

# cranes & access

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October 2012 Vol. 14 issue 7

Crawler  
cranes

Outrigger  
mats

Underbridge  
access

Regional show  
round up

# Bauma China 2012

27-30 November, Shanghai

E.16-E.22

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## On the cover:

An arrangement of mobile self-erecting tower cranes on display at Spierings' headquarters in Oss as it celebrated both the 25th anniversary of its first mobile tower crane and the launch of its new SK387-AT3 City Boy.



# C & a contents

17

Underbridge



25

Crawler cranes



37

Outriggers



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Comment 5

News 6

Terex launches CC2800 replacement, CICA issues first Gold Plate, Two new models from Movex, Bardanaro to leave Terex, Cargotec to float Marine business, Douglas to chair IPAF UK, IPS and APS to merge, Narrow 32 metre from Holland Lift, New test facility for Tadano-Faun, Loxam invests in UK, Palfinger acquires Tercek, MEC opens European facility, IPAF introduces mandatory accident reporting, Multitel announces new telescopic.



Underbridge 17

Cranes & Access investigates why, given the colossal number of aging bridges particularly in Europe and North America, underbridge work platforms still remain relatively uncommon.

Crawler cranes 25

Cranes & Access visits the Terex Cranes plant in Germany to see the unveiling of the all new Superlift 3800, one of the most hotly anticipated crawler crane launches in many years and takes a look at the latest trends and applications.



Outrigger mats 37

Our annual outrigger mat feature continues to highlight the importance of correctly setting up outriggers and the risks involved in failing to take ground conditions into consideration.

In the next C&A

The next issue of Cranes & Access out in late November features loader cranes, mastclimbers and hoists and takes a look into insulated platforms and live line work. A round-up of this year's SAIE exhibition in Bologna will also be included.

Show roundup 43

September proved to be a very busy month for regional shows throughout Europe and in this issue we cover Germany's specialist access and lifting event Platformers' Days, the UK International Forestry Exhibition show as well as the Dutch access event Verticaaldagen. Also covered is IPAF's annual Europlatform conference which was well represented in Edinburgh this year.

Spider challenge 53

Following the appointment of Euraccess as the UK/Ireland dealer for Cela, the Bristol-based company organised a spider lift challenge. Cranes & Access paid a visit to find out a little bit more about the company and to see how its latest spider lift would compare against the competition.



Moog interview 54

Mark Darwin visits the Bavarian headquarters of underbridge platform company Moog and talks to Christine Moog about the products and latest developments.



## regulars

ALLMI Focus 59

Training 61

IPAF Focus 63

PASMA Focus 65

Innovations 67

Books and Models 69

Letters 71

What's on 72

On-line directory 78

**"To grasp and hold a vision, that is the very essence of successful leadership – not only on the movie set where I learned it but everywhere"...**

*Ronald Regan*



## GET THE “+” ON YOUR PAL



PAL + is an additional one day of category specific training aimed at Mobile Elevating Work Platform (MEWP) operators working in higher risk or challenging environments.

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  - Static Boom (1b+)
  - Mobile Vertical (3a+)
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- + Challenging practical exercises
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- + Individual interviews

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programme is certified by TÜV  
as conforming to ISO 18878.



# cranes & access

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**c&a**  
comment



## The speed of learning

Few would disagree that the proper training of users and operators is by far and away the single most important factor in reducing the number of accidents and making the workplace a safe place.

However when it comes to what comprises good training, consensus is quickly lost. The current trend is towards training under a third party scheme with some credible proof of having completed the training, via a card and relevant paperwork, while tough Independent tests - such as those for HGV drivers - are increasingly becoming mandatory for crane operators.

When it comes to aerial work platform training the IPAF training and PAL card is the most widely recognised, yet the move towards an advanced two day PAL + course and discussion over a half day course for static vertical lifts has sparked off the old debate of how much training is needed to be competent?

It has been argued that taking a man off the street and putting him through a one day course does not qualify him to operate a large truck mounted lift - even though his card says he can. You could make the course five days long and it would still not be right to let the trainee loose with a 112 metre lift. Hands-on experience in 'real' situations is essential.

Aerial lifts differ from most types of equipment in that they tend to be operated by tradesmen - carpenters and electricians - rather than dedicated operators. Make the training for these too long or too expensive and fewer companies will take time to have their staff trained at all. However it is also true that it would be beneficial to have more hands on time with the equipment. A good employer/contractor will check the tradesman's log book that comes with the PAL card to gauge experience levels and will be cautious letting a newly trained individual into a 150ft boom lift.

At the other end of the spectrum it is hard to imagine how you might spend extra hands-on time with a push around scissor lift. You need to know that it will not operate unless level, the castor brakes must be applied - manually or automatically - and that the top button is up and the bottom one down and how to get down if it breaks down.

What it boils down to is that a training course is just a good, safe start which has to be followed up with at least familiarisation training on the particular machine and on the job training for more complex machines. A card alone does not mean you are fully competent.

Mark Darwin

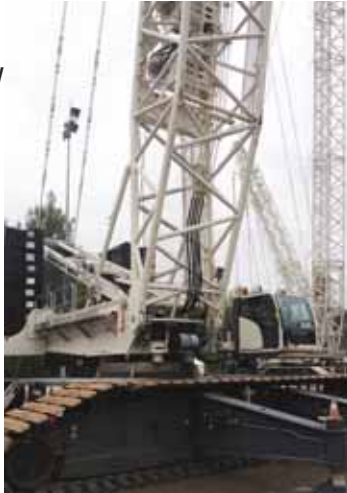
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## Terex launches CC2800 replacement

Terex has unveiled its 650 tonne Superlift 3800 crawler crane - the long awaited successor to the highly successful 600 tonne CC2800-1. The new crane can lift its maximum capacity to a radius of five to 12 metres depending on configuration, while the load chart is said to be around 20 percent better than the CC2800 overall. The new crane can be ordered with a universal boom system or a boom with an integrated wind kit that allows the crane to erect turbines of up to 117 metres without using the superlift configuration.



The new 650 tonne Superlift 3800



The Superlift 3800 has a side outrigger option to monitor ground conditions while raising or lowering long booms

A more rigid boom allows the light duty extension to handle up to 178 tonnes, while the maximum load moment is boosted to 8,426 tonne/metres. Other features include a larger, more comfortable cab and optional side mounted outriggers with built-in pressure sensors that allow the operator to monitor stability and ground conditions while raising or lowering long booms – all of which can be done without the need for an assist crane.

(See crawler crane feature page 25)

## CICA issues first Gold Plate

The Crane Industry Council of Australia (CICA) has issued its first major inspection gold verification plate. The first plate was issued for a Liebherr LTM1080/1 owned by Universal Cranes, the superstructure of which has completed 14,429 hours and the carrier of which has travelled 121,206 kilometres since its manufacture in 1999.

The strip-down and rectification inspection/work was supervised by M&I Inspection Services while

D. Jones of Metrotech was the engineer who signed

off on its next major inspection due date - December 2021. CICA carries out a 'desk-top audit' of the major inspection report to verify that it conforms to Australian Standards, Crane Codes of Practice (including the new Safe Work Australia copy), OH&S regulations and sound engineering principles.

If the report meets all these requirements, CICA will issue a 'Gold Plate' to fix to the crane that confirms to site personnel and regulators, that the crane has undergone a fully legitimate major inspection, complete with all necessary documentation and testing.



Brandon Hitch (L) of CraneSafe/CICA presents the first Gold Plate to Joachim Schalck of Universal Cranes



The new Movex TLF9 and TLF10 are ultra compact and do not require stabilisers

## Two new models from Movex

Spanish vehicle mounted lift manufacturer Movex has launched two new van mounted lifts designed for city centre applications, such as traffic lights, phone masts and CCTV maintenance. The two models offer nine and 10 metre working heights and can be mounted on a 2.8 tonne van without outriggers or stabilisers. Both are one man machines with 120kg platform capacity.

The TLF9 has a maximum working height of 8.8 metres, with up to five metres of outreach. When the boom is in its transport position it is carried on the roof with very little rear

overhang. The company says that the platform unfolds automatically ready for work. The TLF10 has an extra metre of working height with the same specification as the TLF9. Both models have 420 degree non-continuous slew, proportional controls in the platform, auxiliary controls with five metre wandering lead and easy access to a manual descent valve in the case of a total power loss.



## Cargotec to float Marine business

As part of the changes the company will also seek an Asian stock market listing for its MacGregor Marine business, although it will retain a majority stake. It is also breaking up its Service division, returning service responsibility to the three separate businesses. No timetable has been issued for the changes.

## Bardonaro to leave Terex for Maxim



Frank Bardonaro

Frank Bardonaro, currently managing director global sales at Terex Cranes is leaving the company to return to Maxim Crane Works, which he left in 2001 when he joined Amquip. Bardonaro joined Terex two years ago as vice president and managing director of Terex Cranes in the Americas after stepping down as Amquip's chief executive. He was promoted to his current position 12 months ago. Terex Cranes managing director Kevin Bradley will assume Bardonaro's duties on an interim basis.

# Douglas to chair IPAF UK

Peter Douglas, executive director of operations at Nationwide Platforms, has been elected chairman of the newly formed IPAF UK Country Council after its first meeting in Edinburgh. Ben Hirst, joint managing director of Horizon Platforms and representative of the Access Alliance, was elected vice-chairman. The IPAF UK Country Council, which is comprised of 22 members, says that it aims to drive operating standards and improve safety in the industry by ensuring that members are kept up to date with any legislative, technical or other changes which might affect them.



Peter Douglas

# IPS and APS to merge

UK-based Independent Parts and Service (IPS) and Access Platform Sales (APS) are to merge into what will be the UK's largest powered access distributor. IPS is based in Telford in the West Midlands, while APS is located in the East Midlands in Huntingdon, with a full service branch in Scotland. The transaction does not include the Australian operations of IPS which have been acquired by Rick Mustillo, but does include IPS France, its new IPS venture in Holland and its international dealerships.



The deal is done - (L-R) Richard Tindale, Jim Daintith, Tony Jennings and Kevin Shadbolt

The two companies have similar sales volumes, giving the combined business revenues of more than £15 million, with around 100 employees, three geographically strategic locations and 22 mobile service vans. The merged business will be managed by the four senior directors of the two companies, all of whom have different strengths and who will focus on different areas. Tony Jennings principal shareholder and managing director of IPS will be chief financial officer, Jim Daintith chairman and principal shareholder of APS is more of an entrepreneur and will focus on strategy and business development, Kevin Shadbolt of IPS will be operations director and Richard Tindale of APS the sales and marketing director.

For a full report go to [www.vertikal.net](http://www.vertikal.net)

# Instant opens plant in China

Aluminium tower manufacturer Instant UpRight has opened a new manufacturing facility - UpRight Asia - in Foshan, Guangzhou, southern China. Dealers and customers from Asia, the Middle East and Australia attended the opening, which included a conference.

The move follows the acquisition of Scaffworx, a tower manufacturer in Guangzhou, in 2011. The plant will produce a range of welded and non-welded mobile aluminium towers, low-level access products and aluminium system scaffold for Asia, Australasia, and the Middle East. China will also become the company's worldwide development centre for low-level access products.



The UpRight Asia facility in Guangzhou, China

# Singapore gets tough on crane safety

Singapore's Ministry of Manpower (MOM) has fined 31 companies in 'Operation Hornbill', its first major enforcement exercise since new regulations regarding crane safety came into force in September last year. The fines ranged between S\$200 (\$162) and S\$6,200 (\$5,000) and five companies were also ordered to stop work immediately. The operation was conducted over a three month period by the ministry's Occupational Safety & Health Division and focused on the size of the load, communication by the lifting team, as well as ground conditions and obstacles.

The majority of fines related to a failure to maintain the cranes - including wire ropes - in good working order and the absence of proper plans for lifting operations. Many were also caught for using defective lifting gear, as well as using cranes which had not been examined and certified by an authorised examiner. In a separate move the Singapore authorities have announced that Data Loggers will be mandatory on all new cranes from January and that it is considering making them a legal requirement on all cranes.

# Multitel adds telescopic jib to 3.5 tonne



Multitel's new MJ201

Italian truck mounted lift manufacturer Multitel has unveiled a new 21 metre telescopic lift with telescopic articulating jib, mounted on a 3.5 tonne chassis. The Multitel MJ201, which has a platform 225kg, features a three section telescopic boom, two section telescopic jib and end mounted platform.

The rear outriggers remain within the vehicle body, while H-frame front outriggers offer the option of setting up within the chassis width - extending on one side only or both sides. The electronics automatically determine the available working envelope, depending on the front outrigger setting and the weight in the platform. The MJ201 offers more than 20 metres of working height and up to 12 metres of outreach. The articulating jib provides up to five metres outreach from the boom tip when fully extended.

The new 34 metre working height Holland Lift G-320EL28 4WDS/N



## Narrow 32m from Holland Lift

Holland Lift has designed a narrower version of its massive 32 metre/106ft platform height battery electric scissor lift, the G-320EL28 4WDS/N. The new model has an overall width of 2.8 metres, rather than the three metres of the regular 32 metre unit.

It also retains the four wheel drive and four wheel steer features of the wider model but has solid non-marking tyres in place of the usual foam filled ones and a slightly smaller 1240ah/80 volt battery pack in order to fit into the narrower machine width. The first two units have been purchased for power station maintenance work in China, through the company's agent in China – Yacontee. The first unit has already been shipped to Shanghai, while the second unit will go out at the end of this month.



## New test facility for Tadano-Faun

Tadano Faun has opened a new 43,000 square metre test site for its cranes in Pegnitz, to the north of its main plant in Lauf. The location was chosen for its significantly lower land costs compared to a site closer to the company's 150,000 square metre main plant.



The idea is that cranes will complete a test drive to the site and then run through the normal lifting tests before shipping to the customer or distributor. The new facility is located close to the E51/A9 Autobahn. The opening of the new facility, which is located on a 60,000 square metre plot, was celebrated with the handover of a ceremonial key by the local Mayor Manfred Thümmeler. It is expected to be fully operational early in the new year.

*Tadano Faun's new test site in Pegnitz.*

## Loxam invests in UK

Loxam has invested almost £9 million in new equipment for its UK access business over the past 12 months with the lion's share – more than 100 machines out of a total of 215 – being delivered to its Wembley location in London.

Loxam says that as a result of this investment, over 85 percent of its UK fleet is now five years old or younger. The bulk of the Wembley additions are Niftylift self-propelled boom lifts including the latest 63ft platform height Hybrid HR21's which it says are aimed at an increasingly environmentally-focused customer base.

This has increased the Niftylift fleet at the branch from five units to more than 30, including the HR12, HR15 and HR21. Other new platforms include eight 12.5 metre van mounts on 3.5 tonne chassis aimed at increasing its London Emission Zone compliant vehicle mount market, Skyjack scissor lifts and two 135ft Genie Z135s.



*Loxam technical manager Darrel Voce (L) hands over the latest additions to Wembley branch foreman Doyle Waldren.*

## Palfinger acquires in Brazil

Palfinger has acquired Brazilian hydraulic component manufacturer Tercek, including its bus wheel chair lift division Libero. The transaction will see Palfinger acquire all of the outstanding shares in Tercek, which is based in Caxias do Sul, Brazil.

The company was looking for a strong partner to help fund its plans to increase market penetration and expand. Tercek production will be relocated to Palfinger's facility which is also located in Caxias do Sul.

Tercek is classified as a small-sized high innovation enterprise and as such receives funds from the national Studies and Projects



*The Libero bus lift*

Finance Organisation. Libero bus lifts represent a new product sector in Brazil which is said to have enormous growth potential. From 2014 onwards all municipal buses will be required by law to be equipped with a bus lift for passengers with limited mobility.

## MEC opens European facility

US specialist aerial lift manufacturer MEC has opened a new European distribution facility in De Lier, the Netherlands - near the Hook of Holland. The new facility which is being overseen by Jim Tolle, vice president strategic development international markets, will serve as a warehouse for new machines and replacement parts and house a workshop to carry out pre-delivery inspections, and handle all service related matters.

"De Lier was chosen because of its proximity to the port and its central location. This will allow us to provide our customers with a quick turnaround once the product arrives in Europe and is the first step in our planned expansion for the European market. In early 2013 we plan to open a similar operation in the UK," said Tolle.



*The MEC Titan 40-S.*





## Two T330 for Easi UpLifts

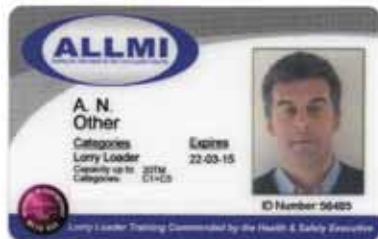
Irish based international rental company Easi UpLifts has taken delivery of two 33 metre Ruthmann Steiger T330 truck mounted lifts. The new lifts feature four section telescopic booms with 33 metre working height and 21 metres of outreach. The platform rotates a full 180 degrees with jib articulation of 185 degrees, while platform capacity is 320kg. Mounted on a two axle 7.5 tonne chassis the overall length is just 8.79 metres. Ruthmann claims to have sold over 150 units of the T 330 since it was launched in 2011.

## UKCG recognises ALLMI training

The United Kingdom Contractors Group (UKCG) has agreed to recognise the ALLMI loader crane training and operators card and to incorporate ALLMI training into its list of Accepted Record Schemes. The UKCG is the largest contractor group in the UK and its members account for £33 billion worth of total construction revenues - a third of total UK construction output.

When a previous temporary agreement recognising the ALLMI card expired earlier this year, the group tried to push ALLMI into its favoured CPCS scheme with the threat to stop accepting the card on its sites. ALLMI members rejected the proposal preferring to continue without UKCG acceptance. The contractor's group clearly had a change of mind and has decided to fully recognise the card after all.

David Lambert, health and safety advisor for the UKCG, said: "The UKCG is pleased to include the ALLMI Lorry Loader Training Scheme as a 'recognised scheme' under its 'Accepted Record Schemes'. The UKCG recognises that the ALLMI scheme is used across the UK by a wide range of suppliers and contractors, providing a defined level of training for those using lorry loaders on UKCG sites."



## JLG offers SkyGuard retrofit kit

JLG has announced the availability of the retrofit package for its SkyGuard crush protection system. The retrofit kit allows owners to equip almost any JLG diesel/gas powered booms manufactured since 2004 with the new system, and thus meet the demands of those contractors who insist on the fitment of such devices on machines operating on their sites. The retrofit version offers all of the features of the factory fitted version, including automatic reversal of last function.



The JLG SkyGuard system

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One of Hi-Reach's new JLG 1500SJ dwarfs a new 80ft 800AJ



## Hi-Reach buys big with JLG

UK based rental company Hi-Reach Access has taken delivery of several large boom lifts from JLG in an order worth well over £1 million. The new machines include 120ft platform height 1200SJPs and 150ft 1500SJ Ultra booms.

The units were delivered to the company's depot network in September in order, it says, to reinforce its position as a leading supplier of large self-propelled boom lifts in the UK market. All the units have been ordered with full specification including on-board electrical power.

## IPAF implements mandatory accident reporting

As of January 1st 2013, IPAF rental members in the UK will be required to report all aerial lift accidents involving their staff on the IPAF accident database - [www.ipaf.org/accident](http://www.ipaf.org/accident). The move to make accident reporting a condition of IPAF membership for UK rental companies was agreed at the first meeting of the IPAF UK Country Council and subsequently ratified by IPAF's international council.

Peter Douglas, chairman of the UK Country Council, who has been leading the accident reporting campaign, said: "We need to make the industry safer, the data collected will help indicate the most common high risk behaviours. If we can reduce those risky behaviours, we will gradually reduce the number of fatal and serious accidents."

"The initial mandate is to report all lost time incidents, but all members are strongly encouraged to get on board and report all accidents, near misses and contractor incidents they are aware of. The more information we have, the better we will be armed to reduce accidents in our industry."



Reporting all accidents will become a condition of IPAF membership for UK rental companies

## HSE investigation charges start this month

The UK's Health and Safety Executive's new cost recovery scheme – Fee For Intervention (FFI), came into force this month. Under The Health and Safety (Fees) Regulations 2012, those who break health and safety laws are liable for recovery of HSE's related costs, including inspection, investigation and taking enforcement action at a rate of £124 an hour. Businesses that comply with their legal obligations will continue to pay nothing.

Geoffrey Podger, HSE's chief executive, said: "The most basic safety mistakes in the workplace can devastate lives and result in

real costs to industry. It is right that those who fail to meet their legal obligations should pay HSE's costs rather than the public purse having to do so. Fee for Intervention provides a further incentive for businesses to manage health and safety effectively and to operate within the law. It should also help level the playing field between those who comply and those who don't."

Employers can find practical advice, tools and case studies for controlling common risks and ensuring compliance at:

[www.hse.gov.uk/toolbox/index.htm](http://www.hse.gov.uk/toolbox/index.htm)



## Hirepool bids for Hirequip

Next Capital, which owns a controlling interest in New Zealand rental company Hirepool, has confirmed speculation that it has made a bid for the HireQuip rental business. HireQuip, which is also based in New Zealand, appointed an administrator in July after its owner, private equity company Tasman Capital Partners, proved unable to refinance the company's \$117.8 million of debt.

Hirequip has 37 branches and 320 employees in New Zealand, while Hirepool has 52 locations. If a deal is agreed with the receiver, Commerce Commission approval will almost certainly be required as the combined entity would have a market share approaching 40 percent. We understand that the plan would be for the two companies to continue as independent businesses, at least in the short term.

Australian-based Next Capital, which also owns Onsite Rentals in Australia, acquired its 75 percent stake in Hirepool in July 2006 from Goldman Sachs and Mainfreight. The balance is owned by Sharon Hunter and Tenby Powell.



## New Ruthmann for AA

UK based AA Access has taken delivery of the first Ruthmann T460 in the UK, the new model is of the company's Height Performance range, which will be extended into the 50 metre market in early November.

Owner Andy Ainsworth said: "I am very pleased with it. I especially like the excellent 'Up and Over' capability. We took delivery at the end of September and it went straight to work."



The new Ruthmann T460 at the Dunhill Cup, St Andrews, Scotland

# Socage upgrades A314 pick-up

*The revamped A314 - the A314 Forste - features four outrigger jacks for better levelling*



Socage has upgraded its 13.5 metre Isuzu D-Max pick-up mounted A314 work platform. The upgraded model, designated the A314 Forste, is designed for off-road work, has 270 degrees slew and a platform capacity of 225kg. The upgrades include: a new automatic greasing/lubrication system, a simplified, more user friendly control panel, a lighter structure to increase vehicle payload, 180 degrees platform rotation which also helps improve the outreach to 7.2 metres, four stabiliser jacks in place of two, with new ground controls for better levelling on rough terrain.



*Five of the Grove Rough Terrain cranes for EEI*

## Seven Grove RTs for Philippines

EEI, one of the largest construction companies in the Philippines has taken delivery of seven new Grove Rough Terrain cranes for the construction of a major petrochemical plant. Five of the cranes, four 60 tonne RT765E-2s and an 80 tonne RT890E, were bought specifically for the project, while two additional 55 tonne RT760Es have been rented from Manitowoc.

Located in the coastal city of Batanga, south of Manila, the job site includes extreme heat, humidity, uneven ground and tight spaces. The cranes will work 12 hour days, six days a week to ensure the plant is completed on time.

## Stop frame video demonstrates powered access at its best

After taking delivery of its first 50 metre Bronto S50XDT-J, UK rental company Facelift made a special high resolution time-lapse film of one of its first jobs at a Carthusian monastery where it proved its versatility. The resulting short video is a first class example of what the

latest generation of aerial lifts is capable of and a great selling tool for modern powered access. It is worth a look, regardless if you are a competitive rental company or an end user who faces challenging access issues. Go to the video section on [www.vertikal.net](http://www.vertikal.net).



*The Bronto was able to reach much of the monastery from one position*



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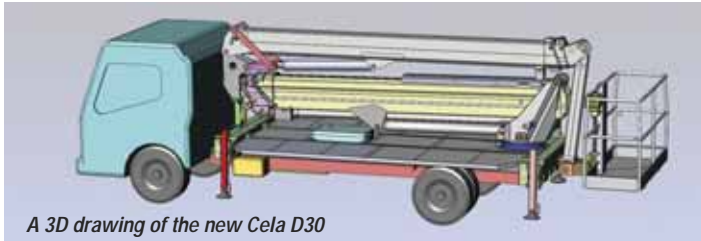


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## Cela takes D concept to 30 metres

Italian spider and truck mounted lift manufacturer Cela is to unveil a 30 metre DT30 articulated truck mounted lift at SAIE. The new lift, most likely on a 7.5 tonne truck, will feature the same dual telescopic articulated design as the company's D21 and D24 models with four section lower boom and three section top boom, but it will also have an additional articulating jib. Unrestricted platform capacity will be 250kg and the unit will have the same below ground capability and low stowed height as its smaller relatives.

