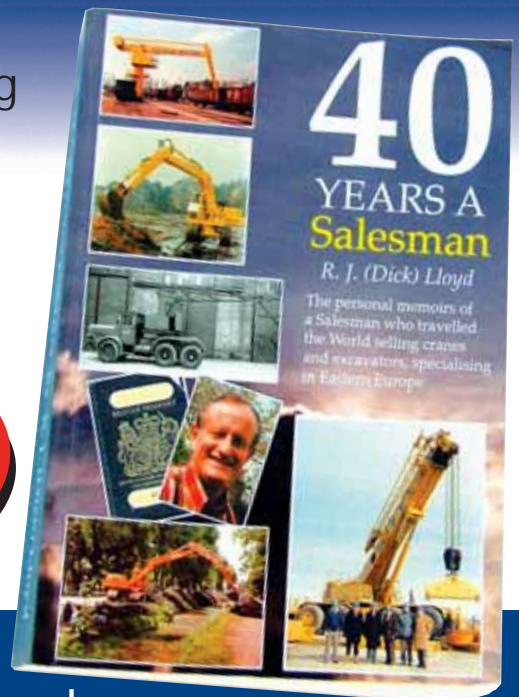
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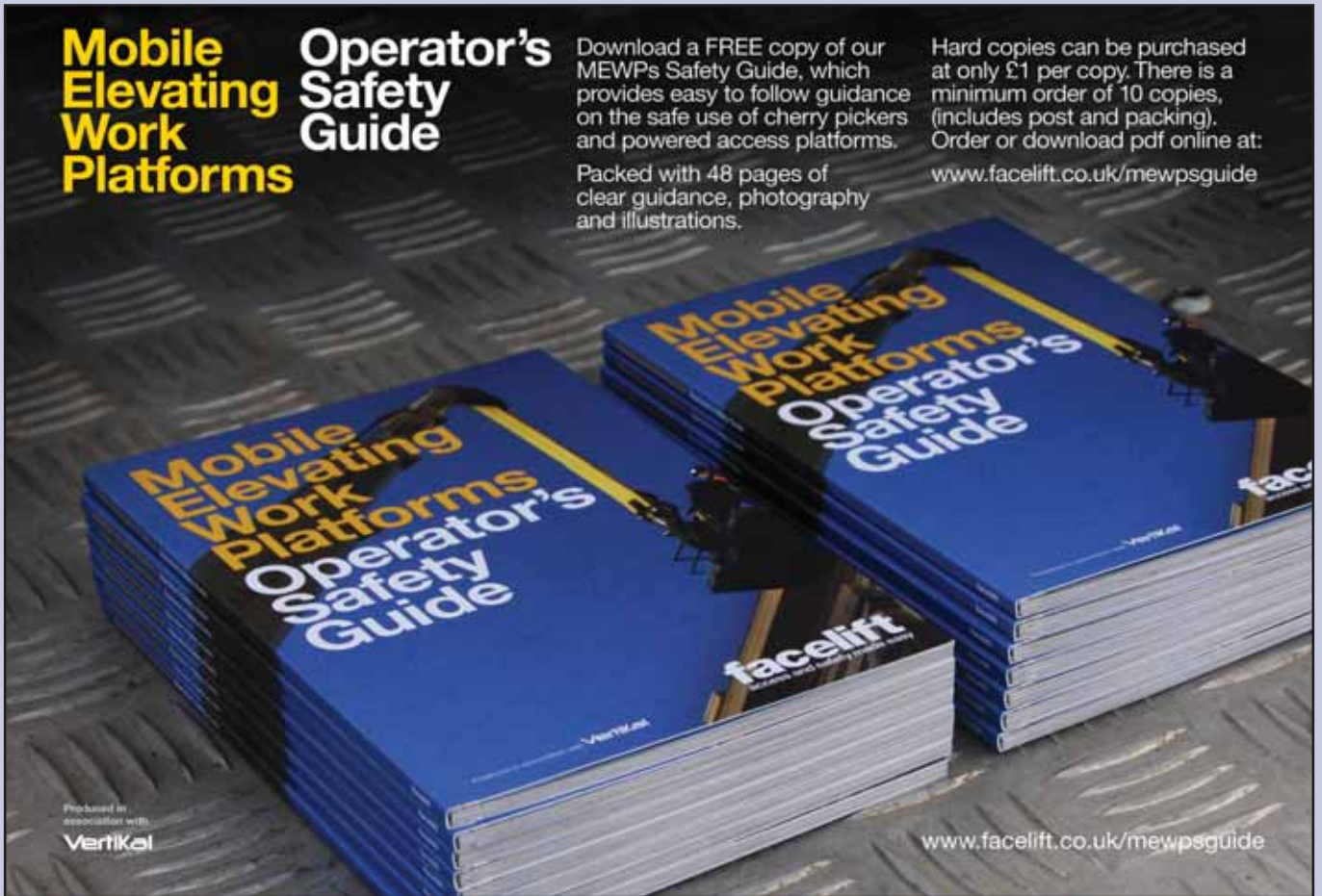
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