

cranes access

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March 2013 Vol. 15 issue 2

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scissors

Big telescopic
cranes

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On the cover:

Dutch international heavy lift specialist Wagenborg Nedlift staff check a remote controlled shackle at the Vopak Vlaardingen tank storage terminal during the construction of 52 new tanks. The shackle allows slings to be disconnected without the need for men to work at height.



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Gareth Jones

Over the past 12 months or so there has been a number of interesting large All Terrain cranes coming to market. We take a look at cranes in the 1,000 and 400 tonne classes. We also interview Ainscough commercial director Gareth Jones about recent changes at the company.

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Battery powered scissor lifts are by far and away the most popular form of powered access equipment. We review the market paying particular attention to the 12ft mast-type products and the growth of the 10ft self-propelled lifts evolving from the push-around sector.



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The world's biggest trade show – Bauma 2013 – is now just a few weeks away. This month we have the second major preview of new cranes, access and telehandler products and include an exhibitor listing and map.



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What happens when something goes wrong when working at height and you need to be rescued? We take a look at the procedures and equipment as well as outlining planning methods that can reduce the risks significantly.

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February is the time for general rental shows including the Executive Hire Show in the UK and the ARA's Rental Show in the USA. Cranes & Access attended both in order to check out new models and to gauge the mood of the industry.



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In the next C&A

In the next bumper issue of Cranes & Access out early May we take a look at the market for self-erecting tower cranes and spider lifts, report on the IPAF summit held in Miami, Florida and review Bauma 2013.

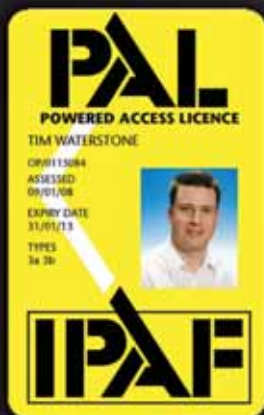
He who dares not venture must not complain of ill luck

- Anon

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c&a
comment



Does what it says on the tin

The slogan of a Television advert for Ronseal fence preservative in the UK a few years ago has now become a standard phrase in everyday conversation.

"It does exactly what it says on the tin" is the phrase and it means... well exactly that. But product description and claims can be a delicate and tricky area, and when you get it wrong can have far reaching consequences. Take the 'horse meat' scandal that swept through Europe recently. That product certainly wasn't mentioned on the tin or carton.....

Whatever you claim for a product it has to be able to conform. Take the case of crane capacities as mentioned in the large telescopic crane feature on page 17. Over the years it has been common practice to have the maximum lifting capacity in the crane's nomenclature. For instance the new Tadano ATF400G-6 has a maximum capacity of 400 tonnes, the Liebherr LTM 1750-9.1 is a 750 tonner (Liebherr always puts a number one before the capacity.....but you get the drift.)

But delve a little deeper and you might find that the crane in question may or may not be able to actually lift its maximum stated capacity, or may only achieve it by using certain 'other' optional equipment.

One manufacturer - Terex Cranes - has started to move away from its usual nomenclature such as the 100 tonne AC100, 250 tonne AC250 etc... and now gives new cranes names with any numbers purely being 'representative' of the model's performance. The Challenger 3160 for example, is a three axle crane with 160 tonne metre load moment - equating to a 55 to 60 tonne crane in old money. Some of its other models - the number on the Eazy 90 self-erecting tower crane for example - probably have more to do with perceived size and performance compared to competitors than actual performance. There is nothing wrong in that but is it all getting a bit confusing?

If you look further into the various manufacturers load charts you'll find maximum capacities may be rated at 2.5, 2.7, 3, or even 3.5 metres so direct comparison is tricky at best. A common standard for quoted maximum capacities would be helpful. There has been some recent discussion between manufacturers regarding such a standard, but as yet nothing has yet been decided.

All we need is that they meet expectations and do 'exactly what it says on the tin'.

Mark Darwin

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



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All change at Manitou

Manitou has announced a senior management reshuffle in which chief executive Jean-Christophe Giroux has left the company, while Marcel-Claude Braud will re-join the board of directors. Giroux will be replaced on an interim basis by Dominique Bamas, an independent director since June 2009, who will also step down as a company director at the next shareholders meeting, as will Serge Ghysdael.

A new - unnamed - female director will join the board at that time, along with Braud, while all other members will remain with Marcel Braud continuing as non-executive chairman and Jacqueline Himsforth as vice-chairman. Henri Brisse, vice president worldwide sales and marketing since September 2011, is also leaving the company. Giroux has been chief executive since June 2009 when he took over from Marcel Claude Braud following disagreements over strategy within the Braud family which still retains a majority holding in the business.

Marcel Braud said: "We are starting a new chapter of our history, which could not have been possible without Mr Giroux's action since 2009. Many changes were necessary but after three years of transformation, we now need to take a pause and reflect on our priorities. Bamas will help us consolidate our progresses for a few months while we search for the new leader."



Marcel-Claude Braud



Jean-Christophe Giroux

New Indian built Potain

Manitowoc has unveiled the 2.5 tonne Potain MCI 48 C tower crane, built at its factory in Pune. The new crane has a maximum jib length of 36 metres, a maximum under hook height of almost 35 metres and can lift 1,000kg at its jib tip. Aimed at multi-storey buildings between eight and 15 floors it fills a gap in the current product line between Potain's self-erecting cranes and its MCI 85 top-slewing crane.

Raman Joshi, managing director of Manitowoc Cranes India, said: "India continues to move in the right direction, and although 2012 was a little slower we're optimistic for 2013. With new infrastructure and energy projects due to come on-line contractors will need to use the latest lifting technology."

The 2.5 tonne Potain MCI 48 C tower crane.



Palfinger acquires Sky Aces

Palfinger is to establish Palfinger Platforms Italy Srl, a joint venture with Sky Aces of Bolzano, Italy founded in 2011 by Paolo Balugani who will head the new business. The company, in which Palfinger holds a majority share, will specialise in the development, production and distribution of smaller truck mounted platforms. The joint venture will specifically focus on high volume, lower cost units up to 3.5 tonnes. The existing operating business of Sky Aces - which builds the Tunlift and Fanlift tunnel maintenance platforms - will be transferred into the new company.

Palfinger Platforms Italy will also take over the distribution of all Palfinger access products in Italy, while the new Italian-built products will be distributed outside of Italy through Palfinger's distribution network. Palfinger chief executive Herbert Ortner said: "We are pursuing two objectives with this joint venture. First, we want to open up the large and strongly growing market for access platforms on smaller trucks. Secondly, through Palfinger Platforms Italy, we are planning to intensively develop the Italian market, which is of importance to us."



A Sky Aces Fanlift.

Nationwide Platforms goes regional

UK powered access company Nationwide Platforms is to group its hire desk activities into seven regional customer service centres, while its 26 depots will continue to handle operations and service activities. The new regional centres join the company's national customer service centre at its Lutterworth headquarters and will handle all sales and customer support functions, including rental orders, transport planning, and customer management services. The company said that the decision to bring these functions together into regional hubs was made as part of long-term business plans to reach greater levels of operational and customer service excellence.

Jan Sarens shot in Mexico

Jan Sarens of Belgian international crane company

Sarens was shot dead in a car park in Acapulco, Mexico at the end of February. Sarens, 59, was found beside his car in a shopping centre in the main tourist area of the resort.

Police are unsure of the motive but there is naturally speculation that it may be related to a long standing battle with a previous Mexican business partner. We understand that he was shot once in the chest and was already dead when help arrived. Sarens lived and worked in Mexico City at SaReNS Latinoamérica and had received death threats in the past. Acapulco has become a dangerous city for violent crime and he may have been the victim of a simple robbery.



Jan Sarens



AFI acquires Wilson Access

UK rental company AFI has acquired truck mounted platform rental specialist Wilson Access Hire of Elland, West Yorkshire. Wilson Access - owned by Tom Wilson who has sold the business to devote more time to other business interests - was established around 10 years ago, has 12 employees and runs a fleet of 14 truck mounts and three spider lifts. The company also has a small southern operation in Leighton Buzzard. Wilson Access will keep its name and will become part of the AFI group under the control of AFI director Richard Saunders.

20 crane order for Wasel

German crane and heavy lift company Breuer&Wasel, which is changing its name to Wasel, has ordered 20 Liebherr mobile cranes with capacities ranging from 40 to 750 tonnes.

The cranes, painted in Wasel's new blue and white livery - will be delivered to the Bergheim-based company by the end of this month. The largest crane in the order, the 750 tonne LTM 1750-9.1 - the first to be delivered to a German customer - has gone directly from the factory to its first job assembling wind turbines. The company has also ordered a Liebherr LG 1750 lattice boom truck crane for wind turbine installation.



(L-R) Erich Schneider - Liebherr, Alfred Dasbach - FM LeasingPartner, Matthias and Thomas Wasel - Breuer&Wasel, Wolfgang Müller - FM LeasingPartner and Mario Trunzer - Liebherr.

Online operator training

Genie has launched a new online operator training programme for aerial work platforms dubbed Genie Lift Pro.

The online interactive course takes around three hours to complete and is not product or manufacturer specific. It is intended to replace the theoretical classroom part of traditional operator training. Only participants who answer 100 percent of the questions correctly can print out a certificate of completion. To complete the training the individual needs to attend a hands-on practical training session, which can be conducted by a Genie accredited trainer. The 'student' must pass the practical training as well as demonstrate familiarity with information gained from the online course, in order to get the certificate signed and activated by the instructor, a signed card will also be provided, proving that the holder has qualified.

The Lift Pro programme will be sold to both Genie dealers and others in blocks of 'seats' which the dealer or training company can then retail to its customers. The retail price per delegate is expected to be in the region of \$290 depending on how many 'seats' are purchased at one time. Mike Samora, director of Terex AWP global marketing, said: "The Lift Pro training programme gives end users the ability to train at their own pace and on their own schedule. This is completely unprecedented in the industry, and we anticipate the programme will potentially increase both productivity and safety on the job site."



AJ acquires Carlisle Access

UK-based AJ Access Platforms has acquired the assets of Carlisle Access comprising a fleet of 70 aerial lifts, including Genie and JLG booms and scissors, Niftylift trailers and booms, Haulotte Star 10's and CTE truck mounts. Carlisle Access was established in 2009 and is owned by John Tunnicliff. AJ Access plans to sell the equipment through its used equipment division. UK sales manager Richard Onslow said: "We are pleased to have reached a deal on this equipment which is in particularly good condition most being 2011 and 2012 vintage with low hours."



AlturaLift to liquidate

Donegal, Ireland-based AlturaLift has declared insolvency and says that it is winding up its activities and appointing a liquidator, citing a failure to agree a settlement with the Irish Inland Revenue. The company led by Phillip O'Donnell, has the corporate name of 'Ardaitheoiri Teo trading as AlturaLift' which it claims stopped operating in November last year. The company mounted, sold and rented a wide variety of access equipment tailored to the utility market.

Until last year it was the Isoli distributor for Ireland and sold a number of the company's 28 metre PNT280J booms mounted on Yanmar tracked chassis. It also claimed to have the only di-electric testing facility in Ireland for insulated aerial devices. O'Donnell is now working as a sales agent for Mantis cranes.



AlturaLift mounted Isoli superstructure on Yanmar tracked chassis

Tanfield confirms approach

Tanfield, owner of Snorkel has confirmed rumours that it has received a number of approaches from "credible parties", expressing interest in acquiring Snorkel and says that it is considering them. See www.vertikal.net

Big new truck mounts on the way

Several companies are planning to launch large truck mounted platforms at Bauma including German-based Ruthmann and Italian manufacturers Multitel and Isoli.

Ruthmann's much trumpeted 70 metre plus T7xx mounted on a four axle Scania P400, will complete its Height Performance range joining the T460 and T540 launched last year. The company claims to have already booked 50 orders for the three model series. Multitel says it will launch a totally new 68 metre platform - the MJ 680 - mounted on a standard 32 tonne chassis, but details are still scarce.

Isoli moves back into the big time

Isoli will launch the first of a mid to large truck mounted range starting with the 36 metre PTJJ 36.27, the first unit in a three product family which will also include 48 and 60 metre models.

The PTJJ36.27 will be mounted on an 18 tonne two axle truck and employ a three section telescopic boom, two section telescopic jib and short articulated end jib with 155 degrees of articulation. Platform capacity is 400kg and maximum outreach 27 metres. Isoli has been out of the big truck mounted lift market for several years as it focussed on revamping its smaller models. Having launched eight new models with working heights of 23 metres or less over the past three years, it says that it feels the time is right to move back into the big truck mounted market.



Isoli moves up the size range with its new 36 metre PTJJ 36.27

New CoMets



X4 on a Mitsubishi L200

Affordable Access, the UK distributor for Co.Me.t access equipment has taken delivery of several new platforms, including the all new ESK X4 - a 12 metre, sideways stowed platform mounted on a 5.2 tonne Iveco chassis.

The side-stow design leaves most of the chassis free for the mounting of a large tipper/chipper body with good

payload. The company has also taken delivery of the X4, a smaller platform mounted on 4x4 Mitsubishi L200 chassis, available as either an open pick-up or with lockable storage compartments.



ESK X4 on a 5.2 tonne Iveco chassis

Administration for Quigley

UK crane rental company Quigley UK Lifting Services has appointed an administrator. The Runcorn-based company was set up by brothers Shaun and Gary Quigley in 2006, after their previous 'high flying' crane business - Quigley UK - ran into trouble.

The brothers purchased the assets from the administrator and have provided a more modest crane hire and contract lifting service from its Merseyside base ever since. However a series of bad debts, poor rates and slow payers - including at least one major contractor - brought the business down. Shaun Quigley says that he will focus on a new crane rental company Quality Contract Lifting - which was set up in April 2011 - and is looking to acquire the Quigley assets and goodwill from the administrator. Meanwhile Gary Quigley has set up as a consultant operating under GQ Industrial Services, offering support and guidance to contractors that hire cranes.

IPS & APS now one

The merger between IPS and APS has completed and sees the two - Access Platform Sales and Independent Parts & Service - becoming the IAPS Group, the largest independent powered access distributor in the UK.

IAPS is the parent organisation for three distinct trading divisions. Access Platform Sales (APS), IPS -now standing for Independent Parts Specialists- and PSR -Platform Service & Repair, the new name for the merged service divisions. The completion follows the combination of back office functions and the integration of the parts and service operations.

All three businesses have adopted the black and yellow IPS branding.



Genie redesigns Z135/70

Genie has updated its popular 135ft platform height Z135/70 articulated boom and renamed it the ZX-135/70. The most significant change on the new model is its chassis, now fabricated rather than cast it is still 2.4 metres wide when retracted, but when fully extended it is substantially wider at 5.2 metres.

Genie says that it has also changed the articulating jib to provide better up, over and telescope-in capability, although its dimensions remain unchanged. The key reason for the revamp is that it will share its new wider X chassis with the big telescopic boom to be launched at Bauma. Scott Krieger, senior product manager, booms and telehandlers, said: "The Genie ZX-135/70 is an important step toward the introduction of a new family of next generation aerials. Our customers will be delighted with many of the new ground-breaking designs and products that we are introducing now and in the near future."



Genie's new ZX135/70



Genie says that it has also improved the articulated jib

Boom levelling cylinder alert

UK contractor Bam Nuttall issued a safety alert following an incident with a JLG 450AJ series 2 boom lift after the platform levelling cylinder rod bent, allowing the jib and platform to drop through 90 degrees.

The two occupants in the basket had been travelling with the boom lowered but the jib fully raised when the incident occurred.

The two were wearing harness and short lanyards and were unhurt. Bam Nuttall suspended the use of 450AJs on site while the cause of the failure was determined. An investigation indicated that the cylinder had been previously damaged through some form of serious overload. The contractor has issued a following up bulletin clearing the 450AJ for use.



Niftylift Land Rover order

UK boom lift manufacturer Niftylift has received an order for 23 of its 13 metre V130T booms mounted on Land Rover 110 chassis from a major UK utility.

Each of the 3.5 tonne 4x4 lifts has been specified with a stainless steel toolbox, four polythene outrigger mats with storage racks, fibreglass platforms and a bumper mounted winch. This order is one of the largest single orders for Niftylift vehicle mounts.

Steve Beckwith, Niftylift operations director said: "The timing of the recent order has been ideal for us and we very much appreciate the continued support of customers, particularly with our ability to accommodate a surge of vehicles within our dedicated production cell." The V130T is available on a range of chassis, depending on customer preference and requirements.



Niftylift has taken an order for 23 Land Rover mounted V130T 13 metre booms

Prangl takes a dozen

Austrian crane and access rental company Prangl has taken delivery of 12 Ruthmann truck mounted lifts.

The order consists of seven 22 and 27 metre TB 220 and TB 270 on 3.5 tonne chassis, two 33 metre T 330, a 37 metre T 370 and two 46 metre T 460 making it a dozen units in total. The final units in the order have just been delivered.

Prangl chief executive Christian Prangl said: "When buying platforms, we place great emphasis on quality, the highest standards of safety, ease of use and economy. We find that Ruthmann is well prepared to meet these criteria and the units are perfectly suited to our customer's requirements and demands."

One of Prangl's new Ruthmann T330 truck mounted platforms



Direct sales for Snorkel UK



Mark Yarnold will head up the new Snorkel UK direct sales operation

Snorkel has formed a new direct sales and service operation for the UK. Mark Yarnold, general manager Snorkel UK, will head up the operation which was launched early last month.

"UK rental companies prefer to deal direct with the manufacturer," said Yarnold. "We have the considerable resource of the Vigo Centre factory right on their doorstep and will augment that resource with a dedicated UK team. With the factory based in the North East of England, we can offer a wide range of benefits to UK customers including customer-specific livery, decals and options, accurate lead times and fast shipping and dedicated UK technical support."

Snorkel already has wholly-owned sales and service operations in the USA, Australia, Japan and New Zealand. Enrique Garcia Delgado, Snorkel regional sales manager for Europe, added: "We remain committed to the distributor model as the best way to serve and support our customers worldwide. But with our factory and head office situated in the UK, it makes perfect sense to support our current re-sellers and major rental companies across the UK and Ireland."



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Alan Blake (L) shakes hands on the agreement with Riccardo Magni

JCB engines for Magni

JCB has signed a long-term agreement to supply engines to new Italian telescopic handler manufacturer Magni Telehandlers. The company will supply its Ecomax Tier 4i engines for Magni's new seven model range of 360 degree telescopic handlers, which offer lift heights from 18 to 30 metres.

JCB claims fuel consumption savings of up to 10 percent for the Ecomax engine - compared to its Tier 3 counterpart as well as savings in maintenance and servicing as the engine runs on standard engine oils. JCB chief executive Alan Blake said: "As a family company Magni shares the same core values as JCB and is driven by innovation. We are delighted to have secured an agreement to supply engines for this new product as it builds on the growing success we are experiencing with engine sales to third parties."



Zoomlion ships first 100 tonne RT

Global Cranes has shipped the first Zoomlion RT100 Rough Terrain crane to a customer in South East Asia.

The delivery follows the launch of the 100 tonne crane at Bauma China at the end of November. US-based Global Crane Sales has the exclusive master distribution rights - outside of China - for all Zoomlion Rough Terrain cranes and is responsible for all sales, service and product support.



First glimpse of ATN Zebra 16

French manufacturer ATN will launch a 46ft Rough Terrain articulated boom, the Zebra 16, at Bauma. Sharing many features with the company's Zebra 12 boom it has a classic double riser, two section telescopic boom and articulated jib. Outreach will be a class leading 9.3 metres and ground clearance a healthy 450mm.



All Erection adds more Link Belts

US rental company All Erection and Crane Rental has ordered 66 new Link-Belt truck, crawler and Rough Terrain cranes for its fleet. The order includes 14 truck cranes from 50 to 85 tonnes, 32 Rough Terrain cranes, including 20 units of the 60 tonne RTC-806 and 12 of the 75 tonne RTC-8080s and 20 crawler cranes comprising four 73 tonne 138 HSL, eight 100 tonne 218 HSL, two 137 tonne 238 HSL with luffing jib and six 182 tonne 248 HSLs.



Deliveries have already started and will run throughout the year distributed throughout the company's 34 locations in North America.

All Crane group president Michael Liptak said: "It is a huge deal, but a regular part of our annual fleet expansion. Doing such a large package here in the first quarter reflects more on the surging appetite for cranes. Spread out to our branches, the cranes will immediately start answering local needs, from daily rentals to major projects begging for longer-term rentals."

German crane merger

German-based crane and heavy transport group Ulferts & Wittrock has acquired the operations of Otto Longuet of Lübeck, Fritz Sünkler of Kiel and H. BC Petersen of Flensburg, all currently grouped under the corporate banner of Lüder Holding.

Ulferts & Wittrock runs cranes, aerial lifts and telehandlers, as well as offering heavy haulage, logistics and installation services. The aim of the acquisition is to add further locations, operating as independent subsidiaries, while combining resources for greater efficiency. As part of the acquisition there are plans to modernise the acquired fleets, with a new 55 tonne Grove GMK 3055 and a 110 tonne Tadano-Faun ATF 110G-5 to Flensburg this month.



IPAF training hits new records

The International Powered Access Federation issued a record 108,065 PA cards in 2012, almost 11 percent more than in 2011.

When other courses through IPAF approved training centres are included, the total number trained is up 11.3 percent to 112,887. More than 22 percent of those - 25,959 - were outside of the UK and Ireland, and a quarter of these were outside of Europe. IPAF had 973 members as of the end of 2012. More

than half of them are located outside of the Federation's UK home base. IPAF chief executive Tim Whiteman said: "IPAF members and training centres are part of the global movement to ensure the safety of people in the powered access industry. We are a not-for-profit organisation and our thanks and recognition go to our members, contractors and training centres who contribute to the success of these industry-led voluntary training and safety programmes."