*The new D30 will have the same basic configuration as the D24 but with the addition of an articulated jib*



*A 3D drawing of the new Cela D30*

## Barnhart buys in New York

Barnhart Crane & Rigging of Memphis, Tennessee has acquired C&S Crane & Rigging of Syracuse, New York from C&S Companies. C&S acquired the crane assets of JPW Riggers in 2008, merging it with its small crane fleet and has since substantially increased the amount of outside lifting work that it carries out. The crane fleet now runs from 15 to 200 tons and includes a range of specialised rigging equipment. All C&S Crane & Rigging employees have been hired by Barnhart and the company will continue to operate from its existing location.

Barnhart operates from 25 locations in the USA, offering lifting and transportation services for the power generation, petrochemical, and renewable energy industries.

Ron Peckham chief executive of C&S Companies said: "The acquisition will offer customers both the personal service and local presence that has fuelled rapid growth for C&S Crane & Rigging, and will complement Barnhart's existing business. The sale is evidence of the improving private economy in Central New York and will allow C&S to focus on its other construction-related offerings."

## More Dino booms for Sweden

Swedish rental company Hyrse has taken delivery of two new Dinolift 185XTS self-propelled articulated boom lifts. A key consideration for the company, which is based in Kiruna 1,310km north of Stockholm, was that the machines needed to be able to handle the extreme cold of the winter months. "We think that it will help

that these units have an engine heater, residual current and a cover over the control panel and probably the highest standard of components in the business," said Torbjörn Malmström of Hyrse. The new machines were purchased through Dinolift's Swedish distributor Zip-Up Svenska.



*The Dino 185XTS being evaluated by the customer at the Dino plant in Loimaa, Finland*

## Heli opens new premises

Belgian crane and access distributor and rental company Heli has officially opened its new four hectare (10 acre) facilities in Wetteren, Belgium. The event was celebrated with an open day and party which included supplier equipment demonstrations from Maeda mini cranes, Snorkel aerial platforms, Bluelift spider lifts and Glaslift manipulators, as well as guided tours around the new premises.

The new facility brings together all the Heli group companies and more than 80 employees in three



*The new premises covers 4 hectares*

warehouses totalling 6,000 square metres plus 1,650 square metres of office space. The company's 850 machine rental fleet is based at the new facility. Heli also has a division in France, near Cergy Pontoise north west of Paris, which manages the rental and sales of aerial platforms and mini cranes for Northern France and the Paris region. Next year the company celebrates its 30th anniversary.



*The new workshops*



*Some of the equipment demonstrations*



*The Maeda mini crane corner*

## And Wim Le Roy departs

Shortly after the open day Heli's sales manager Wim Le Roy announced that following persistent disagreements over the future strategy of the company he will be departing the business and seeking a new challenge in order "to allow the management board to be in harmony again".

# Spierings celebrated its 25 anniversary and launched the City Boy

Dutch based mobile self-erecting tower crane manufacturer Spierings held an open day at its Oss headquarters in late September to celebrate its 25th anniversary and the launch of its SK387-AT3 City Boy. Employees and customers attended the two day event with a party on Friday evening followed by an open day on Saturday.



Spierings 25th anniversary celebrations

The City Boy first seen in concept form at Bauma 2010, is significantly different to the six other models produced by Spierings. Most noticeable is the single operator's cab that serves as both the drivers cab and as the elevating



crane cab. A third tower section raises the horizontal jib height to 30 metres with a 36 metre radius and 1,800kg at the jib tip.

Both 30 degree and 45 degree luffing is available giving 45.9 metre and 53.75 metre under hook heights which provide a 1,800kg capacity at a 31.4 metre radius and a 1,500kg capacity at a 25.8 metres respectively. Overall width is 2.5 metres - length just over 13 metres and height four metres. Gross Vehicle Weight is 36 tonnes. The design parameter was to halve the average fuel consumption resulted in a brand new drive train with a 400kW electric motor directly coupled to the front axle and a frequency control unit to convert accelerator pedal operation into variable road speeds from zero to its 80kph maximum. The same electric motor provides electric regenerative braking to top up

the batteries, while a John Deere 205kW diesel engine running at constant speed provides the main charging source for the lithium ion battery pack. In addition to the main drive train, the crane has a hydraulic auxiliary drive motors on the rear wheels to improve on site traction/power. When the tower is in the upright position and cab elevated, the chassis may be driven via the remote controller.



The new SK387-AT3



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- **Sir Matthew Goodwin**, founder of Hewden Plant and Hewden Stuart, has passed away aged 83.



Sir Matthew Goodwin

- Aerial lift and telehandler company **CanSource Lifts** of Edmonton, Alberta, is building new premises.

- **Next Capital**, which owns New Zealand based **Hirepool** has bid for the **HireQuip** rental business.

- **Manitowoc** has launched a public offering for \$250 million worth of senior notes with a 2022 maturity date.

- **Compact Lifting Equipment** has achieved its third consecutive Safecontractor accreditation.

- **CTE** has entered into talks over further cut backs at its Bertinoro plant.

- The 2013 **Vertikal Press** editorial calendar and media kit is now online.

- **Snorkel** has appointed **Diesel Hydraulique Services**, the Tadano-Faun dealer, as its distributor for France.

- UK rental company **Facelift** has taken delivery of a 50 metre **Bronto S50XTD-J**.

- **Wim Le Roy**, sales manager of Belgian sales and rental company **Heli** has decided to leave the company.



Wim Le Roy

- A hand-cranked crane built by **Bowser and Cameron** of Glasgow in 1859 has been fully restored.

- **Terex** has appointed **Newcom Mining Services** as its distributor in Mongolia.

- **Briggs Equipment UK** has acquired the UK assets of **Hyster** fork truck distributor **Barloworld Handling**.

- **Tanfield**, owner of **Snorkel**, has issued a mid-year statement and expects to break even by October.

- **Hertz Equipment** has acquired **Pioneer Equipment Rental and Sales**, an 11 location operation in Oklahoma.

- British prime minister **David Cameron** has officially opened **JCB's** new \$100 million factory in Brazil.

- UK access company **Platform Sales & Hire** has appointed **Wayne Moulit** to head up a new West Midlands location.



Wayne Moulit

- Russian utility contractor **Energostroyinvest CJSC** has purchased a 23 metre **Palazzani Ragno TSJ 23C**.

- **Genie** is transferring production of 0its 125ft **S-125** telescopic boom to China to make room for a new product.

- **James Darnley**, previously sales manager at **Leach Lewis** in the UK, has joined **Lifterz** owner **LSGI**.



James Darnley

- A new company **Edwards Lifting Services** has been set up in the UK to provide crane operators and other staff.

- Distributor and rental company **Heli** has officially opened its new facilities in Wetteren, Belgium.

- **Ruthmann** has appointed **Powered Access Hungary** as its distributor.

- The **Crane Industry Council of Australia** has confirmed its new board, following recent elections.

- **Ruthmann** has appointed **Acarlar Makine** as its distributor in Turkey.

- **Grove** veteran and **JLG** founder **Paul Shockey** has passed away aged 89.

- **Tanfield** has announced that **Smith Electric Vehicles** shelved its planned Initial Public Offering.

- **Larsen & Toubro** has taken delivery of two **Potain MD 1100** cranes at its shipbuilding facility near Chennai.

- 800 construction workers staged a protest at the site in Perth after a tower crane hoist cable incident.

- US based software company **Wynne Systems** has appointed **Robert Gray** as account manager.



Robert Gray

- Loader and service crane manufacturer **Iowa Mold Tooling** has appointed **Don Daniels** as sales director.



Don Daniels

- UK based **Smiths Equipment** can now transport two **Nifty 62ft** boom lifts on a single truck.

- **Palfinger** has acquired Brazilian component manufacturer **Tercek** including its bus lift division **Liberio**.

- **Socage** has upgraded its 13.5 metre **Isuzu D-Max** pick-up mounted **A314** work platform.

- Singapore based **Tat-Hong** has raised S\$82.1 million for the purchase of new cranes to expand its fleet.

- A team from heavy lift specialist **Mammoet UK** has attempted the UK's National 3 Peaks Challenge.

- **Lifting Gear Hire** has relocated its St. Louis, Missouri warehouse.

- French access rental company **Joly Location** has ordered two new **Ruthmann** truck mounted lifts.

- **Exolgan Container Terminal** in Buenos Aires has taken delivery of its eighth **Liebherr** ship to shore crane.

- **Indiabulls** has taken delivery of four **Liebherr** tower cranes for a development in southern India.

- Aerial lift and telehandler producer **Haulotte** has appointed **Craig Bentley** as UK general manager.



Craig Bentley

- Hydraulic component manufacturer **Sauer Danfoss** has appointed **Eric Alström** as its new chief executive.

- **Wynne Systems** has become the first software company to achieve **ARA Rental Market Metrics** certification.

- Dutch based heavy lift and offshore specialist **Huisman** is to build a production facility in Brazil.

- The Swiss canton of Berne has taken delivery of a new 26 metre **CTE ZED26J** truck mounted lift.

- **Cela** will unveil the 30 metre **DT30** articulated truck mount at SAIE.

- A team from **Horizon Platforms** in the UK has now completed the Yorkshire 3 Peaks Challenge.

- German loader crane manufacturer **Altas** has appointed **Jason Lowthorpe** as a UK regional sales manager.



Jason Lowthorpe

- **MCS** in partnership with **IBM** claims to have helped **A-Plant**, achieve substantial cost savings.

- German offshore wind turbine manufacturer **Areva Wind** has taken delivery of a 400 tonne **Liebherr LTM 1400-7.1** All Terrain crane.

- UK based parts and distribution companies **IPS** and **APS** are to merge.

- Dutch heavy lifting company **T. Pater** has taken delivery of a new 55 tonne **Terex 3160 Challenger** All Terrain crane.

- Dutch access rental company **Gunco** has added four **Hitachi** crawler mounted self-propelled booms to its fleet.

- UK civil engineering company **BAM Nuttall** has taken delivery of two new **Kobelco** crawler cranes.

- **LandProp** has taken delivery of an **Alimak SE 630FC** hoist for the maintenance of a sculpture in London.

- Belgian heavy lift group **Sarens** has taken delivery of 20 **Zoomlion** Rough Terrain cranes.

- **Titan Machinery**, the acquisitive US distributor, has boosted first half revenues by over 32 percent.

- UK waste disposal company **Stanton Recycling** has purchased a **Merlo Panoramic P55.9CS** telehandler.

- **Frank Bardonaro** is joining **Maxim Crane Works** in the USA as president of sales and business development.



Frank Bardonaro

- Renewable energy provider **Clean Wind Energy** has announced a partnership with tower crane specialist **Krøll Cranes**.

- Aluminium tower manufacturer **Instant UpRight**, is opening a new manufacturing facility in China.

- Indonesian state oil and gas company **Pertamina** has taken delivery of a **Grove GMK6300L All-Terrain** crane.

- **Bronto Skylift** owner **Federal Signal** has appointed **Braden Waverley** as interim chief financial officer.

- **Nazzareno Zandonà**, technical manager at Italian aerial lift specialist **CTE**, has died aged 48.



Nazzareno Zandonà

- Joystick, electronics and replacement parts supplier **C-Tech Industries** has appointed **Gantic** as its distributor for Norway.

- **Multitel** will launch a new 21 metre telescopic lift with telescopic articulating jib at SAIE.

- **Peter Dahlsten** head of **Ramirent** Sweden has decided to leave the company.

- **Ruthmann Austria** has been formally appointed as the **Niftylift** distributor for the country.

- **Safway Services** has acquired North American Coating, a provider of industrial painting and fireproofing.

- Russian crane rental company **Topkran** has taken delivery of two **Liebherr All Terrain** cranes, a 160 and 200 tonner.

- Transport and shipping company **Wallenius Wilhelmsen Logistics** has acquired **Abnormal Load Services**.

- Parts specialist **TVH** is to become the official parts distributor for **Genie** in 14 Central European countries.

- Australian crane certification organisation **CraneSafe** has promoted **Brandon Hitch** to general manager.



Brandon Hitch

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



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ANSI model shown.

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# Going down and under

c&a

underbridge

Given the colossal numbers of aging bridges, particularly in Europe and North America, coupled with the increasing popularity and adoption of powered access you would think that underbridge work platforms would be a rapidly growing market. Yet in spite of all the factors suggesting otherwise, underbridge platforms are relatively uncommon. Cranes & Access investigates.

In many ways, the underbridge work/inspection platform is similar to the mobile tower crane. Both are quite complicated designs, produced in small numbers and therefore expensive to purchase. Both are the best and most efficient solution to carry out the work for which they were designed. While there are alternatives - large truck mounted platforms and large All Terrain cranes - none come close to carrying out the work with the same speed, safety and efficiency.

So like the mobile tower crane, one has to ask the question why are they not more popular? Much of it is down to the fact that this type of equipment tends to be rented when needed, rather than purchased.

Specialist, almost dedicated equipment such as the underbridge inspection unit does put a lot of companies off, particularly those with large fleets of 'regular' general purpose platforms. Specialist equipment needs specialist operators, technicians and because of the niche market it is aimed at, specialist sales personnel. And in the case of most underbridge units if there are no bridges to inspect they sit which is all too much trouble for the 'average' rental company.

Underbridge units are, as we have said, expensive and yet rental rates and utilisation are currently too low to make a decent return on investment, making it difficult to re-invest in new equipment. It is fortunate therefore that most underbridge units have a realistic operational life in a rental fleet of around 25 years.

More recently the development and increasing popularity of larger truck mounted platforms, spider lifts, boom lifts and scissors have offered a more general purpose alternative for many bridges where inspection can be carried out from below.



A Barin basket machine

While the rental costs of some of these alternatives may often be similar or even more than a specific underbridge unit, the fact is that these units are far more readily available and in some cases can offer the advantage of not blocking a lane on the bridge itself by working from below. There is also an increasing number of truck mounted and spider lifts that have the ability to work below ground level at least making them viable alternatives for inspection work.

This 'make-do' attitude of many companies using equipment not designed for the job may be based on using equipment they are already familiar with, even if it is not the best tool for the job. But beware! Approaching bridge inspections from below can have its problems - tricky access, poor ground, water and obstructions are just a few - and with that comes the increased risk of an accident and not completing the task safely and efficiently.

## Bridge of size

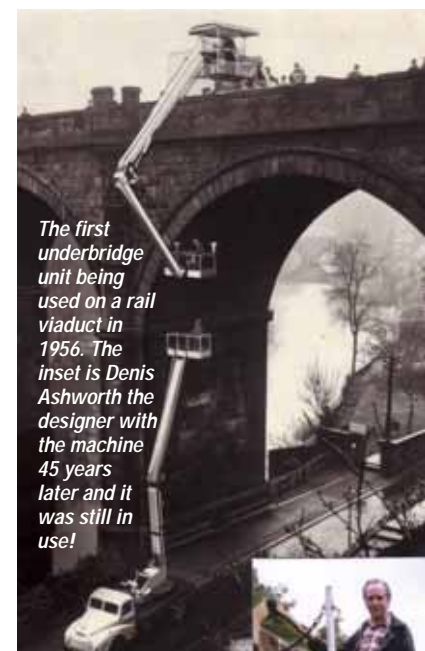
In order to gauge the size of the potential market we looked at the number of bridges and structures in the UK. While we could not find a single national register, Kent County Council has more than 4,000 - owning and maintaining about 2,800 - while the remainder are the responsibility of others such as Network Rail and the Highways Agency. In North Yorkshire it is thought that there are 2,800 bridges. With 27 county councils and a conservative estimate of 3,000 bridges per council, there are about 80,000 bridges that need an annual visual inspection and a six yearly 'hands-on' inspection. Just taking the six yearly full structural inspections means that almost 40

bridges should be undergoing this inspection every day (assuming that each bridge takes just a day to inspect).

As mentioned before, there will be many smaller bridges that can be inspected using more conventional aerial work platforms - the infamous Spaghetti junction in Birmingham for example has at least one truck mounted platform permanently on hire patrolling under the motorway bridge system. All bridge owners have a responsibility for their structures such as carrying out day to day inspections and organising maintenance. This includes operational maintenance - essential for the safe use and operation of a structure - routine maintenance to combat normal wear and tear and protecting the structure over time and structural maintenance and upgrading needed as a result of external factors, such as exposure



A Moog 230 working on Blackfriars Bridge in London



The first underbridge unit being used on a rail viaduct in 1956. The inset is Denis Ashworth the designer with the machine 45 years later and it was still in use!

to extreme conditions, old age, change of use or change in structural standards.

## A disaster waiting to happen?

Lack of maintenance and inspection can have catastrophic results such as the collapse of I-35W bridge in Minneapolis in 2007. The 581metre long eight-lane steel truss arch highway bridge which crossed the Mississippi River experienced catastrophic failure in its 305 metre long main span. Of the 111 vehicles on the span there were 13 fatalities and 145 injuries. Although the key conclusion was that the collapse was primarily design driven, the official report indicated that more inspections by better trained inspectors may have identified the issue prior to collapse.

## Bridge inspection

As can be seen in the table below from the UK - which is similar for all of the EU - there are various categories of structure, all of which must be inspected at regular intervals. For highway structures in the UK there should be a general inspection of not more than every two years consisting of a visual inspection of all parts of the structure that can be checked without the need for special access equipment or traffic management arrangements.

## UK inspection times for various structures:

Type of Structure	Detailed inspection	Visual inspection
Tunnels (excluding shafts and earthworks associated with tunnel portals)	12 months	12 months
Shafts	6 years	12 months
Parts of bridges, retaining walls and coastal, estuarine and river defences (except Culverts) which are under water in a watercourse, and where the depth of water prevents a visual examination	3 years	12 months
Bridges, Culverts (excluding those whose primary method of support is by arching action) and structures supporting buildings over operational lines	6 years	12 months
Retaining Walls (other than minor retaining walls)	6 years	12 months
Coastal, Estuarine & River Defences (except parts of defences which are underwater in a watercourse and where the depth prevents a visual examination)	12 months	12 months
Boundary or freestanding walls	6 years	12 months
Various supporting structures identified within standard RT/CE/S/092 such as advertising hoardings, cable bridges, CCTV supports, customer information screen supports, lighting support structures, straight signal posts etc.	-	12 months

All highway structures should have a principal inspection at least every six years. This consists of a close examination - within touching distance - of all accessible parts of a structure and where relevant, including underwater parts and adjacent earthworks and waterways, utilising suitable access and/or traffic management works as necessary.

A principal inspection may include a modest programme of tests, e.g. hammer tapping to detect loose concrete cover or half-cell and chloride measurements to enable risk of reinforcement corrosion to be assessed, when considered necessary.

## Underbridge types

There are various types of platforms for underbridge work, including road-based units, road/rail units and tunnel inspection units. Here we will concentrate on the road-based units which include trailers, bucket and platform/maintenance units.

## Bucket units

As the name suggests, the bucket units use a basket type platform rather than a continuous deck and are therefore popular for all types of maintenance and structural inspections particularly on smaller or narrower bridges where the articulated boom design allows down and outreach.



The 581 metre long, eight lane section of the I-35W bridge in Minneapolis collapsed in 2007. Of the 111 vehicles on the span there were 13 fatalities and 145 injuries



In the UK the compact Simon UB40 is still a very popular unit allowing underbridge access and bridge inspections from within a single lane and reducing the disruption to traffic flow. Maximum horizontal outreach is 6.1 metres, with a maximum lowering depth of 8.2 metres and the ability to overbridge almost two metres and reach over a maximum parapet height of 1.8 metres. Basket size is 900mm x 1.7 metres with a capacity of 225kg and the whole unit takes just 2.5 metres of lane width.

Although there are several of the aging UB40 units still operating in the UK, they have not been made for many years. The largest specialist underbridge manufacturer is the southern German manufacturer Moog - its version of the bucket platform is the MBL series which can be mounted on road, road/rail or rail chassis depending on the application. The four model range - MBL 1200T to MBL 1750T - use a three arm system giving maximum lowering depths from 15.7 to 21.1 metres and 12.0 to 17.5 metres horizontal range with 280kg platform capacity.

## Platform units

Platform or extending deck units provide a larger work/inspection area and can be mounted on a truck, trailer or in a few cases crawler tracks and offer continuous platform lengths of up to 25 metres. This type



Although now aging, the Simon UB40 is still very popular for underbridge inspections



Platform or extending deck units provide platform lengths up to 25 metres

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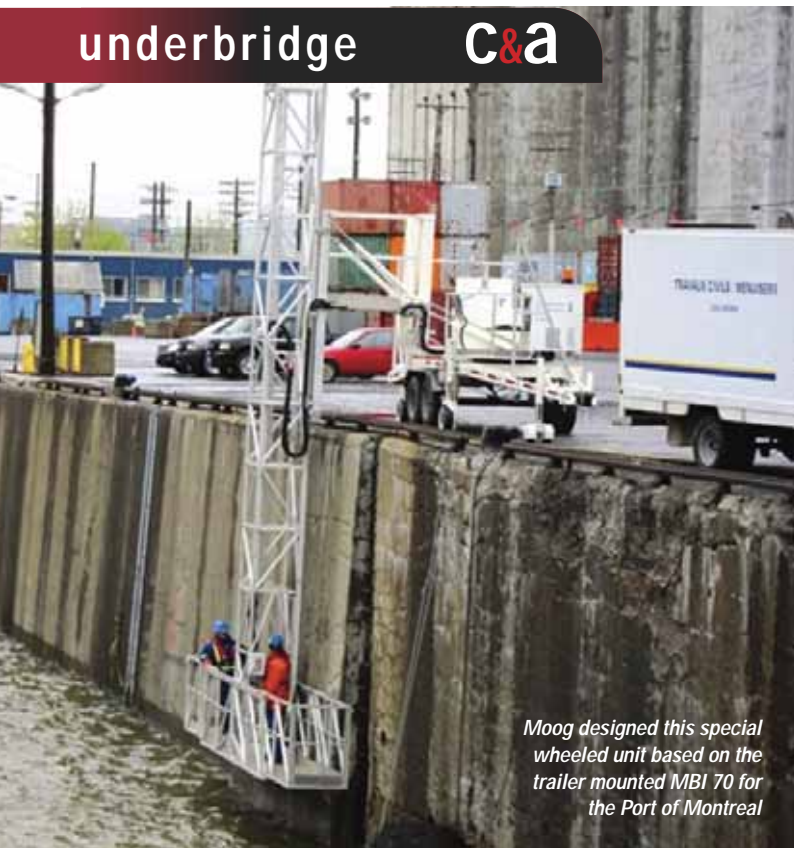


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**PERFORMANCE**



*Moog designed this special wheeled unit based on the trailer mounted MBI 70 for the Port of Montreal*

of inspection unit is probably more useful for carrying out repair work than the bucket type, thanks to its greater floor space.

Moog for example, has a range of 10 platform units available as either truck or trailer mounted. The smallest unit - the MBI 50-1/S can also be mounted on tracks which is a result of an enquiry from the Port of Montreal, when Moog designed a special platform based on its trailer mounted MBI 70. The customer required a minimum six metre long platform to work on the face of the piers (concrete, ladders and fenders).

A telescopic cylinder allows the platform to be lowered as far down as eight metres below the piers' upper level, giving them access to all areas. The Port also wanted the machine to be able to move forward and backward including a steering function during operation. The design was discussed with the customer in detail before manufacturing the unit and the result was a 4.4 tonne lightweight trailer with an upper structure mainly manufactured out of high-strength aluminium. An on-board generator powers the machine's hydraulic system as well as the electrical sockets down on the platform. The platform length can be increased up to 6.4 metres by installing two telescopic platforms. With a platform capacity

of 400kg up to four people can work at the same time. Equipped with a hydraulic creep speed the machine can be moved along the pier without needing any adjustments to the stabiliser system.

**Additional equipment**

Once the platforms are in position under or alongside the bridge, there is often a requirement to view a raised soffit, too high to reach from the platform. In these cases there are two options - a podium type tower that sits on the platform offering about five metres of working height or an electric powered telescopic AWP type platform which can give up to six metres additional work height above the platform.

The larger inspection platforms - such as the Moog MBI 250 - have an under reach of almost 25 metres which is enough to inspect a four lane bridge in one pass.

Although not applicable in many European countries, Moog also has a range of maintenance units aimed specifically at the very high pier bridges found in mountainous regions such as the Alps. These units combine underbridge inspection units with smaller platforms (up to 12 metres long) suspended up to 100 metres below - ideal for the inspection of piers and arches.



*Some truck mounted platforms may be used for certain bridge inspections*



*Platform for extending deck units provide a large work/inspection area*



*A podium type tower or electric/pneumatic powered telescopic AWP type platform can give additional work height above the platform*



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# Biggest in Europe?

Europe's largest underbridge rental company, Wemo-tec, operates a fleet of around 70 units. The German-based group has subsidiaries in Italy, Netherlands, Poland, Portugal, Spain and the UK. Mark Darwin headed to North East England to talk to Wemo-tec UK's Christopher Sandford.

As well as underbridge units, the group's various subsidiaries specialise in other types of equipment including scaffolding, freight hoists and lifts, tunnel inspection units, access platforms, mini cranes and mast type forklifts. The UK operation however specialises in underbridge platforms.

