

cranes & access

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February 2014 Vol.16 issue 1

Self propelled
boom lifts

Rough Terrain
cranes

Conexpo
preview



...Manitowoc sells stake in China...Compact JCB telehandler...New Nifty narrow booms...

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On the cover:

Haulotte's new secondary guarding Activ'Shield uses a spring-loaded sensor bar which moves out of the way when pressure is applied, creating a 'Safety Gap' protecting the operator from full entrapment and potentially allowing them to get out of danger.



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In response to higher fuel and transportation costs several manufacturers have introduced innovative new self propelled booms, some of which achieve similar or better performance in terms of reach and capacity, but with lower weights and more compact dimensions. Cranes & Access takes a look at the latest trends and developments.



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The Rough Terrain crane is very much a product of the Americas, so it is no accident that we feature it within a month or so of Conexpo. We look at and compare the latest new model introductions.



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Next month most major crane, access and telehandler manufacturers will be making their way to Conexpo 2014 in Las Vegas. We preview the show highlighting the major attractions.



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With rental rates for electric scissor lifts keener than ever, an in-field battery problem can easily kill six months or a year's profit margin. We run through battery basics and compare the good and bad points of various types of batteries on the market.

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In the next C&A

The next issue of Cranes & Access scheduled for the end of March will feature a review of Conexpo 2014 in Las Vegas, as well as featuring Scissor lifts, Mid-range telescopic cranes and Remote controls. If you have any contributions or suggestions, please contact our editorial team.

Everyone is a genius. But if you judge a fish by its ability to climb a tree, it will live its whole life believing that it is stupid.

Albert Einstein

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It's good to share...

Regular readers will know that we are firm believers in sharing information - both imparting and receiving - which we feel will benefit the industry as a whole. We often have a pop at various companies and government departments (the HSE in particular) for their lack of sharing basic information, particularly following an incident - information that would highlight or shed light on a particular problem or practise hopefully preventing others from having a similar or worse fate.

We are also saddened when information is not shared, acted on or is ignored.

A recent incident involved a man being dragged to his watery grave because he was wearing a harness and lanyard while working in a self-propelled boom lift over water. The boom slid off a barge taking him six metres under. Ever since IPAF began campaigning for the wearing of harnesses with lanyards, while using boom lifts, there has been the caveat "except over water". While this information has been widely shared it obviously did not get to at least two people on a site in Waco, Texas. Worse than that they may have been subject to a '100 percent tie-off' ruling that some sites insist on whenever working above ground - with the risk of being fired if caught disobeying.

This inclination by main contractors to issue black and white decrees to employees and sub-contractors or prematurely issue wide ranging equipment safety bulletins is of course done with the very best of intentions. And in the end we could use faster, more decisive action rather than long winded inconclusive investigations. But in many cases the implications of wide-ranging or knee-jerk edicts can be totally counter-productive. Having a strong clear and unified industry position on key issues, such as when and when not to wear harnesses (e.g. not over water or in a regular scissor lift) for example can help enormously. When faced with contradictions or a lack of clarity, contractors will make up their own rules.

A positive example of sharing information is IPAF's accident reporting project. Although still at an early stage it is showing great promise as an increasing number of powered access accidents are logged, and the 'keep it quiet, and 'sweep it under the carpet brigade' begin to understand the benefits of sharing such information - whether there have been injuries or not. As Albert Einstein once said "Learning is experience. Everything else is just information". Through training and the correct information let us avoid having to learn the hard way and advance the industry as one.

Mark Darwin

Comment and feedback is most welcome via post, email, fax or phone stating if we may publish them or not: editor@vertikal.net

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HSE issues Z-135/70 bulletin

The UK Health & Safety Executive has issued a bulletin warning owners of Genie Z-135/70 boom lifts to check that they are calibrated in accordance with a bulletin issued by the manufacturer in July last year. This follows the fatal incident in which one of the booms overturned near London's Heathrow airport.

The bulletin appears to confirm that the case was due to a calibration issue, saying that "stability of a Genie Z135/70 may be compromised by the incorrect measurement of the boom angle sensors." Any machines that have not had the calibration checks should be removed from service.

In response to the HSE bulletin Kimberly Access issued a statement. Among several points made, it says that both the HSE and Genie have so far failed to respond to its proposal to fit an additional electro-mechanical device to prevent the boom extending in the case of incorrect calibration. Kimberly said it "is yet to establish who calibrated the sensors incorrectly and under what circumstances".

Kimberly says it has shared its expert advice with the HSE and Genie during recent months but neither have indicated formally whether they agree or disagree that additional equipment safeguards are required. Kimberly says it will keep all of its Z-135 booms 'stood down' until such a device is approved.