PT 225 Truck mounted platform



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Most companies have now reported their full year or nine month results to the end of December. Full reports and comment can be found on www.vertikal.net

Record revenues for Palfinger

Palfinger achieved the highest revenues in its history in 2012 at €935.2 million, 10.6 percent higher than 2011. Pre-tax profits however slipped, falling almost six percent to €53.7 million.



Hiab up 9%

The Hiab load handling division of Cargotec increased revenues by nine percent in 2012 to €840 million, order intake also grew nine percent to €850 million. Operating income for the year fell 18 percent to €16.9 million due to a €10 million restructuring charge, without which profits would have been up 34 percent.



New record for Ramirent

Ramirent achieved record revenues for 2012 of €714.1 million, almost 10 percent up on the year, while pre-tax profits jumped 36.4 percent to €82.9 million.



Profits soar at Ashtead

Pre-tax profits at US/UK rental group Ashtead jumped 60 percent to £165.2 million in the first nine months, on revenues up 19 percent to £1.02 billion. In the USA Sunbelt revenues increased 21 percent to \$1.37 billion, while operating profits jumped 56 percent to \$357.6 million. In the UK A-Plant revenues improved 11 percent to £153.4 million, while operating profits jumped 70 percent to £9.1 million.



Profit surge at Lavendon

Lavendon has reported a 46 percent increase in pre-tax profits for the year to £20.8 million, on revenues four percent higher at £234.6 million. Underlying profits showed an even stronger improvement.



Haulotte close to break even

Haulotte confirmed its full year revenues at €355.7 million, up 16 percent on 2011, with a net loss of €7.5 million. The company achieved an operating profit for the year of €800,000.



Profits double at Hertz Equipment

Hertz Equipment Rental posted a strong recovery in 2012 with revenues up 14 percent to \$1.38 billion, while pre-tax profits more than doubled to \$152.6 million.

Profits jump at Terex Cranes

Terex Cranes reported revenues three percent lower at \$1.49 billion, while operating profits surged more than five-fold to \$143.4 million. The company's order book at the end of December was nine percent lower at \$482.2 million.



Tat Hong up 19%

Singapore-based crane company Tat Hong posted a strong nine months to December with revenues of \$637.3 million, 19 percent higher and pre-tax profits up 60 percent to \$74.8 million.



Losses up at Harsco Infrastructure

12 month revenues at Harsco Infrastructure were \$937.3 million, down 15 percent on 2011. At the same time the business reported an operating loss of \$368.7 million almost triple last year's loss of \$125.6, due entirely to a \$265 million goodwill impairment charge.



Profits rise at Cramo on flat revenues

International rental company Cramo has reported 2012 revenues up 1.3 percent to €688.4 million, although like for like basis revenues improved 3.3 percent. Pre-tax profits soared 36.9 percent to €44 million.



Profits more than triple at H&E

Louisiana-based H&E reported total 12 month revenues of \$837.3 million, a 16.2 percent increase on 2011, while pre-tax profits were 3.6 times higher at \$44.4 million.



Mills Rental up 44%

The Aerial lift/Rental division of Brazilian services company Mills saw revenues rise 44.5 percent in 2012 to R253.5 million (\$128.5 million) a new record. The growth came from the larger rental fleet, boosted by a R158.1 million (\$80.2 million) investment in new JLG and Genie lifts and new locations.



Profits after finance costs amounted to R61.8 million – 55 percent up on 2011.

Bronto lifts profits

Bronto Skylift has reported revenues of \$135.1 million, up 23.5 percent on 2011. Operating profits increased 35 percent to \$8.9 million.



Mixed results at Manitou

Manitou has reported net income up 26 percent to €45.9 million on revenues up 12 percent to €1.26 billion. However the telehandler and aerial lift division saw profits fall by 40 percent to €27.6 million – in spite of a 7.5 percent increase in revenues.



Profit boost at Skyjack

The industrial division of Linamar, which is dominated by Skyjack, bounced back into the black in 2012, turning last year's \$6.8 million loss into a profit of \$22.7 million, its first annual profit since 2008. Revenues at the division jumped more than 47 percent to \$480.7 million.



Genie up 20%

Revenues at Terex Aerial Work Platforms/Genie grew 20 percent on the year to \$2.1 billion, with an operating income of \$228 million, 2.6 times higher than in the same period last year. The order book at the end of December was 73 percent higher on the quarter at similar levels to the end 2011.



A Böcker trailer crane



Böcker appoints Kranlyft UK

German crane and hoist manufacturer Böcker has appointed Kranlyft UK – the master distributor for Maeda mini cranes – as its UK distributor for truck and trailer mounted cranes.

Böcker's truck mounted range consists of six machines with lifting heights between 28 and 44 metres and lift capacities from 1.2 to six tonnes. Its five model trailer crane range offers lift heights from 25 to 34 metres with capacities from 800kg to 1.8 tonnes. Kranlyft will also provide parts and support service for new and existing machines.

Hird has acquired five new Hinowa Performance spider lifts



Hird takes five

Hull, UK-based crane and access company Peter Hird & Sons has added five Hinowa Performance IIS spider lifts to its fleet, including the 14 metre Hinowa 14.75 Gold Lift, the 17 metre Hinowa 17.75 Light Lift and the 23 metre Hinowa 23.12 Light Lift.

Managing director Phil Hird said: "The new spiders deliver excellent performance and have new, advanced features that we know our customers will appreciate. All the machines are bi-energy and the all-terrain tracks make them ideal for customers who need to work at height over landscaped, uneven or unstable ground."

Polyester sling alert

A warning has been issued by the US-based KBR Building Group, concerning a brand of Chinese sling sold under the S-Line label. The alert follows an incident and a safety audit.

So far we have been unable to determine if the slings are made by or for Texas-based company S-Line, or if they are counterfeit and the company has not responded to our requests for clarification. The yellow slings are supposed to contain red core yarns in order to indicate excessive wear or damage but they have been found to be missing on all the slings tested by the building group and others.



The sling labels claim that they are made by or for Texas-based S-Line

A number of the yellow S-Line slings were cut through as part of the audit and revealed an absence of the red indicator yarns



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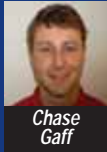


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- Suspended platform company **Spider** has promoted **Chase Gaff** to Portland district sales representative.
- **Ashtead-owned Sunbelt Rentals** business has acquired the assets of **Milwaukee and Madison High Lift**.
- Italian pick & carry crane company **JMG** has added **K.H. Klütsch** as a representative in Germany.
- **Liebherr** booked orders for 14 locally built tower cranes at the recent **Bauma India** show in Mumbai.
- **Liebherr-Great Britain** has made it into the UK's **Sunday Times** list of 100 Best Companies To Work for.
- **Hewden** has appointed **Antony Steele** and **Stephen Smith** to strengthen lead its major and industrial accounts sales teams.
- UK-based **Warren Access** has completed the acquisition of **Height for Hire** rental business and **APS Training**.
- Italian-based **CTE** has appointed **MOPSA** as its dealer for Spain.
- **Iron Planet** has acquired **Asset Appraisal Services**, an online auction company and appraiser.
- **JLG's** vice president of global marketing **Brad Nelson** has been promoted to president of **Oshkosh Commercial**.
- **Konecranes** has won a £100 million order from terminal operator **PT Pelabuhan**.
- **IPS** director and co-founder **Kevin Shadbolt** recently turned 50.
- Russian car maker **Actovaz** has taken delivery of a new **Valla 1725-22SD** industrial pick & carry crane.
- **Zoomlion** will launch an 8 tonne **8-ZT180** topless tower crane at **Bauma**.
- **Liebherr** has designed a double boom ship to shore crane for container terminal operator **Grup TCB**.
- **Teupen** has appointed **Michael Scheuss** as chief executive.
- The Star hotel in Sydney has taken delivery of a **CTE Traccess 170E** spider lift.
- **Terex Utilities** has supplied the city of Tallahassee, Florida, with eight new utility trucks with **HyPower** technology.
- **Terex** has sold its road building operations in Brazil and some product lines in the U.S.A to the **Fayat** group.
- **Ainscough Wind Energy Services** has opened an office in Wales.
- **Paul G. Harms** founder of German electronics/weighting systems manufacturer **Moba** has died aged 82.
- Australian trainer **Mandurah Safety & Training Service** has taken delivery of two new **Sennebogen 613M** cranes
- **Teupen**, will unveil an all new 21 metre spider lift - the **Leo 21GT**.
- The dates for the next **Platformers' Days** event, have been moved back to **September 2014**.
- **Wilbert Turmkrane**, currently in administration, has appointed **KPMG** to find investors for the business.



Chase Gaff



Antony Steele



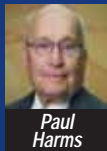
Stephen Smith



Brad Nelson



Michael Scheuss



Paul Harms

- **Ruthmann** has appointed Australian based truck mounted lift manufacturer **Nifty-Lift** as its distributor for Australia and New Zealand.
- **Drammen Lifttulleie** has taken delivery of a 61 metre **Palfinger** for mountain security work in Norway.
- UK-based **CraneKing** has appointed **Steve Fisher** as business development manager.
- UK-based **Mr Plant Hire** has been accredited as a **PASMA** training centre in Edmonton, North London.
- Brazilian state oil company **Petrobras** has ordered 20 **Pellegrini** lattice boom marine cranes.
- **Terex Port Solutions** has received an order for 17 **NSC 624** mobile gantry cranes from Canadian terminal operator **GCT**.
- **Teupen** has appointed **Craig Rooke** as sales manager for the UK and Ireland.
- **Genie** has announced the release of its first ever die-cast scale model a **Z135/70**.
- **Palfinger Dreggen** has sold 28 cranes to **Jurong Shipyard** for Brazil and two to **Technip** for Denmark- the deals are worth €90 million.
- Dutch international rental company **Riwal** has appointed **Wolfgang Roth** as country manager for Germany.
- **Isoli** has unveiled its first 23 metre **PNT 230** lift mounted in India on a locally built **Tata** chassis.
- Ex-New York crane inspector **Edward Marquette** has been sentenced to five years probation.
- The first two 750 tonne **Liebherr LTM 1750 All Terrain** cranes have been delivered to **Schot** and **Mammoet** in the Netherlands.
- **Hewden** has appointed **Anthony Carter** as sales director.
- **JSP** has warned of a batch of counterfeit safety helmets.
- **ABB** has acquired port solutions company **APS Technology**.
- **SmartEquip** the US-based parts/service software company is opening in Europe and has signed up **Ramirent**.
- **Haulotte UK** has announced a very strong first quarter in terms of order intake.
- **Niftylift Australia's John King** has successfully completed the **Yukon Quest 300**.
- Wire rope manufacturer **Bridon** has opened the **Bridon Technology Centre**.
- Canadian **A.W. Leil Holdings** has acquired Nova Scotia-based **Partners Cranes**.
- **Dave Holland** a well-known service engineer in the UK access industry passed away on 17th February.
- **Riwal Germany** has opened a new depot in **Ingersheim** near Stuttgart.
- **Deutz** has appointed **Michael Wellenzohn** chief sales and marketing officer.
- **System Lift** has reported that its members achieved record revenues during 2012.
- UK-based **Kimberly** has purchased 35 new **JLG AJ600** and **AJ800** boom lifts.



Steve Fisher



Craig Rooke



Wolfgang Roth



Anthony Carter



Dave Holland

- **Genie** has unveiled a new Heavy Duty telehandler, the **GTH-1544** its first high capacity model.
- **Confederation of Danish Industry** has taken delivery of a 32 metre **TCA Lift Falcon FS320** spider lift.
- French tower crane anti-collision system manufacturer **AGS** has restructured the business.
- UK based **Warren Access** has taken delivery of a 33 metre **Ruthmann T330** truck mounted lift.
- UK access industry veteran **Chris Leadbetter** has passed away after a short battle with cancer.
- **Sany** has increased **Coast Crane's** territory in the western United States and Canada.
- **Caterpillar** has opened its new Middle East parts distribution centre in **Dubai, UAE**
- UK-based **BrightCast** has taken delivery of 20 **Custom Equipment Hy-Brid P830** push-around scissors.
- UK crane technician **Robin 'Bob' Williamson** passed away on the 28th February aged 53.
- **Partnerlift**, the German rental franchise association has reported a 25% growth in its members access and fork truck fleets.
- **ZT Safety Systems** has launched the new **ZT Dual Harness**.
- **Liebherr GB** has appointed **Kent Clarkson** as used crane and workshop sales manager.
- The city of Seoul, Korea, has taken delivery of a 22 metre **Bluelift C22/11** Lithium spider lift.
- **Palfinger** has acquired a majority interest in Italian specialist lift company **Sky Aces**.
- German heavy lift company **Auto-Klug** has taken delivery of a 220 tonne **Grove GMK5220** crane.
- **Teupen** has signed a service support agreement with **Alfa Access Services**.
- **Jan Sarens** of Belgian crane company **Sarens** was shot dead in **Acapulco Mexico**.
- German based **Ulferts & Wittrock** has acquired the crane operations of **Lüder Holding**.
- Austrian rental company **Prangl** has taken delivery of 12 new **Ruthmann** truck mounted lifts.
- Irish-based **AlturaLift** has declared insolvency and says that it is appointing a liquidator.
- **Ramirent** and **Cramo** have completed the merger of their Russian/Ukrainian operations - the new venture will trade as **Fortrent**.
- **Orion Access** has taken delivery of the first new 20 metre **Multitel MJ 201** truck mounted platform in the UK.
- **Kimberly Group** has placed an order for 15 **Genie 135ft** boom lifts, including three new **ZX135/70s**.
- **Hiab** has received €1.4 million from the **European Union** for a Polish/Swedish research project.



Chris Leadbetter



Robin Williamson



Kent Clarkson



Jan Sarens

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

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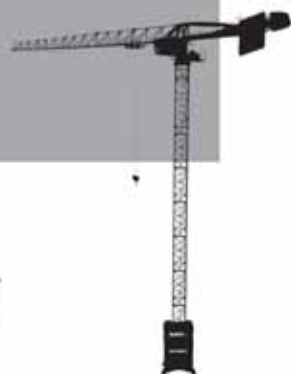
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Large telescopic cranes?

Cranes & Access generally views 'large' mobile cranes as units with a maximum capacity of 500 tonnes and above. However with this sector still quite limited, in terms of selection, we are looking at telescopic cranes of 400 tonnes and over, highlighting how they compare and what they are capable of doing.

Over the past 12 months or so there has been a number of interesting large All Terrain cranes coming to market. Biggest of these is the Terex AC1000 which has had a long, five year gestation period and a difficult birth only recently entering full production after at least one re-design. Whilst Terex classify the crane as being in "the 1,200 tonne class", its performance is not too dissimilar to Liebherr's latest All Terrain crane - the 750 tonne LTM 1750-9.1 launched late last year. This raises the whole issue of how

cranes are classified, particularly as Terex is moving away from nomenclature that indicates maximum lift capacity such as its 60 tonne AC60 or the 100 tonne AC100 etc. The introduction of its Challenger series in late 2010 was the start of this new regime and all new cranes since have been christened with family names - Challenger, Superlift, Quadstar and Easy - with numbers giving an indication of performance, in terms of load moment, rather than a specific maximum lift capacity.



A Liebherr LTM1400-7.1 on hire from BKL replaces the cover of the first parabolic antenna built in 1964 at Raisting, Bavaria.



A Terex AC1000 involved in a cooling tower tandem lift



A Grove GMK 7550 lifting a small RT



The old rating game

For example, the Challenger 3160 identifies it as part of the Challenger series, with the numbers representing how many axles it has - three - and its load moment of 160 tonne metres - an easy way, says Terex, to get a good idea of the performance of the crane. The Superlift 3800 crawler crane is a more powerful, updated version of the 600 tonne CC2800-1 (the name of which dates back to when Demag used a similar system) but on its own the name gives no indication of capacity and leaves the potential customer perhaps slightly confused as its maximum capacity is 650 tonnes. The same could be said about the Easy 90 self-erecting tower crane although its latest introduction - the Rough Terrain Quadstar 1100 - is probably a 110 ton/100 tonne Rough Terrain crane? Other manufacturers are generally still keeping to more 'traditional' nomenclature systems, such as Tadano with its relatively new 400 tonne capacity ATF400G-6, and Grove's six axle 400 tonne

GMK6400. Comparing cranes in any particular segment is still difficult even if the numbering suggests they are similar. Unfortunately there is no standard measurement, although most companies have based their maximum capacities on what the crane can lift at 2.5, 2.75 or three metres radius. However some of the larger capacity lifts are only possible when using 'special equipment' and often restricted to specific positions such as over the rear of the crane. Although it would be interesting in the real world to find such a heavy load (say 750 tonnes for the Liebherr LTM 1750) that could be lifted at such a small radii! However while not perfect the status quo did give crane buyers a quick indicator of where a crane fitted in, and most of all for many crane rental companies, what they could rent it out for.

There are moves afoot by several in the industry to standardise the way in which crane performance, or nominal rating, is measured and the sooner it can be adopted, then customers and users can more easily compare like with like. Such



A Liebherr LTM 1350-6.1



A Terex AC350/6 getting into position to lift a 9 tonne church spire in Erkelenz, Germany

a move would, in a way go back to something like the PCSA (Power Crane & Shovel Association) rating class in the USA. The PCSA rating class was the radius at which a crane could lift its maximum capacity and the capacity at a 40ft radius with a 50ft boom in 100s of lbs. So for example the P&H Omega 25 was a class 12-100 = 25 tons at 12ft and 10,000lbs at 40ft radius with a 50ft boom.

So what's its capacity?

At the moment the figures just cause confusion which brings us back to the AC1000 and LTM 1750. Terex says that its AC1000 is a 1,200 capacity class crane. According to its specifications it has a maximum capacity of 363 tonnes at up to five metres radius. The Liebherr on the other hand is a 750 tonne crane that can lift its maximum capacity at three metres

	Tadano ATF400G-6	Grove GMK6400	Terex AC350/6	Liebherr LTM 1350-6.1
Boom length	60 metres	60 metres	64 metres	70 metres
Capacity @ radius	400t @ 2.7m 307t @ 3.5m	400t @ 2.4m	200t @ 3m	350t @ 3m
Main boom max counterweight	200.6t @ 5m	183t @ 5m	162t @ 5m	168.3 @ 5m
	54.6t @ 20m	47.5t @ 20m	44.9t @ 20m	46.5 @ 20m
	19.7t @ 40m	19t @ 40m	15.9t @ 40m	18.2t @ 40m
	8.9t @ 56m	7.8t @ 56m	8.3t @ 56m	8.7t @ 56m
	6.2t @ 58m		7.8t @ 58m	7.9 @ 58m
			5.8t @ 60m	7t @ 60m
				3.9t @ 66m
O/A Length	19,027mm	19,342mm	16,710mm	17,745mm
Width	3m	2.975m	2.980m	3m
Height	3.9m	4,000mm with 16.00 R25	4,000mm	4,000mm
Maximum counterweight	138 tonnes	135 tonnes including 20 tonne option	116.7 tonnes	140 tonnes
Axles	6	6	6	6
GVW	72 tonnes	72 tonnes	72 tonnes	72 tonnes
Maximum boom & jib	126.5 metre	136 metre	125.7 metre	140.5metre
Outrigger spread	8.5 x 8.9m	8.5 x 8.7m	8.5 x 8.7m	8.93 x 8.53m
Engine output	480kW	405kW	450kW	450kW
Gradeability	Up to 60%	50%	67%	51%
Max road speed	85 km/hr	85 km/hr	85 km/hr	80km/hr
Drive	12 x 8 x 12	12 x 8 x 12	12 x 8 x 10	12 x 8 x 12



Grove GMK6400

and for direct comparison, 312.3 tonnes at five metres. However if we look at the other 1,200 tonne class crane, the Liebherr LTM11200-9.1 it handles its 1,200 tonnes maximum capacity with 55 metre main boom at 2.5 metres radius, in this configuration however it can also handle 580 tonnes at five metres.

If you look at the capacities on the 100 metre boom the LTM1200 and Terex AC1000 are more similar. This whole area has been a bone of contention since mobile cranes broke the 100 tonne barrier back in the 1970s. Over the years many manufacturers have introduced new cranes claiming them to be in a higher capacity class. The justification for such claims usually related to a crane with longer main boom and good long reach capacities. And this will be Terex's argument - with the AC1000 offering some similar capacities to the big Liebherr on fully extended main boom at boom angles that suit applications such as wind turbine installation. The argument for such design philosophies is that the crane can be made lighter by not having to worry about making the structure strong enough to cope with the half dozen heaviest capacities for which such cranes are rarely used.

400 tonnes and lots of capability

In the 400 tonne capacity range the Grove GMK6400 and Tadano Faun ATF400G-6 are interesting new launches. The Tadano is now the largest capacity All Terrain in the company's well regarded ATF range, while the Grove is the manufacturer's second largest crane behind the 450 tonne GMK7450.

In reality cranes over 300 tonnes are still a relatively rare sight on European roads, while 80 to 100 tonners are now very common and almost taxi cranes. For some manufacturers such as Liebherr and Terex whose ranges extend to more than 1,000 tonnes capacity, this sector is very 'mid-range'. And as discussed in our heavy lift feature in the December/January issue, there are precious few cranes between 500 and 1,000 tonnes capacity.

Tadano v Grove

Comparing the two new 400 tonners is an interesting one, with Grove having proclaimed the GMK 6400 as "the industry's most powerful six-axle crane", when unveiled as a prototype at Bauma 2010. The comparison table shows how close the performance is between the two



Liebherr LTM
11200-9.1
erecting a wind
turbine tower

newcomers but the Tadano does have the edge through most of the lifting range. Two other slightly smaller 350 tonne capacity six axle cranes have also been added to our comparison - the Terex AC350/6 and the Liebherr LTM1350-6.1 - and while they are clearly less powerful up towards 40 metres, they both offer longer booms and perform well when lifting at the longest radii.