Darlington-based Wemo-tec UK was launched in January 2011 by current commercial manager Christopher Sandford and industry veteran Peter Rees. Initially it bought a Moog MBI 250 and Simon UB40 from ES Access after it went into administration and then added a Moog MBI 150 from Italy. With the group very particular about maintaining equipment to very high levels, all machines were immediately sent to Germany for a complete refurbishment before being made available on the UK market.

After a year in business it formed a rental partnership with Nationwide Platforms whereby Nationwide would retire its two underbridge units and supply existing customers from the Wemo-tec fleet. The deal - which has a further year to run - also meant that any powered access requirements of Wemo-tec customers would be serviced by Nationwide Platforms.

Current day to day business is controlled by commercial manager Sandford who began his access career as a hire controller with truck and underbridge specialist ES Access Platforms in 2003. After moving through the ranks to become general manager he left the business around 18 months before it went into administration. Sandford covers the north, Scotland and Northern Ireland, while James O'Grady covers the south with further assistance from Mirko Jahn at Wemo-tec Germany. "Although not an easy market, we



Christopher Sandford

have expanded our customer base to the point where we have now worked for about 90 percent of the highway contractors in the UK," says Sandford. "We are getting there slowly but surely."

The UK division has five underbridge units, but can draw on the groups diverse and numerous fleet of equipment for bridges and tunnels from lightweight towable units weighing just 2,000kg to the MBI 250 with a 25 metre under reach.

Most units in the group fleet are manufactured by Moog although some Barin machines were acquired with the purchase of Roggermaier's underbridge fleet a few years ago. It also added its first new Barin - an AB19 bucket machine - earlier this year.

## German HQ

Although head office is in Germany, the company covers all mainland and Eastern Europe (including Russia).

"With the relatively small amount of work around for large underbridge units you have to cover a huge area to keep utilisation high," says Sandford. "In the UK we often bring in a machine specifically for a job - currently we have a 20 metre machine owned by the Portuguese subsidiary that has finished a big contract. Machines are moved



c&a

underbridge

around wherever they are needed."

"The UK as a whole has a total population of about 10 machines - Wemo-tec has five and Facelift four - and there is enough work to keep them all reasonably busy. However as we only specialise in one product we do suffer if the market is quiet. In mainland Europe they have a 'work' season which starts about April and ends in November, allowing machines to be repaired through the winter. In the UK we work all year round so work can be a bit sporadic. If we did diversify I think the small truck mount sector would be the way to go."

Despite the high initial purchase cost of the underbridge machines - a new Moog MBI 250 is around the £700,000 mark for example - rental rates are well below say that of a 90 metre truck mounted platform.

## Low rental rates

"The day rate of our largest underbridge unit is about one third of the price of a large truck mounted platform," said Sandford. "If a new company was looking to enter the market buying new equipment, the rates just don't stack up. However Wemo-tec has a continuous new purchase policy as well as buying any second hand machines that come onto the market. So if we use slightly older machines - which have an operational life up to 25 years - then it works."



"Our three original machines - the Moog MBI 250, Moog MBI150 and Simon UB40 - carry out many weird and wonderful contracts, from inspecting and clearing ivy from an Asda carpark retaining wall to working in an oil refinery. You really have to be open to any type of work," he says. "Our success in the UK is a result of a team effort with everyone - operators and office staff - doing what needs to be done to keep customers happy."



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# So diverse

No crane sector is as diverse as the crawler crane. The tracked undercarriage has spawned many variations including the spider and mini crane, telescopic boom crawlers and lattice boom crawlers with lifting capacities from one to 3,600 tonnes and everything in between. Recent developments include new and improved models and boom systems to extract additional capacity for specific applications such as the wind sector. While there have been several very large crawler cranes from Liebherr and Manitowoc over the past year, a new 650 tonner from Terex, may be the most significant model launch this year. We take an in-depth look at the new Terex Superlift 3800 and cover some interesting applications.

With 385 cranes sold, the 600 tonne Terex CC 2800-1 claims to be the most popular large crawler crane ever produced. On page 26 we take a closer look at its successor, the new Superlift 3800, meanwhile the CC 2800-1 will continue in production for as long as customers continue to buy the simpler lower cost model. However, given that there will be no future upgrades - in particular to the engine - the CC 2800-1 has a finite shelf life, forcing customers to eventually adopt the new 650 tonne capacity 3800 whether they like it or not.

Since our crawler crane feature a year ago there have not been enormous developments in any area. In the mega capacity crawler cranes Liebherr has now sold its first 3,000 tonne capacity LR13000 to Mammoet and the second unit is on the test track. The first crane was supplied with the new 'P' or Power boom

which is capable of raising the maximum capacity to around 3,750 tonnes. Maximum boom/jib combination is 246 metres consisting of a 120 metre main boom and 126 metre luffing jib. The crane is now rigged for its first contract - the extension of a refinery in Whiting, Indiana near Chicago - with 78 metres of main boom plus 72 metre luffing jib.

The LR31000 also has a combination boom, which uses parts of the main boom and the luffing jib. With various inserts, the combination boom has a maximum length of 138 metres. The company says it is in advanced talks for its second 31000, possibly to a customer in North America. As well as its LR13000, Liebherr is planning a new crane for a Bauma launch that will slot in between the 800 tonne LR1750 and the 1,000 tonne LR11350.

Manitowoc is scheduled to deliver its largest crane to date - the 2,300 tonne 31000 - after tests were



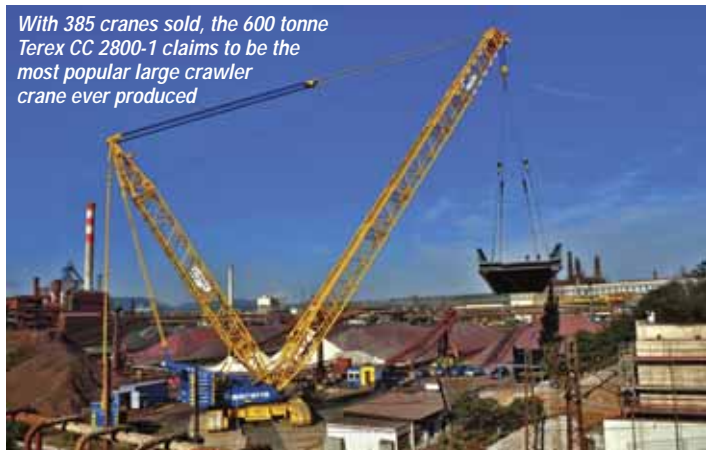
completed for the extensive boom and jib combinations, the longest ever designed for a Manitowoc crane. The 31000 comes standard with a heavy-lift main boom that can be extended to 110 metres. Optional boom configurations can also increase the crane's reach and lift height. The first attachment is a fixed jib with a basic rating of 1,400 tonnes and up to 42 metres length. A 114 metre luffing jib is also available with a maximum capacity of 1,100 tonnes.

Manitowoc also introduced a new Boom Raise system for its popular 400 tonne capacity Model 16000. The new system helps raise longer

boom lengths needed to install nacelles on 100 metre wind turbine towers without the aid of an assist crane.

Consisting of a boom mounted hydraulic cylinder housed in a special three metre boom insert that attaches to the boom butt section, the system allows Wind Attachment booms up to 107 metres to be raised rather than the previous 92 metres. Maximum capacity with 114.6 metres of boom and extended tip is 87.9 tonnes at 20 metres radius. The Wind Attachment increases the capacity of the crane by nearly 50 percent at short radii.

*With 385 cranes sold, the 600 tonne Terex CC 2800-1 claims to be the most popular large crawler crane ever produced*



*Manitowoc is scheduled to deliver its largest crane to date - the 2,300 tonne 31000 - after tests were completed*



## crawler cranes C&a

The boom raising cylinder works in conjunction with the boom hoist and once the boom angle is 38 degrees the hoist takes over. Boom raising and lowering operations are accomplished with minimal operator action. Manitowoc has also

released a new fixed jib option for the 16000. The jib complements the existing luffing jib attachment and has a 93 tonne capacity and a maximum length of 42.7 metres.

Manitowoc says that it is working on more modern crawler designs and better features including using the variable positioning counterweight from the 31000 on other models. While the popular 16000 is probably not up for replacement it may well get a larger brother? The Manitowoc crawler crane brand lacks presence in Europe and needs to find the right product to address this. Watch out for new products at Bauma next year with possibly a couple of prototype crawlers in a year or so.

Other new crawler models have been launched by Link-Belt, Kobelco and Fuwa. Link-Belt recently unveiled its 181 tonne 248 HSL crawler crane to replace the 248 HYLAB 5 series, joining the 238 HSL and the newly upgraded 227 tonne 298 HSL in the new model line. The main boom length is 86.9 metres

and incorporates lifting sheaves in the boom base section for assembly and disassembly lifts. Fixed jib lengths are available from 9.1 to 30.5 metres for a maximum tip height of 105.7 metres.

Kobelco Cranes has started production of its new S series crawler cranes aimed at markets outside of Japan, Europe and North America. The 10 model line-up includes cranes from its CKS, BMS and 7000S series with maximum lift capacities ranging from 60 to 250 tonnes. For more 'regulated countries' the recently launched environmentally more efficient Kobelco G series machines are available. The main differences between the CKE G series and S series include the undercarriage design, engine and operator controls.

Chinese manufacturer Fuwa is set to launch its new 'Westernised' 5 series range next month. The cranes - the FWX55, 75, 85, 135, 185, 225 and 285 (the model number is also the machine capacity) - can be built with

international or local components to suit different markets. EN13000 models will be built to European quality standards but are said to retain the pricing levels expected of Chinese machines.

Last year Sany introduced the 3,600 tonne SCC86000TM crawler crane, designed at its development centre in Kunshan, Jiangsu province to be used in the construction of nuclear power projects in China. Recent developments include inaugurating a fully integrated crawler crane production line at its plant in Chakan near Pune, India. The plant will produce the company's most popular, higher volume, crawler crane models including the SCC500E, SCC800C, SCC1500D and SCC2500D to capitalise on the growing popularity of crawler cranes in the country.

It seems that crawlers are increasingly becoming the construction crane of choice in the developing world. It is possible that the Asian markets at least will

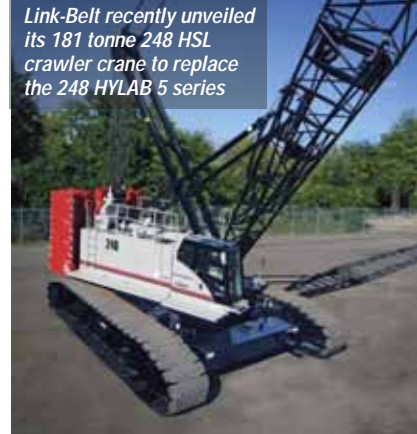


Last year Sany introduced the 3,600 tonne SCC86000TM crawler crane



Manitowoc's boom raise system for the Model 16000 helps raise longer boom lengths needed to install nacelles on 100 metre wind turbine towers without the aid of an assist crane

Link-Belt recently unveiled its 181 tonne 248 HSL crawler crane to replace the 248 HYLAB 5 series



gradually move away from small cheap truck mounted cranes towards more crawler cranes and All Terrains. If so this could well change the balance of the crawler market, currently dominated by German, Japanese and American manufacturers, with Chinese producers taking a large slice of the cake - at least for small to mid-sized models. Technology and investment risks are likely to retain the status quo on the larger cranes for a long time to come.

# Terex Superlift 3800

In one of the most eagerly anticipated launches for some time, Terex Cranes unveiled its new 650 tonne capacity Superlift 3800 lattice boom crawler crane. Intended as a successor to the popular Terex CC 2800-1 - with 385 sold - there are high expectations for the new crane. Cranes & Access was at the launch.

The original 600 tonne capacity CC 2800 was launched in 1998 - however its DNA goes back to the original Demag CC 2000 of the 1980s. The improved 2800-1 followed five years later and the model quickly established itself as the benchmark in the crane industry. In 2006 the CC 2800-1 NT narrow track version was launched aimed specifically at wind turbine erection and capable of travelling on five metre wide access roads. There are now 30 narrow tracked

units in operation around the world. Customers that own a CC 2800 read like a who's who in the crane and heavy lifting industry with one crane company - Sarens - with more than 30 in its fleet.

However over the past few years its dominant position has been under threat from Liebherr's new model introductions, so a successor has been anticipated for some time. Given the success of the original CC 2800 this was always going to be a difficult task. The Superlift



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# crawler cranes C&a



Counterweight wagon



ballast is the only shared component and is common with cranes from the CC 2000-1 to the CC 8800-1 Twin and the AC 1000

3800 is an entirely new crane which introduces improvements to performance, safety, transportation, efficiency and speed of erection. It is not a direct replacement for the CC 2800-1 which will continue in production alongside the 3800 for customers wanting a simpler, less expensive crane.

Capacities have been improved by around 20 percent throughout the load chart and wind turbine erection was a significant influence on the design of the new crane as well as incorporating changes to meet emissions and European regulations. Increasing turbine hub heights means that cranes must lift heavier loads to higher levels. A nacelle at 120 metres can produce 10 percent more output than one at 100 metres.

"When we started this project, we set ambitious goals which have been exceeded," said Hans-Peter Franzen, project director. "Boom system rigidity has been improved, for example the LF light fixed jib can now handle loads of up to 178 tonnes. The Superlift 3800 can be delivered with an integrated wind kit in a universal main boom system capable of erecting wind turbines to 117 metres without requiring the superlift boom configuration or an assist crane."

All aspects regarding erection and transportation have been designed with a close eye to reducing costs, in order to provide customers with a higher return on investment. In spite of the improved capacities Terex has managed to reduce the weight of the basic machine by 17 tonnes. Moreover the measurements and the weight of components have been tailored for ease of transport, including additional hoisting points and hydraulic motors positioned within the track frame, not only reducing track transport widths but also protecting them from being damaged during transportation.

## Performance

The 3800 has a maximum capacity of 650 tonnes - 50 tonnes more than the CC 2800-1 - and a load moment

of 8,426 tonne metres compared to the CC 2800-1's 7,710 tonnes. It can self-erect with 114 metres of main boom and 12 metre LF jib, with superlift mast, long main boom and LF jib it has a hook height of 153 metres at which it can lift 72 tonnes.

The new modular hook block allows customers choose the required configuration, from 650 to 380 or 190 tonnes. Line pull has also been increased to 180kN reducing reeving times and increasing lift speeds.

The superlift back mast is available in Standard and Vario configuration with the counterweight wagon. The superlift mast radius adjusts from 11 to 19 metres, saving the amount of counterweight to be transported to site. The restraint-guided superlift counterweight - which reduces uncontrolled movements of the superlift tray - increases safety and efficiency especially when walking the crane with a load on the hook.

The front end of the tracks can be fitted with an idler wheel or a drive unit which makes it easier to retrofit quadro drive. Optional track mounted outriggers are equipped with load sensors to ease the raising or lowering long booms and monitor the ground pressures while doing so.

For customers erecting wind turbines, the LF light fixed jib can be installed on heavy main boom SH or on a stepped main boom LH. The optional special adapter head increases the lifting capacities on the LF to 178 tonnes. The runner is standard on the LF and allows it to lift light loads quickly.

Terex says the Superlift 3800 offers the most economic use of counterweight. For example in wind turbine erection with 138 metre main boom and 12 metre light fixed jib the 3800 requires 70 tonnes less counterweight than the CC 2800-1 and 115 tonnes less counterweight than some competitor's cranes, saving up to four truck loads each way and a €10,000 economy. The only component that is shared



Patented quick connect collar

with the CC 2800-1 is the counterweight units, both cranes use the standard counterweight components now fitted on all models from the CC 2000-1 up to the CC 8800-1 Twin and the AC 1000.

## Ease of setup and transportation

All boom sections have stable blocks, tie down latches, lifting latches, access ladders and wide walkways. The pins for the pendant bars are located right beside where they are needed. All pendant bars rest in plastic bearings for transportation and are secured against horizontal movements. To minimize transportation costs the boom sections can be transported together with sections of the light fixed jib which travel inside the luffing jib which will fit inside the main boom sections.



Track mounted outriggers with load sensors



Twin screen controls



Terex Superlift 3800.



The Superlift 3800 is entirely new with performance improved by 20% over the CC 2800-1

The superstructure can be equipped with the patented quick connection collar allowing it to be removed from the tracks in less than 30 minutes and weighs just 65.1 tonnes when stripped. None of the components exceed three metres wide by three metres high and all are less than 40 tonnes.

**Safety**

The Superlift 3800 is the first crawler crane to feature Terex's new cab

design developed from feedback gathered at customer workshops. It conforms to both, EN 13000 and the US standard ASME B30.5. The crane also features the Terex Cranes Fall Protection System and a protective railing has been installed around the superstructure.

Engine emission-wise the crane is equipped with a Euro 3b/Tier 4 interim engine and is prepared for the next level of Euro 4/Tier 4 final.

"This is a very important launch for Terex," said Kevin Bradley, president Terex Cranes. "Improving on an already great crane, we created a completely new one by leveraging our customer driven innovation process which combines our experience with a focus on solving the needs of the customer. And this illustrates perfectly what Terex Cranes is about."

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# Quartet in perfect harmony

Chinese power and shipbuilding company Penglai Jutal recently used four large Terex crawler cranes working together to lift a 470 tonne steel framework - part of the assembly of an offshore oil platform - on the coast of Penglai in China. The cranes included two 1,250 tonne CC 6800s and two, 500 tonne CC 2500-1.

Lifting the steel framework was a straightforward procedure but the challenge was to butt joint the huge 75 by 22 metre structure to the platforms central supporting structure prior to welding. "We work to tolerance margins of less than a centimetre and the pipes of these frames are 75 metres long," said Penglai Jutal's chief project engineer.

Following a test run, the four cranes simultaneously lifted the framework to a height of eight metres and then steadily crawled forward 10 metres. To maintain the right angle of approach, the cranes then hoisted their respective sides of the load to different heights. The two CC 6800s

- sharing the heaviest part of the load - lifted their end of the framework to 57 metres. The cranes were configured with a superlift mast, 114 metre main boom elevated 81 degrees and 21 metres radius with 360 tonnes of total counterweight and central ballast. On the opposite side the two CC 2500-1s lifted their share of the load to a height of 41 metres. Both had a 74 metre main booms elevated to 83 degrees at 14 metres radius, and a total counterweight and central ballast of 180 tonnes.

Once all four cranes had the frame hoisted to the required height, they travelled 75 metres into position. It was then a question of finely tuning

and coordinating the cranes to join both sections together on a precisely calculated incline.

The Terex IC-1 touch screen control system helped the operators stay perfectly synchronized, by keeping track of the exact under hook weight during the entire process and keeping the cranes precisely coordinated. They were individually guided by the Penglai Jutal technicians via interphone, the company's four crane operators proceeded to make fine adjustments to their respective loads throughout the move. The whole process took two and a half hours.



Two CC 6800s and two CC 2500-1s lifted the 470 tonne steel framework

The frame was carried 75m into position...



...before the sections were brought together



## Bridge building in Algeria

Specialist Algerian infrastructure contractor SAPTA is using a Sennebogen 2200 crawler crane on the construction of a 600 metre long bridge supplying a new industrial area in Algiers. As well as being used to lift the bridge steel support structure onto the foundations, the crane will also be used for general lifting duties on the site. The contractor says that the Sennebogen's fast winch line speeds is helping boost productivity on the site.



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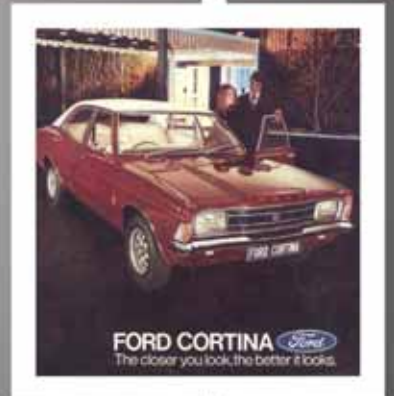
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# Terminal lift

C&a crawler cranes

Two 750 tonne Liebherr crawler cranes recently carried out a complex tandem lift at the ABC-Halbinsel offshore terminal in Bremerhaven - lifting a 600 tonne upper section of a jacket and positioning it on top of a 900 tonne lower section. Lifting the load in tandem was not the problem but was complicated by having to move both cranes while 70 metres apart with the load on the hook.

Two Liebherr LR 1750 crawler cranes were with the same configuration - 42 metre main boom, 28 metre luffing jib and 31 metre derrick boom with 260 tonnes of suspended ballast.

All engineering work including crane planning was undertaken by crane and heavy load specialist Schmidbauer. A highly detailed crane study simulated all phases of the hoisting process with special attention paid to the projecting edges as well as the ground pressure and the hook height.

Once the cranes had been moved into position on a special bed of

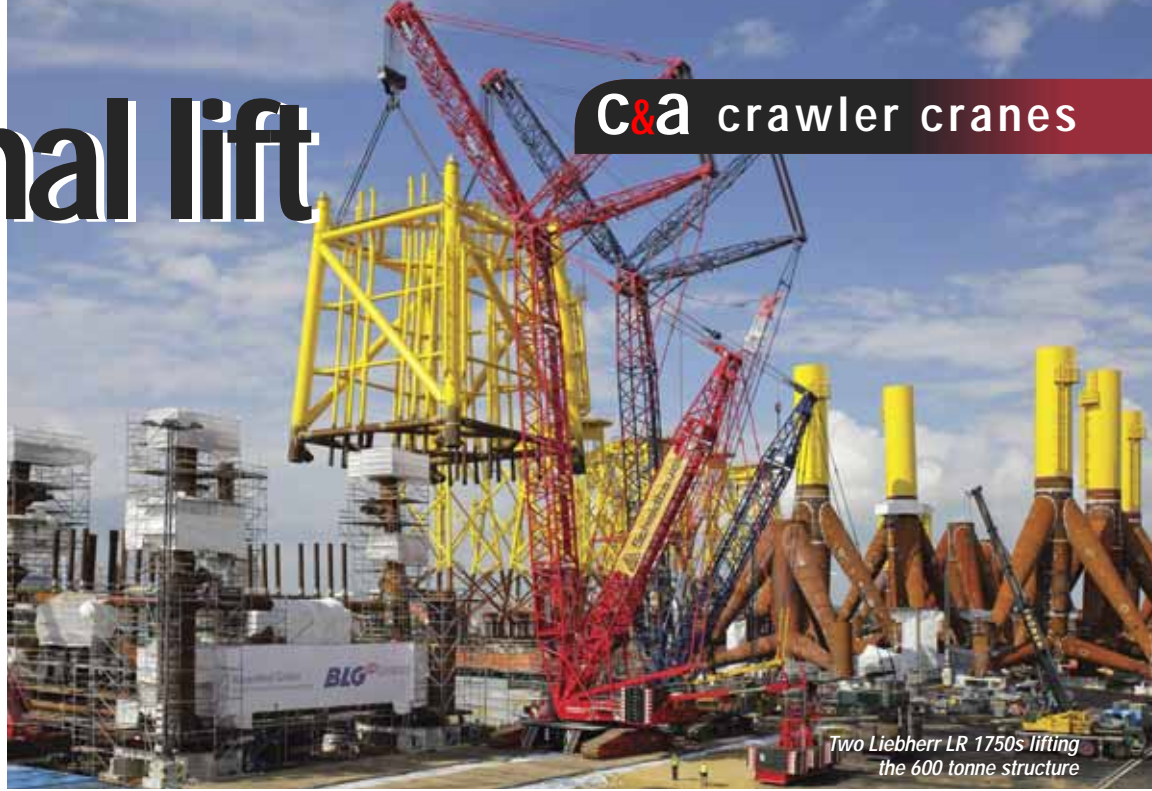
sand with load distribution mats, the load was fastened with the help of two further auxiliary cranes. Four 400 tonne shackles needed to be installed in a confined space, with the shackle pin alone weighing 75kg.

The upper jacket section was then freed of its assembly platform and thanks to good weather conditions it was possible to start the hoisting process immediately. The cranes

needed to lift the jacket out of the support framework in perfect harmony before the moving process which was carried out with two guides ensuring that the distance between the two crawler cranes remained the same at all times.

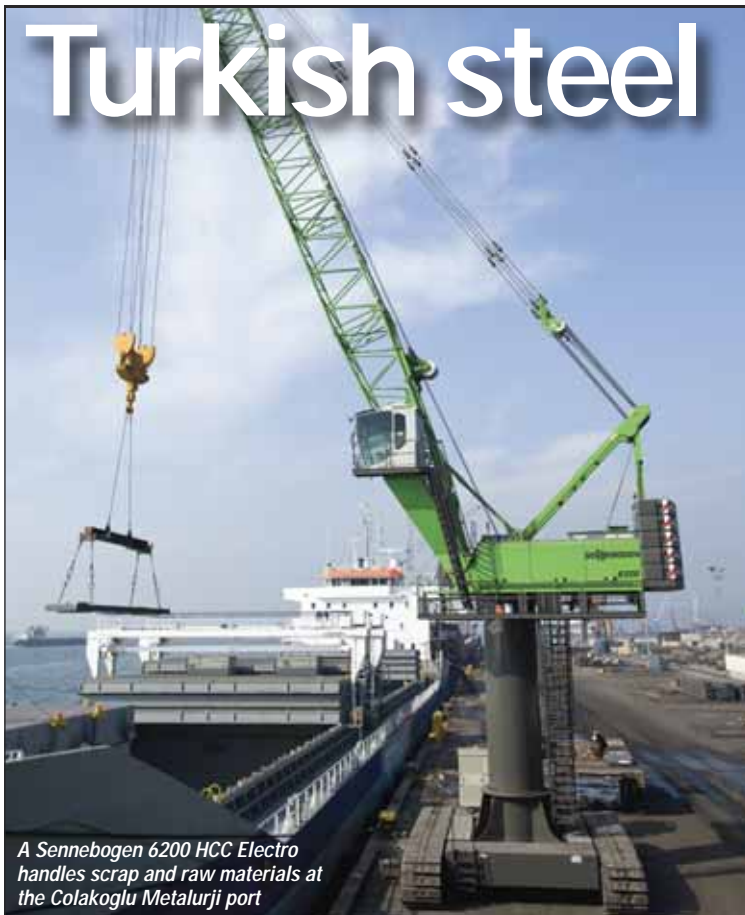
The load was successfully set down in the specified position for welding on the first attempt and it was possible to start the process of connecting the upper and lower

sections straight away. The load still needed to be held in place for two full days until the welding work was complete. The shackles and ropes were then removed at a height of 50 metres using a 450 tonne telescopic crane with luffing jib. Due to the utilisation level of Schmidbauer's own equipment, the two 750 tonne Liebherr cranes were cross hired from another company.



Two Liebherr LR 1750s lifting the 600 tonne structure

## Turkish steel



A Sennebogen 6200 HCC Electro handles scrap and raw materials at the Çolakoglu Metalurji port

One of the largest steel producers in Turkey, Colakoglu Metalurji, has acquired a Sennebogen special 6200 HCC crawler crane for handling scrap and finished steel products at the Çolakoglu port in the city of Gebze to the east of Istanbul on the northern shore of the Sea of Marmara.

The large steel plant has its own port which takes in scrap as a raw material which is then delivered to the steel plant, while a large proportion of the finished steel then passes back through the port for onward transportation by ship.

Construction steel and slabs come in 30 tonne bundles which the crane lifts and places on board. In order to ensure maximum efficiency the crane was specified with a 60 metre main boom, pedestal mounting and AC electric power so it never needs to stop for refuelling, while offering longer service intervals. It is also quiet, environmentally-friendly and economical to run.

Main electric supply boxes are located every 50 to 80 metres allowing the crane to cover the entire dock with the minimum of movements of the supply cable which is managed by a special powered cable reel.

In order to ensure the very best view into the ship's hold the crane's superstructure is pedestal mounted elevating the slew ring height to around eight metres above the ground. In addition to this the unit is equipped with a standard elevating cab taking the operator to a total eye level height of between 14 and 15 metres.

The operators can switch easily between the orange peel grab for scrap to the load hook or C-grab depending on the goods to be handled.

The machine was designed in consultation with Sennebogen's sales and service partner Forsen Machinery Services & Trading which also delivered the machine and provides regular on-site service.



## Four LRs build new 49ers stadium

Four Liebherr LR 1300 crawler cranes are currently involved in the construction of the new Santa Clara Stadium in California - the future home ground of San Francisco 49ers football team.

The \$1.2 billion stadium, which will have a capacity of 68,500 spectators and cover 42 acres (17 hectares) has been designed to house a wide range of events including football, motocross, concerts and various civic events. A joint venture project of Turner Construction and Devcon Construction, the stadium is expected to be one of the best outdoor sports and entertainment venues worldwide and will be completed in time for the opening day of the 2014 NFL football season.

Bigge Crane and Rigging supplied the four 300 tonne Liebherr LR 1300 crawler cranes to erect the steel structure. All four are fitted with a 47 metre main booms and 50 metre luffing jibs. In total more than 14,000 pieces of steel with a total weight of more than 32,000 tonnes will be positioned. The LR 1300 can take 13,608kg of steel beams to a radius of 62 metres. To complete the frame, the cranes worked double shifts with each crane lifting 50 steel sections a day. "High output, full power and multi-functionality make the LR 1300 the perfect crane for this job," said Joe Nelms of Bigge.



## Upgrades to Lambeau Field

Lambeau Field - the home of the Green Bay Packers football team - is getting a \$143 million face lift. Two Manitowoc crawler cranes are being used to lift structural steel and precast panels for the stadium's new scoreboards, as well as placing modules for seating, escalators and elevators.

The 200 tonne Manitowoc 14000 and 91 tonne 11000 crawler cranes are owned by Wisconsin-based general contractor Miron Construction, along with a number of Grove All-Terrain and Rough-Terrain cranes on the site. "This is an ever-changing project that requires many different cranes and configurations," said Royce Alsbach, vice president of project management for Miron. "We chose

the Manitowoc cranes because of their quick setup times, high-reach luffing jibs and overall manoeuvrability. Considering there are additions to both ends of Lambeau Field, multiple completion milestones, towering scoreboard heights and a large working radius, we need cranes that can handle a variety of work."

The Manitowoc 14000 is configured with a 44 metre boom and 46 metre luffing jib, while the 11000 has a 52 metre boom and 18 metre jib. When finished in 2013, the revamped Lambeau Field will have 6,700 more seats, two new gates, a rooftop viewing platform, new escalators and elevators, two new HD video boards and a new sound system.

## Tennessee bridge span replaced

Kentucky-based Sterett Crane and Rigging used two barge-mounted crawler cranes - a 600 tonne Terex CC 2800-1 and its new 450 tonne capacity Kobelco SL4500R - for a tricky tandem lift to replace a bridge span section on the Eggness Ferry Bridge over the River Tennessee.

The bridge was damaged in accident earlier in the year when a cargo boat carrying components to the Florida coast for NASA, slammed into the bridge wiping out a complete 98 metre section between piers. The new 300 tonne, 98 metre long prefabricated section was floated into position on a flat-top barge, alongside two other barges with the cranes on board. A large water pump was used to pump water in and out of the ballast tanks to keep the barges level as the weight of the load was transferred. The section was lifted at a radius of 22 metres and positioned into the gap at a height of 16 metres with the whole lift completed within six hours.



Sterett Crane & Rigging's new 450 tonne capacity Kobelco SL4500R crawler crane mounted on a barge takes its share of the load in replacing a 300t bridge section on the Eggness Ferry Bridge on the River Tennessee



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# Stopping that sinking feeling

Over the past few years numerous official and unofficial reports have identified ground conditions and poor outrigger set up as the single greatest cause of crane accidents and one of the most common causes of aerial lift overturns.

While plenty of incidents are caused by the operator not extending a machine's outriggers sufficiently for the capacity required, or not setting them at all, the most common outrigger related incidents are due to a failure to take ground conditions into consideration. This is also a significant factor in self-propelled lift and crawler crane overturns.

What is clear from all of this is that operators around the world are making basic errors far too frequently. In fact it could be said that over 99 percent of all outrigger related incidents are completely and easily avoidable with just a little basic forethought or planning. Why 99 percent and not 100 percent? There are a few exceptionally rare cases where the operator is doing his job exactly as he should and a structural failure occurs that could not have been picked up in a routine inspection. When this does occur it is usually related to an earlier structural overload, or more frequently repeated structural overloading that eventually leads to fatigue and failure.

## 99 percent of incidents are easily avoidable

By far the most common cause of outrigger related accidents is a lack of attention to the ground conditions and the ground pressures exerted by the outriggers. All too often it is down to the operator not using an outrigger mat of any kind. Good practice says that - unless you are on a test bed which you know to be designed specifically for the pad loadings you are applying - a spreader plate or mat should always

be used. As to the size of the mat, that depends very much on the ground of course and the loads to be applied. There are plenty of charts that allow you to calculate an appropriate sized mat, the latest being IPAF's Ready Reckoner for aerial lifts.



IPAF's Ready Reckoner is online and very easy to use.

The bigger the lift, the more detailed the planning needs to be for the support structure. On smaller cranes and aerial lifts - let's say up to 50 tonnes capacity or 40 metres working height - carrying out routine and predictable work on fairly typical terrain, the use of a 400 to 600mm circular or square mat will be more than adequate for normal firm ground conditions. However when working on grass, built-up ground and places where there is a clear danger of voids careful assessment is needed and if in doubt the use of larger mats. For larger cranes - say up to 100 tonnes - and platforms up to 75 metres, a set of mats with a diameter of between 600 and 900mm should handle most everyday situations - but as always it is best to use tools and charts provided by manufacturers.



Outrigger incidents caused by structural failure are exceptionally rare



This incident was caused by putting the jack down with no spreader of any kind - in spite of its miniscule size



The online news service on [www.vertikal.net](http://www.vertikal.net) receives hundreds of accident photos and reports a year, most of them caused by an outrigger problem of some kind. Only in a very tiny majority of cases has the ground given way when a mat has been used, almost regardless of its size. In most of the incidents the operator has relied exclusively on the pad fitted to the bottom of the outrigger jack, even when its diameter is hardly greater than that of the cylinder rod itself!

We have had discussions with a number of rental companies in the past year or two who have deliberated over what size of mat to offer with the machines they rent and as a result have refrained from offering any mats at all. And yet as we have said the evidence suggests that the use of any mat that increases the surface area of the outrigger foot/installed pad will go a very long way towards preventing a ground related accident.



For most small cranes or medium height aerial lifts a modestly sized quality mat will cover most work

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*While this operator got away with it - this time - this is a case of laziness. Good mats are provided along with cribbing, they are readily to hand in a decent storage frame and yet he has only used one of them. The other possibly prompted by its proximity to void?*

**So if it is this simple why isn't everyone doing it?**

Good question. The two biggest explanations that spring to mind are laziness and ignorance. While that might not make us popular with crane operators it is a fact. We have seen dozens of overturned cranes where the outriggers have sunk into the ground and yet a perfectly good set of mats are stowed unused on board. If that is not an example of a bone lazy, ignorant operator then what is? In most European countries where the vast majority of cranes are supplied with operators, crane rental companies now install a full set of mats and extra cribbing on board in storage racks that make it easy for the operator to get them out and store them so they can and do get used on every job. Although there are always exceptions!

Ignorance is mostly seen where operators lack any decent training and have simply picked up operating skills along the way or learnt from an equally ignorant operator. There are also examples of operators who should absolutely not be allowed near a piece of lifting equipment. They simply lack any sense of risk, 'feel' or aptitude. I recall a presentation some years back on the benefits of using crane simulators in the training or even

recruitment of crane operators. The presenter had clearly failed to convince the sceptical audience of hard-nosed crane men that simulators could play a role in operator training, and yet one point he made that everyone clearly understood was how simulators can identify people who lack any aptitude for the job and who should never be allowed to go near a real machine.

Good operators have a 'nose' for the ground conditions and what measures need to be taken and when extra special care is required. For example hidden, undocumented, underground voids can always catch you out and yet there are usually clues to the likelihood of them being present. A simple example of this is large old buildings where the chance of there being a cellar, crypt or tunnel is quite high - certainly higher than alongside a new industrial building on a greenfield site. Evidence of ground disturbance, unexplained pipes sticking out of the ground or cracked concrete and asphalt are all indications that an experienced operator will pick up on almost subconsciously. On the other hand a poor operator will miss everything and will lower an outrigger jack with a tiny pad onto lush green grass



*The odds of finding the a void in a graveyard or close to a church wall are about as high as they come - yet it does not occur to some*



*Lush green grass is another give-away*

*Sand is another No-No - even with its larger fitted pads placing them on soft sandy soil was never going to work.*

without a second thought for whether the ground will support it.

**Technology will help**

While the clear solution to eliminating outrigger incidents is more training on ground conditions and cribbing etc.. along with a policy that makes it a fireable offence to set outriggers without mats, it looks like technology will play an increasing role.

The new crane & derrick rules in the USA that come fully into force in 2014 effectively stipulate that mobile crane outrigger beams must be equipped with sensors or monitors that clearly indicate their position relative to the various load charts available with a hint that interlocks ought to be fitted. Meanwhile in Europe loader crane regulations now demand that appropriately sized pads or mats are fitted to cope with the ground conditions that the machine is likely



to encounter. As a result most manufacturers are quickly moving towards outrigger position indicators that are fully integrated with the cranes overload sensing system. This is also the trend with truck mounted lifts which offer variable platform capacities and jacking widths.

Simple outrigger interlocks have long been a requirement on aerial lifts and there is no question that this has had a substantial impact on reducing the number of overturns caused by a failure to use the outriggers – almost to the point of eliminating them.



*This operator in charge of a 500 tonner clearly has no concept of feel for what he is doing - he is a danger to the public*

Additional features that may have a future role to play for all lifting equipment that relies on outriggers for stability are now becoming main stream in the European loader crane market. They include the use of informational input to sense a change in ground conditions often before the operator can see it. This can be from fairly simple tilt sensors that are tuned into the chassis flex characteristics, so that any additional or unusual change in deck angle provides a warning to the operator to take note and take action to prevent the situation deteriorating - by halting the lift function for example - to more sophisticated sensors that are linked to outrigger jack hydraulic pressures, so that a steady drop in pressure indicates that the ground is giving way or there is an oil leak.

While all this technology can and clearly will help improve the situation it is no substitute for a well-trained, highly skilled operator who knows his stuff. In North America where load moment indicators and overload cut-outs have been relatively recent introductions compared to Europe, adoption of such technology has often been resisted on the basis that it takes control out of the hands of the operator who should make any decision as to how

to operate his machine. While this is true, few operators are so good that they can 'fly blind' and if they did they simply would not get the most out of today's sophisticated cranes or lifts. The combination of better operators and improved technology will eventually eliminate the senseless number of accidents we put up with today.

**some examples of good and bad outrigger set up**



*While an effort of some sort has been made here - this really will not do*



*Soft ground needs mats - even for crawlers*



*Small crane big pad - better to be safe than sorry, especially in a city where voids are certain*



*A nice set of steel fabricated mats - ideal for larger cranes*



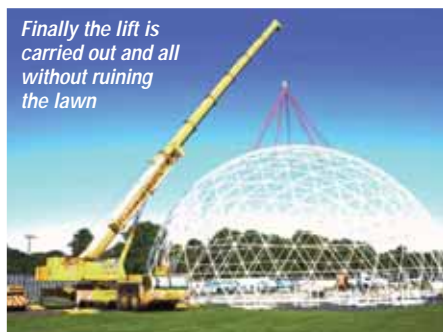
*Operating with large cranes so close to such an excavation is gambling*



*The crane sat its regular steel mats on top of the Tufftrak mats*



*The temporary access road*



*Finally the lift is carried out and all without ruining the lawn*

## Crossing Clapham Common

UK-based ground protection specialist Grassform Group of Ingatestone, Essex was recently challenged with providing a solution to allow a 250 tonne crane to travel over the park at Clapham Common in London to rig a 36 metre dome for Sky 1's Let's Dance TV programme.

It supplied 750 linear metres of Tufftrak mats for the temporary access road used both for the crane and the numerous heavy trucks that delivered everything for the event and for the cranes lifting pad. The Tufftrak mats used were 3.0 x 2.5 metres x 40mm thick with heavy duty grip on one side for vehicles and a pedestrian surface on the flip side. Each mat can be bolted together to form many configurations of road width from 2.5m to three, five or six metre widths and built to any length required. The mats are made from recycled plastic.

Grassform's smaller mats were used for the car parks for the production crew, while pedestrian areas around the cabins and audience areas were covered with Porta path which can be clipped together in any dimension to form seamless non slip walkways.

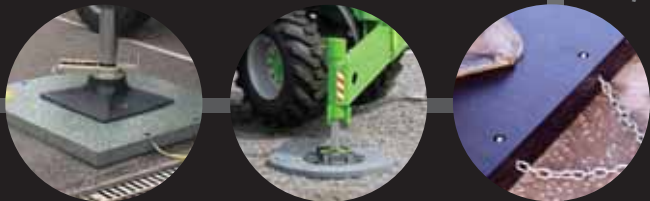
Grassform's managing director Mark Dunning said: "This was a fantastic and challenging project with many different flooring solutions required to meet our clients brief. The install programme was cut in half due to a planning issue on the Dome, however our crew rose to the challenge and pulled out all the stops to install the flooring in record time so there was no knock on effect for our client."



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## No mats required

Spierings, the self-erecting tower crane manufacturer has long worked to ensure that its cranes are ready to go within 10 to 15 minutes of arrival on site. One of the time saving features it has used to help make this happen, is the use of very large pads of a size equal to a decent sized mat. The operator simply pulls a pin and slides the pads into the working position over the centre of the jack and goes to work, no lifting or placing required. Softer ground will of course require mats.



## A new mat system

UK-based outrigger mat supplier PLC Sales has launched a new mat option, offering two standard sizes within the ECO Lift Multi Mat System. The first provides a 2.25 square metre support area, comprising of a set of mats of 1,500 x 500 mm with a thickness of 50mm, while the second comprises a set of 1800 x 600 x 50mm thick, mats offering a 3.24 square metre support area.



The first three slim mats go down



Then two in the opposite direction



And finally it is topped by a standard mat

The mats are arranged with three alongside each other, followed by two at 90 degrees to the bottom three as shown in the pictures below. Finally they are topped with a standard circular mat. 20 mats are provided in each standard set. Single sized outrigger pads of 1500 x 1500 x 100mm or 1800 x 1800 x 100mm are extremely heavy and often require secondary transport to handle. Bill Green of PLC Sales said: "This new system is very simple, easy to handle as the heaviest item weighs 36kg, extremely cost effective and are not likely to be stolen as is often the case with steel or aluminium systems, which are then sold as scrap for cash."

# Handling big mats

The standard mats supplied with most cranes and aerial lifts are too small for soft ground such as the sandy soil and reclaimed land prevalent in Holland or when working in certain sectors such as the petrochemical industry. Larger mats can be tricky to safely store on board and then are too heavy to handle easily. Hoogvliet, Netherlands-based Peinemann Hoogwerksystemen has devised an imaginative solution to this which it has applied to its newly delivered 90 metre Bronto S90HLA truck mounted platform. Cranes & Access saw the system when it was unveiled at Verticaaldagen.

Large mats required for big machines are heavy - too heavy to be lifted and placed manually. In our outrigger mat feature last year we reported on Dutch access rental company Debru which had devised a special trailer with loader crane to tow behind its 70 metre Palfinger platform and carry large 2.4 metre long steel mats. While this cured the problem of lifting the mats into position, there was some debate as to whether such a trailer would be permitted in some European countries due to the various road regulations and vehicle taxing regimes.

"A major problem with large truck mounted platforms is the small size of the mats supplied with the machine," says Dik Advokaat, technical manager for Peinemann. "We need mats that give ground pressures of less than 10 tonnes a square metre to comply with petrochemical contracts and for soft, sandy ground. This equates to a requirement for four, 2.4 by 1.2 metre mats. Made of steel each weighs 200kg and they need to be positioned quickly and safely by one man."

His solution was to use a small, specially modified 500kg capacity Reedyk tracked mini crane mounted on the side of the truck, within the overall chassis width. In just one week Advokaat implemented his design which involved relocating the existing fuel tank and hydraulic valve blocks to a position behind the driver's cab, creating the space needed to mount the mini crane. A simple hydraulic mechanism allows the mini crane to be raised and lowered - for stowage/ deployment - and then it is swung 90 degrees so that once on the

ground, it can move away from the chassis on its tracks. Fortunately by moving the fuel tank and hydraulics there was enough room between the wheels to mount the crane and this is also the case for Peinemann's existing 61 metre Bronto as it uses the same chassis.

Creating an area to store the plates on the top of the chassis - which would not cause interference with the stowed boom - while being unloaded by the crane was the next problem. The solution was to install two hydraulically moveable frames - one on each side of the machine - that carry two mats each. The frames extend away from the centre of the deck, allowing the crane to unload the mats without any damage to the boom. The crane can then place the mats exactly where they are required.

The whole system - mini crane, mats and hydraulic frames - weighs about two tonnes so with a Gross Vehicle Weight of less than 48 tonnes, the six axle S90HLA has plenty of free payload to handle it and still be road legal. An added benefit is the crane is also on hand to help mount the basket winch if required.

Although this is the first production unit, Peinemann and Bronto have been working very closely together so that future units will probably be built at the Bronto factory and will be available as an option to all customers.



The Reedyk mini crane mounted on the truck



Rotated through 90 degrees



Peinemann Reedyk crane on chassis



The two extendable mat frames on top of the chassis



Dik Advokaat with the standard size mats



Repositioned fuel tank and valve block

# September showtime!

September was a very busy month for regional shows around Europe after the relative quiet of the summer. We review Germany's specialist access and lifting event Platformers' Days at its usual location in Hohenroda in rural central Germany, the International Forestry Exhibition - APF 2012 - held in the UK on the Ragley Estate in Alcester, Warwickshire and the Dutch access event Verticaaldagen in Beekse Bergen, Hilvarenbeek, Netherlands.

Given the horrendous weather throughout Europe over the past few months, all three were blessed with dry and mainly sunny days which helped with the general industry optimism, although visitor attendances

were, at best, similar to previous years. The show season continues in October with SAI in Bologna, Italy which will be reviewed in the November issue of Cranes & Access.

## Verticaaldagen 2012



This year's Verticaaldagen in the Netherlands was bigger than ever, attracting more exhibitors than the 40 or so at the last show in 2010 with the increased amount of equipment giving a more vibrant feel. Held at the same venue as both the previous shows - the Safari Park at Beekse Bergen, Hilvarenbeek - visitor numbers were reasonable (up to 450 on the first day) even though the sunny weather did its best to entice more to attend.

Given that this was the last specialist show in Europe this year - following the UK's Vertical Days in June and Platformers' Days in Germany in September - it was surprising to see several new items of equipment - with the hint of at least one more.....

### Peinemann

Although not the biggest truck mounted platform on the show - that award went to Colle Rental & Sales with its 103 metre Palfinger WT1000 - Peinemann's 90 metre Bronto S90HLA was very interesting, featuring an innovative method of loading and unloading large steel outrigger mats using an on-board 500kg capacity Reedyk mini crane. A full review of the product can be seen on page 42.

### Eurosupply

The Eurotrax 12 from Eurosupply Hoogwerksystemen combines a 12 metre Niftylift boom with an Italian fixed-track chassis. Although it is not yet in full production (hopefully 2013), two units have already been sold to customers in Holland. The



The new tracked Eurotrax 12 from Euro Supply uses a Niftylift boom. The first two platforms have been sold to companies in Holland



Hoeflon showed three tracked mini cranes including the new 500kg max capacity Compactkraan C05

diesel powered, no outrigger platform is said to be significantly quicker to operate than a spider lift and can be driven at full height.

**ATN**

French manufacturer ATN displayed the production version of its Piaf 1100R (shown as a prototype at Intermat). The Zebra 16 (also shown as a prototype in Paris) will hopefully be fully ready next summer. The company said it has recently sold its first unit to Australia (a tracked Piaf 810) and just appointed a new dealer for Denmark and Sweden - Lift Specialisten based in Malmö, Sweden.

**Power Towers**

UK low level specialist Power Towers teased visitors by hiding its prototype Peco Lift - a new 1.5 metre, purely mechanical push around platform - out of sight. Although no photographs were allowed all will be revealed very soon. The lift has several innovative features (including the 150kg platform capacity lift mechanism) and various safety features. Peter Ellis of Power Towers said that the lift had already been shown to major rental companies and feed-back was very positive.

**Dingli**

Through its dealer Alp-lift, Chinese manufacturer Dingli had a good spread of scissor lifts which are now all available with direct electric drive and improved battery capacity. It also showed a new push around platform - the 14 metre AWP 10-1000 - which looked very similar to the Genie AWP machines. Four platforms will be available in the range - six, eight, 10 and 14 metres.

**Böcker**

German crane and access manufacturer Böcker showed off its largest trailer crane ever - the 1.8 tonne, 34 metre AHK34/1800SF - with a gross weight of less than 3,500kg. The boom uses a mix of aluminium and steel which, says the company, gives both light weight but also less boom flex. The trailer crane has variable outrigger positions (fully monitored by the on-board electronics) to provide optimum working envelope. The unit is fully remote controlled and has automatic levelling.



The new GSR B200TJ was first seen at Platformers' Days



Peinemann Reedyk crane



The tracked HAB TR16 JD



Custers Taurus T200-12MH 12.5 metre working height hybrid on a 3.5 tonne chassis



The new Dingli AWP10-1000 platform



Holland Lift Q135EL18 is a two wheel drive, 1.8 metre wide scissor with a 15.5 metre working height and 750kg platform capacity

# Platformers' Days 2012

Last month the German specialist access and lifting event Platformers' Days returned to its original format and location in Hohenroda, having combined with CeMAT last year.