Liebherr also has a 400 tonner - the LTM 1400-7.1 - but as this is a seven axle it has not been included. So comparing the AC350/6 and LTM 1350 with the 400 tonners both put up a very credible performance particularly as the lift radius increases. This is undoubtedly helped by the fact that both the 350 tonners have longer main booms - 64 metres for the Terex and 70 metres for the Liebherr - and so are lifting at higher boom angles.

So comparing the Tadano and Grove, the Grove would appear to



Tadano
ATF400G-6

have met its match, although it should be recalled that the Tadano was a complete redesign of the 360 tonne ATF360G-6 shown as a prototype at Bauma 2007. Overall these two cranes have a very similar performance and capacities are unlikely to be the final decider between the two. The Tadano has a slightly heavier maximum counterweight (138 tonnes versus the Grove's 135 tonnes - which includes a 20 tonne option) which gives the Tadano the better capacities.

Tadano ATF400G-6

Tadano launched the 400 tonner in May 2011, some four years after it showed it as the prototype AFT360G-6 at Bauma 2007. While the ATF400 is rated at 360 tonnes at three metres and now 400 tonnes at 2.7 metres, the company says that the final product is a completely re-engineered crane and is much easier to set-up and road in Europe than the original. The ATF360G-6 was designed and built in Japan but missed a number of key criteria for the European market and as a result was never marketed or sold in Europe. The new model however is a truly global product and units have already been delivered in North America and Europe.

Its 60 metre main boom matches the Grove but is shorter than the smaller Liebherr and Terex cranes. However the benefit of the shorter, heavier boom shines through when the full counterweight is installed, out-lifting the other cranes up to 56 metres radius. The Tadano also has an interesting 31 metre four section telescopic luffing jib that can offset up to 60 degrees and lift up to 38.4 tonnes at nine metres radius. Maximum system length is 126.5 metres when the crane is equipped with full luffing jib. The Tadano uses a highly efficient, environmentally friendly Mercedes BlueTec carrier engine coupled to a ZF transmission and features a 12x8x12 drive steer configuration. As well as improved safety features which include a flat deck, guardrails and steps.

A Terex AC1000 travelling rigged



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Grove GMK6400

Manitowoc surprised everyone when it unveiled the GMK6400 at Bauma 2010 as the bigger, heavy lift sister to its new 300 tonne GMK6300 and made claims that the GMK6400 would be the world's most powerful six-axle All-Terrain crane, which were true at the time but which Tadano has now overtaken. Its 60 metre main boom is 20 metres shorter than the smaller GMK6300, although a 79 metre luffing jib is likely to prove a popular option. A new Mega Wing Lift – superlift device transports separately from the crane and incorporates a patented self-rigging system.

Like the GMK6300L the GMK6400 has Grove's new carrier cab and steer by wire controls, but it also includes a single carrier mounted Mercedes engine, unusual on this size of crane, the power unit is teamed up with a ZF AS Tronic 12 transmission, but also incorporates a hydrostatic drive system on two of the axles, called MegaDrive. The MegaDrive cuts in whenever the crane's travel speed drops below 20kph, helping smooth starts and

stops, but most importantly providing very smooth and precise travel for tight areas. When lifting the big eight cylinder engine runs almost at idle, and is thus only slightly less fuel efficient than a smaller dedicated superstructure engine, while being a good deal quieter. An auxiliary power pack cuts in when the crane is on standby to run functions such as electrics, the heater or air conditioning.

AC1000 v Liebherr 1750-9.1

The Terex and Liebherr cranes are two of the largest telescopic All Terrains on the market, regardless of how they are classified. They are also more similar than you might think given their nomenclature and perceived capacity. But what is a 1,200 tonne class crane? Should it be able to lift 1,200 tonnes? Should it be able to lift a lot more than a 750 tonner?

On paper these two cranes are quite close in terms of performance however the AC1000 lifts 15 percent more at five metres. Both have similar main booms, maximum counterweight, size, speed and

The Terex AC1000 v Liebherr 1750 with the 1,200 tonne LTM 112000 for comparison

	Terex AC1000	Liebherr LTM 1750-9.1	Liebherr LTM 11200-9.1
Axles	9 – all steered	9 – all steered	9 – all steered
Length	20.3 with standard 50m boom 22.48 with 100m boom	21.75m with 52m boom	24.9m with 55m boom 26.42m with 100m boom
Height	3.99m	4.0m	4.4m
Width	3.0m	3.0m	3.0m
Turning radius i/s	8.55m	7.87m	8.57m
Turning radius o/s	16.47m	16.45m	19.32m
Outrigger spread	13.45 x 13.54m	12.0 x 11.998m	13.01 x 13.03m
12 tonnes per axle	Standard 50m boom	Standard 52m boom	No boom
Speed	85km/hr	80km/hr	75km/hr
Max counterweight	228 tonnes	204 tonnes	202 tonnes
Max lift	363 tonnes @ 5m	750t @ 3m 312.3 tonnes @ 5m	1200t @ 2.5m 580t @ 5m
Boom lengths	50m with 100m option	52m	55m or 100m
Max system length	163.3m	160m	192m
Lift 50m high 46m radius	34.4 tonnes	23.8 tonnes	43.5 tonnes (@55m high)
Lift 52m high 50m radius	12.8 tonnes with jib extension	18.8 tonnes	35.5 tonnes
Chassis engine	480kW	500kW	500kW
Gradeability	38%	41.8%	38%

Three Liebherr cranes - an LTM 1500, LTM 1400 and LTM 1360 - lift a new 18m diameter excavator bucket wheel weighing 140 tonnes into the vertical position



Schot's Liebherr LTM 1750-9.1



engine power. In fact the main difference is that the AC1000 has the option to extend its 50 metre main boom to 100 metres by inserting an additional 50 metres of boom. However due to its weight with the 100 metre boom, it would only be road legal in the UK as axle weights would be 16.5 tonnes per axle. With standard booms both have the usual 12 tonnes per axle. Maximum system length for both is within a few metres with the Terex being slightly longer at 163.3 metres.

Maximum counterweight also slightly favours the Terex with 228 tonnes against the Liebherr's 204 tonnes which when working on the standard boom gives it better lifting right through the range. The Liebherr

main boom however is two metres longer and the Liebherr is more manoeuvrable, having a tighter turning radius and a smaller price. The nature of the deal or brand preference may well be the final deciding factor between these two. For comparison we have added in Liebherr's 1,200 tonne LTM 11200-9.1. With its 100 metre telescopic boom the crane can lift 580 tonnes at five metres - 217 tonnes more than the AC1000. In truth, the AC1000 falls somewhere between the LTM 1750 and LTM11200 - and is probably more like a 900 or 1,000 tonne class machine - which is possibly why, when Terex came up with its name five years ago - it was called the AC1000.

Investment pays dividends

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The recent recovery of the tower crane in the high profile helicopter crash in Vauxhall, London by Ainscough Crane Hire underlines a renewed big crane strength within the company. The tragic accident happened on the morning of Wednesday 16th January yet just two days later, its Terex TC2800-1 was fully rigged and ready to recover the stricken tower crane located on the UK's tallest new residential building – the 181 metre St Georges Wharf Tower. A staggering 68 people were involved getting the crane prepared, on site and set up ready to work.

"The amount of backroom work that has to happen for a well-prepared crane to arrive on site, on time and ready to go is far more than customers think," says Gareth Jones, Ainscough's commercial director.

"The cause of this recovery job was unfortunate and unusual but shows the amount of manpower and costs

that are involved. Even a basic crane hire with say a 50 tonner, requires a team of trained and specialist staff to ensure that the crane and lift is carried out to our safety standards, arrives on time and is fully equipped to carry out the lift. There is obviously a cost to this, particularly when dealing with a £400,000 crane, operator, maintenance and transport and clients should appreciate this when ringing



around to obtain a cheaper price."

Ainscough is the UK's largest crane rental company and currently has a fleet of 458 cranes, ranging from 10 to 1,000 tonnes capacity. This figure is probably closer to its smallest fleet size over the past decade, having peaked at around the 600 mark. It does however include its Heavy Cranes division which has 18 cranes of 500 tonnes and above.



Gareth Jones Ainscough commercial director

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"Syrinx is easy to use, self explanatory and yet sophisticated." Ben Hirst



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Potted history

Cranes & Access has of course published the full Ainscough story before, but a more potted version runs like this: The Standish-based company was formed in 1976 by Gerald Ainscough and from 1984 was run by his three sons - Martin, James and Brendan. In October 2007 the sons sold the company for £255 million to a management buyout headed by the then chief executive and now managing director Neil Partridge. Six months later it acquired James Jack group Lifting Services of Invergordon, Scotland. A few months later it announced its intention to enter the large crawler crane market with new cranes arriving in May 2009.

Various management changes through 2009 and 2010 eventually resulted in the core of a new team being in place by mid-2012. This included Jones as commercial director, Chris Chambers as financial director and Andrew Winter as general manager Heavy Cranes division. Most recently the addition of Chris Beeton was made as head of field sales earlier this year.



Andrew Winter general manager Heavy Cranes Division

In June 2012 it completed its acquisition of Plymouth-based West Country Crane Hire together with its Devonport Dockyard facility, providing better cover south of Bristol. At the end of last year, Bradley Hall Holdings, the owner of Ainscough, was acquired by a partnership made up of Goldman Sachs and private equity firm TPG. The deal also coincided with £105 million of additional asset-based finance, provided by three other funders to help the company expand into the renewable energy market. The Ainscough group currently comprises Ainscough Crane Hire, Ainscough Heavy Cranes Division, James Jack Lifting Services and Ainscough Wind Energy Services (AWES).

Moving forward

Jones - who joined the company around 13 months ago - has been the driving force behind the company's commercial push into rebranding and re-positioning, after admitting that the company had lost market share in 2011-12. "Everyone in the crane industry knows who we are, however companies outside of the lifting sector do not see Ainscough as a force - particularly for special projects and heavy lift - so we have done a lot of work to take the business forward," he said. "As UK market leader we have a good presence and market share, but thought the time was right to revitalise the business. We wanted to reinforce our position as market leader, become a more prominent player in the heavy lift sector and move forward with our turnkey solutions in the wind energy market."

One step towards this was acquiring a majority stake in a wind services company Windcom at the end of last year, which became AWES, allowing us to tackle the UK wind energy market, not just with crane hire but with labour and site management services. It also enabled Ainscough, through AWES to look outside the UK such as carrying out work in France and South Africa, but on labour and turnkey solutions rather than the supply of cranes.

Heavy cranes

"The Heavy Cranes division had lost its direction a bit so we brought in Andrew Winter - previously with Tadano distributor Cranes UK and Winterlift - as general manager last year. As a result of Andrew and other changes the business is performing very well now, with utilisation up from a low starting point - when I joined the company to 93 percent, with full utilisation seen on several occasions this year."

Historically Ainscough has been a firm Liebherr crane supporter. In 2007 it was Liebherr's largest single crane customer, taking around 65 units - the maximum Liebherr would allow at the time. Obviously investment in new cranes has decreased over the last few years, but it is currently still one of Liebherr's top 10 global customers.



Ainscough has 18 cranes of 500 tonnes and above in its Heavy Crane Division

"Our investment this year will be at least £11 million and this is primarily being spent on Heavy Cranes where the market is good. Four new All Terrains will be added - a new 500 tonner has just been delivered and in April we get the first of two 750 tonne LTM 1750-9.1 with another 500 tonner later in the year," says Jones. "Several years ago Ainscough was very serious about adding one or even two Terex

AC1000 - with the official 'launch' arranged for Bauma 2010. However due to the delays and changes in specification, the company has decided to stay with Liebherr, opting to go for the 750 tonne LTM1750s." Jones and Winter say that they are now looking for a new crane larger than 1,000 tonnes for special projects, and not necessarily a Liebherr.



The company is investing more than £11 million on its crane fleet this year including two Liebherr LTM 1750-9.1

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A shrinking national fleet

As well as investing in new cranes Ainscough has a continual crane refurbishment programme. "We are constantly on the look-out for 25 tonne City cranes as there are very few around. Although we have 41 in the fleet it continues to be a problem so we have been refurbishing all the 25 tonners and have now started major work on the older 100 tonners. Our 1,000 tonner is now back in the fleet after being off the road for five months for a total rebuild."

"Although the media and economic commentators are trying to find the green shoots of recovery citing the numbers of new cranes being purchased, we see a different picture," say Jones. "The UK at its peak had about 3,800 cranes, but today that it is just below 2,000. Yes, we see the competition purchasing new cranes but they are also selling more of their older units with the net effect of reducing the total numbers. We believe that we are now the only single source, major national provider offering cranes from 10 to 1,000 tonnes capacity, because major competitors are either withdrawing smaller general cranes from the UK or the cranes are all on long term work."

Refocusing the business

"During 2010 and 2011 our market share slipped but I am pleased to say that we have regained share and are looking to take it to 40

percent or more. As market leader we have to set ourselves a challenge to push ourselves harder," he says. "The local competition is particularly strong so we now have the mentality of competing as though we are second in the market and wanting to become market leader. The business is working harder and we are not taking our customers or position for granted."

"I was recently reported as saying 'everybody knows the cost of everything but the value of nothing' and I think that is sometimes the case. All too often we are brought in when things go wrong or the contracts are high profile."

Like another leading UK rental company, Ainscough has deviated from the traditional crane company management succession plan, by recruiting from outside of the industry.

"With more than 1,000 employees there are over 90 per cent that know cranes inside out, but we made the decision to bring in new people with different skills that could offer different views," says Jones, previously commercial director at Northgate - "the Ainscough of the van world". He then brought in a team of people he knew with specialist knowledge of assets, bids, tenders and marketing as well as an external web/PR and branding partner.

"The new branding will be working its way through the fleet over the



The home page of the new extranet project manager/fleet management system

coming months and we hope it will send the right message of safe sustainable solutions. As well as the largest crane fleet in the UK we have the largest heavy haulage fleet with 57 tractor units (almost entirely MAN) and rigid bodied vehicles and 87 Nooteboom trailers."

Online developments

"We also have exciting new

developments on the new website," says Jones.

"There was uproar when we removed the "Guide to safe lifting" manual in hard copy format, however we did this because everyone used it to spec a crane but then did not use us. Now we have an interactive guide - enter the weight to be lifted and the radius and the crane required will be



suggested - which gets about 400 hits per month from non-Ainscough customers."

"We have always had an online tool for customers but we have just developed a virtual project manager/fleet management system which will be launched shortly. It will provide a full breakdown of information on each account, including spend, invoices, debtors, cranes on and off hire. While providing a detailed breakdown by crane including earnings, queries, proof of hires, contracts plus a two way interactive portal - no-one is doing this yet in the crane business."

All Electric

Battery powered scissor lifts are by far and away the most popular form of powered access equipment. While not the first self-propelled lift to appear on the market - that was a petrol powered boom lift - battery power came shortly after the first self-propelled scissor lift was introduced in 1971 or 1972.

Since then they have gone on to dominate the sector and today more than 40 manufacturers offer a range that runs into hundreds of different models and is still expanding. The appeal of battery powered scissor lifts is that they tend to be compact and inexpensive as well as clean, quiet and relatively cheap to run.

The vast majority of self-propelled electric scissor lifts are the slab electric models, intended for indoor use on smooth solid floors, with the majority being in the 19ft to 32ft platform height range with working heights between seven and 11 metres. However over the past few years the product sector has mushroomed with significant additions at both ends of the spectrum.

Medical technology

Recent developments have included ultra heavy-duty models with working heights of up to 35 metres, narrow heavy-duty machines with

overall widths of just 1.2 metres boasting working heights of more than 27 metres with big platform capacities. At the other end of the market we have seen a surge in ultra light-weight machines offering working heights of up to five metres yet weighing less than 500kg. Many of these have been developed from push-around models and use wheelchair drive technology for their propulsion. It seems that medical technology is moving into the access market. At the recent Executive Hire Show in the UK, we saw the X Step, a push around scissor lift that uses a lift cylinder taken from a hospital bed. Interestingly the 1.2 metre overall width of many mid-range electric scissor lifts was enshrined in the original CE standard allowing a descent interrupt in place of physical scissor guards on machines of up to 1.2 metres because..... apparently this was the width of a standard hospital door in Europe.

Rough Terrain electrics

Getting back to the main subject, other developments and trends include the steadily growing market for battery powered Rough Terrain scissor lifts. While such machines have been around for many years - as a by-product of big electric slab machines - it is only now that the concept is becoming popular. California-based MEC has pioneered the concept more than any other company, but Genie has taken it mainstream with its new 69 DC range launched late 2011, with platform heights of 26ft, 33ft and 40ft. The advantages of such machines are lower running costs compared to diesel and if fitted with non-marking lugged tyres, the ability to be rented out for both indoor and outdoor work.



Most electric scissor lifts are slab models with seven to 11 metres working heights



One of JLG's new low cost Rental Series scissors with passive pothole protection



Battery powered Rough Terrain scissor lifts are gaining in popularity - the GS4069DC boasts the same performance as the diesel powered models.



The low level X step scissor lift uses a lift cylinder from a hospital bed

A big factor that has made these machines more viable for heavy-duty outdoor work is the use of direct electric drive. Compared to hydraulic drive it offers significantly greater efficiency, allowing long distances to be driven on a single charge as well as offering substantial power, gradeability and good braking on slopes. The efficiency is such that so far no manufacturer has seen the need to consider lithium batteries or even a hybrid model although there have been some 'bi-energy' units in the past. One wonders why a company such as Skyjack has not approached Niftylift to look at

licensing its Hybrid technology for a scissor lift? One of the reasons for the absence of any move towards lithium, apart from the cost, is that there is usually ample room on a scissor lift for whatever size of battery pack is required, and given that they need a decent amount of counterweight in a low down central position, regular lead acid batteries serve this function well and provide more than enough battery life for most users. And of course there is a question of cost and complication - electric scissor lifts should be modestly priced and ultra reliable - although electric RTs are still something of an 'exotic'.

Don't be pedantic

Over the following pages we have highlighted some of the more



MEC pioneered the battery powered RT scissor and recently added to its range with the 4069 ERT, note the non-marking tyres

detailed trends and new products coming on the market which makes interesting reading. For our more pedantic readers we have always included mast and sigma type lifts in our scissor lift reviews even though they clearly do not use a scissor lift stack to elevate. The fact is that they serve exactly the same function and as such are totally interchangeable with a scissor lift, and that is what counts.

So what does the future hold?

While some may claim that the European and North American markets are mature we see nothing but further growth, at least in the short to medium term. Just look at the number of ladders and scaffold towers that are still sold, along with podiums and rolling steps, not to mention all those people who commandeer the factory forklift and a pallet and this is just in the developed world. We still have huge future growth potential in China, South America and dare we say it, Africa. The additional volume this will bring could encourage more component producers to introduce new technology and componentry to the sector. Meanwhile producers are regularly introducing new ideas, some of which will wither and die while others will take off. For example MEC has been promoting its Crossover electric range with offset deck, which provides a platform flush with the chassis on one side and an inboard sheet carrier on the other. While this appears to be a very good idea there has been little pressure on other manufacturers to do anything similar. In another development Cushman has introduced a high speed buggy-mounted scissor lift in partnership with Custom Equipment. There could be substantial demand for scissor lifts that can safely drive between work areas at better speeds with better range. Vehicle mounted units have been around in the aviation field for some time but no one has considered trying this on a regular production unit before.



For this article lifts like this JLG are counted along with scissor lifts



MEC offers an offset deck design on its ERT and Crossover models, which gives users a platform that extends to the full chassis width on one side and incorporates an inboard sheet or tube rack on the other side.



No matter what the future holds for powered access, the future is bright for electric powered scissor lifts.

Scissor or Mast?

12ft self-propelled all steel mast-type lifts have been gaining in popularity at a steady pace since the mid-1990s. The product began life in Japan and was introduced to western markets by UpRight with its TM12, designed specifically for a large Japanese rental company. The TM12 - now the Snorkel M1230E - has over the years sold particularly well in Nordic countries but has also been popular in a number of other European markets and North America. Today very similar products are also produced by JLG and Skyjack, while Genie has a model adapted from its aluminium-based Runabout series and Haulotte produces the slightly different Star 6 which is a little higher and a little heavier.

A key benefit of this type of lift is its low weight. The original TM12 weighed just 630kg but is now a chunkier 780kg. While still more than light enough for many elevators they are now on the heavy side for those elevators found in smaller



The Snorkel M1230 is the latest version of the UpRight TM12 launched in 1994

hotels and offices where the capacity is 680kg. Another benefit is the machine's compact dimensions - overall length of around 1.35 metres - again making them suitable for smaller elevators.



Custom Equipment is aiming its new HB-1230 at the 12ft mast lift market

electric scissors C&a

They are also very simple to operate - with just forward, reverse, up down and steer - and offer a low platform entry height.

Most important of all though is that they are less costly to buy and run, and easy to ship or deliver thanks to their low weight and small dimensions. They are therefore profitable units for rental fleets, being able to carry out much of the work for which 19 and 20ft scissor lifts are typically used. So it was with great interest that we spotted the prototype HB-1230E scissor lift on the Custom Equipment stand at the recent Rental show.