It is hard to say whether it was the improving market, return to its usual location or the fantastic weather but the general consensus from both the exhibitors and visitors was that the show was a success, with numerous introductions made, talks held and deals reached.

Visitor numbers apparently matched the show's record year in 2007 with around 1,000 visiting over the course of two days. While this year's show fell between Intermat, Vertikal Days earlier in the year and SAIE this month, there were still a number of new product launches, particularly for the German market. Here is a roundup of the new products on show.

## Ommelift

Ommelift unveiled its new 23



Ommelift's 23 metre 2300 EX telescopic trailer lift

metre 2300 EX compact telescopic trailer lift alongside its recently released 25 metre 2500 RXBDJ spider lift. The 2300 EX has a dual riser for six metres of up and over reach with an outreach of 10 metres with 200kg or 12.7 metres with 80kg platform capacity.

## Galizia

Galizia's German dealer Baumo Kranservice presented the six tonne Multis 636 hybrid machine for the first time to the German market. The battery/electric powered unit can be



The versatile Multis 636

used as a crane, telehandler or boom lift and is capable of lifting six tonnes on the hook, 3.6 tonnes with its forks and offers eight metres working height when its 230kg capacity basket is attached. Also on the stand and making its debut on the German market was the 10 tonne Unic URW-1006 spider crane.

## Giraf Track

Giraf Track's GT580-3C compact crane, which was unveiled at Intermat was on show and deliveries are due to start next month. The eight tonne mini crawler crane is available with or without a cab, can lift a tonne at its maximum radius of 13.5 metres and has the ability to lift and travel with a load of up to 6.2 tonnes.



The GT580 lifting a Merlo telehandler

height-performance range which will be completed at Bauma next year with the arrival of the 70 metre plus T7XX.

## GSR

GSR unveiled its latest B200TJ Comfort X on the Rothlehner stand. Mounted on a 3.5 tonne truck the lift combines a telescopic boom with a jib to achieve 20 metres working height and offers up to 11.9 metres outreach. Rothlehner also showed the new 13 metre Bluelift R130 spider lift.



GSR's IT manager Christian Damassa operating the new B200TJ

## CTE

CTE's Zed 21 JH articulated truck mounted lift - the latest in its 21 metre Zed 21 range - was the main feature of the Hematec stand with its 300kg unrestricted platform capacity, dual riser, telescopic boom and 145 degree articulated jib, offering an up and over height of nine metres with 10 metres of outreach.



The Zed 21 JH

## Ruthmann

Ruthmann displayed its 46 metre T460 truck mounted lift in the livery of UK truck mounted rental specialist AA Access. Ruthmann also announced that it is to unveil a 54 metre T540 truck mounted lift early next month. It will become the second model of three in its



A new Ruthmann T460 for AA Access

**Genie**

Genie's new 14 metre GTH 4014 telehandler made its European



The GTH 4014 telehandler made its European debut

debut. The four tonne telehandler offers up to nine metres outreach with 1.25 tonnes. Also on the Genie stand was its new 14 metre GS4069 DC electric scissor lift.

**Hinowa**

Hinowa is celebrating its 25th anniversary with the launch of the 17 metre Lightlift 17.75 IIS - the first unit in its new Performance IIS spider lift range. With an up and over height of eight metres and seven metres of outreach, the new lift has an unrestricted platform capacity of 230kg. It has also updated its electronic technology allowing for information to be downloaded from the machine.



Hinowa celebrates its 25th anniversary launching the Lightlift 17.75 IIS

**Oil&Steel/Palazzani**

Following last year's 'strategic agreement' between Oil & Steel and Palazzani, the two companies shared a stand. Oil & Steel showcased its



Palazzani's improved XTJ32 on the demonstration area

Snake 2815 Compact on a six tonne truck with 27.5 metres working height and just over 14 metres of outreach.

Palazzani introduced its 27 metre TSJ27 and its recently improved 32 metre XTJ32 spider lifts. The company said the improvements on the XTJ32 include radio remote control as standard, a new inverter speed controller and a new drive system which allows the machine to achieve a travel speed of 3.5km per hour. The company also said it will unveil a new 25 metre TSJ25 spider lift to replace its 23 metre

TSJ23 at SAIE. The organisers have scheduled the next Platformers' Days for 2014 and have changed the month to May... To see more photos from the show go to [www.vertikal.net](http://www.vertikal.net) and put Platformers Days in the site's search box.



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On the left of Haulotte's stand is its Compact 12 DX scissor lift



Skyjack's SJ6832 Rough Terrain scissor lift



The PLA168 truck mounted lift from CMC



A Weiss SAB AR-102 tracked scissor lift



Just one of the 18 machines from Beyer Meitservice this year



Bravi's smallest with its Taddy and Spingo



Three 21 metre Nifty HR21's on Faymonville's latest Multimax trailer



Bobcat demonstrating its Boom Lader



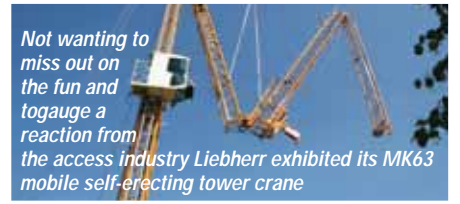
The 13 metre Bluelif R130C tracked spider lift



Snorkel's 66ft/20m platform height A62JRT



Karl Heinz Kopp (L) with Rüdiger Kopf on the Vertikal stand



Not wanting to miss out on the fun and togaage a reaction from the access industry Liebherr exhibited its MK63 mobile self-erecting tower crane



Palfinger Platforms new 30 metre P330KS counter slewing truck mounted lift



JLG's 150ft/45.72 metre Ultra Boom lift

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# International Forestry Exhibition - APF 2012

The 19th International Forestry Exhibition - APF 2012 - was held at the Ragley Estate in Alcester, Warwickshire and attracted several hundred exhibitors scattered over the 140 acre site and several thousand visitors.

The show has plenty for all including the world 25 metre pole climbing championships, the European horse logging championships as well as logging demonstrations and a chainsaw carving competition. However if you just wanted to seek out the latest equipment, then the show's main show areas and woodland circuit - which winds its way through a mile of forest - was excellent. Being a forestry show access equipment is still relatively sparse however there were a few interesting exhibits.

## Movex

Movex had its 13 metre working height PL130TL on the Powerlift stand, mounted on a modified Land Rover chassis - with increased ground

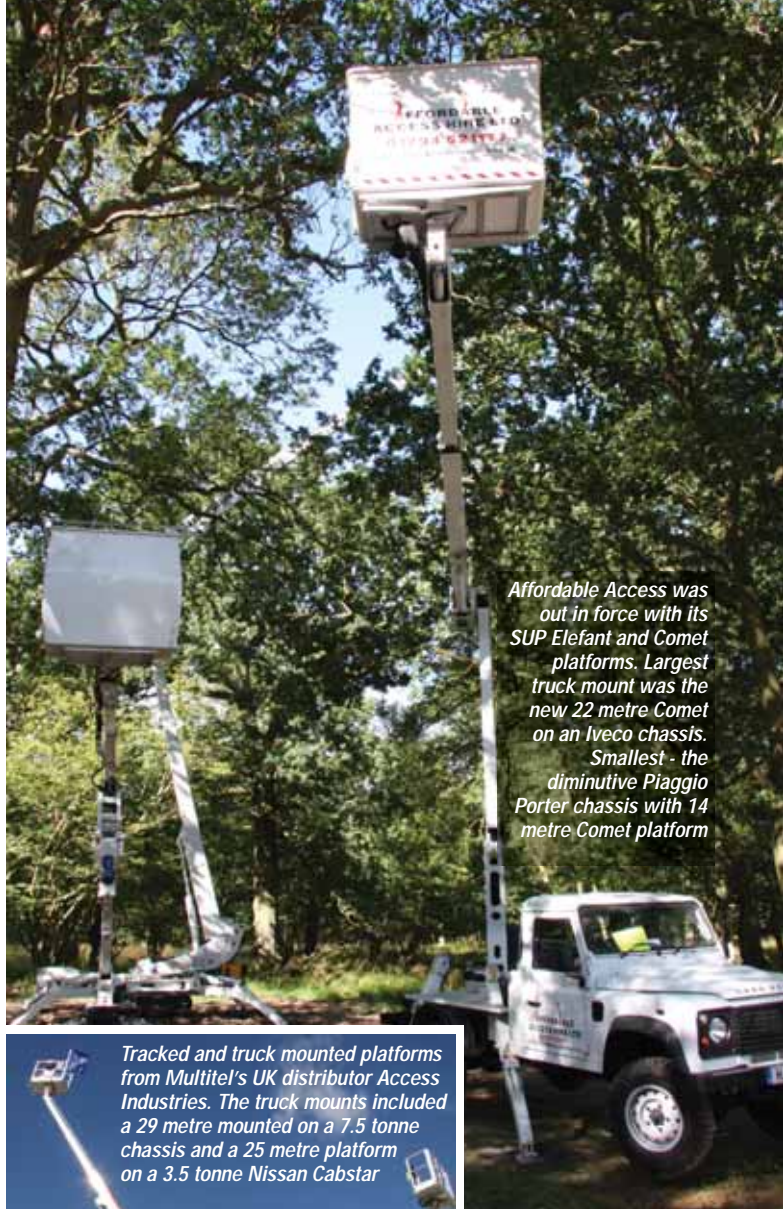
clearance for the rear outriggers - specifically for the UK market. Powerlift also supplies Marooka-type racked chassis platforms up to 30 metres.

## Multitel

Multitel displayed a good selection of equipment up to 29 metres, although nothing new was on show, European sales manager Jerry Kist did reveal details of two new truck mounts that will be seen at SAIE. The first is the 20 metre MJ201 with two section jib telescoping from 2.5 to four metres. Outreach is 9.5 metres with 230kg. The second new platform is the MJ235 - basically a smaller version of the MX250. The 23 metre platform has an outreach of 9.2 metres with 200kg, or 12.2 metres with 80kg in the platform.



Powerlift UK showed the 13 metre working height Movex P130TL with 430kg spare payload and modified rear end to cope with UK weather conditions. Also on show was the Easylift R160 and R190 tracked platforms



Affordable Access was out in force with its SUP Elefant and Comet platforms. Largest truck mount was the new 22 metre Comet on an Iveco chassis. Smallest - the diminutive Piaggio Porter chassis with 14 metre Comet platform



Tracked and truck mounted platforms from Multitel's UK distributor Access Industries. The truck mounts included a 29 metre mounted on a 7.5 tonne chassis and a 25 metre platform on a 3.5 tonne Nissan Cabstar

## Atlas-Penz

In a tie-up eight weeks prior to the show, German loader crane manufacturer Atlas has joined forces with specialist timber handling and loading crane manufacturer Penz Crane of Austria to distribute and service products in the UK.



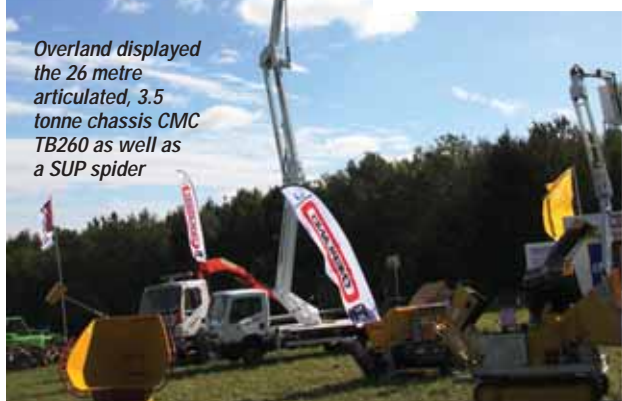
Jim Smith, commercial director of Atlas Cranes UK with a Penz 11L 980 logging crane following the tie-up between the two companies 8 weeks ago. The crane has a 1,125kg capacity at 9m





Shaun Day (R) of Promax Access with Adam Gallagher of Tracked Access Platforms and its latest 22.10 Platform Basket tracked spider

Overland displayed the 26 metre articulated, 3.5 tonne chassis CMC TB260 as well as a SUP spider



The APS stand featured the Omme 3700 and Hinowa 17.80 III's tracked spider lifts



Fletcher Access showed its new Ommelift 2750 RXJ with 15 metre outreach and its SkyKing van mount 179 T JV. Sectional tree felling was demonstrated with its Hinowa 19.65 LL



A Unimog U2150 with a Palfinger P145 loader crane capable of lifting 740kg to 14.3 metres

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# Europlatform 2012

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THE CONFERENCE FOR EUROPEAN ACCESS PROFESSIONALS

C&a

show round up

The sixth annual Europlatform conference, which took place in Edinburgh, Scotland this September, was the first to be held in the UK. More than a hundred delegates attended the event to hear speakers from all over Europe discussing a range of topics relating to this year's theme 'Success in Access Rentals'.

In spite of the ongoing economic uncertainty it was generally agreed that the past year has been a positive one for the access rental market and importantly a good year for recovery. Adopting an optimistic approach IPAF president Wayne Lawson suggested that most companies have in fact benefited from the recession. He said: "Our resilient industry has been forced to change its outlook to uncover new opportunities, seek out alternative avenues and penetrate potential markets. It has driven down waste, become more efficient and streamlined and is now less susceptible to potential downturns. It has become customer oriented - with a greater emphasis on offering a customer a complete package rather than just a machine."

Riwal chief executive Norty Turner added: "Professionalism in our industry increases every day and has matured during these uncertain times." Guest speakers throughout

the conference expanded on changes in the post-recession market and gave advice on how certain methods, examples and practices can contribute to a successful access rental company.

Keynote speaker Norty Turner set the standard with an enthusiastic presentation stressing the importance a concise business strategy can have when combined with effective communication.

He began by outlining six components integral to Riwal's 'one page plan' which comprised the company's vision, mission, values, objectives, action plans and individual strategies. "Whether your company is the market leader or has just one depot, it is fundamental to implement a strategy and ensure everyone within the company understands their role and how it relates to what the company is striving to achieve. As part of the business model at Riwal every senior manager has their own 'one page plan' which interlinks with other members within the company."

"A strategy is rendered useless however if it is not regularly monitored with monthly reviews. Organisation, discipline and execution play a vital part. Therefore 'prior' to a monthly review each senior manager sends his one page plan to the other senior managers and that way when the meeting begins they can work on solving problems rather than addressing them. To remain focused and on target, key performance objectives, priorities and action plans need to be quantifiable and given realistic time scales. To be successful you need to achieve a balance within your company, you need to execute objectives, results need to be managed and rewarded and above all you need to deliver on the strategy."

Duncan Hullis, director of UK sales

and European programme management for De Lage Landen, spoke on asset finance, focusing on how various factors facing lenders are impacting rental companies. The key factors include Basel III, government regulations due to bail-outs, funding costs, liquidity limitations and technological changes. He went on to explain that the subsequent effect of these factors is resulting in a higher cost of borrowing, less flexibility, tougher credit underwriting, less choice and increased scrutiny and auditing. However he stressed that it is not all 'doom and gloom' and that money is still available - De Lage Landen for example lent a record amount to companies this year - but what is important is that companies recognise that the cost of money has increased.

A question was asked whether start-up companies which have previously filed for bankruptcy should qualify for financial backing. Hullis answered: "Unfortunately there is no



Duncan Hullis

hard and fast rule. Banks will inevitably have to look into whether a company has failed due to unforeseeable factors or just bad management. It is likely that they will still qualify for financial backing but less likely than say five years ago."

## Lessons from the German market

Kai Schliephake, managing director of PartnerLift explained the potential lessons to be learnt from the German access market and examined the possible reasons why its access rental market is so fragmented.



Norty Turner



Jesper Rom Knusden

"The German market is driven by specialised access rental companies, mostly made up of small to middle sized businesses. The impact of large general rental companies is smaller than in other countries and as a result the market is still maturing with steady growth opportunities."

The mittelstand - small to medium sized businesses - make up 99.7 percent of all German companies. A typical rental company is family owned with a well maintained fleet of 35 to 125 high quality machines that will last. Most companies take a long term view and do not take on the high debt levels that many major corporate companies do. By financing their own equipment they are financially dependable. There is an 'ownership mentality' whereby they grow attached to their machines, even going as far as to name them! Machines typically remain in a fleet for eight or nine years before being sold off to small end users. Most importantly though they are very customer orientated, seeking to build close, and often personal relationships.

Jesper Rom Knusden, head of direct sales of Trackunit gave a very interesting talk on the benefits of successfully implementing telematics within a rental company. The most obvious benefits include remote troubleshooting, eliminating unauthorised and unspecified usage,

GPS location and the ability to provide customisable information. The benefits of telematics are finally being recognised within our industry and because it offers so much potential we plan to review this presentation as well as the technology in greater depth later this year.

"With more than 800 million Facebook members, 800 million You tube users and a further 400 million Twitter users, if your company is not actively embracing social networking then your company could be missing out," was the message from Patrick Rizzo, marketing director of Loxam, who added: "It is very important not to miss the train!"

In his presentation - which highlighted the importance of engaging with customers via social media - he called on companies to adopt and benefit from the changes brought about by social platforms. Almost all 'business to consumer' companies have a social network policy and strategy, and to emphasise the point last year in France alone more than 310 billion advertisements were posted on social network sites.

"The first step is to understand social networks, the second is to be proactive and finally the third is to benefit," said Rizzo. "The best way to understand it is to be present and



The networking event was held at Edinburgh's Scotch Whisky Experience.



Who'd have known our industry enjoys a drink?!



Chris Wraith



Patrick Rizzo

proactive. To be part of it suggests that your company is innovative, connected and current with the times. It is a means to promote a company in a formal and controlled way, a medium to disseminate news, products, services, special offers and events. But remember there needs to be an element of fun - it is certainly not the place to display a break-down of your financial results!"

The final presentation of the day came from IPAF's technical director Chris Wraith who addressed the current situation surrounding anti-entrapment devices. There are some that would argue that anti-entrapment is a distraction, and an issue that that can be eliminated by good operator training and

awareness. To some extent the latest accident statistics would support this - with only one case of entrapment resulting in a death being recorded on IPAF's new accident reporting database.

"The problem of entrapment, however minor, has been raised and although it is not yet mandatory it comes with a sense of morality. In this industry there is a duty of care and if there are systems available which can prevent fatalities then you are obligated to provide a standard of safety for your customers," said Wraith.

The location of next year's event will be Istanbul, Turkey in October 2013. For details visit: [www.europlatform.info](http://www.europlatform.info) or send an email to: [info@europlatform.info](mailto:info@europlatform.info).

# The spider challenge

Following the appointment of Bristol based Euraccess as the UK/Ireland dealer of Cela, the company held an open day and organised a spider lift challenge. Edward Darwin of Cranes & Access visited to find out more about the company and to see how its latest product - a 24 metre Cela DT24 spider lift - stacked up against two key competitors.

For the last 10 years Euraccess has been providing after sales service and inspections for a number of aerial lift manufacturers and more recently has started to offer IPAF training, refurbishments and equipment sales. Founder Chris Wills had heard that Cela was looking for a UK dealer earlier this year and travelled to its plant in Corefranca, Italy to check out the production facilities and inspect the product range. After a lot of discussion on both sides, details of a distribution agreement were worked out and an announcement made. Talking about the agreement Wills said: "The DT24 spider lift is a brilliant machine which has a lot to offer the UK market which in my opinion other machines do not."

Cela launched the 24 metre DT24 Spyder alongside the 15 metre DT15 Spyder at Intermat in April. The DT24 is currently the largest in the range, although that may well change shortly. It shares its boom and lift structure with the company's 3.5 tonne truck mounted equivalent platform and offers 12 metres of outreach and 13.5 metres of up and over reach. The unit has a 4.8 metre

by 3.55 metre outrigger spread and can reach 4.5 metres below ground level. It is also very compact and weighs only 2,800kg.

Lee Roberts, owner of Bristol based Avon Access, said: "The DT24 is a very good machine and I am particularly impressed with its weight. The hydraulic tubes and electrical wires that run through the boom are easily accessible which eliminates the need to completely take apart the boom when carrying out maintenance work. I am also impressed with the extending height and width tracks which provide better ground clearance and that the boom has zero tail swing."

In order to demonstrate the new model against existing machines Euraccess asked Roberts to volunteer a 23 metre Teupen Leo23GT and a CTE 23 metre Traccess 230. Below is a table containing a breakdown of each machine's measured specifications and the time each took to fully deploy their outriggers and achieve full height.

There is no question about it the Cela DT24 is a top performing machine, as well as being one of the most



Checking the set up speed



Spider line up



Chris Wills and Lee Roberts operating the machine



Good gradability

compact and lightest in the 23 to 25 metre lightweight category. However the 25 metre Multitel SMX250 - although not tested - has an extra metre of working height, is almost 200kgs lighter and has a little more outreach, although it does not offer quite as much up and over height. The Teupen Leo 23GT performs relatively well specification wise, but was exceptionally slow in the test, possibly due to the fact that the test machine was an older model which the mechanics were up all night repairing in order to get it ready for the open day! While this side by side evaluation was limited, it does highlight that there are a new generation of machines now coming on the market and a great deal more choice. With Teupen's UK distribution up in the air and CMC likely to make some further announcements the small spider lift market currently dominated by Hinowa, Platform Basket and CTE is about to get more interesting.



CTE Traccess 230

## Cela truck mounts

Having initially ordered a Cela DT24 truck mount for demonstration purposes Euraccess decided that the weight issue is all too close for practical purposes and has decided to take the 24 metre unit on a 4.5 tonne chassis rather than the usual 3.5 tonne. While this will exclude younger drivers using the machine on a regular car driving licence, Euraccess believes that having the capacity to legally carry a full tank of fuel, outrigger mats tools and other gear is more important - especially as the authorities start to get more strict over weight limits.

## The three models compared

	Cela DT24	Teupen Leo 23GT	CTE 230
Weight	2,800kg	3,100kg	3,040kg
Stowed Length without basket	4.10 metres	N/A	4.59 metres
Stowed Length with basket	4.80 metres	6.20 metres	5.30 metres
Stowed Height Retracted	1.95 metres	1.97 metres	2.00 metres
Stowed Width without basket	0.8 metres	N/A	0.78 metres
Stowed Width with basket	1.15 metres	0.98 metres	1.1 metres
Working Height	24 metres	23 metres	23 metres
Speed of Setup - Outriggers to Full Height	2min 40sec	5min 40sec	3min 0sec
Working Outreach	12.0 metres	11.2 metres	11.5 metres
Negative Working Envelope	-4.5 metres	N/A	N/A
Up and Over reach	14.0 metres	10.0 metres	11.5 metres
Grade-ability (Driving)	35%	30%	31%
Maximum set up grade	23%	26%	31%
Outrigger Foot Print	3.6m x 3.55m	4.53m x 4.33m	4.29m x 4.49m



Spider challenge

# Moog making a big noise

Although the first bucket-type underbridge inspection platforms were built in the mid 1950's, the first self-propelled platform-type unit was developed in the early 1980s by Moog. The manufacturer is now synonymous with the product all around the world. Mark Darwin went to the picturesque area of Deggenhausertal near Lake Constance in Southern Germany to interview company president Christine Moog and tour its facilities.

Since its first underbridge platform was built in 1981, Moog has produced around 500 underbridge units. Not a huge number, but given that many last more than 25 years, a large proportion of them are still working, transforming the speed and safety of bridge inspection and repair.

The underbridge company was founded by Alfons Moog in 1980. A toolmaker by trade, Moog was a talented and innovative engineer who designed and manufactured various types of machines including tree processing equipment and truck, self-propelled and trailer mounted access platforms. And while the last aerial platforms were built in the mid-1990s, such was their strength and design, many are still working today. Unfortunately Alfons Moog was involved in a fatal accident in 2006. Being a family company - his wife Rita was always involved on the HR and accounts side of the business - made the tragic accident even more difficult to deal with. However one of his three daughters, graduate mechanical engineer Christine, decided to step in and help run and



Christine Moog and Markus Rief

develop the company, leaving her job at a local diesel engine manufacturer.

Being a relatively small company (currently 40 employees) it had many long-serving staff that had worked with Alfons and had been involved in the design and production over the years, particularly production manager Marcus Rief who joined the company in 1983. It would be safe to say that the new management of the company has continued to expand the company's product range in true Moog style. There are now five product areas - bucket underbridge machines with horizontal reach ranging from 12 to 17.5 metres, trailer mounted platform units with a horizontal range from 4.5 to 11 metres, truck mounted platforms with up to 21



The first MBS underbridge unit



metres, permanent underbridge inspection and maintenance installations and road or rail tunnel inspection units. With a reputation for being an innovative engineering company, Moog is also asked to provide solutions to all sorts of weird and wonderful problems - a rescue system for mountain cable cars and a Zeppelin airship 'docking station' to name just two.



The MBI 200 in Australia

However the company is currently very busy designing and producing its core range of products as well as developing new underbridge units such as the new narrow crawler mounted platform aimed at pedestrian bridge inspections.