Custom is pitching this new machine as an alternative to the mast-type lift, claiming that it will be lighter and yet offer a larger working platform with access to work from both ends of the platform, with no mast getting in the way. So how does it really stack up? Well as you can see from the chart below it is a fraction longer,



The mast type configuration is ideal for many applications - JLG's 1230ES offers direct electric drive too

but still under 1.4 metres and a good deal lighter at around 680kg. The platform is a longer at 1.37 metres, but slightly narrower at 610mm. The most recent mast-type lift to be launched into this market was the Skyjack SJ12 and its bigger brother the SJ16. These two introduced a surprising number of new features into what appeared to be a very rigid product concept, one of which was a sliding deck - not a deck extension more a traversing deck - which shifts just over 500mm outside of the machine's footprint to provide a little overreach. Genie was the first to introduce a slide out deck on the original Runabout series, but it was not particularly robust or rigid and complicated a simple design. The Skyjack solution keeps closer to the original spirit of this product sector. Snorkel sensing the need to introduce an extension to the M1230E showed a retrofit version last year, which didn't quite work out. However at the Rental show last month it launched its final version which actually worked well and provides a good solid feel, a larger platform and some overreach although it is bound to add to the machines weight and cost. Custom's HB-1230E will also have a rollout extension but the company has yet to decide on the length, which is expected to be around half a metre.

So if looking for a 12ft lift - which provides a decent 5.6 metres of working height - is it to be a scissor or a mast? A great deal will, as is often the case, depend on price and distribution. For the sake of this article we will presume that these two facts are equal - a luxury that we have as a magazine. We would have to come down in favour of the HB-1230E even though our heart says that the Snorkel, JLG and



Skyjack offers an innovative sliding deck on its 12 and 16ft mast lifts, for both outreach and easy service access when stowed



Snorkel's new roll out deck extension on the M1230 works well

Skyjack is the more appealing product concept.

We are swayed by the HB-1230E's longer platform, the fact that you can work unobstructed from either end and that it is quite a bit lighter. However the vast majority of buyers select their equipment, whether it be cranes or work platforms with their hearts. A factor that drove JLG and then Skyjack to virtually copy the TM12 design. So while Compact Equipment's new machine should do exceptionally well, it is unlikely to replace the mast-type product.

And still lower...

Another interesting dynamic could be the arrival of a greater range of slightly smaller self-propelled lifts such as Power Towers' Nano series and the self-propelled versions of push-around lifts such as the Pop-Up Drive 10, Youngman's Boss X3X-SP and the Iteco Easy Up 5sp.

Perhaps if there were more 15 or 16ft mast models, such as Skyjack's SJ16, the market would polarise away from 12ft masts towards 10ft scissors and 16ft mast lifts? However at this stage there are few signs of this happening so we will wait and see how Compact Equipment does with the HB-1230.

Self-propelled push-arounds

The UK is the largest low level powered access market in the world spurred on by the Work At Height Regulations of 2005 and the launch of the low cost, low-level push-around scissor lift launched by Pop Up in 2006. The lift has been immensely popular selling more than 6,000 units in the UK alone. The original Pop Up had a platform height of just 1.63 metres, was lightweight with a platform capacity of 240kg. However, it was soon

How they stack up

	Custom	Snorkel	Skyjack	JLG	Haulotte	Genie	Skyjack
	HB-1230	M1230E	SJ12	1230ES	Star 6	GRC 12	SJ16
Platform height	3.66m	3.63m	3.65m	3.66m	4m	3.66m	4.75m
Work height	5.66m	5.63m	5.65m	5.66m	6m	3.66m	6.75m
O/A length	1,397mm	1,359mm	1,370mm	1,360mm	1,500mm	1,370mm	1,370mm
O/A width	762mm	762mm	762mm	762mm	760mm	800mm	762mm
Entry height	550mm	554mm	450mm	520mm	550mm	570mm	450mm
Platform capacity	226kg	226kg	226kg	230kg	180kg	227kg	226kg
Total weight	680kg	780kg	782kg	790kg	810kg	948kg	966kg
Extension	500mm?	500mm	510mm	N/A	N/A	400mm	510mm

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The original Pop-Up

obvious that slightly more platform height - up to three metres - was desirable and with the advent of 'surfing' there was a clear demand for self-propelled versions.

Many of the push-around manufacturers - and others - have added a drive function to create self-propelled models, while increasing the height, making for a good, lightweight, low level platform which not only offers an alternative to podiums, small towers and push-arounds, but that also knocks on the door of the established 12ft electric scissor/mast market.

Platforms in this sector must be ultra-compact with low maximum



The low level market growth has brought new companies into the powered access market such as Youngman

point loadings so that they can work on the low capacity raised 'computer' floors which are now very common in new commercial construction and ride in the smallest of elevators. Such machines only started to appear a few years ago, but there is already a wide selection to choose from with working heights up to around five metres (10ft platform height) and these are the platforms we will compare.

10ft v 12ft?

So how do these new 10ft self-propelled lifts compare to the established 12ft mast and scissor lifts? One of the key features of the 12ft lift is its low weight and compact dimensions. In recent years this type of platform has put on some weight though and now ranges from around 700 to 1,000kg.



The Iteco Easy Up 5 SP.

This causes problems for users with smaller elevators. All widths are about 760mm - good for most door frames - and the shortest are now about 1.36 metres long but can range up to 1.5 metres in length.

As covered in the 12ft article this type of platform is less costly to buy and run than the larger 19 and 20ft electric scissors, as well as being easier to ship and deliver thanks to their low weight and small dimensions. They are therefore profitable units for rental fleets, being able to carry out much of the work from which 19 and 20ft scissor lifts have traditionally been used.

Apart from the obvious lower platform height, the 10ft self-propelled 'push-arounds' are a much lighter package which adds to the advantages outlined above for 12ft lifts, being even less expensive to purchase and transport to site. It is surprising therefore that the 10ft machines are not more popular and are not taking more sales off the slightly larger machines.

It can only be a matter of time. As can be seen from the comparison table between the new Custom HB-1230 and the 10ft offerings from Bravi, Dingli, Pop Up, Youngman, Snorkel, Iteco, Power Towers and Faraone, the only real 'advantage' of a 12ft platform is the additional 600mm of working height. Most of the 10ft models weigh around 500kg, with platform capacities between 150 and 200kg compared to the heavier 700 to 950kg weight of the 12ft machines which only have a small amount of additional capacity at about 230kg.

With all the manufacturers, the option of a platform extension varies. The 10 and 12ft lifts that do have the option tend to be 500mm long, apart from the Power Towers Nano SP Plus. Given that this machine has a slightly lower working height of 4.5 metres, the lift has a good platform capacity of 200kg and a full one metre extension with 120kg on the extended deck. Its 540kg total weight is slightly heavier than the average but still a good 150kg lighter than the average 12ft machine. If you can live without an extending deck, one self-propelled push around that is certainly worth a look - particularly if weight is a concern - is the Faraone PK50S.

With its three metre platform height and compact length (just 1,000mm - the shortest compared) the unit has a 200kg platform capacity yet has a total weight of just 290kg.

If machine width is a critical factor it has to be the Bravi Lui Slim. Although the heaviest self-propelled unit at 850kg it has an overall width of just 450mm - 250mm less than any other lift.

Comparing specifications between the 12ft machines and it is fairly obvious that over the years a 'standard' template has been adopted by all manufacturers with the average lift having a working height of 5.65 metres, width



A mast lift among scissors the Bravi Lui



Dingli's JCPT 0507



The Faraone offers the lowest overall weight



Power Towers Nano SP Plus has a full 1m deck extension

762mm, length 1,375mm, 226kg platform capacity and total weight of about 750kg. If there is a platform extension then it will be 500mm.

With more manufacturers now competing in the 10ft market and development is naturally far more diverse, specifications vary a great deal more. So it pays to delve a bit more deeply into the features and benefits of each machine and your requirements. So if you don't need the additional working height or the extra 25-50kg of platform capacity, the new generation of 10ft self-propelled lifts have a lot to offer.

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SJ16 VERTICAL MAST LIFT

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ANSI model shown.

Skyjack's self propelled vertical mast lift features a compact footprint and superior maneuverability. The SJ 16 has a working height of 6,75 m. When operating in tight workspaces, a high degree steer angle allows superior functionality and flexibility by offering zero inside turning radius. The SJ 16 features a 0,41 m traversing platform, providing increased access and the ability to reach over potential obstacles. A unique slide away platform provides easy access to components, when raised or in the stowed position.

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How the Custom HB-1230 performs against the 10ft platform height self-propelled push arounds

Model	Platform height	Work height	O/A length	O/A width	Platform capacity	Total weight	Extension
Custom HB-1230	3.66m	5.66m	1,397mm	762mm	226kg	680kg	500mm?
Custom HB-1030	3.00m	5.00m	1,760mm	760mm	340kg	751kg	760mm
Bravi Lui Slim	2.95m	4.95m	1105mm	450mm	120kg	850kg	N/A
Bravi Leonardo	2.90m	4.90m	1215mm	760mm	180kg	495kg	485mm
Dingli JCPT0507DC	3.00m	5.00m	1,150mm	760mm	240kg	554kg	550mm
Snorkel S1030E*	3.00m	5.00m	1,020mm	770mm	227kg	495kg	N/A
Iteco Easy Up 5 SP	3.00m	5.00m	1,400mm	760mm	150kg	490kg	N/A
Youngman Boss X3X-SP	3.14m	5.14m	1,390mm	760mm	150kg	495kg	400mm
Power Towers Nano SP Zero	2.50m	4.50m	1,200mm	750mm	200kg	440kg	N/A
Power Towers Nano SP Plus	2.50m	4.50m	1,200mm	750mm	200kg	540kg	1,000mm
Pop Up Eco Drive 10	3.00m	5.00m	1,200mm	700mm	140kg	495kg	N/A
Faraone PK50S	3.00m	5.00m	1,000mm	750mm	200kg	290kg	N/A

*provisional details

Rapid indoor intervention

If you have spent any time at a mid-sized production facility or warehouse, you will invariably have seen maintenance men working at height, either working on alarms, sensors, lighting, repairing ducting or just replacing a light bulb. All too often their access method of choice is a large A-Frame step ladder, even in a factory producing alloy towers or access platforms. Why? The work may be a two minute job at the opposite end of the plant.

The time taken to erect a mobile scaffold tower is too long, if one is kept assembled, it still seems like a lot of work to push it all the way to a job for such a short time in the air. And when you get there it may be difficult to get the tower into position and it may

need to have its outriggers set etc.

To a lesser extent the same applies to a small self-propelled lift, if the

distance is let's say 300 metres, you are talking about a travel time of around six minutes each way. Now while that's not a lifetime, progress seems slow compared to putting a step ladder over your shoulder and walking there. It's a bit like the elevator compared to escalator debate – it's all about perception. And then if the machines batteries have not been charged it may not make it back. So it's just simpler and easier to use a ladder. And we all know that the problem with ladders is that all too often they are misused.

It is for this type of application and more that Cushman - the industrial truck to golf cart company - has teamed up with Compact Equipment to produce the Titan high speed scissor lift. The lift combines a standard Cushman industrial truck with the lift stack of a Custom HB-1030E scissor lift, but offers a little more reach thanks to the truck's higher chassis, with a platform height of just over 11ft for a working height of almost 5.5 metres. Unlike regular scissor lifts it can travel at speeds of up to 21kph, so will take the maintenance man to the job much faster, and in greater



comfort than if he were to walk. Maximum capacity on the platform is 340kg, and it comes with a standard 400mm slide out deck extension. The vehicle can transport loads of up to 800kg and tow up to two tonnes, and yet the Gross Vehicle Weight is just 1,177kg - lighter than a 19ft scissor lift. The lift is of course not as compact as a micro scissor, but at just under 2.9 metres long and 1.13 metres wide it is still very compact.

The Titan has four wheel braking, but when the platform is raised stabilisers are lowered from the chassis as an additional safety precaution and to take out any suspension sway or movement. The unit is fully electric, running on a 48 volt battery system with direct electric drive. Cushman introduced the Titan at the Lift and Access event in November and also showed it at this year's Rental show. The

company says that it also plans to launch a CE version in Europe.

Tall and slim

Throughout the 1980s and 1990s slab electric scissors lifts essentially came in two widths, the 32 inch 'skinny' models to pass through single doorways originally limited to 20ft platform heights and the wider 46 inch chassis for 24 to 26ft platform heights or wide bodied 20ft models. In 1994 the arrival of 30 inch wide 19ft scissors, designed to be short and light enough to fit into elevators started eroding the 2032 market. Skyjack launched the next innovation with a 26ft high scissor lift on a 32 inch chassis and was later followed by the other producers. Developments continued and the next step up was a 32ft platform height unit on the 46 inch chassis, as manufacturers strived to get more height on their standard 32 and 46 inch wide chassis.



Cushman's Titan high speed electric scissor lift.

electric scissors C&a

The Dutch approach

Holland Lift, sensing this trend to get more height on a 46 or 47 inch (1.2 metre) wide chassis, and encouraged by its Dutch and German customers who wanted tall narrow machines to work on the rapidly expanding hi-density warehouse construction and maintenance market, took a different approach. Retaining the overall width of 1.2 metres it employed a longer, heavier chassis that allowed longer scissor arms to be used to reach even greater heights without adding more scissor stacks. The heavier chassis and larger, higher capacity drive components allowed more counterweight to be carried and therefore significantly greater

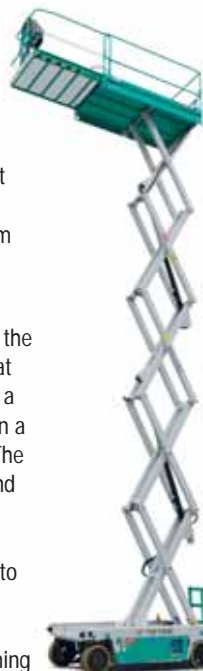


Holland Lift N265EL13 offers a platform height of 86ft and four wheel steer and drive

platform heights - up to 86ft - to be achieved. However these machines are in a totally different class when it comes to cost and transportability etc... and so form a different niche market.

Over to the Italians

In the mainstream market it was the Italians - in the form of Iteco - that introduced the next step up with a 40ft platform height scissor lift on a 46 inch wide compact chassis. The Iteco/Imer IT122 has sold well and taken the company into some mainstream rental fleets that it would otherwise have struggled to penetrate. The first global high volume manufacturer to follow Iteco's lead was Haulotte, launching its 40ft platform height Compact 14 at Intermat in 2009. A little longer than the Iteco at 2.7 metres, it is also a couple of hundred kilos lighter at 3,175kg. The Haulotte has sold very well and has been a good profit contributor for the company. Its success prompted Genie to enter the market, with its GS4047 unusually for an American-based company with a CE model first. Similar to the Haulotte in some



Iteco has done well with its compact 40ft platform height scissor which boasts a 1.4 metre deck extension.

weight compact market with its Ecostar 11812. Similar to the Iteco and Genie models it weighs in at just less than 3,000kg. German manufacturer H.A.B which goes head to head with Holland Lift in the long heavy 1.2 metre electric scissor lift market, recently joined

the party with a very handy looking machine in the form of the S142-12E2WD. It has the same overall length as the Haulotte Compact 14 at 2.7 metres, but offers almost 2ft/600mm more platform/working height and features a 1.2 metre roll-out deck extension, but it is also the heaviest at 3,400kg.



Genie has now joined Iteco and Haulotte and others in the growing 14 metre compact market.

Another stretch and its 16 metres this time from China

Finally coming right up to date, Dingli, a new entrant to the European access market, has not only broken into this market in a

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Haulotte was the first of the major manufacturers into the 14 metre working height 1.2 metre wide market.

relatively significant manner, but has also taken it to another level. The Chinese aerial lift specialist introduced the 14 metre working height JCPT1212HD at around the same time as Genie in 2011, and has been quite successful with it. Dimensions are similar to the Haulotte at 2.48 metres long, but it is slightly narrower at 1.15 metres and weighs just 2,760kg - the lightest of them all. However this is reflected in the lower platform capacity of 230kg, instead of the more usual 350kg. At Bauma China in late November the company surprised many with the introduction of a 16 metre version. The JCPT1612DC is quite a clever design using the company's narrower 810mm wide platform on the 1.15 metre wide chassis, still well within the arm reach criteria that other manufacturers use on their Rough Terrain scissors. It also has a lower platform capacity at 200kg - so it is not suited to every application - and is a little longer at



The 46ft platform height Dingli JCPT1612DC currently tops the charts for short 1.2 metre wide scissor lifts



The H.A.B S142-12E2WD is a very solid 14 metre model.

2.8 metres. Weight is just 2,800kg, helped to some extent by a clever aluminium extruded top scissor arm design.

Horses for courses

There was a time when buyers in Europe tended to buy the highest electric scissor on a given chassis width, so the 26ft unit sold and not the 20ft model and then the 32ft started taking over from the 26ft. However as the market has become more mature and rental rates keener and product choice wider - now extending from eight to 16 metres - more companies are buying several models in each series, and offering the specific lift for the job required. So out goes the old routine of buying the bigger unit on the basis that it could also be used for the lower level work.

So far the other two big mainstream suppliers - JLG and Skyjack - have left the 4047 market to those mentioned above. Will this change at Bauma? So far there are no signs that they have any intention to do so, but having said that there is already plenty of choice out there for buyers that need a product in this sector.



Holland Lift introduced a more compact version of its 34 metre working height electric scissor lift.

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Niftylift machines on the stand will include the Nifty 120T, HR12N, HR15 4x4 as well as the revolutionary and environmentally conscious HR17 Hybrid 4x4 and HR21 Hybrid AWD.

The show offers an excellent opportunity to view and evaluate many of Niftylift's most popular and innovative machines and also discuss your powered access requirements with our team of experts. We hope to see you there.

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The world's biggest trade show - Bauma 2013 - is now just a few weeks away. Last month we carried part one of our Bauma preview, highlighting products and manufacturers in the cranes, access, telehandler and related sectors. This month we have part two, which includes an exhibitor listing and map.

If you plan to go to the show - and we would highly recommend going at least for a few days - then pick up a free, Vertikal Bauma show guide which gives all the information you need from the easy to follow equipment tours and a guide to Munich with recommended restaurants and bars. Better still download it onto your phone or ipad beforehand. Our 2013 guide is more essential than ever as the show is even bigger this year. With more than 3,300 exhibitors and over 100,000 people in the way each day it is very easy to miss products and manufacturers - even if you plan to take the full week it is still impossible to see everything. Here is the latest new product information received as we went to press.

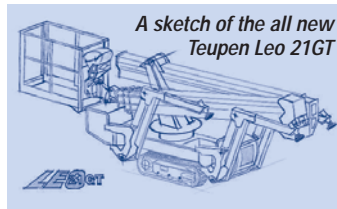
ATN

Based in Tonneins, France, ATN will show its new 46ft Rough Terrain articulated boom - the Zebra 16. Sharing the same philosophies as the Zebra 12, the 16 features a classic double articulated riser, two section telescopic boom and articulated jib. The new model has a 16 metre working height and a class-leading 9.3 metres of outreach. The company will also show its new 11 metre Pfaf 1100 mast boom which offers a metre more height and greater outreach than its 10 metre model.

ATN Zebra 16

Teupen

German spider and truck mounted lift manufacturer Teupen will unveil its all-new 21 metre spider lift, the Leo 21GT. The lift will offer up to 12 metres of outreach with its maximum platform capacity of 250kg. Weighing 2,950kg it has an overall length of 6.4 metres with the platform installed and less than five metres when removed. Features include a chassis with hydraulic height and width adjustable tracks and three different stabiliser configurations all of which can be set automatically. Teupen will also introduce a number of product updates on its smaller Leo models, a 2013 version of the Leo 23GT, and a 'Home' function on its larger telescopic models.



A sketch of the all new Teupen Leo 21GT

Teupen will introduce a 2013 version of its Leo 23GT.



Palazzani

Palazzani will launch a new aerial platform at the show but few details



Palazzani TSJ 25

are available. The company will also show its new 25 metre working height Ragno TSJ 25 spider lift a replacement for the TSJ 23. Maximum outreach is said to be 13 metres, platform capacity 230kg, weight 3.8 tonnes and width 980mm. Also on show will be a vertical mast work platform attachment mounted on its Paload PL145 wheeled loader, with a working height of up to 10.5 metres and 180 degrees platform rotation.

Zoomlion

Chinese crane manufacturer Zoomlion will launch a new eight tonne 8-ZT180 topless tower crane which has a maximum under hook height of 53 metres. The 8-ZT1809 can lift 1.8 tonnes at it 65 metre jib tip, and lift 1.9 tonnes at a speed of 80 metres a minute. The new crane has been designed for Europe, following the acquisition of Jost tower crane designs in 2011. It is one of 12 topless cranes ranging from a six tonne, 90 metre to a 32 tonne, 600 metre model. Zoomlion will also show its smallest model in



Zoomlion will show a new tower crane and 35 tonne RT35

the Rough Terrain range the 35 tonne RT35

Tadano Faun

Tadano Faun will finally unveil its 180 tonne five axle ATF180G-5. The new All Terrain crane - first announced in 2011 - has already been delivered to a few customers in North America but a number of last minute upgrades and improvements have delayed the European launch. These include the switch to Mercedes Bluetec engines. The ATF180 features a 60 metre main boom plus a 13.2 metre swingaway extension which can be combined with a 5.4 metre base and further sections to create a 37.5 metre extension, offsettable up to 40 degrees and provide a maximum hook height of 100 metres. Overall length of the three metre wide crane is 15.13 metres while the chassis is just 13.44 metres. All five axles are steered with all but the centre axle driven.

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Tadano ATF180G-6

Also on show will be the 400 tonne AT400G-6 with its innovative telescopic luffing jib.

Skyjack

This will be the first chance to see Skyjack's new 63ft SJ 63AJ articulated Rough Terrain boom in Europe. The SJ 63AJ has a platform height of 63.5ft for a working height of 21.3 metres and offers up and over clearance of 8.3 metres with a maximum of 12.2 metres of outreach. The open centre/over centre sigma type riser provides the SJ 63AJ with a stowed height of 2.54 metres and below ground reach. Overall machine weight is 9.6 tonnes. Other features include differential locks on the axle drive system, direction sensing drive and steer controls.



Skyjack SJ 63AJ.