## Light-weight solution

"Several customers have been asking for a light-weight solution for lower capacity bridge inspections such as pedestrian bridges," says Christine Moog. "We have developed a narrow - 1.6 metre wide - self-propelled crawler-based platform which weighs three tonnes

but has an underbridge depth of 4.5 metres and horizontal reach of five metres. The first unit was produced earlier this year and is kept as a demonstration unit, while a second unit has been sent to our biggest customer German-based Wemo-tec. At three tonnes it is light enough to be towed on a trailer in most countries."

"We only build platforms to order and all steel and aluminium fabrication is carried out at our facilities in Deggenhausertal. We briefly did go through a phase of subcontracting the fabrication, but because each platform is so individual, we found that the quality was better and production time shorter if we produced in-house."



An MBS 115 with suspended platform working in Germany



Moog assembly area



MBI 50 crawler

Apart from hydraulic cylinders and some boom sections for the bucket platforms everything else is made in house. To ensure quality and speed of manufacturing, Moog invested €1.4 million over the past 18 months in a new fabrication building, cutting equipment and paint area. The tour of the facility was certainly impressive with the equipment and space available to complete the production of between 15 and 20 machines (depending on size) every year.

**Few design changes**

Since the first Moog underbridge design in 1981 there have been few major changes a testament to the original design. A major change in the late 1980's was from the twin tower machine to the current parallelogram arrangement. Early machines also used outriggers for stabilisation however for more than 20 years the platforms have used an additional two axles built into the truck chassis at the factory which stabilise the platform without adding to the overall working width of the machine. The chassis can be chosen by the customer and is purchased in the country where the inspection unit is to operate wherever possible to ensure the best support.

"If you were to look at a 21 year old trailer platform and a current machine you would be hard-pushed to spot the changes," says Moog. "Bridges have got wider and sound barriers and parapets taller, so we have had to accommodate these in the designs."

Like all good designs, the under-bridge units are easy to use. Set up takes just a few minutes and chassis are so compact that there is little disruption to road traffic. Moog's platform inspection machines include 180 degree platform rotation and can offer up to

one tonne capacity. A platform width of up to two metres wide is available allowing inspectors and maintenance engineers' plenty of working space.

Depending on the bridge design, special sound barrier modules allow the full use of the platform whilst over-sailing barriers up to 5.5 metres high and where present, pavements and walkways up to 4.2 metres wide. Platform lengths can be extended up to a maximum of 25 metres and both truck and trailer units feature a patented friction drive system which allows movement in both directions and keeps the ground pressure on the bridge deck as low as six kilos per square centimetre.

Each platform has an in-built standard 'podium-type' tower with a two metre platform height to access difficult to reach areas under the bridge such as box girders and other supporting structures. Other podiums are available with platform heights up to six metres as well as hydraulic or pneumatically operated lifts (manufactured by Alplift) with platform heights up to eight metres. All slide along the length of the platform and are built into the structure.

Various options are available including the arch inspection device - a cable suspended platform which is hoisted from ground level up underneath the main underbridge platform - specifically for inspecting arch bridges that are only accessible from the top. Lowering depths of up to 150 metres are possible. For bridge pier inspections a two-man basket is lowered up to 100 metres from the platform above. To make the loading and unloading materials onto the platform easier a chassis mounted remote control loader crane is also available.



Moog has supplied 11 MBI 110 trailer units to the New York Department of Transport



The special MBS 115 inspection unit for the German railway system



MBI 140 in Japan



The enormous platform (with extensions) of the MBI 200



Moog gantries on the Soncutters Bridge in Hong Kong



Moog MBI 200



The new lightweight tracked unit

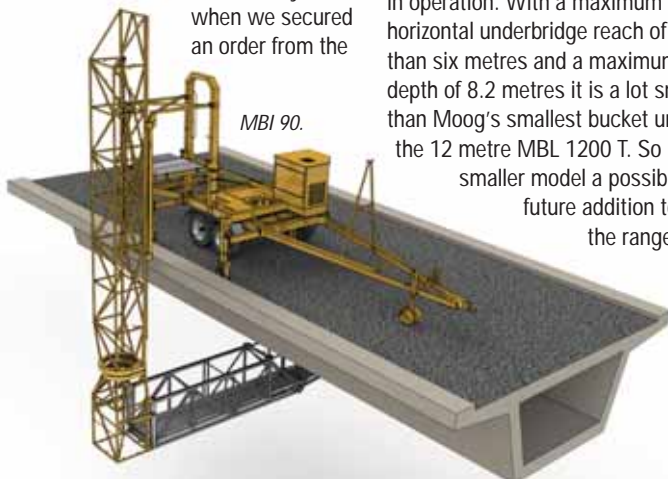
**What recession?**

Because of the specialist nature, relatively small numbers and few global players in the underbridge sector - Barin in Italy and Terex Hydra in North America - Moog has not suffered from the global recession. "We did have a short period when we designed and started producing three machines for a contract in Bahrain and Saudi Arabia but the design was changed and this threw our production schedule for about six weeks. But apart from this we have been consistently busy," says Moog.

"German-based Wemo-tec is our biggest customer with more than 60 of our machines although we have supplied product all over the world apart from Africa and South America. Over the past 15 years we have supplied 30 large units - over 16 metres - to China through our distributor Bomag. On my last visit to Bauma China I did see a Chinese produced underbridge unit that looked quite familiar, but apart from this we have not seen any underbridge activity from Chinese manufacturers."

"In North America we have an office in Bedford, Virginia which until September 2001 was doing really well. However over the past eight years or so we have not had much business in the USA until last year

when we secured an order from the



MBI 90.

New York Department of Transport for 11, seven tonne trailer units - the last two units were shipped last week. Many cities in America look to New York for the latest developments so we are hoping for more orders from the States."

**Special products**

Moog is currently in the process of producing two special underbridge inspection units for the German railway system. The units are replacing two 25 year old units originally supplied by Moog and are narrow enough to work at the edge of the railway track without disrupting the train service. The new units - called the MBS 115 - have 11 metres of horizontal range and can work over a four metre sound barrier.

"These units can work constantly on the bridges on contracts lasting weeks. They only take about half a day to set up whereas a road/rail truck unit can take several hours travelling to the bridge because the reduced number of work points that can access the track - and of course, it can only work a short amount of time before it has to clear the track for the train service to resume."

**For the future**

There are a number of aging Simon UB40 bucket underbridge units still in operation. With a maximum horizontal underbridge reach of more than six metres and a maximum depth of 8.2 metres it is a lot smaller than Moog's smallest bucket unit - the 12 metre MBL 1200 T. So is a smaller model a possible future addition to the range?



Powered lifts have platform heights up to 8 metres



An older designed double tower unit working near Manhattan



"About 80 percent of our production is platform units so while we have a range of bucket machines I cannot see a small unit being added," responds Moog. "Outside of the UK that size of machine is not very popular and they are more expensive to produce because they need more controls. I would image that once these have reached the end of their working life they will be

replaced by platform units." "We are a small family company with a brand name and image which is known throughout the world. We are currently very busy with our current range and have no intention of diversifying or further expansion. The recent investment means that we are totally self-sufficient in terms of manufacturing so we are very happy as we are."



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# ALLMI Terms & Conditions Launch

ALLMI recently held a final (pre-launch) Working Group meeting to review its "Terms & Conditions for a Lifting Operation using a Lorry Loader".

Working Group chairman, Alan Johnson, says: "The Terms & Conditions have been subjected to final stage scrutiny at Working Group level and by our legal advisors. As a result, a few minor amendments have been made, but we are very pleased that the general content, structure and message of the document have remained unchanged since the earlier drafting stages.

We are now in the process of trialling the Terms & Conditions via our Working Group members, with the intention of officially launching the document at the Operators' Forum General Meeting in November. Prior to the launch, we will be developing a guidance document, a Continual Professional Development presentation and an online video, all of which are designed to assist members and their clients in better understanding the Terms & Conditions, which should further ensure that they have an immediate impact on lifting operations taking place within the lorry loader industry. We're also talking to ALLMI's insurance experts, AIPS, about the effect that the Terms & Conditions could have on insurance policies and premiums. As soon as all of these issues have been addressed and the Terms & Conditions have been launched, we're very confident that they will quickly become the benchmark for the lorry loader industry and something that our members' clients will recognise as a guarantee of best practice and added value."

The ALLMI Terms & Conditions cover the following:

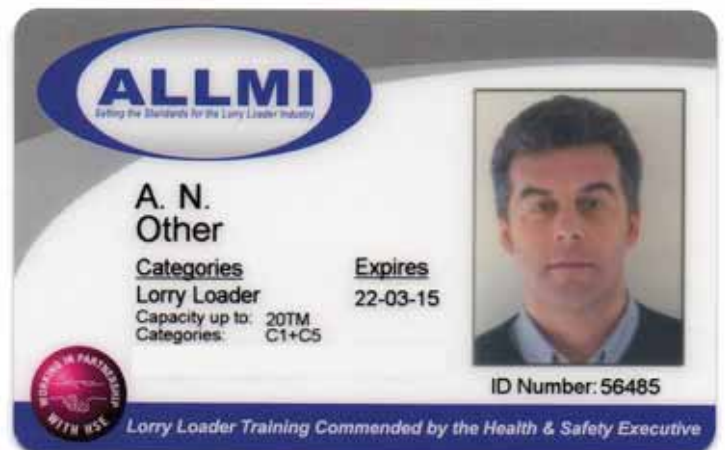
- Introduction and Definitions
- Lifting Operations under a Contract Lift (the default position)
  - Rights and Responsibilities of the Client
  - Rights and Responsibilities of the Company (as Contractor and Equipment Provider)
- Lifting Operations under a Hired and Managed Lift (the contracted out position)
  - Rights and Responsibilities of the Client (as Contractor)
  - Rights and Responsibilities of the Company (as Equipment Provider only)
- Breakdowns, Stoppages and Losses
- Payment

If you would like to know more about this project, or if you would like to attend the Operators' Forum General Meeting in November, then please contact ALLMI.



## UKCG recognises ALLMI Training

The United Kingdom Contractors Group (UKCG) has recently agreed to recognise the ALLMI operator card and to incorporate ALLMI training into its list of Accepted Record Schemes.



The UKCG is the primary association for large contractors operating in the UK and its members account for £33 billion worth of construction revenues - a third of UK construction total output. The organisation's stated aims include promoting best practice in the construction industry and supporting its members in delivering excellence in all areas of their business, including health and safety.

With this objective in mind, the UKCG's Health & Safety Committee has reached the decision to approve ALLMI training. David Lambert, Health & Safety Advisor for the UKCG, said: "The UKCG is pleased to include the ALLMI Lorry Loader Training Scheme as a 'recognised scheme' under its 'Accepted Record Schemes'. The UKCG recognises that the ALLMI scheme is used across the UK by a wide range of suppliers and contractors, providing a defined level of training for those using lorry loaders on UKCG sites."

ALLMI chief executive Tom Wakefield, added: "We are extremely pleased with the UKCG's decision to recognise the ALLMI card, which we believe reflects the quality of ALLMI training and its credibility within the industry. The uptake of the ALLMI scheme has increased significantly over recent years and the news that our training will now reach even further into the construction sector was gratefully received by our members, as they all share a passion to see standards continually raised in relation to the safe use of lorry loaders. This is a significant step in the relationship between ALLMI and UKCG, and we look forward to further strengthening our ties in the months and years to come."

For further information on ALLMI training, please visit [www.allmi.com](http://www.allmi.com)

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

# Shock costs \$80,000

AVO-Plus of Tauranga, New Zealand, was fined \$10,000 and ordered to pay reparation of \$75,000 after an employee suffered major burns from an electric shock, while using an aerial lift to pick avocados last October. The victim, who was not named, was using a 6.4 metre work platform to pick the last pocket of avocados that were high in the tree. He touched an overhead power line and received major electrical and flame burns over 50 percent of his body.



Ona de Rooy of the Ministry of Business, Innovation and Employment said: "This terrible accident serves as a warning for employers and their employees who are tasked with carrying out work close to overhead power lines. There is no room for complacency. This accident could have been avoided if the correct equipment for the job was used and correct safety procedures were followed. AVO-Plus should have identified an exclusion zone of trees under and adjacent to the power lines, ensured employees wore

harnesses while operating the lifts, identified and adequately monitored a clear rule that no avocados were allowed to be picked within the four metre minimum distance limit and ensured employees were adequately supervised by a trained spotter to ensure they did not encroach the limit."

## Scaffold tower fall

CME Ceilings Ltd of Broad Green, Liverpool has been fined £5,000 plus £5,000 in costs after pleading guilty following a 43 year old employee who fell from a scaffold tower at the Croxteth Sports and Wellbeing Centre.

The man, who has asked not to be named, suffered a brain haemorrhage, fractured skull, collapsed lung, broken collar bone, ribs, wrist and fingers in the incident on 18th January 2011. He spent two weeks in intensive care and his brain injury has had a long-term impact on his personality. The Health & Safety Executive prosecuted the company after an investigation found the scaffolding tower that the company provided was unsafe. The company had been hired to install a suspended ceiling at the centre and had originally intended to use a scissor lift. It did not arrange for the equipment to be delivered to the site and so used the tower instead. The brakes on the tower had not been applied and there was no edge protection around the work platform. As a result the man fell more than two metres to the concrete floor below after the tower started to move while he was working.

The investigation found the tower had been made up of parts from several different manufacturers, all of which were in a poor or damaged condition. HSE inspector Mark Baker said: "This man has suffered severe physical and mental injuries that will affect him for the rest of his life.

The scaffold tower the company provided simply wasn't up to the job and his life was put in danger the minute he started to climb it. This case should act as a warning to firms not to cut corners and to make sure they use the right equipment for the job they're doing."



*This faulty tower has left a man with permanent injuries*

## Overturned scissor

Two UK companies have been fined after a man died when a scissor lift overturned. The man, Martin McMenemy aged 52, was working for O. Turner Insulation Ltd of Grimsby on a new food processing plant installation in Ratby Lane, Leicester on April 12th 2008. He was using the scissor lift to install wall and ceiling panels when he inadvertently drove it, while elevated, into a shallow uncovered pit in the floor. The lift overturned and he was thrown to the floor.

A Health & Safety Executive investigation found that Turner and principal contractor Clegg Food Projects Ltd, of Nottingham, had failed to take precautions to cover or cordon off the hole. Both companies pleaded guilty, Turner was fined £22,500 with £12,806 costs, while Clegg Food was fined £22,500 with £12,674 costs.

HSE Inspector Stephen Farthing said: "This was an entirely preventable tragedy. A family has been left without a father because simple precautions were not taken to eliminate an obvious hazard. Both companies had a duty to plan, manage and monitor the work being carried out under their control, but failed in that duty."

## Who trained him then?



A man in Vlissingen, the Netherlands combines his ladder with a 20ft narrow aisle scissor to reach a window. When the photographer explained the risks of overturning the scissor by his make do methods he responded that he was being very careful!



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# Accident reporting a must for IPAF member rental companies

From 1 January 2013, IPAF rental company members in the UK must report any known aerial lift accidents involving their staff on the IPAF accident database ([www.ipaf.org/accident](http://www.ipaf.org/accident)). The move to mandate accident reporting as a condition of IPAF membership for UK rental companies was agreed at the first meeting of the IPAF UK Country Council and subsequently ratified by the IPAF Council, the Federation's main governing and decision-making body.

"This is the initiative for IPAF," said Peter Douglas, chairman of the IPAF UK Country Council, who has been leading the accident reporting campaign. "We need to make the industry safer. Go to the IPAF website and report accidents. The data collected will help indicate the most common high-risk

behaviours. And if we can reduce those, we will gradually reduce the number of fatal and serious accidents. The initial mandate is for UK rental companies to report all lost time incidents for their employees. But all members are strongly encouraged to get on board and report all accidents, near misses and contractor incidents they are aware of. The more information, the better armed we will be to reduce accidents in our industry."

"Companies who commit to report accidents at the IPAF database will be able to confidentially record data and create their own register of accidents," added IPAF technical officer Chris Wraith. "The system requires companies to 'sign off' monthly on their accident records. In return, a dashboard feature analyses the company data in a graphical format, providing a management tool to monitor safety performance. Individual companies will be able to compare their safety performance against aggregated results from across all rental company members and recognised industry benchmarks. IPAF's accident reporting system gives the industry the means to comprehensively collect and analyse accident data and at the same time provide a valuable management tool to improve safety in the workplace."

[www.ipaf.org/accident](http://www.ipaf.org/accident)



Peter Douglas  
of Nationwide Platforms

## Peter Douglas to chair IPAF UK Country Council

Peter Douglas, executive director of operations at Nationwide Platforms, was elected chairman of the newly formed IPAF UK Country Council at its first meeting on 19th September in Edinburgh. Ben Hirst, joint managing director of Horizon Platforms, and representing the Access Alliance, was elected vice-chairman.

"This new UK Council will devote itself to UK issues and will be a force to help the UK powered access industry move forward," said Douglas. "IPAF has grown internationally over the last few years and there has at times not been enough resources dedicated to UK-specific issues. The forming of this Council will change that." IPAF chief executive Tim Whiteman added: "The forming of the UK Council is extremely significant for IPAF and something that we have been working towards in the last years. The move is intended to make sure that today's international IPAF is still fully relevant to the needs of UK members."

The IPAF UK Country Council has 24 members, with a range of industry experience representing rental

companies, manufacturers, training centres and suppliers.

"Our first meeting was very productive," said Douglas. "We agreed to a full review of member benefits and to develop a two-year formal plan for the popular IPAF regional meetings. There was a lot of positive energy at the meeting and vice-chairman Ben Hirst and I need to ensure that we retain this, that issues are kept relevant, and that we make some good decisions as a group."

The next meeting of the IPAF UK Country Council is planned for 5th December. Details will be posted at [www.ipaf.org/events](http://www.ipaf.org/events). IPAF UK members with any issues for discussion should contact Peter Douglas, Ben Hirst, or IPAF directly.

## Professional development for instructors

Professional Development Seminars (PDS) for IPAF instructors and training centres are being held on 18th October at the De Vere Milton House, Oxford OX13 6AF and on 6th November at the Holiday Inn Leeds, Wakefield WF5 9BE. Details are at [www.ipaf.org/events](http://www.ipaf.org/events)

## Scottish regional meeting in November

IPAF regional meetings are a simple and effective way to learn about the industry and meet other colleagues. The next regional meeting will take place on 21st November at 18:00 in Scotland at the Hilton Strathclyde Hotel, Bellshill ML4 3JQ.

## New member benefit: Equipment rentals insurance

IPAF members, including IPAF Rental+ companies, can benefit from the JCB Insurance Hiremax scheme which offers insurance specially designed for rental companies. Details are at the Services/Member Benefits section of [www.ipaf.org](http://www.ipaf.org)



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*"My mother used to tell us in the mornings, 'Carl put on your shoes, Oscar put on your prosthetic legs' . . . So I grew up not really thinking I had a disability. I grew up thinking I had different shoes."*

South African runner Oscar Pistorius, who ran in the regular Olympics this year.

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# Why mobile access towers are good for business

In an economic climate that looks uncertain at best, with little prospect of immediate growth, PASMA is inviting rental companies in the work at height sector – aerial lift stockists in particular - to consider capitalising on their experience and expertise by adding mobile access towers to their product line up.

**“By adding a complementary product, not only will they introduce a potential new income stream, but crucially they will be adding scope and flexibility to their product range,” says PASMA.**



Chris Blantern of Hi-Point Scaffolding

Both towers and aerial work platforms are recognised as proven, safe and effective pieces of work at height equipment. Both offer distinct features and benefits when deciding upon the safest means of access and selecting the most suitable piece of equipment as required by the Work at Height Regulations.

Significantly, both are backed by an industry standard training scheme and a trade association recognised and respected nationally and internationally.

Chris Blantern, managing director of Sheffield, UK, based Hi-Point Scaffolding said: “The most compelling reason for stocking, supplying and hiring towers, alongside other work at height solutions, is choice. To survive and prosper in this marketplace, you need to be able to offer a complete range of equipment. Turning a customer away because you haven’t got the most suitable option, means you may never see that customer again. No one can afford to do that in this or any other trading environment.”

PASMA makes the point that mobile access towers introduce a number

of clear-cut benefits into any companies product portfolio:

1. They are easy to stock, deliver and transport - and safe to use - they can be used for a great many different applications and, because of their modular design, can be built to a variety of heights and configurations.

2. They can be used in restricted and confined spaces where access and floor loadings are a particular issue. This is especially true of two and three storey buildings when, for example, access is required for suspended ceiling work. Towers have a typical point loading of just 75kg per castor.

3. Their non-marking nylon castors are a distinct benefit when working on highly polished floors such as gymnasiums.

4. They require little or no regular maintenance and are not subject to statutory inspections under the Lifting Operations and Lifting Equipment Regulations (LOLER).

5. Robust and reliable, towers consist of just six basic components, each of which can be exchanged or replaced quickly and easily. Whole-of-life costs are extremely competitive.

6. Towers have no impact on the environment. They require no power and produce no emissions.

With a typical amortisation period of just 12 months for a standard six metre tower costing £2,500, towers not only hold out the promise of high utilisation and with it profitable income, but also the prospect of additional income from training. Through its approved training centres, PASMA trains more than 50,000 delegates each year, making it one of the leading training providers in the work at height sector.

The association currently offers five



Tower components are easy to transport



Tower components can be easily stored

training courses: Towers for Users; Work at Height Essentials; Low Level Access; AGRs for Towers for Users; Combined Low Level Access and Towers for Users. Membership of the Association is the first step in being approved as a PASMA training centre.

In summary, the safety and operational benefits of mobile access towers are increasingly being recognised and the range of diverse applications in which towers are being used is continuing to grow. They offer important cost benefits and improved levels of customer satisfaction at a time when demonstrating value for money to customers is a key priority.

If you’re in the work at height industry, now is the time to think seriously about integrating mobile access towers into your product

portfolio. Don’t miss out on a natural and logical extension of your business.



## Contact details



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# A double from Sauer Danfoss

Sauer Danfoss has updated its Plus+1 compliant Engine Information Centre (EIC) software to be compatible with Tier 4 engines and has also introduced its latest extended memory controllers.

The updated EIC software comes preloaded on the company's DP200 and DP250 graphic displays and offers monitoring support for Tier 4 engines. The software displays more than 50 optional gauges which include rpm, engine hours, coolant temperature, oil temperature and pressure as well as fuel level and consumption. New updates include soot and ash percentage gauges, an LED warning for high exhaust system temperature and the ability to manually initiate or inhibit regeneration of the diesel particulate filter. Standard J1939 DM1 error messages are also automatically displayed in user-understandable terms and logged in a fault history for easy retrieval.

The company has also introduced four extended memory controller models which provide increased memory and storage capacities. The models are pin-for-pin compatible with the company's standard 24, 38 and 50-pin MC controllers and available for retrofit. The main benefit of the new controllers - which are user-programmable with the Plus+1 Guide - is the larger 256KB flash



DP250 display unit.

memory. It also provides an unlimited amount of read/writes which enables users to store positioning data, hour metres, time at level, data logging and position control as frequently as necessary. The 2MB of serial flash/vault memory is also beneficial for storing data such as machine performance, troubleshooting data and actual work hours, which can later be extracted using the Plus+1 Service Tool.



Extended memory Controller.



## Might you be swayed?

German based crane and hoist specialist SWF Krantechnik has introduced an automatic load stability system for overhead cranes called Sway Control. The new built-in system monitors hook height and speed movements and regulates the acceleration and deceleration speeds, depending on the height of the load/distance it is from the hoist, in order to prevent it from swinging.

By achieving the optimal operational speeds, regardless of his skill, the operator is able to concentrate on the load without having to take in to account any additional movement to the trolley or bridge. Sway Control is said to reduce maintenance costs

by preventing the damage and wear that excessive load peaks cause on a crane. The company has said that the new feature also provides significant time saving and productivity gains as well as improving safety.

*Double girder bridge crane using SWF's Sway Control to reduce load movement and maximise safe speeds.*



# Handling the pressure

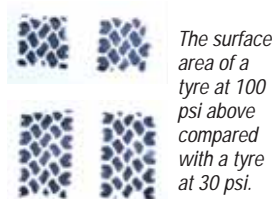
Although Tireboss' tire pressure control system is by no means a new invention it is certainly an interesting and innovative product, the features of which are certainly beneficial to the lifting equipment market. The Tyre Pressure Control (TPC) system is a device operated from the driver's cab which allows the operator to inflate or deflate tyre pressures whilst the vehicle is in motion.

If the machine is being driven over adverse terrain such as sand or mud then reducing tyre pressures provides better traction and manoeuvrability by creating a longer/wider footprint which

distributes the vehicle weight over a larger surface area. In the majority of cases this will prevent machines from getting stuck and can also prevent the track/road from being torn up and therefore made unusable.