Bronto

Bronto Skylift is planning to launch a new three axle, 60 metre plus truck mounted platform. While the company has declined to comment on the new lift, it is likely to be the largest work platform on a 26 tonne truck so far and we assume will be aimed at a point above the new 54 metre Ruthmann T540.

Ormig

Specialist Italian crane manufacturer



Ormig 104 AC

Ormig is planning to show a new truck crane - the 104AC - which has a 100 tonnes maximum lift capacity and weighs 32 tonnes making it easier to travel throughout Europe. It will also show a selection of pick & carry cranes from its range - both electric and diesel - from 5.5 to 60 tonnes.

CTE

CTE is another company that is keeping information about its new products close to its chest. However it says there will be a new Traccess tracked spider platform and a special variable stabilisation system on its truck mounted Zed 20.2 H.

Sany

Sany is expected to show its new 500 tonne SCC8500 crawler seen in China a few months ago. The SCC8500 fills the gap between the 400 and 600 tonne models and is aimed at a variety of infrastructure projects and wind turbine installation. The company says that the SCC8500 is well-suited for the construction of 100 metre wind towers and placing 2.5 MW nacelles which, says Sany, it can do with a straight boom and an offset wind tip without the need for a back mast.

The crane has a full complement of attachments and options including fixed jib, luffing jib and the Sany UltraLift package.



Sany 500 tonne SCC8500

Autec

Autec Safety Remote Controls will show its recently introduced FJR transmitting unit, which completes the Dynamic series of radio remote controls for mobile hydraulic applications. FJR is a robust compact transmitter making ideal for telehandlers and mid-sized aerial work platforms. A 2.7 inch graphic display is available with LCD or OLED technology for more clarity in

Autec FJR+



outdoor or indoor situations.

Conductix-Wapfler

Mobile energy supply and data transmission system manufacturer Conductix-Wapfler will show its double hose reel for mobile cranes with hydraulic luffing jibs. (see Innovations page 63)



Double hose reel for mobiles

Kögel

German trailer manufacturer Kögel - exhibiting at Bauma for the first time since 2004 - will show a new lightweight three axle flat-bed semi-trailer ideal for transporting construction equipment. Thanks to a moveable king pin, the flat-bed trailer is perfect for two and three axle tractor units.



Kögel trailers

Linden Comansa

Spanish tower crane manufacturer Linden Comansa will exhibit its 16 LC 260 Flat-Top tower crane from its LC1600 Series and a LCL 165 luffing-jib crane for the first time. One of the advantages of the LC cranes is the rapid assembly process and the PowerLift system. Launched last year the system allows the crane to move the load to a greater jib length with reduced



Linden Comansa LCL 165

speeds, improving the load chart up to 10 percent. The LCL 165 has a range features such as its modular design, which allows interchangeable tower and jib sections between the cranes of the series, and 'Level Luffing' an electronic coordination between the luffing and hoisting movements which lets the crane operator to move the load horizontally just by pushing a button while applying the luffing movement.

Raimondi Cranes

Three new products will feature on the stand of Italian tower crane manufacturer Raimondi Cranes. The MRT 144 flattop crane will be displayed on a 4.5 metre cross base with a 65 metre jib. The crane features the "AS40-08t-s" which allows a maximum eight tonnes lift capacity with a gearless hoist motor in single reeving/two fold mode. At maximum radius the crane can handle 1.4 tonnes, it can also be equipped with other hoist motor configurations allowing up to a 60hp inverter with 10 tonnes maximum capacity and 780 metres of hoist rope. The MRT111 flattop crane will be displayed at ground level. It has a maximum jib of 60 metres and can lift up to eight tonnes and almost 1.4 tonnes at its jib tip.



New Raimondi eab



Link-Belt RTC-80110 Series II

Link-Belt

Link-Belt will show its second generation six-wheel, hydrostatic-drive Rough Terrain crane - the RTC-80110 Series II. The new crane features increased capacities, a tilting operator's cab and a new on-board extension and inserts for a 76.2 metre maximum tip height. Link-Belt will also have two of its telescopic crawler cranes on display - the 70 tonne TCC-750 and 100 tonne TCC 1100.

Niftylift

The star of the Niftylift stand is likely to be its new HR15 45ft articulated boom lift with Hybrid power unit. At 4,250kg in standard format it is more than two tonnes lighter than many other 45ft boom lifts. It is possible that the new 28 metre HR28 might make it to the show although you will probably have to wait until Vertical Days to see the production version.



Nifty HR15

Holland Lift

Dutch scissor lift manufacturer Holland Lift has been going through some ownership changes in recent months as it struggles to keep pace with demand. Expect to see some new models at the show but no details have yet been released.

Dingli

A first time Bauma exhibitor, Dingli's main aim is to find more dealers for its range of boom and scissor lifts. The star of the stand for most European visitors will be its new 16 metre working height compact scissor lift - in US nomenclature terms a 4647 - 46ft platform height and 47 inches wide.



Dingli new 16m scissor

Mantall

Another Chinese manufacturer at the show for the first time, expect to see a mix of both booms and scissor lifts.



Mantall compact RT

Ommelift

Ommelift will be out in force at Bauma with a wide selection of spider and trailer lifts, including the 25 metre 2500 RXBDJ articulated spider lift with new Kubota diesel/battery electric Hybrid power pack. The lift, offers an outreach of up to 13 metres, zero tail swing and seven metres of free up-and-over clearance at full outreach. The company will also show its recently launched 23 metre 2300 EXB



Omme 2300 EX

articulated boom trailer lift with battery power pack. Other units include the Mini 12EBJ trailer lift, the 22 metre 2200 RBD, 27 metre 2750 RXBDJ and 3700 RBDJ telescopic spider lifts all with new diesel/battery electric Hybrid power packs, and the 18 metre 1830 EXB trailer lift.

Ruthmann

Ruthmann will undoubtedly have several new models but the centre of attraction will be its 70 metre class Steiger which will be mounted on a four axle Scania which will be unveiled at the show. Also on the stand will be the recently released T540 - which has already had 50 orders - and the T460.



Ruthmann's new 70 metre class Steiger

Time Versalift

Time Manufacturing/Versalift will launch six models at Bauma and show the following units: an ET-120 mounted on a 3.5 tonne MB Sprinter, an ET-140-F also on a MB Sprinter and a VT-155-FZ and VDT-170-F from its heavy duty line, both mounted on five tonne Mercedes Sprinter vans. The main attraction will be the new VTX-240 with 24 metres working height and up to 12 metres of outreach, featuring both a telescopic upper and lower boom and a perfectly parallel lift from ground level up to 21 metres, while also able work up to three metres below ground level. Mounted on a Mercedes Sprinter, the transport height is only 2.35 metres. Additional features include short jacking within the vehicle's width,



The Versalift ET140-F

safe working up to five degrees off level, a memory-positioning system for automatic return to work position, and an automatic set-up/retraction mechanism.

Also on show will be the new 14 metre pick up mounted Versalift LDT-140-TB, mounted on a VW Amarok chassis with 3,000kg GVW.

Ferrari

Italian loader crane manufacturer F.LLI Ferrari will show the 27 tonne metre 729 from its new 700 series. Available with up to eight hydraulic extensions and two jib options, the crane is equipped as standard with 'Red Power' double linkage. The company will also launch a new stability control system named FL, which will be optional on most of its 300 and 500 series examples of which will be on display, along with a larger 900 series crane.



Ferrari F729.

Moog

Specialist German underbridge platform manufacturer Moog we will be showing its latest tracked MBI 50 as well as its biggest bucket type unit - the MBL 1750 - and the midsize MBI 110.



Moog tracked MBI 50

Unic

GGR Unic says that it will unveil an all new mini crane, the details of which it is keeping to itself for now - not a small crawler, or a spider but something in between? The world's largest capacity spider crane the 10 tonne capacity URW 1006 will also be on show.

GSR

Italian truck mounted lift manufacturer GSR will be showing five of its latest models - the 32

metre E320PXJ with jib mounted on an 18 tonne chassis, the dual riser 21 metre E210PXJ on a 3.5 tonne Nissan Cabstar, the 20 metre van mounted B200TJ, its best-selling 17 metre telescopic E179T and the van mounted E170TJV.

GSR E170TJV



GSR B200TJ



Locatelli

Italian crane manufacturer Locatelli is back under new ownership and will show a number of models from its Rough Terrain crane line including its new 75 tonne capacity 8800T with a 40.5 metre main boom.

Scanclimber

Scanclimber will show four new products - the lightweight SC8P personnel hoist part of the Triple Hoist family; the new Titan SC6000 mastclimber in the middle to heavy weight class aimed at trades such as bricklaying and a new high speed Vega hoist with speeds of more than 100 metres/min and a payload of up

to 3.2 tonnes. Rounding off the new products is a new low entry mastclimber - the Tango SC3500 available in Asia and developing markets.

JMG

Exhibiting for the first time, industrial pick & carry crane company JMG will have a number of machines from its rapidly expanding product line on show including its new six tonne, battery powered MC60 crane. It has a four section full power telescopic boom with provides an 8.8 metre lift height and up to 5.5 metres of horizontal outreach.

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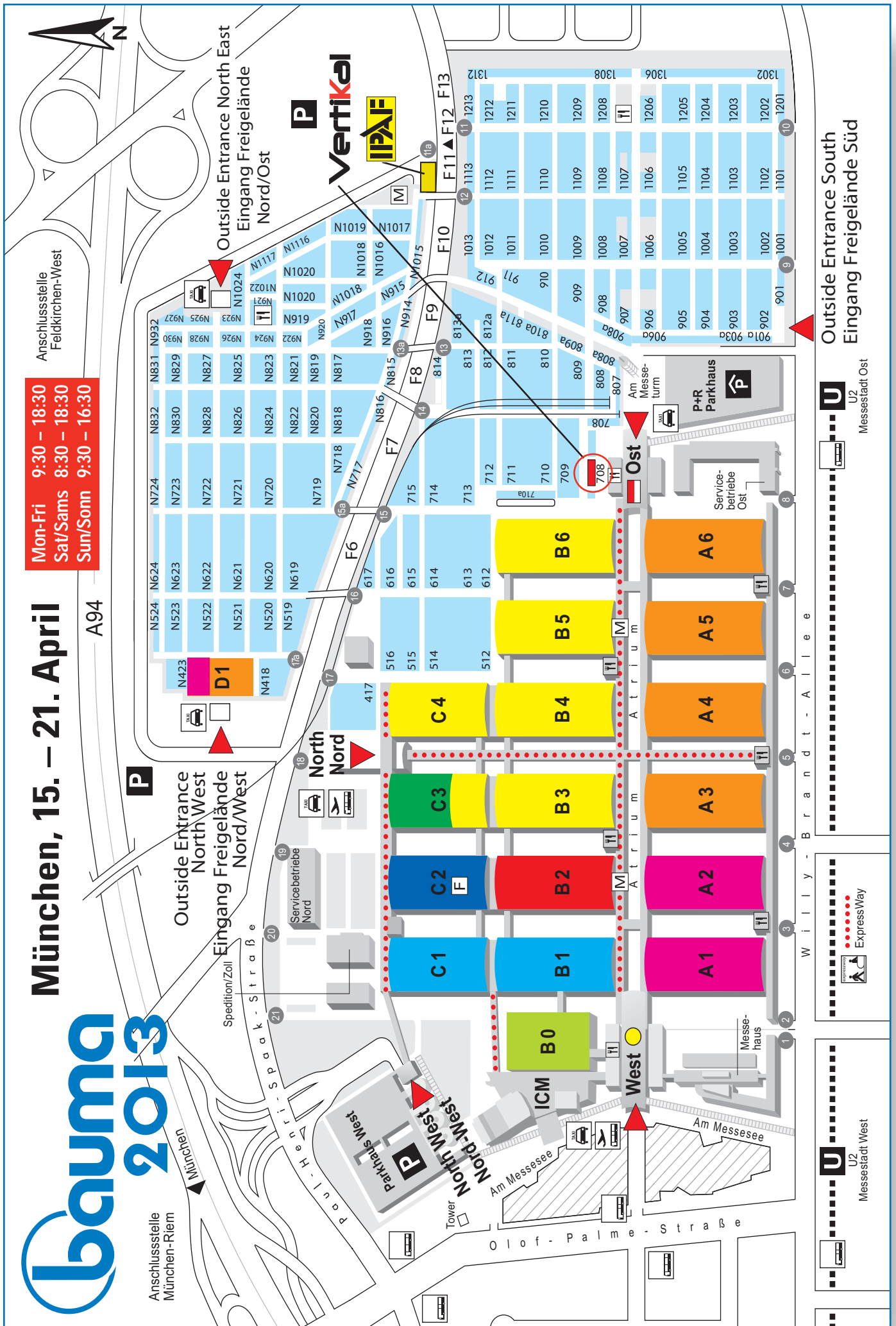
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Bauma 2013

München, 15. – 21. April

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Sat/Sams 8:30 – 18:30
Sun/Sonn 9:30 – 16:30



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Exhibitor Listing

The following is a full listing of all crane, access, and telehandler equipment manufacturers with booth numbers.
A full listing with component and service suppliers along with ancillary equipment will be published in the Vertikal Guide to Bauma.

Company			
3B6 A5 A5.410	Dinolift F13 F13.1305/1	Kamag FGN.N828	Plettac A2 A2.403
ABB Automation C2 C2.516	Doll FGN. N932/3	Kato/Kranlyft F10 F10.1003/1	PM Group B4 B4.311
AGS F12.1208/1	Dorn lift F11.1103/3	Kempkes/Kuli A1 A1.327	Potain FNG.N1018/5
Ahlmann/ Mecalac F7 F7.715/1	Dromos A5 A5.111	Kennis B4 B4.111/212	Probst F13 F13.1307/1 and C1 C1.300
Albert Gerüst A2.410	Effer FGN.N723/7	Klaas F11 F11.1101/5	PVE Cranes & Services FGN.N720/1
Alimak Hek F11.1102/10	Electroelsa F11.1104/10	KLM F10 F10.1003/3	R&B F10.1004/7
Altrad A2 A2.403	Enerpac F13 F13.1305/2	Kobelco F12 F12.1202/2	Raimondi F11 F11.1104/2
Altrex A2 A2.401	Eurogru F11 F11.1102/6	Kramer F9 F9.909	RAM F10.1003/3
Alufase F7 F7.708/1	Everdigm F11.1106/2	Kran & Bühne F7 F7.708/11	Raxtar F10 F10.1001/2
Amco Veba FGN N829/1	Faresin FGN.N818/1	Kranlyft F10 F10.1003/1	Rayco-Wylie A5 A5.315B
Arcomet FGN.N1016/3	Fassi FGN.N827/3	Kreitzler F9 F9.901/6	Ritchie Bros. C4 C4.508
Atlas F7.710/711	Faymonville FGN.N827/6	KSD F10 F10.1003/4	Rotar International B3.423/524
ATN F12 F12.1204/3	FB Gru F12 F12.1201/2	Kubota A5 A5.227/328	Rotzler A4 A4.400
Ausa F8 F8.808/2	Feltes A1 A1.416	Layher A2 A2.409	RUD Ketten FGN.N823/1
Autec F8 F8.807/8	Ferrari FGN.N820/1	Lectura B1 B1.144	Ruthmann 10 F10.1006/4
Avant Tecno F5 F5.513	A6 A6.406	Leguan/ Avant Tecno F5 F5.513	Saltec F11 F11.1103/7
Avtokran B3 B3.516A	FM Gru F11 F11.1103/1	Liebherr F8 F8.809-813	Sany FGN.N619/620
Baltrotors A6.104	Fraco F11.1102/1	Lift Systems FGN.N819/6	Scandlimer F10 F10.1302/1
Barin F13 F13.1302/2	France Elevateur F10.1004/7	Linden Comansa F11 F11.1103/4	Scania B4 B4.102/202
Bauer FGN.N520	Galich Autocrane JSC F11 F11.1101/1	Link-Belt F9 F9.903/3	Scanreco A4.525
Bauser A5 A5.409	Galizia FGN.N1019/3	Locatelli FNG.N1021/3	Scheuerle FGN.N828
Bencini B5 B5.300	Galmx FGN.N821/1	Lombardini A4 A3.402	Sennebogen F7 F7.712
Big Astor F12.1202/1	Geda Dechentreiter F10 F10.1004/1	LSI F11 F11.1104/3	Shuttlelift FNG.N1018/5
Bison F13 F13.1304/1	Gehl F9 F9.908/2	Maber F11 F11.1104/5	Sinomach FGN.N720/7
Bizzocchi F11 F11.1102/4	Genie F7 F7.710/711	Maeda F10 F10.1003/1	Sky Aces/Palfinger F13 F13.1304/1
BKL Baukran Logistik F11.1103/4	GGR/Unic F11 F11.1102/5	Magna Tyres A6 A6.415/516	Skyjack F10 F10.1002/3
Bluelift F10 F10.1003/3	Giraf Track/Testcentrum F11 F11.1001/1	Magni Telehandlers F12.1202/4	SMIE F12 F12.1208/4
Bobcat F6 F6.612/3	GKD Technik A5 A5.416D	Mait FGN.N622/5	Snorkel F11 F11.1103/2
Böcker F12 F12.1203/2	Goian F10 F10.1003/6	Mammoet Merchandise B.V. F11.1101/6	Socage F13 F13.1304/2
FGN.N623/3	Goldhofer FGN.N823/1	MAN Truck B4 B4.209/307	Soilmec FGN.N522
Bonfiglioli Riduttori A4 A4.117	Goodyear A6 A6.213	Manitou F9 F9.908/2	Spiersings F10 F10.1002/1
Bravi F11 F11.1104/12	Grove FNG.N1018/5	Manitowoc FNG.N1018/5	SSAB Oxelosund A6 A6.423
Brevini A4 A4.225	GSR F10 F10.1003/3	Mantall F13.1308/1	Steinweg F12 F12.1203/2
Bridgestone A6 A6.109/206	H.A.B. F11 F11.1102/1	Marchesi FGN.N829/6	Stros F12 F12.1203/2
Bridon International C2 C2.215/312	Haca A2.312	Marchetti F10 F10.1004/10	SüdLeasing GmbH F8.814/1
Bronto Skylift F12.1203/3	Harsco A2 A2.128	Mercedes B4 B4.104/204	Summer Manufacturing B3.525
Cams B5 B5.300	Hatz A4 A4.423/528	Merlo F10 F10.1008/3	Sunward F7.721/7
Cargotec FGN.N620/12	Haulotte F9 F9.903/5	MethoCad F12 F12.1208/4A	Sup Elefant F13 F13.1302/2
Carl Stahl A1 A1.337	Hawe Hydraulic A4 A4.218	Michelin A6 A6.421/518	T.C.M. F11 F11.1104/4
Casagrande FGN.N521/5	HBC-Radiomatic F7 F7.708/9	Mitas Tyres A6 A6.119	T.M.A. Winches A4 A4.407
Casar B3 B3.516B	HEK F11 F11.1102/10	MKG FGN.N830/1	Tadano Faun F12 F12.1205
Case F7 F7.713/3	Helac A6 A6.103	Moba A3 A3.227/326	TCA Lift F10 F10.1003/3
Caterpillar A4 A4.316	Hetronic F9 F9.908/5	Moog F13 F13.1303/3	Tecsis A5 A5.140
Cavotec C2 C2.428	Hiab FGN.N620/12	Motec A6 A6.221	Tele Radio D1 D1.205
Cela F13 F13.1302/3	Hidrokon FGN.N821/6	Multitel F12 F12.1203/1	Terex F7 F7.710/711
Cortex C4.119	Hinowa F11 F11.1103/3	Next Hydraulics B4 B4.211C	Testcentrum De Lille F11 F11.1101/1
Changshu Scaffolding C3.505B	Hirschmann A5 A5.205	Nicolas FGN.N828	Teupen F12 F12.1204/6
Chuangyu Kaiping Access A2.115	Hitachi Sumitomo F5 F5.515/516	Niftylift F10.1002/10	ThyssenKrupp Steel A6 A6.429
Claas FGN.N724/5	Holland Lift F12 F12.1201/1	Noblift F11.1102/2	TIL-Gruppe F8N F8.N823
CMC/Sup F13 F13.1302/2	Huddig F13 F13.1309/4	Nooteboom FGN.N1018/2	Time International F9 F9.907/7
Cobo A5 A5.410	Humbaur F8N. N829/5	Nylacast A5 A5.412B	TT Control A5 A5.529
Comansa F11 F11.1103/4	Husco F13 F13.1311/3	Oil & Steel F13 F13.1306/2	TVH A6 A6.203
Comedil/Terex F7 F7.710/711	Hydac A5 A5.425/534	Ommelift F11 F11.1102/1	Ulma FGN.N824
Comer Industries A4 A4.123/212	Hymer A2 A2.108	Orlaco C4 C4.123	Unic/GGR F11 F11.1102/5
Cometto FGN.N925/1	Hyya B4 B4.111/212	Ormet F11.1103/5	Valla F9N F9.N913/2
Continental B2 B2.403	Igus A6 A6.228	Ormig F10 F10.1006/7	Van Beest B3 B3.520
Copma FGN.N928/1	Ikusi A3 A3.200	Pagliero Multitel F12 F12.1203/1	Verope F10 F10.1002/6
Cormach FGN.N722/10	Imer F11 F11.1105/1	Palazzani F9 F9.907A/1	Versalift F9 F9.907/7
Cormidi FGN.N724/2	Imet F8 F8.807/5	Palfinger FGN.N826/5	Vertikal.Net F7 F7.708/11
Cranes & Access F7 F7.708/11	IMO Antriebseinheit A4 A4.306	Palfinger Platforms F13 F13.1304/1	Volvo Trucks C4 C4.319/719
Crosby F6 F6.617/5	Instant UpRight A2 A2.308	Panni Oleodinamica A5 A5.232	Wilbert F12 F12.1202/3
CTE F11 F11.1102/4	Intercontrol A4 A4.323	Parker Hannifin A5 A5.225/326	Wolffkran F9 F9.902/7
Cummins A4 A4.315/412	IPAF FGN.N1115/1	Paus C2 C2.327 and F5 F5.514/1	Wumag F13 F13.1304/1
Dana A4 A4.314	Isoli F13 F13.1303/1	PB Liftechnik F10 F10.1003/3	Wuxi Rapid Scaffolding C3.501A
Danfoss B4 B4.313	Iteco F11 F11.1105/1	PC Produzioni F13.1311/2	XCMG F10 F10.1005/3
Denka Lift F10 F10.1003/3	Jakob-Fahrzeugbau F8 F8.810A/811A	Pega Hoist F10 F10.1001/4	Yanmar A4 A4.415/514
Deutz A4 A4.321/416	Jaso F10 F10.1003/6	Penny & Giles A3 A3.121A	Yongmao F9.902
Dieci F10 F10.1007/1	JCB F7 F7.713/1	Perkins A4 A4.316	Youngman A5 A5.309B
Diepa A5 A5.305	Jekko F11.1103/5	Pesci F9N F9.N922/1	Zandt FGN.N825/1
Dingli F11 F1101/6B	JLG F9 F9.904/5	Pilosio FGN.N1020/1	Zarges A2.107
	JMG FGN.N914/2	Pirtek A5 A5.323	ZF A4 A4.213/312
	Jost Cranes F10 F10.1004/3	Platform Basket F12 F12.1204/5	Zoomlion F9 F9.905/2



The Isoli PTJ 605

P.C. Produzioni

P.C. Produzioni is likely to show examples from its Rough Terrain crane and truck mounted lift ranges. If you are one of those who has been asking us about where to find Lionlift spare parts then this stand is one not too miss. The company took over the Lion lift business several years ago and rebranded them under its own name.

Maeda

Kranlyft - the Maeda master dealer for Europe - will unveil an innovative new articulated mini crane as well as its entire range of spider cranes, including the MC285CGRM-2 petrol version, auxiliary winch and 850kg searcher hook for MC285-2, MC305-2 and MC405.

Isoli

Isoli is now looking to expand its range of larger truck mounted lifts, it will have the first new model in a three model PTJ range from 48 to 60 metres on show, the PTJ 605. Also being shown is the new PTJJ 36.27 mounted on an 18 tonne chassis. The unit has a three section main boom, twin telescopic jib and articulating second jib giving 36 metres working height with 27 metres outreach.

Multitel Pagliero

Multitel will launch a totally new 68

metre truck mounted platform - the MJ 680 - mounted on a standard 32 tonne chassis. There will also be a new version of the straight telescopic MT222 known as the MT222EX which features a new sub-frame and outrigger system as well as an improved working envelope.

The MJ 201 launched at SAIE last year will also be on the stand. Now in full production the first units are being delivered this month. Also on show will be a 160ALU, the 25 metre MX250 on a 3.5 tonne chassis and company's 25 metre SMX 250 spider lift.

Genie

Genie will be focusing much of its effort on big machines including a new straight telescopic boom lift which we believe will top the market with a 170ft platform height the SX170? - with a 53 metre working height. You will also see the updated Z135/70 on the big booms chassis, dubbed the ZX135/70.



The new Genie ZX135/70



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Gotcha!

Following on from last month's article on harnesses and lanyards, Ed Darwin looks at points to consider when rescuing those trapped at height and stresses the need for contingency planning.

When working at height it does not matter how safety conscious or well-trained you are there is always a risk, no matter how small, that something will go wrong and you will need to be rescued, either because you are stuck in a platform, or you have fallen and are left dangling in your harness.

EU Directive 2001/45/EC - the Temporary Work at Height Directive - (the Work At Height Regulations in the UK) places a legal obligation on employers to ensure that any work at height is properly planned. This includes planning for emergencies and rescue procedures which ensure that appropriate rescue equipment is in place or at least readily available. And yet this area is very often completely overlooked or ignored.

When it comes to planning emergency rescue procedures, all reasonably foreseeable circumstances should be considered. It is therefore important to take the time to work out what may be required if things go wrong. For example if using a very high boom lift, what happens if it breaks down? How practical is the machine's emergency descent system to use? If it uses an electrically powered auxiliary system, is it fully charged? How high can the local fire service reach if they are called out? If all else fails is an abseiling device of some sort available?

A rescue by its nature is carried out under extreme pressure, so extra consideration should be given to the demands placed upon those who have to carry it out, the training and equipment required, as well as how effective the rescue procedure is likely to be when everyone is under pressure and emotional. The key is to get the stranded person down safely, in the shortest time possible



- it is not acceptable to simply rely on the emergency services. Everyone involved with carrying out work at height - including those working on the ground in the immediate vicinity - should be fully versed with the rescue procedure and be capable of following it confidently should an incident occur.

Stranded in an aerial work platform

If stranded while working from an aerial work platform the machine's built-in emergency lowering system, usually located on the chassis, can usually be used to bring the platform

back down to ground level. It is important that employees are shown the different emergency lowering systems for the different makes, models and types of machines being used on site, as the systems on each can and do vary in terms of location and design. The emergency descent system on a scissor - or any type of vertical lift - is far simpler than on boom lifts, but everyone needs to know a) that the machine has one b) where it is and c) how it works. Boom lifts may use a combination of gravity and a hand pump or an auxiliary power system.

Their operation is rarely self-evident and often far from being user friendly. It is unusual for these systems to fail but they should be checked out every day before the machine is used, and any problems reported and a technician called to fix it.

In the case of an emergency descent system failing with people trapped in the air, a basket to basket rescue needs to be carefully considered, and might be best left to the emergency services, much depends on the state of those stranded.



A basket to basket rescue carried out in Southend, UK, due to an overload cut out

However when performing such a rescue the machine must be positioned without compromising the safety of those carrying out the rescue. The platforms of both lifts must be adjacent to each other, with as small a gap between them as possible. A second lanyard should be attached to the person being rescued before the transfer takes place and then the original detached once the new one is secure. Care must also be taken not to overload the rescue machine - which might involve making more than one trip to complete the rescue. Finally, should all of the above fail and no alternative is available, consideration should be given for the use of a controlled descent system or a crane basket rescue.

Suspension trauma

If a fall occurs and the user is wearing a harness and lanyard, the danger is far from over. Not only is there the problem of retrieving the dangling person, but there is also the added risk that they may suffer orthostatic intolerance or suspension trauma, as it is more commonly known, which occurs when a user is left suspended in a harness for too long. Blood accumulates in the veins (venous pooling) leading to the user becoming unconsciousness. While uncommon, depending on the nature of the fall and the length of time the user is immobile, the subsequent effects can result in death.

It is important to remember that if the suspended person is able to move or relieve the pressure points then the effects can be dramatically reduced. Devices such as suspension loops, can also help alleviate the effects, however it is possible that the person might be unconscious or in shock, rendering them ineffective. ZT Safety Systems' zero trauma harnesses takes a completely different approach and eliminates the use of groin straps, using calf gaiters instead, to pull the legs into a



Gordon Leicester demonstrating the ZT Safety Systems ZT harness



Suspension loops can be used to alleviate the effects of suspension trauma.

comfortable seated and unrestricted position. Although a subject of debate, due to the relatively unknown degrees of the effects which vary greatly from person to person, the risk of suspension trauma makes having an effective rescue plan ready and implementing it as quickly as possible essential.

Last month Vertikal.net reported on an incident involving the eventual rescue of two men who were stranded in a 120ft JLG Ultra boom, whilst working on a large water tower in Massachusetts, USA. The lift had for some reason stopped working, stranding the two at a height of around 35 metres, in cold, wet and windy weather conditions.

Co-workers failed to retract the boom using the ground or emergency descent controls, so the emergency services were called. They arrived with a ladder platform, but it was nowhere near high enough to reach the elevated platform. Eventually the brother of one of the stranded men climbed to the top of the water tower and abseiled down to the rim near to the platform. He then used additional ropes to allow the two men to lower themselves from the platform to the ground, touching down over four hours after they had become stranded.

Although the men were successfully rescued it revealed a lack of planning, with both the employer and employees clearly failing to consider a rescue procedure. Apparently after the rescue took place a service engineer was able to lower the platform and drive it away under its own power. One has to wonder if anyone on site even knew the emergency lowering method for the machine or not?

What should have been a routine emergency lowering procedure turned into a high risk improvised recovery, putting three men in a high risk situation. Had the incident been more severe, for example had one of the men been hanging from his harness, a four hour rescue might have ended with much more serious consequences.



A successful rescue but far from ideal



Spanset training and rescue

As part of this article I attended a Spanset harness and rescue course which, while reiterating much of the content from the IPAF's MEWP harness course that I took last month, also covered safe rescue procedures for those who have fallen and are suspended in mid-air.

A rescue can be carried out in many different ways, depending on the circumstances, location and nature of the fall. Obviously the rescue procedure for someone working in a 20 metre aerial lift and someone working on the jib of an 80 metre tower crane or off the side of a 40 storey building varies enormously. A risk assessment should identify potential hazards and take into account all possible circumstances,

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Spanset's pre-assembled self-contained Gotcha rescue kit.

before determining the most suitable system to be used. Spanset provides a range of rescue systems, alongside its practical-based training modules, targeted at the construction, offshore/oil and gas, crane, powered access, scaffolding, telecoms and utilities sectors. Its Gotcha Rescue kit for example is a pre-assembled self-contained system designed to recover a suspended person whether conscious or unconscious.

In the event of a fall a rescuer, working from distance, can attach a safety line to the suspended person and raise them high enough to release their original lanyard, before either raising or lowering them to safety. The kit is fully assembled and comprises a three fall pulley-system for a 3:1 mechanical advantage. The double pulley end is attached to a suitable anchor point using a sling and the other end is attached to the suspended person's harness attachment point. The rescuer can now raise the person up sufficiently to allow the fall arrest lanyard to be disconnected. The pulley system incorporates a brake – gri-gri or belay device – so there is no chance of a free fall should the rope slip. The stranded person can now be lifted or lowered to safety.

Should the person be unable to assist in the rescue, for whatever reason, and they are beyond the normal reach of the rescuer, the system can be attached using the 3.5 metre extendable pole that is included in the kit. The specially designed 'frog' clip which attaches

the safety line to the harness, works easily from the end of the pole. The Gotcha rescue kit allows a trained user to carry out a swift and uncomplicated recovery in a wide range of situations without needing direct access to the person being rescued.

When we practised the procedure during the training course we managed to complete the rescue within two or three minutes and without too much difficulty.

A slightly different personal rescue system that has come onto the market recently is Latchways' self-rescue harness. The device is built into the harness in the form of a back pack. If the wearer is left suspended in his harness following a fall, a parachute type 'rip cord' is pulled lowering the person in a controlled descent up to 20 metres to the ground. Suitable for when working alone, its ease of use coupled with minimal training makes it an attractive option. It is worth noting that if the user is unconscious it becomes ineffective, although it could still help a rescue to lower them if they have the assistance of another lift to follow the descent.

What to do after a rescue

The emergency services should be notified as soon as possible regardless of the rescue procedure intended to be used. This will give them the maximum time to remotely assist with the rescue as well as travel to the location, whetherto help with the rescue itself or provide medical attention afterwards. Once a rescue plan has been successfully completed, if suspension trauma is a possibility the emergency crew needs to be informed and told of the circumstances surrounding the incident.

Current thinking is that no change should be made to the standard first aid guidance for the recovery of a semi-conscious or unconscious person in a horizontal position, even if they may be at risk of suspension trauma. The sometimes quoted suggestion of recovery in a semi-recumbent or sitting position is now considered to lack any evidence base and may prove dangerous through prolonging the lack of blood return to the brain.



Spanset instructor Steve Ashley demonstrating the Gotcha rescue kit



The extendable pole and special 'frog' clip enable the rescuer to carry out the rescue from a point of safety



Latchways' self-rescue harness in the form of a back pack

Rental Shows

February as usual is the time for general rental shows, the Executive Hire Show in the UK and the ARA's Rental Show in the USA. Cranes & Access attended both, in order to check out new models, news and to gauge the mood of the industry.

The two shows were upbeat and exhibitors at both were on the whole, delighted with the results, all of which indicates an improving equipment market.

Executive Hire Show

In the UK, most of the stands and exhibits at the Executive Hire Show were dedicated to products and services that we do not cover. There were however a few access stands, including alloy towers and non-powered access and a handful of powered access manufacturers though mostly low-level. Two of these included some interesting new products, the three metre working height APS X-Step and 3.5 metre new Power Towers Pecolift (see C&A February). Both new lifts target buyers currently using podium steps, mobile steps and stepladders and neither use hydraulics.

The X-Step uses a small sealed battery clipped into the frame that



The APS stand with the new X-Step

powers an electric lift cylinder more commonly used for hospital beds and dentist chairs. As a result it is amazingly quiet and smooth and being fully enclosed, clean. The company says that the battery is good for around 80 lift cycles depending on the weight being lifted. However a spare battery is carried in a storage point on board and can be changed in around 30 seconds – yes we watched it being done! The unit has an all up weight of 85kg but this can be reduced to 75kg by the quick removal of the guardrails, which also allows it to be carried in the back of a car or van. The X-Step is likely to sell for around £1,400 in the UK depending on quantity.

We covered the Peco lift in detail last month. It uses no power at all and costs a little more than the X-Step but it has a better platform



The Pecolift was clearly the star of the Power Towers stand

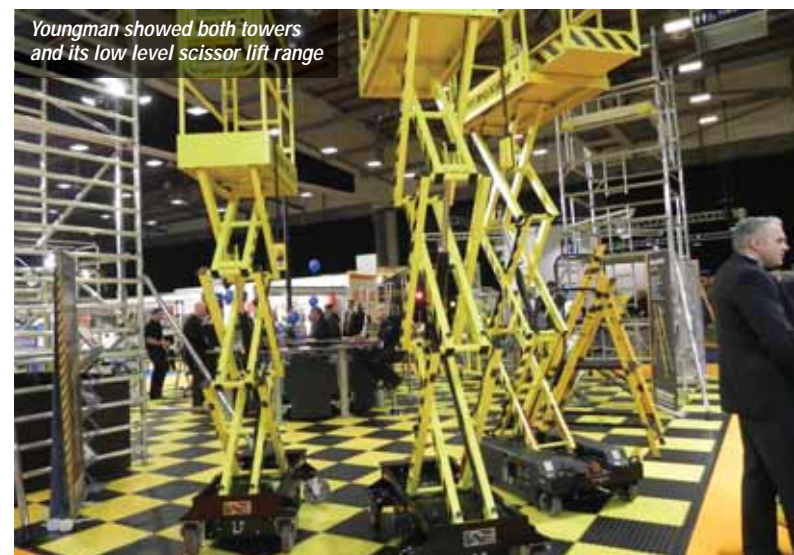
UK distributor for the American-built PowerLift, the electric drill powered push-around mast lift for which he is expecting a 200 unit order from one of the major general rental companies. Manitou with a telehandler and aerial lift on display said that it booked a 12 unit order on the stand from access rental company AFI. Youngman had its usual large stand showing its range of towers, push around and self-propelled Boss scissor lifts, podiums and steps. Mobile tower manufacturers Euro Towers and Lyte had a substantial presence while Imer UK had a mixed display of aerial lifts and its general construction products. AFI Resale took a stand for the first time and focused on used equipment and



The Access Company is now the UK dealer for the PowerLift



Youngman showed both towers and its low level scissor lift range





KFS showed its van based low bed equipment transporter

services. Another new exhibitor was rental company Peter Hird with its Valla pick & carry cranes, spider lifts and platforms. It says that while visitor numbers were low, it had some excellent rental contract discussions.



Carl Cooper of Peter Hird and the only crane on display at the Executive Hire show – the 2.5 tonne Valla 25EL

Rental Show

Over in Las Vegas a few days later the Rental Show was a total sell-out with around 30 exhibitors disappointed. The show was held at the new Sands Convention centre, an excellent venue but, clearly not quite large enough. On the opening day the lines of visitors waiting to register or enter the show were at levels not seen for many years. And most exhibitors were kept busy all day with deals done in a very positive atmosphere. However in terms of new products and news this was one of the duller shows for a long time. Genie showed off a new heavy-duty telehandler built in Italy and initially for the North American market. There were three Hy-brid scissor lift prototypes on the Custom Equipment stand which looked very interesting and MEC showed its new large scissor lifts and ... actually that is about it! For most visitors though many of the exhibits were new. Niftylift was out in force as usual with a huge stand and unveiled the US version

of its new 45ft boom - the HR15 in Europe - but the HR45 in the US. The unit on display boasted the company's hybrid power pack and attracted a good deal of interest. It said that this year most of the visitor interest centred around its self-propelled boom lift range, whereas traditionally the rental show has been stronger for trailer lifts.



The 60ft MEC Titan 60 and the substantial 5492 scissor lift were both new



The new Niftylift HR45 Hybrid (HR15) was star of the stand



Niftylift had one of the larger stands at the show

Skyjack had a good deal to talk about and showed the first production unit of its 63ft articulated boom, the SJ63B which was shown as a prototype last year. It also announced that it will shortly produce its 250,000th scissor lift and in order to celebrate launched Quest 2013 to find the oldest Skyjack machine still in regular use. The prize for the owner/finder? A brand new scissor lift.

The new products on the Custom stand including a revised version of its popular HB-1030 and the more recently introduced 14ft platform height HB1430 self-propelled scissors. However of most interest was the new



Lyte Ladders & Towers and Euro Tower waved the flag for ally scaffold towers

HB-1230 which it claims is lighter in weight yet just as compact as the 12ft mast lifts currently on the market while offering a full length platform with slide out deck. The other novelty was the HB-P527 a special compact push around lift designed for a major UK general

Genie surprised a few with the launch of a new online operator training programme that it is rolling out in the USA and Canada. The programme - which it will sell to rental companies and dealers includes an interactive online theory session with an exam which demands 100 percent accuracy for a pass. This must then be followed up with a half day practical training session with a Genie certified trainer in order to gain a trained operators card. Genie's new heavy-duty telehandler, the 15,000lbs/6.8 tonne GTH 1544 which has a maximum lift height of 44ft/13.4 metres seemed to attract a good deal of attention.



The Custom Equipment HB-P527 offers 2.5 metre working height in an ultra-compact package

rental company with a 27 inch (685mm) overall width and 5ft platform height for a 2.5 metre working height.



Skyjack launched its Quest 2013 to find the oldest Skyjack scissor lift still working- presented by its longest serving employee Sid DeWay who was the company at the start in 1985



Custom Equipment's new HB-1230 will be a very interesting addition to its product line



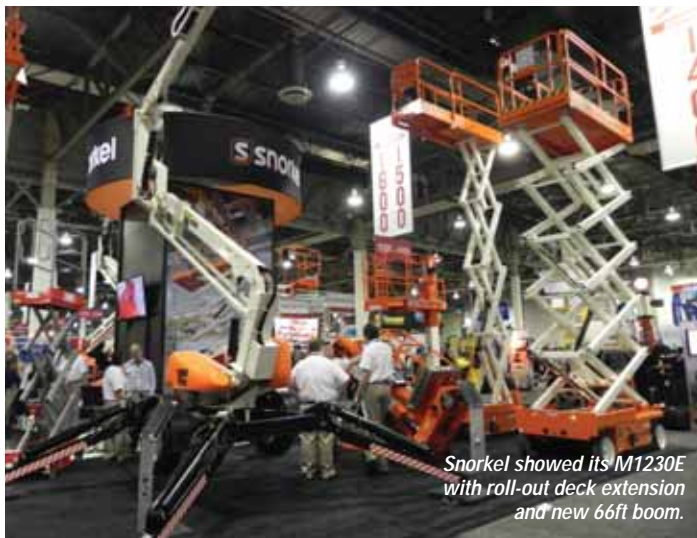
Genie unveiled the new GTH 1544 heavy duty telehandler



JLG focused on its RS scissor lift range, small booms and spider lifts

JLG did not specifically highlight any new products, but focused its efforts on the RS no-frills scissor lifts that are now said to be selling for as much as 25 percent below its top of the line ES range – although

which is all steel is solid and gives confidence. The company also showed the production version of its T66JRT telescopic boom lift. The Haulotte stand was stacked out with product and was busy most of



Snorkel showed its M1230E with roll-out deck extension and new 66ft boom.

the company would not comment on that claim – and its Hinowa-built spider lifts that are now beginning to take off in the North American market.

Snorkel had a substantial stand with its upgraded 12ft M1230E which now features a roll-out deck extension. Extensions on this size of machine tend to be a little on the 'rickety' side with plenty of side to side movement. However this one,



The Bravi Leonardo equipped with its powered plasterboard handler

at the time, but had little new to talk about. One surprise was the North American launch of the Cormidi spider crane/platform which attracted a great deal of interest. Bravi had a good show and highlighted its plaster board/Sheet Rok installer attachment of which it has now delivered more than 100 units.



The launch of the Cormidi spider lift/crane in the USA was a surprise



C&a rental shows

There were few crane buyers at the show to see Badgers new 15 ton cab down RT crane

Another surprise was the appearance of a Rough Terrain crane at the show in the form of Badger/Manitex. The company launched its new 13.6 tonne cab down Rough Terrain crane – the CD4415. The unit features a 19 metre main boom and 21.6 metre maximum tip height with swing-away extension fitted. Not surprisingly the interest was low with few crane buyers attending.

Moving away from the hardware IPAF, the ARA, AEM and SAIE launched another Best Practice guide, this one for Workplace Risk Assessment and Aerial Work Platform Equipment Selection. Full details of the new guide can be found on the web sites of the four associations. Finally SmartEquip the web portal for spare parts and parts manuals etc had a busy show and announced both its re-launch in Europe and the fact that it had signed Ramirent up for its parts selection and ordering programme, starting out in Sweden. The company was also in deep talks with Germany's Zeppelin/Cat Rental store.