Tireboss' TPC system provides the operator with a constant in cab digital read-out of tyre pressures which is important as under inflated tyres can overheat and over inflated tyres can cause unstable vehicle handling. Other benefits of correct air pressure ensure increased tyre life, better fuel consumption and improved handling. The system is also transferrable from one machine to another and so can be offered as an option in the rental market.

The Tireboss control system being demonstrated at the APF show last month.



The surface area of a tyre at 100 psi above compared with a tyre at 30 psi.



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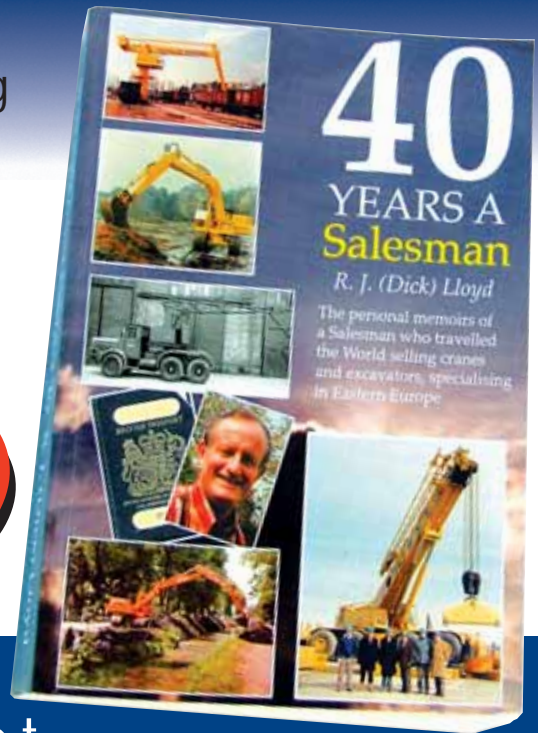
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## GOING UP IN THE WORLD

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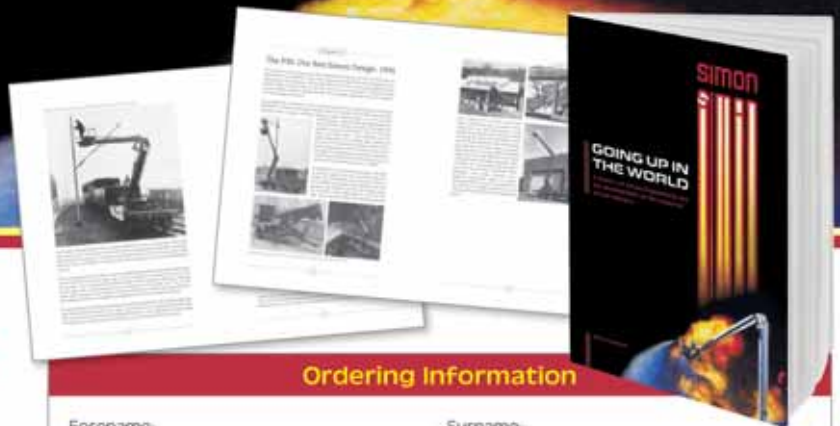
Ashworth was a keen engineer and from an early age found himself in at the very start of the modern powered access industry.

His book is an unusual combination of autobiography and history of Simon Engineering Dudley, a pioneer of the powered access industry and at one time, the world's largest manufacturer of aerial lifts.

The coffee table sized book, is highly readable and includes around 150 photographs and drawings from the very beginning of the industry. It is a 'must read' for anyone who is interested in powered access, the hydraulic equipment industry or in comparing modern day engineering challenges with those of an entirely different era.

The book is available direct from the publishers at £19.50, plus £4.50 postage and packing.

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# Crane heavy haulage

One type of scale model always popular with collectors is heavy haulage, and a number have been produced of the vehicles that usually accompany large mobile cranes from site to site – the STGO counterweight trailers. There is a large range of models from the Dutch trailer manufacturer Nootboom and a number of versions are available in various crane hire company liveries as well in the manufacturer's house colours.

This year two models have appeared in the colours of UK crane hire companies. One is a truck from the fleet of William Whyte, the Scottish cargo handling and crane hire company, and the second is from Ainscough, the UK's biggest crane rental company. Both models are made by WSI Collectibles and can be obtained from the Nootboom web shop.

The William Whyte model is a Scania Tractor and six axle ballast trailer and it looks beautiful in the yellow and green colour scheme. The Scania has excellent detail

including the chassis and there is a very detailed engine under the tilting cab. It is the quality of the paintwork and graphics which make it look really attractive though.

The trailer is also highly detailed with many very small graphics and it even includes tiny tie-down points for chains and straps. It is also well engineered with accurate steering on the axles which also have independent sprung suspension. The lead axle can also be raised out of service. The tractor and trailer combination looks great with some crane parts loaded. It is a limited edition and costs €139.

Tilting cab reveals a detailed engine



It is very realistic



William Whyte livery is very attractive



Loaded with some ballast



Ainscough Truck loaded with a crane section



The Ainscough model also looks attractive in the distinctive yellow and blue colours. It is a MAN tractor unit with a four axle extendible trailer. The tractor is accurately decorated in Ainscough's livery and it has many small details which look realistic, and the cab also tilts on this model.

The trailer has some excellent features including steering axles with full suspension. It is extendible for longer loads and the deck can also be widened by pulling out

small cantilever supports and laying replica timbers between them.

Detailing on the trailer is very high with airlines underneath and tiny graphics along the deck edges, and the replica timber deck also has bolt positions for the individual planks. Metal deck posts can be fitted too. The Ainscough model is available for €129, and it is also a limited edition.

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

#### Cranes Etc Model Rating

<b>William Whyte</b>	
Packaging (max 10)	6
Detail (max 30)	25
Features (max 20)	15
Quality (max 25)	20
Price (max 15)	11
Overall (max 100)	77

#### Cranes Etc Model Rating

<b>Ainscough</b>	
Packaging (max 10)	6
Detail (max 30)	26
Features (max 20)	15
Quality (max 25)	21
Price (max 15)	11
Overall (max 100)	79

## Sir Mathew Goodwin 1929 – 2012

One of Europe's most successful rental entrepreneurs, managers and characters, Sir Mathew Goodwin, passed away on October 9th aged 83 after a long illness.

After entering the rental business in 1962 with the formation of Hewden Plant in partnership with Frank Jamieson he went on to lead what at the time of his retirement was the most successful equipment rental in Europe, if not the world – Hewden Stuart.

In 1960 Matthew Dean Goodwin was just a junior partner at a firm of Glasgow-based chartered accountants when a friend in the building industry persuaded him to invest £500 for a half share in a mechanical shovel.

The intention was to use it for a few months of the year and rent it out for the rest. The man selling the machine - Frank Jamieson - promised to rent it back for the first three months making for a relatively low risk deal.

Recalling this first investment when he was interviewed at the time of his retirement Goodwin said: "The machine was rented out to the Coal Board and 18 months later I decided to check up on how it was getting on. It was a gloriously sunny day, and there, in the middle of a wood, was Willie Bell the driver, sitting with the engine switched off, reading a paperback. Every three or four hours a lorry would come by, Willie would fill it up with wood and then return to his reading. Frankly, I went away thinking

that this must be the easiest way imaginable to make money and bought a second machine, then a third, then a fourth."

When Goodwin and Jamieson set up Hewden Plant in 1962 Jamieson introduced him to what would become the company's leadership style at least until well after Goodwin retired - management by walking about although as the two added more depots, it was management by driving about. Goodwin picked up on the technique and which helped them keep in touch with the business and staff across their growing network. It was not unusual even in later years when running a publicly quoted company, for him to make 16 depot visits in two weeks, chatting to the service engineers, crane operators and managers and listening to their problems over a mug of tea.

In 1968 Goodwin and Jamieson teamed up with Ronnie Stuart of mobile crane rental company Stuart Plant to merge the two businesses into Hewden Stuart and at the same time float the new larger business on the London stock exchange.

Jamieson was the first chairman of Hewden Stuart, with Goodwin succeeding him in 1979. Then in 1993 he officially became non-executive chairman with colleague Sandy Findlay's appointment as group chief executive. In reality nothing much really changed until April 1995 when Goodwin finally retired at a time when profits were soaring, thanks to a series of canny investments through the recession of the early



Sir Mathew Goodwin

1990s. The company was declared the most successful plant hire company of all time with revenues topping £200 million and climbing fast. A £700 investment at the time of the company's flotation was worth well over £25,000 by the time Goodwin retired. The company had a famously careful and frugal approach focussing most of all on its cash, which served it well when times got tough.

Goodwin, who was knighted in 1989, was always good for a frank and to the point quote and as such was often asked for his opinion by the local and the national newspapers on business subjects. He had little time for some of the business theories and fashions that came and went and could sum up and issue clearly and concisely in plain English.

The crane rental industry has truly lost one of its great pioneers and another of its characters.

## Paul Shockey 1923 – 2012



Paul Shockey

Grove and JLG veteran Paul Kenneth Shockey passed away in late September aged 89.

A native of Maryland, Shockey began his career at Landis Tool in Waynesboro, Pennsylvania, later moving to Fairchild Aircraft in Hagerstown, Maryland. In 1959 he joined the Grove brothers at Grove manufacturing as the company's first professional engineer and later headed up the company's aftersales service operations.

In 1969 Shockey took a huge gamble, taking a 50 percent pay cut and selling his house in order to find the £25,000 investment required in a new venture with John Grove and Ben Stevens that they named Condor Industries. The three then acquired the small engineering business of Fulton Industries along with its McConnellsburg plant in Pennsylvania. While Stevens would soon fall out with John Grove, the other two went on to build the business - later renamed JLG - into a global market leader it is today. The gamble clearly paid off for Shockey, as had the risk he took when he left his job at Fairchild to join the Grove brothers in 1959 and yet he was said to be a quiet man. John Grove

would later say: "I enlisted the help of Paul Shockey because he was the most trusted engineer I knew. He is a trusted friend whose counsel and friendship over the years is deeply appreciated."

Shockey retired from his executive position at JLG on the occasion of the company's 20th anniversary in January 1989, one of the last machines he was responsible for was an 80ft electric powered boom lift for an observatory in Hawaii. He remained a director of JLG until 1995.

He died on Tuesday, September 18th at the Quincy Retirement Home near Greencastle. He is survived by his wife of 66 years, Anna, two sons, Kenneth and James, two sisters, three granddaughters, five great grandsons and one great-granddaughter.



Partners - Paul Shockey and John Grove on the occasion of JLG's 20th anniversary and Shockey's retirement from day to day duties at the company

# Readers Letters



## Model reader

Dear Editor,

I wish to thank you for printing my letter in your reader's letters section on page 71 of your July 2012 issue. This did give me a good 'LIFT' which did cheer me up. I have had a lovely lot of company promotional literature. I have also had hours of pleasure from you supporting me by giving me a subscription.

Many thanks to you and all of the companies that responded.

Kindest Regards,

**William J. Hulse**

*Ashby De La Zouch, Leicestershire.*

*William Hulse is a disabled model maker, who is very interested in cranes, but was unable to attend this year's Vertikal Days and asked if companies could help him in his endeavours by sending brochures etc. It seems as though our readers responded brilliantly as can be seen from his letter.*

ED

## V Days fundraising

Dear Mr Sparrow

I have the pleasure of enclosing a certificate registering the Vertikal Press donation to the Club for the year 2012- 2013.

This is in respect of the £2,000 collected at your event 'Vertikal Days' held on 27th and 28th June. The money will certainly be put to good use by the Benevolent Fund and will help carry out its objective to assist financially those people in the construction industry who come to us in their time of need after accident or illness.

I have taken the liberty of enclosing our new corporate sponsorship booklet which outlines the new sponsorship opportunities that are now available; I do hope that you will consider these and become more involved in the future.

In sending you this new certificate, may I thank you and all those at Vertikal Days who donated items and bid for them for their generous support, which is much needed and very much appreciated and we look forward to a continued association with you and the company.

Yours Sincerely

**Mandy Mallitt LHC Administrator**

## Crooked bankrupts

Dear Leigh,

I have read your comment on the damage that crooks and repeat bankrupts do to the industry. The description seems perfect also for our Romanian market. I should add one very important characteristic - these genuine crooks are not doing this by themselves. Even while the former companies' suppliers are crying out about their losses, there are always others (leasing companies/banks) willing to finance these crooked companies and other suppliers ready to lend, borrow, give, sell or whatever to the very owners who just left their former partners unpaid.

Is what I call 'Fake Phoenix puppeteers'. Eager to gain market share or easy money, they repeat the mistake and lend/borrow the new company (with same shareholders) with ease, no questions asked, just being happy that they manage to 'steal' the fruit, fooling themselves that is red and appealing one, while in reality it has already proved to be rotten.

We have quite a number of companies in Romania and it seems that the suppliers keep coming - wanting to eat these poisoned fruits. I don't want to give names here, but the Romanian aerial lift market study research done by ICAP (the local D&B partner) clearly shows the size of this phenomenon which became significant in our very fragmented market.

As our business is very cash intensive and as local entrepreneurs rely heavily on financing (commercial credit, leasing, operating lease, etc), I think the strong message should go to those who actually finance these crooks. They should be the first to understand that things will only get worse if they continue to support such ventures, trying to steal from their competitors, or even worse, with no clear goal in mind.

It should be clear to these financiers/suppliers that if shareholders in a new business have left the creditors of their previous venture unpaid, they should at least go and speak with those creditors to get a clear picture of the type of people there are really dealing with.

I wish you a pleasant evening

Best Regards,

**Stefan Ponea**

*Managing Partner*

*Industrial Access*

Dear Sir,

I am so saddened by the news this morning of Sir Matthew's (or Matt as a few of us were allowed to call him) passing. Many people are referred to as legends but undoubtedly Matt was together with Ronnie Stuart a true legend in every sense of the word. He touched so many lives including mine. He was often difficult to satisfy with results because of his passion for Hewden Stuart and its employees.

My best but relevant work recollection was in 1975, I attended a budget meeting with Matt and Ronnie when I nervously sought approval to buy the very first 200 ton telescopic in the world. I ended up getting a severe rocket because I hadn't had the guts to ask for two - as usual he was right!

There will never be another character like him and the hire industry and Hewden in particular has never been the same since he retired.

**Ray Ledger**

2012

**SAIE 2012**

Bologna Fair, building products.  
October 18th – 21st 2012,  
Bologna, Italy  
Tel: +39 051 282111  
www.bolognafiere.it



**Heavy Equipment Model Show**

UK crane and heavy haulage model show. October 21, 2012  
Clayton le Moors, Accrington, UK  
Tel: +44 (0) 1282 693477

**Lift and Access Showcase**

Orlando, Florida, USA  
Tel: +1 480 241-5625  
October 24th/ 25th 2012  
www.liftshowcase.com



**IPAF US Convention**

October 22-23, 2012  
IPAF's second national convention in the USA  
Celebration, Florida, USA  
Tel: +1 518 280 2486  
www.ipaf.org/usconvention

**Big Five 2012**

November 5th-8th 2012.  
Middle East construction show Dubai, UAE  
Tel: +49 (0) 89 949 22 0  
www.thebig5exhibition.com



**Bauma China 2012**

Shanghai – China  
Leading Chinese Equipment show  
November 27th-30th 2012  
Tel: +49 (0) 89 9 4920251  
www.bauma-china.com

**2013/2014**

**ARA / Rental Show 2013**

Las Vegas.  
Feb 10th– 13th 2012  
Tel: +1800 334 2177  
www.therentalshow.com



**bc India**

February 4-8, 2013  
The second Bauma/Conexpo in India. Mumbai, India  
Tel: +49 89 949-20255  
www.bcindia.com

**IPAF Summit 2013**

Annual Summit for International Powered Access Federation  
March 26th, 2013, Miami, USA  
Tel: +44 (0) 1539562444  
Fax: +44 (0) 1539564686  
Website: www.ipaf.org  
E-Mail: info@ipaf.org



**Bauma 2013**

World's largest construction equipment exhibition,  
April 15th-21st 2013  
Munich, Germany  
Tel: +49 (0) 89 51070  
www.bauma.de



**EWPA National Convention 2013**



May 8-9th, 2013 The Australian work platform association event  
Sydney, NSW, Australia  
Tel: +61 (0)2 9997 5133  
www.ewpa.com.au

**Vertikal Days 2013**

UK/Ireland crane and access event  
June 26th-27th 2013\*  
Haydock Park, UK  
Tel: +44 (0) 8448 155900  
Fax: +44 (0) 1295 768223  
www.vertikaldays.net



**Europlatform**

European access conference  
October 2013. Istanbul Turkey.  
Tel: +44 (0) 15395 62444  
www.ipaf.org

**Samoter 2014**

International earthmoving and construction equipment show  
February 27 - March 2, 2014  
Verona, Italy. Tel: 045 8298111  
www.samoter.com

**Conexpo 2014**

The leading US equipment show  
March 4th-8th 2014  
Las Vegas, Nevada, USA  
Tel: +1 414-298-4133  
www.conexpoconagg.com



**Intermat 2015**

20- 25th April 2015, Paris France  
Tel: +33 1 49685248  
www.intermat.fr



\* To be confirmed

Visit [www.Vertikal.net/en/events](http://www.Vertikal.net/en/events) for a full listing of events with direct links to the organisers.

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35t Liebherr LTM 1030/2	2003	4x4x4	30,00m + 15,00m
35t PPM ATT 400	1998	4x4x4	30,40m + 15,00m
40t Demag AC 40	2000	6x4x6	31,20m + 13,00m
40t Demag AC 40	1999	6x4x6	31,20m + 13,00m
40t Faun RTF 40-3	1997	6x6x6	30,00m + 15,45m
50t Marchetti MG 50.3	1992	6x6x6	32,00m + 16,00m
50t Grove GMK 3050	1999	6x6x6	38,00m + 15,00m
55t Grove GMK 3055	2005	6x6x6	43,00m + 15,00m
55t Grove GMK 3055	2007	6x6x6	43,00m + 15,00m
60t Liebherr LTM 1060/2	2000	8x6x8	42,00m + 17,00m
60t Faun ATF 60-4	2000	8x6x8	40,00m + 16,00m
70t Krupp KMK 4070	1991	8x6x8	38,10m + 16,00m
70t Faun ATF 70-4	1999	8x8x8	40,50m + 16,00m
100t Grove GMK 4100 L	2007	8x8x8	60,00m + 17,00m
110t Faun ATF 110G-5	2008	10x8x8	52,00m + 30,10m
120t Liebherr LTM 1120	1992	10x8x8	45,00m + 18,00m
160t Liebherr LTM 1160/2	1996	10x8x10	60,00m + 22,00m
400t Demag AC 1200 SL	1992	14x6x12	54,00m + 78,00m

**YARD CRANE**

Make / Type	y. o. m.	Drive	Boom / Fly Jib
14t Demag V73	1983	4x2x2	13,10 m + 5,50 m
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	<b>2006 GENIE GS5390 4x4</b> Diesel Scissor Platform Working Height - 18m Price: £19,500, £24,375		<b>2006 SKYJACK 9250 4x4</b> Diesel Scissor Platform Working Height - 17m Price: £17,950, £22,438		<b>2005 GENIE GS4390RT</b> Diesel 4x4 Scissor Platform Working Height - 15m Price: £14,950, £18,688
	<b>2006 JLG 260MRT 4x4</b> Diesel Scissor Platform Working Height - 10m Price: £6,950, £8,688		<b>2006 GENIE GS3268RT</b> Diesel Scissor Platform Working Height - 11.75m Price: £10,950, £13,688		<b>2003 GENIE GS2668RT</b> Diesel Scissor Platform Working Height - 9.92m Price: £7,750, £9,688
	<b>2007 SKYJACK 6832 4x4</b> Diesel Scissor Platform Working Height - 20m Price: £11,950, £14,938		<b>NEW GENIE GS4047</b> Electric Scissor Platform Working Height - 13.75m Price: £16,950, £21,188		<b>2002 GENIE GS3246</b> Electric Scissor Platform Working Height - 11.75m Price: £7,950, £9,938
	<b>NEW GENIE GS1932</b> Electric Scissor Platform Working Height - 7.79m Price: £7,250, £9,063		<b>2006 NIFTYLIFT 170HDET</b> Trailer Mounted Platform Working Height - 17m Price: £15,950, £19,938		<b>2007 NIFTYLIFT 120 TE</b> Trailer Mounted Platform Working Height - 12.33m Price: £9,950, £12,438
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Images are for reference purposes only \*\* GBP prices exclusive of VAT

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### Access Equipment Manufacturers

Ascendant Access	<a href="http://www.ascendantaccess.com">www.ascendantaccess.com</a>
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AIRO	<a href="http://www.airo.com">www.airo.com</a>
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Turner Access	<a href="http://www.turner-access.co.uk">www.turner-access.co.uk</a>
Upright International	<a href="http://www.upright.com">www.upright.com</a>
Versalift distributors (UK)	<a href="http://www.versalift.co.uk">www.versalift.co.uk</a>
Youngman	<a href="http://www.youngmangroup.com">www.youngmangroup.com</a>

### Alloy Scaffold Towers

Altrex	<a href="http://www.altrex.com">www.altrex.com</a>
Eurotowers	<a href="http://www.eurotowers.co.uk">www.eurotowers.co.uk</a>
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Instant	<a href="http://www.instantupright.com">www.instantupright.com</a>
Planet Platforms	<a href="http://www.planetplatforms.co.uk">www.planetplatforms.co.uk</a>
Svelt	<a href="http://www.svelt.it">www.svelt.it</a>
Turner Access	<a href="http://www.turner-access.co.uk">www.turner-access.co.uk</a>
Youngman	<a href="http://www.youngman.com">www.youngman.com</a>

### Mast Climbers & Hoists

Adastra Access	<a href="http://www.adastra-access.co.uk">www.adastra-access.co.uk</a>
Alimak-Hek	<a href="http://www.alimakhek.com">www.alimakhek.com</a>
Brogan Group	<a href="http://www.brogangroup.com">www.brogangroup.com</a>
Fraco	<a href="http://www.fraco.co.uk">www.fraco.co.uk</a>
Harsco Infrastructure	<a href="http://www.harsco-i.com">www.harsco-i.com</a>
Safi	<a href="http://www.safi.it">www.safi.it</a>

### Specialist Scaffolding

Advance	<a href="http://www.advancedscaffoldingltd.co.uk">www.advancedscaffoldingltd.co.uk</a>
Scaffolding (SW)	
Harsco	<a href="http://www.harsco-i.co.uk">www.harsco-i.co.uk</a>

### Platform Rental

1st Access Rentals	<a href="http://www.1staccessrentals.co.uk">www.1staccessrentals.co.uk</a>
2 Cousins Access Limited	<a href="http://www.2cousins.co.uk">www.2cousins.co.uk</a>
AA Access (Specialists)	<a href="http://www.aaaccess.co.uk">www.aaaccess.co.uk</a>
Access Link	<a href="http://www.accesslink.biz">www.accesslink.biz</a>
Access Platforms Direct	<a href="http://www.accessplatformsdirect.co.uk">www.accessplatformsdirect.co.uk</a>
Acrolift	<a href="http://www.acrolift.co.uk">www.acrolift.co.uk</a>
Active Rentals Scotland	<a href="http://www.activerentals.co.uk">www.activerentals.co.uk</a>
Advanced Access Platforms	<a href="http://www.accessplatformsuk.com">www.accessplatformsuk.com</a>
Aerial and Handling Services	<a href="http://www.aerialandhandlingservices.com">www.aerialandhandlingservices.com</a>
Aerial Platforms	<a href="http://www.aerialplatformsltd.co.uk">www.aerialplatformsltd.co.uk</a>
AFI-Uplift	<a href="http://www.afi-uplift.co.uk">www.afi-uplift.co.uk</a>
A-Plant	<a href="http://www.aplant.com">www.aplant.com</a>
Bluelift	<a href="http://www.bluelift.ie">www.bluelift.ie</a>
Easi up Lifts	<a href="http://www.easiuplifts.com">www.easiuplifts.com</a>
ES Access Platforms	<a href="http://www.esaccess.co.uk">www.esaccess.co.uk</a>
Facelift	<a href="http://www.facelift.co.uk">www.facelift.co.uk</a>
Fraco	<a href="http://www.fraco.co.uk">www.fraco.co.uk</a>
High Access Hire	<a href="http://www.highaccesshire.co.uk">www.highaccesshire.co.uk</a>
Higher access	<a href="http://www.higheraccess.co.uk">www.higheraccess.co.uk</a>
Hi-reach	<a href="http://www.hi-reach.co.uk">www.hi-reach.co.uk</a>
Horizon Platforms	<a href="http://www.horizonplatforms.co.uk">www.horizonplatforms.co.uk</a>
Industrial Access Romania	<a href="http://www.industrialaccess.ro">www.industrialaccess.ro</a>
Kimberly Access	<a href="http://www.kimberlyaccess.co.uk">www.kimberlyaccess.co.uk</a>
Lifterz	<a href="http://www.lifterz.co.uk">www.lifterz.co.uk</a>
Loxam Access	<a href="http://www.loxam-access.co.uk">www.loxam-access.co.uk</a>
Manlift Hire	<a href="http://www.manlift.ie">www.manlift.ie</a>
Nationwide Platforms	<a href="http://www.nationwideplatforms.co.uk">www.nationwideplatforms.co.uk</a>
Panther	<a href="http://www.platform-rentals.co.uk">www.platform-rentals.co.uk</a>
Peter Douglass Platforms	<a href="http://www.peterdouglass.co.uk">www.peterdouglass.co.uk</a>
Peter Hird	<a href="http://www.peter-hird.co.uk">www.peter-hird.co.uk</a>
Platform Sales & Hire	<a href="http://www.platformsales.co.uk">www.platformsales.co.uk</a>
Rapid Platforms	<a href="http://www.rapidplatforms.co.uk">www.rapidplatforms.co.uk</a>
Readyplant Ltd	<a href="http://www.readyplant.co.uk">www.readyplant.co.uk</a>
Riwal	<a href="http://www.riwal.com">www.riwal.com</a>
Trac-Access	<a href="http://www.trac-access.com">www.trac-access.com</a>
Universal Platforms	<a href="http://www.universalplatforms.com">www.universalplatforms.com</a>
Wilson Access	<a href="http://www.wilsonaccess.co.uk">www.wilsonaccess.co.uk</a>