An 18m Platform Basket spider lift soars into the ceiling



The Sumner stand



The new Best Practice guide to risk assessments and aerial lift selection.



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SmartEquip is re-launching in Europe

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BS7121 Part 2 – Draft for Public Comment

The draft of the Loader Crane section for BS7121 Part 2 has recently been released for Public Comment.

Covering the subjects of Inspection, Maintenance and Thorough Examination, BS7121 Part 2 has been undergoing a detailed revision for approximately the past 18 months. For the first time, a more distinct separation has been made depending on crane types and this has resulted in a modular Standard which covers each sector in significantly more detail, e.g. BS7121 Part 2-1 (General), BS7121 Part 2-3 (Mobile Cranes) and BS7121 Part 2-4 (Loader Cranes).

ALLMI technical director, Alan Johnson who represents the association on Working Group MHE/3/11, the panel formed to address the issue of crane safety and testing said: "The modular approach to constructing this Standard means that each industry sector can provide far more detailed guidance and recommendations in relation to that particular type of crane. Furthermore, it permits a much greater emphasis on the requirements for effective maintenance, which we strongly endorse."

Certain parts of the new Standard have already been released, including the General section, Mobile Cranes, Tower Cranes and Overhead Travelling Cranes. The Loader Crane section, BS7121 Part 2-4, was released as a Draft for Public Comment on 1st March, with an end of April closing date. ALLMI is now seeking comments and suggestions from its members and the industry as a whole, in order to form a unified response, prior to the document's final editing and release.

For a copy of the draft Standard, please contact ALLMI.



Emerson receives AP course as Op Comp Prize

As part of the prize for Kevin Bennison's success in the ALLMI Operator of the Year Competition 2012, employer Emerson Crane Hire received a free ALLMI Appointed Person course for five of its staff. Bennison, one of the delegates said: "We already had knowledge and experience of the role and duties of the Appointed Person, but it was extremely refreshing and beneficial to attend a course which is totally focussed on lorry loader lifting operations, we were very impressed."



"The course has a value of several thousand pounds, which together with the publicity we've received, the use of the Operator Competition logo, not to mention the cash prize and trophy for myself, taking the time to attend Vertical Days and take part in the event was definitely worthwhile and I intend to have another go this year."

The ALLMI Operator of the Year Competition 2013 takes place at Haydock Park on 26th & 27th June.

Surge in membership growth for ALLMI

Further to yet another excellent year of growth in 2012, the start of 2013 has seen a surge in membership applications for ALLMI with no sign of slowing down. A recent addition to the membership is Cooper Mobile Services, which joined ALLMI in January. Jonathan Brimble, the company's business development manager, said: "Our engineers have vast experience with lorry loaders and have been testing the equipment for many years. However, access to ALLMI's Thorough Examination training will allow them to further sharpen their skills and also achieve a recognised form of accreditation, which is of critical importance to us. The training is just one of the many membership benefits we're planning to utilise and although we're new to the association, we are already confident that being part of ALLMI will become increasingly valuable in our efforts to continually raise our standards, keep abreast of technical and legislative developments and have input into an industry which is crucial to our business."

ALLMI chief executive Tom Wakefield adds: "We are extremely happy with the start to the year and we certainly hope to maintain this growth rate throughout 2013. As an association, we feel that our voice is continually gaining strength and that our profile is being raised year on year. I'm pleased to say that we're continuing to build upon our already high levels of service and that the case for joining ALLMI is stronger than ever, which is reflected in the growth we're experiencing."

HMF joins the ALLMI Village

HMF is the latest ALLMI member to sign up for Vertical Days, joining four other manufacturers already committed to exhibiting in the ALLMI Village - Palfinger (T H White), Atlas Cranes UK, PM and Cargotec.

HMF managing director, Ian Roberts, said "We've exhibited at several Vertical Days since its inception and it's been a pleasure to see the event grow and develop during that time. We've always found it to be very effective and the specialist nature of the show means that every visitor we speak to has a genuine interest in lifting operations, making exhibiting a very worthwhile investment. The developments made to the show and the ALLMI Village last year had a very positive impact on visitor numbers and product enquiries, and with further improvements planned for 2013, we're very much looking forward to taking part in what we expect to be the best Vertical Days to date."



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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.

Lack of training costs £8,700

A court has issued fines and costs totalling more than £8,700 against Fastrac Profiles of Willenhall, near Wolverhampton, UK, after its employees were photographed working at height without any protective measures or relevant training. The refurbishment and shop fitting company had instructed two of its employees to carry out work on the roof of a large furniture store in Cannock, in September 2011, when they were spotted and photographed by a concerned member of the public.

A complaint was made to the Health and Safety Executive, which visited the premises and found that the two were not trained to work on roof repairs, had no access equipment or fall protection, that the work was poorly planned and that no risk assessment had been carried out. Although there had been no fall or injury the court ruled that the two employees, plus others working below them, were placed in unnecessary danger. The company pleaded guilty to breaching Work At Height Regulations 2005.

HSE Inspector Alastair Choudhury said: "Falls from height are a significant cause of fatalities and serious injuries. The risks involved with work at height are entirely foreseeable, and it is essential that proper planning, assessment and training is undertaken to reduce these risks. Those who neglect to do this, like Fastrac Profiles, and who don't provide a safe system of work put workers at serious risk. They are clearly failing to comply with the required standard. I would like to thank the member of the public who brought this to our attention because the situation had the potential to lead to serious or fatal injuries for both men."

Nationwide Platforms expands apprenticeship scheme

UK-based Nationwide Platforms is expanding its range of apprenticeship schemes and adding to the five apprentices that it currently employs in functions as diverse as workshop engineers, finance, training and HR.

The latest opportunities have been made available through the Hire Association of Europe's (HAE) Shared Apprenticeship Scheme, with delegates placed in hire desk controller roles and encouraged to develop customer service skills and operational knowledge, whilst also completing classroom training with the industry association. The company will also shortly start recruiting its latest wave of engineering apprentices to its annual three year programme, now in its 16th year. Operations director Peter Douglas said: "As market leader in our field we feel that it's very important to introduce young and talented people into our industry, helping to introduce, support and develop new success into our business and sector for years to come."



Some of the team at Scotland's - Some of the first apprentices in the HAE Shared Apprenticeship scheme

Liebherr GB in top 100 UK employers

Liebherr Great Britain was 96th in the Sunday Times 100 best companies to work for in the UK for 2012. The chart is compiled based on a number of factors rated by each entrants' employees.



A group of Liebherr apprentices



IPAF is trialing an online version of its PAL theory training

Online operator theory

The International Powered Access Federation has announced that 1,040 operators have completed the theory part of its training programme online, in a trial run by US rental company NES.

After having completed the training, delegates still had to take the supervised theory test at an IPAF accredited centre and then complete the practical part of the programme in order to qualify for a PAL card/licence. 1,000 of those completing the online training passed the theory test and qualified for cards. NES now plans to trial the programme with customers, with the written test and practical session taking place in Florida this month.

The move follows the launch of Genie's Lift Pro programme at the Rental show in Las Vegas in February. Its programme also allows students to take the test online before heading to an approved training centre for the practical training and test.

Who trained him then?

Two men trying to get a heavy blower unit onto or off the roof of this food store in La Jolla California. The lifting device? A fully extended 19ft scissor elevator type lift with a plank across its guardrails. So many things could have gone wrong with this, all for the want of the right tool for the job.



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HSE incident analysis reports: Entrapment risks being addressed

The UK Health & Safety Executive (HSE) recently published two reports focusing on aerial lifts: *RR961 Mobile elevated work platform incident analysis* and *RR960 Mobile elevated work platforms – Phase 3*.

The reports examine known fatal and serious accidents reported, in an attempt to identify actions that need to be taken to address the potential for sustained involuntary operation of controls and entrapment/crushing. IPAF welcomed the reports and notes that industry is also examining causation factors. Following the Strategic Forum's Best Practice Guidance for MEWPs: *Avoiding Trapping/Crushing Injuries to People in the Platform*, IPAF has produced and distributed guidance on the selection of anti-entrapment devices. IPAF's accident reporting database, updates to the IPAF MEWPs for Managers course, the launch of the PAL+ advanced operator course for those working in challenging environments, and research being undertaken by the IPAF Manufacturers' Technical Committee into the functionality of aerial lift controls are all measures being taken to address the risk of entrapment.



Guidance on anti-entrapment is available at www.ipaf.org

Environmental issues and aerial lifts

IPAF members now have access to a collection of resources on environmental and sustainability issues relating to the powered access industry at the members only area of www.ipaf.org.

Documents currently featured include sample environmental policy statements, pollution prevention guidelines, and an explanation of the Non Road Mobile Machinery Directive 97/68/EC with regards to exhaust emissions and how to recognise what category of engine is fitted to a particular work platform.

Visit the IPAF Safety Experience at bauma

The IPAF Safety Experience at bauma will feature a walk-through learning experience on how to use powered access equipment safely and effectively.

The IPAF stand N1115 in the outdoor area will highlight the "Spread the load" campaign promoting the correct use of spreader plates, share results and findings from the accident reporting database and provide a meeting point for members. Please do visit us!



IPAF instructor officer Margaret Caton retires



Margaret Caton has provided guidance and support to many IPAF instructors during her years of service to the Federation.

Margaret Caton, IPAF instructor administration officer, will retire at the end of March after more than 15 years of dedicated service to IPAF. Caton joined IPAF in July 1997, when there were just four employees: former managing director Paul Adorian, Jean Harrison, Sue Heath, who retired in June 2009, and her.

That year just 3,266 cards were issued. There were 14 training centres and around

15 to 20 instructors, all based in the UK. The introduction of the plastic yellow PAL Card (Powered Access Licence) saw the programme take off in 1998, with 5,636 cards issued that year. "Our greatest asset was the ability to turn cards around within 24 hours," recalls Caton. "People were happy that they got their cards almost immediately and the training programme became very popular. IPAF has grown beyond belief over the years."

Over the years she has taken great satisfaction in providing assistance to IPAF instructors – signing them up, offering guidance and ensuring that their paperwork and documents are in order. "They are a great bunch of guys, without them, the IPAF training programme wouldn't be the success that it is. I'll miss working with the instructors, she added."

IPAF chief executive Tim Whiteman said: "Thank you, Margaret, for all your enthusiasm and effort. You opted to work beyond what was then the official retirement date and gave us support throughout those additional years. I think everybody will agree that you have made a very important contribution to the success of IPAF and will want to join me in wishing you a very happy and enjoyable retirement."

Snorkel presents business plans at IPAF regional meeting

Mark Yarnold, Snorkel's district manager for UK & Ireland, presented Snorkel's business plans for 2013 and beyond, while welcoming attendees to the IPAF North East regional meeting in February.



At the North East regional meeting (left to right): Peter Douglas, Nationwide Platforms; Mark Yarnold, Snorkel; Giles Councill, IPAF; and Martin Wraith, INATIV.

Martin Wraith, operations director of INATIV, provided an overview of the Driver CPC and the requirements of the European

Directive. He looked at training options that employers and employees have to ensure compliance and explained how IPAF training centres can use the IPAF courses to get these accredited as Driver CPC training hours.

IPAF regional meetings are open to both members and non-members, and end with a networking opportunity and light buffet supper. The next regional meeting will be held on 9th May in the West Midlands. Register in advance at www.ipaf.org/events

Safety from the Top

"Safety from the Top" is the theme of this year's IPAF Summit, which is being held with the International Awards for Powered Access (IAPAs) in Miami, Florida on 26th March 2013. Details at www.ipa-summit.info

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Low-level work platforms: PASMA 250 set to raise standards

It is March and the official launch of PASMA's much-anticipated PAS 250, the Publicly Available Specification for low-level work platforms, commonly referred to as podiums or pulpits. Sponsored by PASMA, facilitated by BSI Standards and published under licence from the British Standards Institution (BSI), it sets out the minimum safety and performance requirements for these essential, everyday access products.

Championed by the PASMA technical committee, the other organisations involved in the development of the specification included the Association of British Certification Bodies, the Health and Safety Executive, Hire Association Europe, Ladder Association and the UK Contractors Group.

Joy Jones, principal inspector, HSE Construction National Safety Team, says: "We share PASMA's concern over this issue and welcome PASMA's initiative. Our inspectors have come across workers using products that do not meet minimum health and safety requirements. Falls from height are a major cause of death and injury within the construction industry and duty holders must ensure they are complying with the law and protecting themselves and their workers."



Intensive roll-out and launch campaign

The launch of the new specification is being supported by an extensive marketing campaign that will run until the end of May. It embraces press relations, website and social media activity, posters, fact sheets and seminars. PAS 250 will also feature on the association's stand at this year's Roofex, Safety and Health Expo and Vertikal Days events. The new PASMA app will also be used extensively to deliver the campaign's messages.

In addition to the introduction of PAS 250, another issue must also be addressed to influence the statistics for falls from height at low levels. The second is that everyone must accept that these products have their limitations and, like any other work at height equipment, employers have a statutory obligation to ensure that anyone who uses them is competent and aware of the factors that can influence their safe use. This can only be effectively achieved through training, which is why PASMA offers a half-day course dedicated exclusively to low level access. There is also a safety and best practice DVD. Accidents can and do happen even at low level.

PAS 250 and the low level access DVD can both be purchased from the PASMA website. Visit www.pasma.co.uk

Diary Dates

PASMA will be representing its members and the mobile tower industry at large at the following events in 2013.

Roofex: 1 - 2 May at the NEC, Birmingham.
www.ukroofingshow.co.uk

Safety & Health Expo: 14 - 16 May at the NEC, Birmingham
www.safety-health-expo.co.uk

Vertikal Days: 26 - 27 June at Haydock Park
www.vertikaldays.net



High sales but no standard

Podium type work platforms came into widespread usage following the introduction of the Work At Height Regulations in 2005, which led to a growing demand for low-level access products for use by a single person with side protection.

The designs that emerged were developed in the absence of any formal standard, and whilst many do provide a safe solution to low-level access, there are features on some of them that need to be improved by adherence to relevant and specific minimum design criteria.

PASMA's technical director, Don Aers, who has been directly involved in the development of the standard said: "Unfortunately, wherever there is high demand for a product, and no existing standard in place, there is always the risk that some designs may not meet even the most basic of safety criteria."

"In the absence of a minimum standard, these can be marketed and distributed freely, potentially exacerbating the already concerning accident statistics for low level work at height. PAS 250 addresses that issue and sets the standard for low-level access equipment. Now there is no excuse for using podiums that jeopardise safety and that can put users at risk."

What should you do?

In the first instance if you are either using podiums or stocking podium type equipment, contact your supplier or manufacturer and ask them to confirm that the equipment you have is PAS 250 compliant. If the equipment is not compliant it is advisable to consider arranging to have them replaced. All relevant PASMA manufacturing members now have solutions in place regarding compliant PAS 250 equipment.



As a PASMA member, if you have an interesting or unusual story to tell about towers and tower training, please send it to michael.fern@asma.co.uk

Medical fitness for operators - a guide

The CPA has published new guidance on medical fitness requirements for operating construction equipment. The guidance 'Medical Fitness to Operate Construction Plant' has been prepared on behalf of the UK's Strategic Forum Plant Safety Group in conjunction with the Health & Safety Executive, the UK Contractors Group, Constructing Better Health and others.



The guidance is intended to provide clarity on the medical fitness assessment process, and outlines the steps that should be taken by employers to ensure that crane and equipment operators have an appropriate level of fitness for the job. It comprises 13 sections with 11 Annex documents.

Medical fitness and recruitment.

The difficulties surrounding medical fitness and recruitment are covered at length and there is a guide on what is deemed appropriate content for job advertisements - for instance the job specification must accurately reflect the requirements of the job. If a skill test is required as part of the interview, this must be clearly stated. It advises that application forms cannot ask questions about health and fitness unless they relate to a characteristic that is essential to the job and talks about selection for interview, the interview itself and evaluation of candidates.

A crane operator's medical fitness and the specific requirements of the machine are critical and a holistic approach to the individual operator is essential. For example different levels of fitness and ability are required for mobile, crawler and tower cranes.

CPA senior manager Kevin Minton said: "A good example of this is where a plant company is recruiting tower crane drivers - it would be lawful under the equality act to ask about disability or health on the application form if the questions related directly to climbing ladders to a significant height, as this is intrinsic to the job. However, asking general questions about a candidate's health history would not be lawful."

"Another consideration when working with tower cranes would be - is the operator comfortable with long periods of isolation working in his cab. Concentration and the ability to stay aware are also of extreme importance. Good hearing and vision are also essential for all crane operators. A crawler or mobile crane operator would need the ability to climb just a short distance, but would need the ability to exit a restricted worksite in an emergency."

Planning routine health assessments

The guidance also deals with planning, setting up and implementation of medical fitness assessment arrangements and managing those employees who develop health problems whilst at work. Contents include advice on



medical standards, and choosing an Occupational Health Service Provider (OHSP), which is an essential part of the medical assessment process. The guidance recommends that medical fitness assessments are normally carried out at three year intervals, regardless of age. Striking a balance between ensuring that medical assessments are frequent enough to identify changes but not so frequent that they discourage employees or become an unnecessary expense.

Evidence of medical fitness for customers

One of the purposes of medical assessments for equipment operators is to be able to demonstrate to customers renting operated plant, that the operators they are effectively hiring, are medically fit to undertake the tasks that they are asked to do. All of the guidance in the document is aimed at managers of both large and small organisations, particularly those who might not have access to an HR (Human Resources) department.



The document is available to download free of charge on the CPA website: www.cpa.uk.net

Next month this page will come back to the revised CPA guidance 'Rescue of Personnel from Height on Tower Cranes'. In last month's issue an error occurred with a PDF transfer which corrupted the article covering this subject. It will also report on the tower crane interest group meeting scheduled for March 21st.



The Construction Plant-Hire Association - the CPA - is among other things, the UK's crane association and one of the more active members of ESTA, the European crane and heavy transport association.

Perfect adjustment

Knott-Avonride, the UK subsidiary of German trailer component manufacturer Knott, has developed a new self-adjusting, auto-reverse braking system for trailers fitted with inertia brakes. When the towing vehicle applies the brakes the new system is triggered to provide the optimal braking adjustment for a smooth braking movement. The automatic adjuster also compensates for worn brake linings to prevent a jerky and overrun braking action. The system is also said to ensure a consistent wear of the brake shoe lining which eliminates the need to manually adjust the clearance between the brake lining and the brake drum.



Knott's self-adjusting system eliminates jerky and unbalance braking.

When the vehicle is reversing the expander lock opens and the self adjustment device disengages, avoiding common reversing issues associated with poorly adjusted brakes such as damaged couplings and linkages due to trailer shunting.

The system is easy to install and simply replaces the original brake and adjustment device inside the wheel drum. It is also available as a retrofit for the company's 200x50 brake kit.

A hard hat



Tractel's latest addition to its safety equipment range

Tractel UK has introduced the TR2000 hard hat to its range of height safety equipment. The hard hat, manufactured in Switzerland and tested in Germany, has been developed to solve the issue of the visors standard hard hats that restrict the vision of users looking up.

Made with moulded ABS fibre the lightweight hard hat is designed for general industry use but is also well

suited for electrical installation. It has a fully adjustable, four point chin strap, ratchet adjustment as well as a replaceable sweatband and is said to provide excellent ventilation. Additional features include an integrated clear or tinted visor, mounted ear or in ear defenders and head torch mounting clips. The TR2000 is currently available in three different colours, red, blue and white.

Compact electric drive motor



Bonfiglioli's new electrical traction solution.

Bologna based gear motor and drive system manufacturer Bonfiglioli has designed a new compact three phase electric motor driven wheel hub for aerial work platforms with working heights ranging from five to 27 metres. The two or three stage hub has an integrated mechanical clutch, which offers a reduction ratio of up to 1:95, and is coupled to a low voltage BT series three phase AC motor designed specifically by Bonfiglioli for traction applications, with voltages from 16 to 53 volts.

The combined drive unit features an integrated temperature and speed monitoring system and electronically controlled brake. It is said to be very easy to install and can even be engineered as a

replacement for existing hydraulic drive units. The product is aimed at those manufacturers looking to benefit from the longer battery life and lower noise levels that direct electric drive systems offer.

Spooling a reel

Conductix-Wapfler has designed a quick attach/detach double hose reel for mobile cranes that use hydraulic luffing jibs. Fitted to the base boom section, the spring-drive reel is used to supply hydraulic lines to the luffing jib.

Specific to the crane size as well as its application, reels can offer up to 70 metres of spool length which, the company claims, is currently the largest spring-drive reel available on the market.

Should the hose tear or come free the safety slings prevent the spring action from causing uncontrolled rotation of the reel. The system has also been pre-tensioned and is ready for immediate use. The reels can also be used for wire data



Conductix-Wapfler's double hose reel attached to a Tadano Faun ATF90G-4 All Terrain crane.

transmission, measuring the length of the lifting equipment or used to supply power to the crane's boom for lighting etc.... When not in use the reel can be easily removed and stored in designated rack on the crane.

enquiries

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

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

GOING UP IN THE WORLD

A history of Simon Engineering, the development of the powered access industry and a lifetime as an engineer, by Denis Ashworth

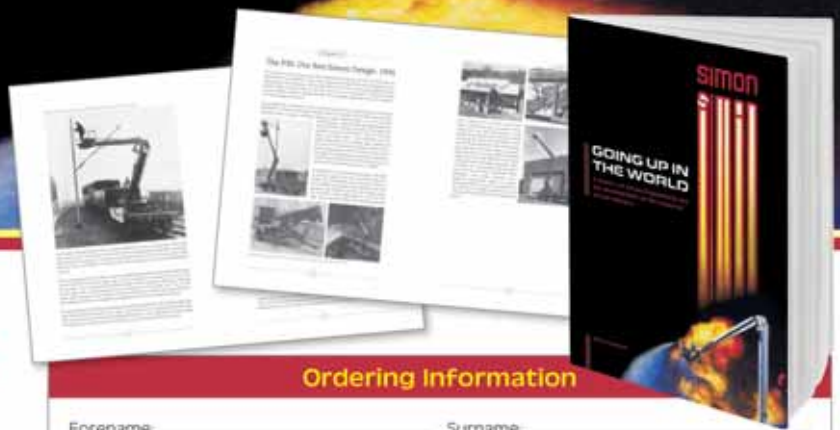
Ashworth was a keen engineer and from an early age found himself in at the very start of the modern powered access industry.

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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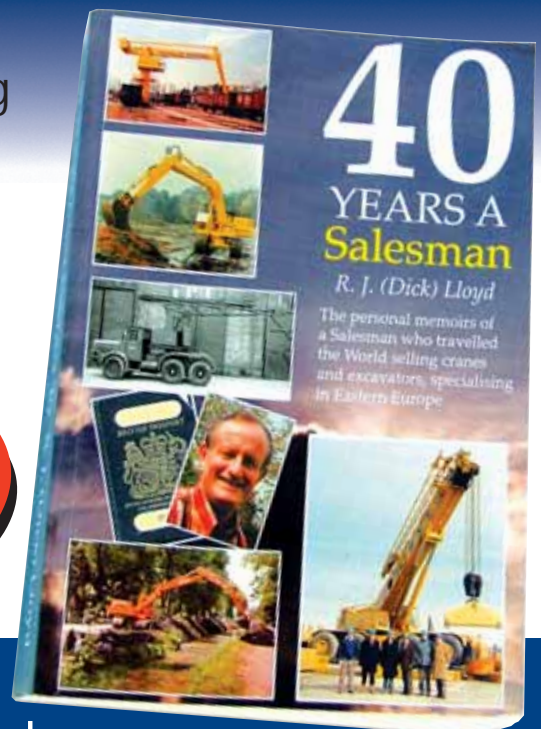
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Liebherr 112 EC-H

The Liebherr EC-H tower crane scale model by Conrad first appeared some 20 years ago and has been updated several times since then. It has recently been re-released in the colours of the Vinci Group. The model is 1:87 scale to keep the overall size reasonable at some 600mm high and 620mm end-to-end.

A printed sheet of instructions is supplied and assembly is straightforward with the fit of some parts being necessarily tight in order to maintain a good geometry. An interesting inclusion is sticker sheets which allow any of 40 different company names from the Vinci Group to be displayed on the counter-jib signboard.

The base section is a free standing cruciform with heavy ballast blocks providing the stability. The tower sections are joined together with tiny pins which rely on friction and three different tower heights can be constructed. The tower's lattice is realistic but there are no internal ladders. A climbing frame is permanently attached to the slewing platform, although the scaling seems a little off. A capacity/load chart board clips on to the bottom of the tower to provide detail.

The cab is good with a fully modelled internal structure, including an

operator's seat and controls, and the A-frame above looks the part.

The counter-jib has some basic detail with an electrical equipment cabinet and hoist motor and underneath there is a good lattice frame with holes for attaching a plastic signboard. The main jib comes in two sections which join well to produce a good straight geometry. A nice aspect is the metal interlocking jib guy rods and they look good.

The trolley is plastic with tiny plastic sheaves, but it looks fine, however the hook block is a very old style with the rope going through an eyelet rather than the block so it does not appear very realistic. However it does have chevron graphics.

The crane slews well and the trolley can be positioned manually along the main jib. Turning a knob on the counter-jib raises and lowers the hook.

The casting, paintwork and graphics are good and the Vinci colour scheme certainly makes for an attractive looking model. It has been produced as a limited edition of 250 models and is available from the Vinci webshop for €99. Another version in the colours of the Vinci Belgian subsidiary Van Wellen is €120 with only 100 models made.

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

Cranes Etc Model Rating

Packaging (max 10)	8
Detail (max 30)	16
Features (max 20)	12
Quality (max 25)	15
Price (max 15)	8
Overall (max 100)	61



Cruciform base



Realistic profile on the skyline



Parts in the box



Excellent straight main jib



Vinci signboard fitted



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Readers Letters



Highly accredited

Dear Sir,

I have just read your article "Highly accredited" and tend to agree that gaining accreditations is less news worthy than it once. HOWEVER.....

On a personal note I must say you have touched on a hobby horse of mine that was a growing problem in a previous company I worked for and I know it still is for many rental companies – from conversations I have had at IPAF and other industry meetings.

It can take almost 50 percent of one persons time filling "supplier request forms" to keep up with this. Even if you save all of the relevant information in a folder or on a stick, the majority of companies we supplied still insisted on having their own form filled in!!! Bureaucracy gone mad! Many of the larger companies and all the "blue chip" companies then required that the rental company gained a specific accreditation before they were accepted as an approved supplier.

And where is the value in gaining ISO 9001, 14001 and OHSAS 18000 as the contractors want to see these accreditations as well their chosen accreditation scheme....or at the very least evidence that you are "working towards" achieving them.

In these "recessionary times" when cost is under the microscope.... the number and cost of accreditations that rental companies are now expected to gain before they can supply to individual contractors is out of hand and in my mind a "money making affair". It would be interesting to see how many of the contractors gain financially from this process. Achilles is the worst - they charge for all three as separate audits yet they ask 90% the same questions. The registration cost alone to gain all three Achilles accreditations was in excess of £7,000 a few years ago!

All the schemes vary very little in the detail and evidence they ask for yet many rental companies will have to gain them all if they wish to meet

and supply specific customer requirements. What I also find frustrating/ridiculous is such schemes were designed as contractor approval schemes – for a major contractor to select and approve sub-contractors. Duty of care CDM and all that.

The majority of UK rental companies are not contractors but "suppliers" yet are still asked to gain "contractor" accreditations. Such as Safe Contractor, Achilles Link-up (rail), Achilles UVDB verify (Utilities), Achilles Building Confidence (construction), CHAS etc....

There needs to be a programme where each accreditation scheme recognises the other schemes as equal/comparable and thus contractors do not demand a particular accreditation but will accept any one accreditation as long as it is to an "agreed standard".

The access industry is crying out for one scheme that is nationally respected and has real value and will prevent all this money making, time wasting box ticking bureaucracy. Sorry for the rant – but I think it is something that many other rental companies have an issue with.

Name withheld at correspondents request.

This letter came in as a result of a comment we made about the number of Access rental companies gaining or retaining Achilles and other types of accreditation. While admirable it is no longer news when this happens. We have also been critical in the past of the proliferation of these schemes, particularly in the UK where it has become a money spinner for the accreditation companies. It would be a real plus if IPAF and ESTA/CPA could have their own accreditations – such as IPAF Rental + approved by all the major contractors. We would be very interested to hear more views on this subject.

Fair in love and war?

Hi Leigh,

Just read your article, "what's fair in love and war".

As I was reading it, I was wondering if you didn't have one or two rental companies in mind?? I certainly did as I read it!!

I can tell you for a fact, one major player has tried the "bully" tactics in Central Europe, and it has backfired on them spectacularly as you say quite often happens. However, a more worrying situation in my view is where "two" major companies work together to dominate an entire region/market/country, and I can also tell you for a fact, that is going on in a country not too far away from where I am based.

Name withheld for obvious reasons

The practices we referred to are illegal even when one dominant player is doing it, if two majors team up it moves up to a whole new level of illegality. We are seeing what we can find out.

Simon S300 parts

Dear Sir,

We are owners of cranes & platforms and I need your help with my platform Simon S300. I am looking for its main hydraulic filter. This machine was imported to Cyprus from the UK and came without a filter. I would really appreciate it if you could help me to find one.

Regards

Pavlos Charalambous

Marinos Antoniou Lifting Services Ltd

We gave Mr Charalambous a couple of suggestions but as of a week before going to press he was still struggling to find a source of parts for his Simon S300 if any readers can help we would be happy to pass on your details.

Readers Letters



Harnessing safety

Hi Mark,

Hope you are keeping well.

Just a bit of feed back from reading this month's Cranes & Access – I would prefer if my name was not used. I read with interest the reference to JLG stating "JLG will show its 24.6 metre articulated boom JLG 740AJ boom..... it incorporates a fall arrest rail around the top of the platform, allowing operators outside the platform while remaining tethered."

Does this mean that JLG approves exiting the platform at height?

I also have a number of issues with the article entitled Harnessing safety including comments such as:

"one of significance in Europe is the 2005 Work at Height Regulations" – it does not make clear that the WAH Regs are only relevant in UK and were the result of the EU directive 2001/45/EC. The author then incorrectly refers to them as the "working at height regulations".

Also in the same article "most take precautions at heights of over 20 metres, while few consider it when working....."

I think the author meant two metres!!

It is a shame that the IPAF H1 statement – recently amended was not mentioned.

We appreciate comments such as this, all of which help correct errors, point out omissions and help us improve the publication. We acknowledge the point on the IPAF statement which we have covered frequently in the past. The 20 metres was not an error at all, the author was making the point that when working at greater heights – say over 20 metres – most people are more cautious and do take relevant precautions – while not giving it any thought at all when working from the back of a truck.

Here is the passage again – "Most take precautions at heights of over 20 metres, while few consider it when working on a flatbed truck a metre off the ground."

We are also aware that the Work At Height Regulations 2005 are the UK interpretation of the EU temporary work at height directive – we think this comment is a touch pedantic – we are not after all trying to create a manual here. But once again we very much appreciate the reader's comments and would encourage more of such feedback.

Ed

Fake Chinese cranes!

Dear Leigh

I have been following your articles online and the latest letters in Cranes and Access with interest. This subject has been a pain in our side for a good few years now and I am pleased it has finally come to light.

There are several websites offering Machinery for sale from China which are doing none of us in the crane industry any good. They are advertising cranes for sale which are totally misrepresented by specification, model, age and price, and as some of your readers have pointed out, are fakes! I have tried on several occasions to confront these websites about the misrepresentation of the cranes, but to no avail. Still they come.

Only today, I was alerted to a 2008 Kato NK 500 for sale at 61,396 euros. Anyone who knows their Kato cranes would know that a 2008 machine does not have two lift rams, hinged top cab door, twin exhausts from a V8 engine, and would be worth a lot more than 61,396 euros! I would buy the genuine article all day long at that price!! This is just one example of many.

However, the damage has been done, and we have been inundated over the years by prospective buyers coming on to us having seen the spurious Chinese models advertised and expecting to buy the genuine items from us at the same price. It has become quite tiresome, and the fuse is becoming short!

I don't know what can be done about this. I remember a few years ago, a similar problem arose with 'grey imports', when the powers that be wanted nothing to do with it. However, I do feel that the websites concerned should be more responsible about the goods they are advertising and somehow check them out.

I hope this letter adds some fuel to the fire.

Yours sincerely

Peter Burwell, Director, Thames Crane Services Ltd

We completely agree with Mr Burwell and have always been keen to expose this sort of thing. We were also surprised recently to find cranes that were clearly counterfeit being offered on some major used equipment web sites. While it can be hard to police those who list such cranes, perhaps it would help if the websites had a simple procedure that allowed people who spot them to alert the web master in a similar way that many web forums have a facility to report abuse?

This is again a subject that we would like to look at more closely and would appreciate further letters.

Ed

Why two when one will do?

The following letter was sent following an incident in Northern Ireland in which a foot and cycle bridge had to be placed across the river. It seems that to save money the contractor working for the local government chose a cheaper option of carrying out a tandem lift. Unfortunately the lift went wrong and the bridge was badly buckled. Thankfully no one was hurt in the incident – you can see the report on the incident on www.vertikal.net/en/news/story/16896/

Hi Leigh,

See attached link to UTV in Northern Ireland.

This was caused by sling compression on the lower chords of the bridge both laterally and longitudinally i.e. slings too short because of crane boom limitations and no spreader beams to eliminate lateral loads.

The crane probably could not accommodate the additional weight of these and the crane company might not have had this equipment anyway.

They were going to set the bridge down on the bank behind the 350 tonner, attach the second crane, release the 350 tonner and then re-sling.

How did the designer sign-off on a tandem lift in marine conditions when a single crane option was available? You know someone was expected to walk across that bridge when it was attached to the crane to attach the slings; persons walking on a suspended load?

This job needed a 500 tonner which we know was available for this job. I don't mind being subject to stringent H & S scrutiny but it really annoys me when Principal Contractors and Government Agencies feel that the only ruling factor applicable to them is cost.

This is sent with confidence in your discretion!

Name withheld as requested.

Christian-Jacques Vernazza

1948-2013

As we went to press we received the shocking and sad news that Christian-Jacques Vernazza, owner of French crane and access company Mediaco and president of ESTA, passed away on March 18th after struggling with ill health over the past couple of years. He celebrated his 65th birthday on March 13th.

In spite of his health issues, he continued to work as normal, including his duties at ESTA - the European crane and heavy transport association - which he helped found and the success of which was one of his great passions, along with his home city of Marseille and most importantly of all his family - wife Joëlle and children Alexandre, Anabelle and Rodolphe. In November the Marseille Club de l'Économie presented him with the Manager of the year award for his achievements which included a great deal more than the impressive job he did at Mediaco. A charming, friendly and charismatic man who loved what he did, he will be greatly missed.

Christian Vernazza

Publisher Leigh Sparrow has known Vernazza off and on for more than 30 years and has added his personal recollections of a friend.

I recall first meeting Christian Vernazza in Marseille in 1982, as a young district manager working for Grove Manufacturing. He was, compared to most French crane owners at the time, a young and dynamic businessman with an enthusiasm and love for life that was infectious.

As a total novice 'just off the boat' and in my first field job, I found he was amazingly accessible, would always make time for you, was friendly, charming and while a little frustrating to tie down on a deal as he moved ever closer to Liebherr, he never exactly said no, as if he did not want to disappoint. I recall one incident where not long in my new job, with a poor command of the French language and a dealer that had gone bust, I was suddenly confronted with a number of angry French crane owners reacting to a ministry of transport bulletin that would have effectively forced their big American-built Grove truck cranes off the road, and in those days there were a lot of them.

Christian, showing some of the skills that would later serve him well in his role as president of



ESTA, joined a meeting of crane owners and managers that we held to discuss the situation. He helped calm everyone down and keep the meeting focussed. He also helped me in discussions/correspondence with the ministry which eventually resulted in a classic political compromise - the details of which completely escape me - but that kept everyone reasonably happy.

A few years later we appointed a division of Mediaco as a Grove Manlift dealer leading to a different relationship which was a little more successful - business wise - than trying to sell him cranes. I then didn't see him for at least 12 years, until the 2004 Bauma having taken over the Vertikal press a few months earlier. I spotted him on a stand and without hesitation he stopped his discussion and said Ahhh my friend Leigh (always pronounced slightly wrong as he tried to incorporate the G no matter how many times I corrected him) just as if we had met the week before.

He was almost always the same, consistently polite and friendly at least from my perspective, down to earth, oddly naïve at times, but always a very canny businessman. He took over the transport and freight forwarding business from his father Jean-Jacques Vernazza who had founded it in 1942, and then added cranes. His first purchase when he founded the lifting business in 1973 was a Grove TM800 which may well be why he always had a bit of a soft spot for Grove. He built the business into a world class international company with a strong reputation for quality.

Although my contact with him over the past 20 years or so has been sporadic at best, it is hard to believe that he will not be at Bauma this year or that I will not bump into him at some of the most unexpected places, as has been the case over the past few years. The crane industry has lost another great character and a great human being.

Adieu Christian



(L-R) Alexandre Vernazza, Nicolas Mayet and Jacques-Christian Vernazza at the official opening of Haulotte Middle East, Dubai November 2007



Vernazza and Mediaco favoured Liebherr from the 1980s on



Looking serious at a Snug meeting 2004



Accepting the 'key' for the first Palfinger WT1000 103 metre truck mount in France - Intermat 2009




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70 t Faun ATF 70-4	1998	8x6x8	40,50m + 16,00m
100 t Demag AC 100	2001	10x8x8	50,00m + 17,60m
160 t Liebherr LTM 1160/2	2002	10x8x8	60,00m + 36,00m
225 t Liebherr LTM 1225	2000	12x8x10	60,00m + 22,70m
400 t Demag AC 1200 SL	1992	14x6x12	54,00m + 78,00m

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14 t Demag V73	1992	4x2x2	13,10 m

TRUCK CRANE			
Make / Type	y. o. m.	Drive	Boom / Fly Jib
35 t Faun HK 35	1999	6x4x2	25,30m + 8,00 m

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IS Training	www.istraining.co.uk
JLG Training	www.jlgeurope.com
L&B Transport	www.lbtransport.co.uk
Liebherr Training (UK)	www.liebherr.co.uk
Lifting Equipment Training	www.letltd.co.uk
Loxam	www.loxam-access.co.uk
Lyte	www.lyteladders.co.uk
Mentor Training	www.mentortraining.co.uk
Mr Plant Hire	www.mrplanthire.co.uk
Nationwide Platforms	www.nationwideplatforms.co.uk
Norfolk Training Services	www.norfolktraining.co.uk
Rapid Platforms	www.rapidplatforms.co.uk
Southern Crane & Access	www.southerncranes.co.uk
TH White	www.thwhite.co.uk
Terex Atlas (UK) Ltd.	www.atlascranes.co.uk

Wire Rope & Cable

Teufelberger Seil	www.teufelberger.com
TMC Lifting	www.tmc-lifting.com
Casar	www.casar.de

Winches & Hoists

Rotzler	www.rotzler.com
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Boom + 15m Fly



2004 Tadano Faun ATF 45-3 -
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2004 Terex Demag AC35L -
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34m Boom + 8m Fly



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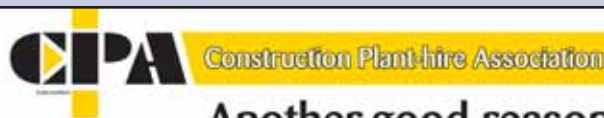
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Genie GS-1932	7.8m	2005/6/7/8
Genie GS-2032	8.1m	2005/6
Genie GS-2632	9.9m	2005/6/7/8
Genie GS-2646	9.9m	2004/5/6/7/8
Genie GS-3232	11.7m	2007/11
Genie GS-3246	11.7m	2004/5/6/7/8
Liftlux SL 153-12	17.3m	2001
Liftlux SL 180-12	19.8m	2008
JLG 1930ES	7.7m	2007
JLG 3246ES	11.6m	2007
JLG M4069	14.1m	2008
Skyjack SJ-4632	11.8m	2005
Skyjack SJ-4626	9.9m	2007

Diesel Scissors 11.5m - 26m

Skyjack SJ-6832	11.5m	2007/8
Genie GS-3384 RT	12.0m	2005/6/7
Skyjack SJ-7135	12.5m	2007/8
Skyjack SJ-9250	17.1m	2007
Genie GS-5390 RT	18.1m	2005/6/7/8
Liftlux 210-25	23.5m	2006
Liftlux 245-25	26m	2007/8/9

Electric Booms 9.4m - 13.5m

Genie Z-30/20N RJ	11.1m	2006/7/8
Genie Z-34/22N	12.5m	2005/6
Upright AB38	13.5m	2004/5/7/8

Diesel Booms 16m - 20.4m

Genie Z-45/25J BI	16m	2005/6
Genie Z-45/25J RT	16m	2006/7/8
Genie S-45	15.7m	2005/6/7
Genie Z-51/30J RT	17.6m	2007
Genie Z-60/34	20.4m	2003/4/5/6/7
JLG 460 SJ	16m	2007

Diesel Booms 21.8m - 43.1m

Genie S-65	21.8m	2005/6/7/8
Genie Z-80/60	26.4m	2005/6/7/8
Genie S-85	27.9m	2005/6/7/8
Genie S-125	40.1m	2007/8
Genie Z-135/70	43.1m	2007/8
JLG 660 SJ	21.9m	2008
JLG 800 AJ	26.2m	2008
JLG 860 SJ	28.1m	2008
JLG 1250 AJ	40m	2008
JLG 1350 SJ	42.9m	2008

Specialised 12.2m - 42m

JLG Toucan 861	8.7m	2008
JLG Toucan 1010	10.10m	2007/8
Nifty TD 120 TN	12.2m	2007
CTE Traccess 135	13m	2010
CTE Traccess 170	17m	2010
Scanlift SL 185	18.5m	2000
Scanlift SL 190	18.4m	2001
Omme 2200 RBD	21.8m	2006/7/8
Denka Lift DL-22N	22.0m	2008
Aichi SP21A-J	23m	2005
Omme 3000 RBD	29.7m	2006/7
Spider FS 420C	42m	2008
Spider FS 520C	52m	2012

Telescopic Forklifts 4m - 21m

Manitou SLT 415	4m/1.5 tonne	2004/5/7
Manitou BT 420	4m/2 tonne	2007
Manitou MLT 523T	5m/2.3 tonne	2006/7/8
Manitou MT 932	9m/3.2m tonne	2008
Manitou MT 1030	10m/3 tonne	2006/8
Manitou MT 1435	14m/3 tonne	2006/7
Manitou MLT 1740	17m/4 tonne	2005/6/7
Manitou MT 1840	18m/4 tonne	2008
Manitou MRT 2150	21m/5 tonne	2006/7
Manitou MRT 2540	25m/4 tonne	2006/7/8
Manitou MRT 3050	30m/5 tonne	2008

Mini Crane 2 - 5 tonne

Valla 35E	6.5m/3.5tonne	2003
Maeda MC285 CRM E	8.7m/2.82 tonne	2006/7
Maeda MC305 CRM E	12.1m/2.9 tonne	2006/7
Maeda MC405 CRM E	16.8m/3.8 tonne	2007/9
Maeda LC785	16.3m/4.9 tonne	2007/9

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