### Notified Body

Powered Access Certification	<a href="http://www.pac.uk.com">www.pac.uk.com</a>
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### New & Used Platforms

Access Platform Sales	<a href="http://www.accessplatforms.co.uk">www.accessplatforms.co.uk</a>
Advanced Access Platforms	<a href="http://www.aaplatforms.co.uk">www.aaplatforms.co.uk</a>
AFI Resale	<a href="http://www.afi-resale.co.uk">www.afi-resale.co.uk</a>
A.J. Access Platforms	<a href="http://www.accessplatforms.com">www.accessplatforms.com</a>
Baulift	<a href="http://www.baulift.de">www.baulift.de</a>
Bluecycle Plant	<a href="http://www.bluecycleplant.com">www.bluecycleplant.com</a>
Brodrene Jorgensen AS	<a href="http://www.brjorgen.no">www.brjorgen.no</a>
Caunton -Access	<a href="http://www.cauntonaccess.com">www.cauntonaccess.com</a>
Davis Access	<a href="http://www.davisaccess.co.uk">www.davisaccess.co.uk</a>
Easi-uplifts	<a href="http://www.easiuplifts.com">www.easiuplifts.com</a>
Facelift	<a href="http://www.facelift.co.uk">www.facelift.co.uk</a>
Flesch	<a href="http://www.flesch-arbeitsbuehnen.de">www.flesch-arbeitsbuehnen.de</a>
Gantic Norway	<a href="http://www.gantic.no">www.gantic.no</a>
Genie	<a href="http://www.genieindustries.com">www.genieindustries.com</a>
Industrial Access	<a href="http://www.industrialaccess.ro">www.industrialaccess.ro</a>
JLG	<a href="http://www.jlgeurope.com">www.jlgeurope.com</a>
Kemp Hoogwerkers	<a href="http://www.kemphoogwerkers.nl">www.kemphoogwerkers.nl</a>
Kunze GmbH	<a href="http://www.KUNZEgmbh.de">www.KUNZEgmbh.de</a>
Lavendon Sales	<a href="http://www.lavendonsales.com">www.lavendonsales.com</a>
Leader	<a href="http://www.leader-piatt.it">www.leader-piatt.it</a>
Liftright Access	<a href="http://www.liftrightaccess.com">www.liftrightaccess.com</a>
Lisman	<a href="http://www.lisman.nl">www.lisman.nl</a>
Manlift Sales	<a href="http://www.manlift.ie">www.manlift.ie</a>
Mr Machinery	<a href="http://www.mrmachinery.co.uk">www.mrmachinery.co.uk</a>
Mech-Serv (GB)	<a href="http://www.mech-serv.co.uk">www.mech-serv.co.uk</a>

Peter-Hird	<a href="http://www.peter-hird.co.uk">www.peter-hird.co.uk</a>
Tracked Access	<a href="http://www.trackedaccess.com">www.trackedaccess.com</a>
Platform Sales	<a href="http://www.platformsales.co.uk">www.platformsales.co.uk</a>
Promax Access	<a href="http://www.promaxaccess.com">www.promaxaccess.com</a>
Rapid Platforms	<a href="http://www.rapidplatforms.co.uk">www.rapidplatforms.co.uk</a>
Riwal	<a href="http://www.riwal.com/used">www.riwal.com/used</a>
Thanner	<a href="http://www.USED-Worklift.com">www.USED-Worklift.com</a>
Turner Access	<a href="http://www.turner-access.co.uk">www.turner-access.co.uk</a>
TVH - Group Thermote & Vanhalst	<a href="http://www.tvh.be">www.tvh.be</a>
Universal Platforms	<a href="http://www.universalplatforms.com">www.universalplatforms.com</a>
Wilson Access	<a href="http://www.wilsonaccess.co.uk">www.wilsonaccess.co.uk</a>

### Special/Bespoke Access & Lifting Solutions

GT Lifting Solutions	<a href="http://www.gtliftingltd.co.uk">www.gtliftingltd.co.uk</a>
Liftright Access	<a href="http://www.liftrightaccess.com">www.liftrightaccess.com</a>
Planet Platforms	<a href="http://www.planetplatforms.co.uk">www.planetplatforms.co.uk</a>
Platform Sales & Hire	<a href="http://www.platformsales.co.uk">www.platformsales.co.uk</a>
Ranger Equipment	<a href="http://www.spiderlift.co.uk">www.spiderlift.co.uk</a>
H&A Height Services	<a href="http://www.ha-heightservices.com">www.ha-heightservices.com</a>

### Special & Niche Access

Acrolift	<a href="http://www.acrolift.co.uk">www.acrolift.co.uk</a>
Easi UpLifts	<a href="http://www.easiuplifts.com">www.easiuplifts.com</a>
Easy Reach Scotland	<a href="http://www.easyreachscotland.co.uk">www.easyreachscotland.co.uk</a>
Facelift	<a href="http://www.facelift.co.uk">www.facelift.co.uk</a>
High Access Hire	<a href="http://www.highaccesshire.co.uk">www.highaccesshire.co.uk</a>
Higher Access	<a href="http://www.higheraccess.co.uk">www.higheraccess.co.uk</a>
Panther	<a href="http://www.platform-rentals.co.uk">www.platform-rentals.co.uk</a>
Rapid Platforms	<a href="http://www.rapidplatforms.co.uk">www.rapidplatforms.co.uk</a>
Universal Platforms	<a href="http://www.universalplatforms.com">www.universalplatforms.com</a>
Wilson Access	<a href="http://www.wilsonaccess.co.uk">www.wilsonaccess.co.uk</a>

### Telescopic Handlers

Dieci	<a href="http://www.dieci.com">www.dieci.com</a>
Genie	<a href="http://www.genieindustries.com">www.genieindustries.com</a>
Haulotte	<a href="http://www.haulotte.com">www.haulotte.com</a>
Industrial Access	<a href="http://www.industrialaccess.ro">www.industrialaccess.ro</a>
JLG	<a href="http://www.jlgeurope.com">www.jlgeurope.com</a>
Manitou	<a href="http://www.manitou.com">www.manitou.com</a>
Merlo	<a href="http://www.merlo.co.uk">www.merlo.co.uk</a>

### New & Used Telehandlers

Bluecycle Plant	<a href="http://www.bluecycleplant.com">www.bluecycleplant.com</a>
Dieci Telehandlers	<a href="http://www.dieci.com">www.dieci.com</a>
Industrial Access	<a href="http://www.industrialaccess.ro">www.industrialaccess.ro</a>
Lisman	<a href="http://www.lisman.nl">www.lisman.nl</a>
Mr Machinery	<a href="http://www.mrmachinery.ie">www.mrmachinery.ie</a>
Riwal	<a href="http://www.riwal.com/used">www.riwal.com/used</a>
VHS Viissers Heftruck Service	<a href="http://www.vhsbladel.nl">www.vhsbladel.nl</a>

### Telehandler Rental

GT Lifting Solutions	<a href="http://www.gtliftingltd.co.uk">www.gtliftingltd.co.uk</a>
Readyplant Ltd	<a href="http://www.readyplant.co.uk">www.readyplant.co.uk</a>

### Site Safety Audits

Alfa Access Services	<a href="http://www.alfa-access-services.com">www.alfa-access-services.com</a>
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### Industry Associations

ALLMI	<a href="http://www.allmi.com">www.allmi.com</a>
CICA	<a href="http://www.cica.com.au/">www.cica.com.au/</a>
CPA	<a href="http://www.cpa.uk.net">www.cpa.uk.net</a>
EWPA	<a href="http://www.ewpa.com.au">www.ewpa.com.au</a>
IPAF	<a href="http://www.ipaf.org">www.ipaf.org</a>
OSHA	<a href="http://www.osha.gov">www.osha.gov</a>
PASMA	<a href="http://www.pasma.co.uk">www.pasma.co.uk</a>

### Crane Manufacturers

Böcker Maschinenwerke	<a href="http://www.boecker-group.com">www.boecker-group.com</a>
Galizia	<a href="http://www.galiziagrupo.com">www.galiziagrupo.com</a>
Grove	<a href="http://www.grovetworldwide.com">www.grovetworldwide.com</a>
Jekko	<a href="http://www.jekko.it">www.jekko.it</a>
Kobelco	<a href="http://www.kobelco-cranes.com">www.kobelco-cranes.com</a>
Liebherr	<a href="http://www.liebherr.com">www.liebherr.com</a>
Linden Comansa	<a href="http://www.comansa.com">www.comansa.com</a>

Maeda	<a href="http://www.maedaminicranes.co.uk">www.maedaminicranes.co.uk</a>
Manitowoc	<a href="http://www.manitowoccranes.com">www.manitowoccranes.com</a>
Mantis Cranes	<a href="http://www.mantiscranes.ie">www.mantiscranes.ie</a>
Ormig	<a href="http://www.ormig.co.uk">www.ormig.co.uk</a>
Potain	<a href="http://www.manitowoccranes.com">www.manitowoccranes.com</a>
Sany	<a href="http://www.sany.com.cn">www.sany.com.cn</a>
Sennebogen	<a href="http://www.sennebogen.com">www.sennebogen.com</a>
Spierings	<a href="http://www.spieringskranen.nl">www.spieringskranen.nl</a>
Tadano Faun	<a href="http://www.tadanofaun.de">www.tadanofaun.de</a>
Terex-Demag	<a href="http://www.terex-cranes.com">www.terex-cranes.com</a>
Unic Cranes	<a href="http://www.unic-cranes.co.uk">www.unic-cranes.co.uk</a>
Valla	<a href="http://www.valla-cranes.co.uk">www.valla-cranes.co.uk</a>
Wolffkran	<a href="http://www.wolffkran.de">www.wolffkran.de</a>
Zoomlion	<a href="http://www.zoomlioncranes.co.uk">www.zoomlioncranes.co.uk</a>

### Lorry/Truck Loader Cranes

Atlas Cranes UK	<a href="http://www.atlasgmbh.com">www.atlasgmbh.com</a>
Effer	<a href="http://www.effer.it">www.effer.it</a>
Hiab	<a href="http://www.hiab.com">www.hiab.com</a>
Palfinger	<a href="http://www.palfinger.com">www.palfinger.com</a>
PM Cranes	<a href="http://www.pm-group.eu">www.pm-group.eu</a>

### New & Used Cranes

AGD Equipment	<a href="http://www.agd-equipment.co.uk">www.agd-equipment.co.uk</a>
Bluecycle Plant	<a href="http://www.bluecycleplant.com">www.bluecycleplant.com</a>
Cranes UK	<a href="http://www.cranesuk.net">www.cranesuk.net</a>
Crowland Cranes	<a href="http://www.crowlandcranes.co.uk">www.crowlandcranes.co.uk</a>
E.H Hassells	<a href="http://www.hassells.com">www.hassells.com</a>
Electrogen Int	<a href="http://www.electrogen.ie">www.electrogen.ie</a>
Immo Cranes	<a href="http://www.immo-cranes.com">www.immo-cranes.com</a>
Jones-Iron Fairy	<a href="http://www.jonesironfairy.co.uk">www.jonesironfairy.co.uk</a>
Kobelco	<a href="http://www.kobelco-cranes.com">www.kobelco-cranes.com</a>
Leader	<a href="http://www.leader-piatt.it">www.leader-piatt.it</a>
Maeda	<a href="http://www.maedaminicranes.co.uk">www.maedaminicranes.co.uk</a>
Mantis Cranes	<a href="http://www.mantiscranes.ie">www.mantiscranes.ie</a>
M. Stemick	<a href="http://www.stemick-krane.de">www.stemick-krane.de</a>
P.V. Adrighem BV	<a href="http://www.adrighem.com">www.adrighem.com</a>
Rivertek Services	<a href="http://www.rivertekservices.com">www.rivertekservices.com</a>
Terex Demag	<a href="http://www.terex-cranes.com">www.terex-cranes.com</a>
Used Cranes CCK	<a href="http://www.used-cranes.de">www.used-cranes.de</a>
Peter Hird & Sons	<a href="http://www.peter-hird.co.uk">www.peter-hird.co.uk</a>
UCM	<a href="http://www.ucmholland.nl">www.ucmholland.nl</a>

### Heavy Lifting Equipment

Lifting Gear UK	<a href="http://www.lifting-equipment.co.uk">www.lifting-equipment.co.uk</a>
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### Crane Hire

AB2000	<a href="http://www.ab2000.co.uk">www.ab2000.co.uk</a>
Ainscough	<a href="http://www.ainscough.co.uk">www.ainscough.co.uk</a>
Berry Cranes	<a href="http://www.berrycranes.co.uk">www.berrycranes.co.uk</a>
Bob Francis Crane Hire	<a href="http://www.bobfranciscranehire.co.uk">www.bobfranciscranehire.co.uk</a>
City Lifting	<a href="http://www.citylifitng.co.uk">www.citylifitng.co.uk</a>
Emerson Cranes	<a href="http://www.emersoncranes.co.uk">www.emersoncranes.co.uk</a>
John Sutch Cranes	<a href="http://www.johnsutchcranes.co.uk">www.johnsutchcranes.co.uk</a>
King Lifting	<a href="http://www.kinglifting.co.uk">www.kinglifting.co.uk</a>
Ladybird tower crane hire	<a href="http://www.ladybirdcranehire.co.uk">www.ladybirdcranehire.co.uk</a>
Mantis Cranes	<a href="http://www.mantiscranes.ie">www.mantiscranes.ie</a>
McNally crane hire	<a href="http://www.cranehire-ireland.com">www.cranehire-ireland.com</a>
Port Services	<a href="http://www.portservices.co.uk">www.portservices.co.uk</a>
Heavy Crane division	

### Mini Crane Hire

A Mini Crane	<a href="http://www.aminicranehire.co.uk">www.aminicranehire.co.uk</a>
Hire Company	
Easi Up Lifts	<a href="http://www.easiuplifts.com">www.easiuplifts.com</a>
Easy Reach Scotland	<a href="http://www.easyreachscotland.co.uk">www.easyreachscotland.co.uk</a>
Emerson Cranes	<a href="http://www.emersoncranes.co.uk">www.emersoncranes.co.uk</a>
GGR	<a href="http://www.unic-cranes.co.uk">www.unic-cranes.co.uk</a>
Hire Maeda	<a href="http://www.maedaminicranes.co.uk">www.maedaminicranes.co.uk</a>
Industrial Access Romania	<a href="http://www.industrialaccess.ro">www.industrialaccess.ro</a>
JT Mini Crane Hire	<a href="http://www.jtminicranes.co.uk">www.jtminicranes.co.uk</a>
Peter Hird	<a href="http://www.peter-hird.co.uk">www.peter-hird.co.uk</a>
Tracked Access	<a href="http://www.trackedaccess.com">www.trackedaccess.com</a>

### Self Erecting Tower Cranes

Airtek safety	<a href="http://www.airteksafety.com">www.airteksafety.com</a>
City Lifting	<a href="http://www.citylifiting.co.uk">www.citylifiting.co.uk</a>
Electrogen Int	<a href="http://www.electrogen.ie">www.electrogen.ie</a>
John Sutch Cranes	<a href="http://www.johnsutchcranes.co.uk">www.johnsutchcranes.co.uk</a>
King Lifting	<a href="http://www.kinglifting.co.uk">www.kinglifting.co.uk</a>
Ladybird tower crane hire	<a href="http://www.ladybirdcranehire.co.uk">www.ladybirdcranehire.co.uk</a>
London Tower Cranes	<a href="http://www.londontowercranes.co.uk">www.londontowercranes.co.uk</a>
Mantis Cranes	<a href="http://www.mantiscranes.ie">www.mantiscranes.ie</a>

### Tower Cranes

Electrogen Int	<a href="http://www.electrogen.ie">www.electrogen.ie</a>
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### Heavy Lift Management

DWLS	<a href="http://www.dwls.co.uk">www.dwls.co.uk</a>
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### Heavy Lift Planning & Risk Analysis

DWLS	<a href="http://www.dwls.com">www.dwls.com</a>
HLI Consulting	<a href="http://www.hliconsulting.com">www.hliconsulting.com</a>

### Ancillary Equipment

TMC lifting supplies	<a href="http://www.tmc-lifting.com">www.tmc-lifting.com</a>
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### Auction Houses

Bluecycle Plant	<a href="http://www.bluecycleplant.com">www.bluecycleplant.com</a>
Mr Machinery	<a href="http://www.mrmachinery.com">www.mrmachinery.com</a>
Ritchie Brothers	<a href="http://www.rbaction.com">www.rbaction.com</a>

### Battery Manufacturers

Shield Batteries	<a href="http://www.shieldbatteries.co.uk">www.shieldbatteries.co.uk</a>
ManBat	<a href="http://www.manbat.co.uk">www.manbat.co.uk</a>
Trojan Battery	<a href="http://www.trojanbattery.com">www.trojanbattery.com</a>
UK Batteries	<a href="http://www.ukbatteries.co.uk">www.ukbatteries.co.uk</a>

### Control Systems

MOBA Automation	<a href="http://www.moba.de">www.moba.de</a>
Intercontrol	<a href="http://www.intercontrol.de">www.intercontrol.de</a>

### Generator Sales & Rental

Electrogen Int	<a href="http://www.electrogen.ie">www.electrogen.ie</a>
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### Insurance

Specialist Insurance	<a href="http://www.cover1.com">www.cover1.com</a>
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### Online Technical Help

Crane Tools	<a href="http://www.cranetools.com">www.cranetools.com</a>
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### Outrigger Pads, Mats & Roadways

Eco power pads	<a href="http://www.outriggerpads.co.uk">www.outriggerpads.co.uk</a>
Grassform Plant Hire	<a href="http://www.grassform.co.uk">www.grassform.co.uk</a>
GreenTek	<a href="http://www.greentek.co.uk">www.greentek.co.uk</a>
GTP Europe	<a href="http://www.gtp-europe.com">www.gtp-europe.com</a>
Marwood	<a href="http://www.marwoodgroup.co.uk">www.marwoodgroup.co.uk</a>
Nylacast	<a href="http://www.nylacast.com">www.nylacast.com</a>
Timbermat	<a href="http://www.timbermat.co.uk">www.timbermat.co.uk</a>
TMC lifting supplies	<a href="http://www.tmc-lifting.com">www.tmc-lifting.com</a>
Universal Crane Mats	<a href="http://www.universal-crane-mats.com">www.universal-crane-mats.com</a>

### Parts & Service Suppliers

Aerial & Handling Services	<a href="http://www.aerialandhandlingservices.com">www.aerialandhandlingservices.com</a>
Alfa Access Services	<a href="http://www.alfa-access-services.com">www.alfa-access-services.com</a>
Caunton - Access	<a href="http://www.caunton-access.com">www.caunton-access.com</a>
Crowland Cranes	<a href="http://www.crowlandcranes.co.uk">www.crowlandcranes.co.uk</a>
C-Tech Industries	<a href="http://www.ctech-ind.com">www.ctech-ind.com</a>
Davis Access	<a href="http://www.davisaccess.co.uk">www.davisaccess.co.uk</a>
Platforms	
Electrogen Int	<a href="http://www.electrogen.ie">www.electrogen.ie</a>
Industrial Access Romania	<a href="http://www.industrialaccess.ro">www.industrialaccess.ro</a>
IPS	<a href="http://www.ips-ltd.biz">www.ips-ltd.biz</a>
JLG	<a href="http://www.jlgeurope.com">www.jlgeurope.com</a>
TVH - Group Thermote & Vanhalst	<a href="http://www.tvh.be">www.tvh.be</a>
Unified Parts	<a href="http://www.unifiedparts.com">www.unifiedparts.com</a>

### Recruitment

Vertikal.Net	<a href="http://www.vertikal.net/en/recruitment">www.vertikal.net/en/recruitment</a>
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### Rental Management Software

Higher Concept Software	<a href="http://www.higherconcept.co.uk">www.higherconcept.co.uk</a>
Insphire	<a href="http://www.insphire.com">www.insphire.com</a>
MCS Rental Software	<a href="http://www.mcs.co.uk">www.mcs.co.uk</a>

### Replacement Filters

Plant Filters	<a href="http://www.plantfilters.co.uk">www.plantfilters.co.uk</a>
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### Safety Equipment

AGS	<a href="http://www.ags-btp.fr">www.ags-btp.fr</a>
Airtek equipment	<a href="http://www.airteksafety.com">www.airteksafety.com</a>
Marwood	<a href="http://www.marwoodgroup.co.uk">www.marwoodgroup.co.uk</a>
SMIE	<a href="http://www.smie.com">www.smie.com</a>

### Software

Higher Concept	<a href="http://www.higherconcept.co.uk">www.higherconcept.co.uk</a>
inspHire	<a href="http://www.insphire.com">www.insphire.com</a>
Matusch GmbH	<a href="http://www.matusch.de">www.matusch.de</a>
MCS Rental Software	<a href="http://www.mcs.co.uk">www.mcs.co.uk</a>

### Structural Repairs

Avezaat Cranes	<a href="http://www.avezaat.com">www.avezaat.com</a>
Crowland Cranes	<a href="http://www.crowlandcranes.co.uk">www.crowlandcranes.co.uk</a>
John Taylor Crane Services	<a href="http://www.jtcranes.co.uk">www.jtcranes.co.uk</a>

### Training Associations & Networks

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NASC	<a href="http://www.nasc.org.uk">www.nasc.org.uk</a>
Pasma	<a href="http://www.pasma.co.uk">www.pasma.co.uk</a>

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Ainscough	<a href="http://www.ainscoughtraining.co.uk">www.ainscoughtraining.co.uk</a>
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APL	<a href="http://www.aerialplatforms.co.uk">www.aerialplatforms.co.uk</a>
Astra Access	<a href="http://www.astratraining.co.uk">www.astratraining.co.uk</a>
Safety Training	
Atlas Cranes UK	<a href="http://www.atlasgmbh.com">www.atlasgmbh.com</a>
Avon Crane	<a href="http://www.avoncrane.co.uk">www.avoncrane.co.uk</a>
Brogan Group	<a href="http://www.brogangroup.com">www.brogangroup.com</a>
Davis Access	<a href="http://www.davisaccess.co.uk">www.davisaccess.co.uk</a>
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Horizon Platforms	<a href="http://www.ipaftrainingcourses.co.uk">www.ipaftrainingcourses.co.uk</a>
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IS Training	<a href="http://www.istraining.co.uk">www.istraining.co.uk</a>
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Liebherr Training (UK)	<a href="http://www.liebherr.co.uk">www.liebherr.co.uk</a>
Lifting Equipment Training	<a href="http://www.letltd.co.uk">www.letltd.co.uk</a>
Loxam	<a href="http://www.loxam-access.co.uk">www.loxam-access.co.uk</a>
Lyte	<a href="http://www.lyteladders.co.uk">www.lyteladders.co.uk</a>
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Terex Atlas (UK) Ltd.	<a href="http://www.atlascranes.co.uk">www.atlascranes.co.uk</a>

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TMC Lifting	<a href="http://www.tmc-lifting.com">www.tmc-lifting.com</a>
Casar	<a href="http://www.casar.de">www.casar.de</a>

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Stick boom  
21.80m - 2005/6/7/8



Genie S-85  
Stick boom  
27.9m - 2005/6/7/8



Genie GS-2032  
Battery scissor lift  
8.10m/363kg - 2005/6



Genie GS-2646  
Battery scissor lift  
9.92m/454kg -  
2005/6/7/8



Genie GS-3384 RT  
Diesel scissor lift  
12.06m/1134kg  
2005/6/7/8



Skyjack SJ-9250  
Diesel scissor lift  
17.24m/909kg - 2007



Manitou MLT 523T  
Telescopic forklift  
5m/2.3 Tonne - 2006/7/8



Manitou MT 1435  
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2006/7



Manitou MT 1840  
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Telescopic forklift  
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Specialised Boom  
42m - 2008



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