(The full versions of the bulletin and statement can be read on www.vertikal.net)

Manitowoc sells stake in China

Manitowoc has completed the sale of its 50 percent interest in Chinese joint venture Manitowoc Dong Yue Heavy Machinery Company to its partner, Tai'an Taishan Heavy Industry Investment.

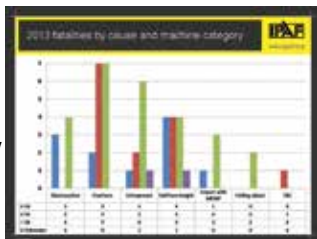
The venture was created in March 2008 for the production of truck-mounted cranes and a number of models have been launched. The sale is expected to result in a non-cash loss in the region of \$36 million in fiscal year 2013.

The eight tonne Manitowoc Dongyue GT8 truck crane.



Better accident reporting boosts statistics

More accidents are being reported by the powered access industry through IPAF's voluntary programme. Preliminary results reveal there were 53 fatalities world-wide involving aerial work platforms in 2013. IPAF launched the reporting project in January 2012. In its first year 32 fatalities were reported. IPAF technical officer Chris Wraith stressed that the accident project is still at an early stage saying that it will be at least 2016-2017 before any realistic year-on-year comparison will be of value.



Link-Belt announce 135t RT

Link-Belt will introduce a new 135 tonne/150 ton three axle Rough Terrain crane at Conexpo. The RTC-80150 Series II is fitted with a 59.5 metre, six section main boom giving a 78.6 metre tip height when rigged with its optional two or three piece bi-fold swingaway.



Link-Belt is to introduce a new 150 ton (135 tonne) three axle Rough Terrain crane at Conexpo

Niftylift launches new narrow booms

UK-based Niftylift has launched two new fully redesigned and updated versions of its popular narrow HR15N and HR17N boom lifts. Both are 1.5 metres wide, with a stowed height of less than two metres - down from 2.1 metres.

Niftylift has also taken the opportunity to add the latest features from its larger machines, while a more efficient power control system is said to treble battery life and will be gradually introduced on other models. The slicker, better laid-out platform has fully multifunctional proportional controls as well as SiOPs, and for the first time on a Narrow machine - a Tough Cage is fitted as standard. Working heights are 15.5 and 17 metres respectively with 9.7 metres outreach on both. Other features include 225kg platform capacity, a more rugged 180 degree platform rotator and 150 degree articulated jib. Both are available now.



A new more efficient control system is said to treble battery life



The stowed height is less than two metres.

Genie licenses SkySiren

Genie has agreed an exclusive licensing deal with Lavendon for its SkySiren electronic secondary guarding solution for boom lifts. The system comprises a bar switch installed along the front of the control box at waist height, which cuts the lift functions when tripped, should the operator press against it and warns those below with a siren and flashing beacon. A reset button can be pressed if the system is inadvertently activated.

Dubbed the Genie Operator Protective Alarm (OPA) system it can be retrofitted to any Genie articulated or telescopic boom lift manufactured after 2002 and is now available as a retrofit package, but will be available as a factory-installed option.

NMT takes first Explorer 5800

UK crane rental company NMT has taken delivery of the very first 220 tonne Terex Explorer 5800 All Terrain crane. Launched at Bauma, the five axle crane features a 70 metre, five section main boom and maximum tip height of 103 metres with extensions.



NMT takes delivery of the very first 220 tonne Terex Explorer 5800

Powered by a single Euromot IV/Tier 4F Scania diesel with stop/start technology, the crane can operate with axle loads from 9.1 to 16.5 tonnes. The 13.2 metre long carrier has 10x8x10 all-wheel steering and radio remote controls. NMT has also ordered two 40 tonne Terex AC 40/2L All Terrain cranes which will be delivered to the company's new Heathrow depot.

New chairman for Facelift as it looks to franchising



Gordon Leicester (L) and Nigel Hunton

UK-based access rental company Facelift has appointed Nigel Hunton as its new chairman and is looking at franchising for future growth and development. Hunton is currently chief executive of MBA Polymers and has 30 years senior management experience.

He was previously chief executive of Edwards, a \$1 billion global company, providing vacuum and abatement solutions. He has known Facelift owner Gordon Leicester for almost 30 years and during that time has been informally involved with its strategic development and so is familiar with the company and its products.

"Facelift has 30 years of history and has developed into a great brand, but the question is how to take it to the next level?" said Hunton. "My international and industrial experience will help reposition and expand the company through franchising, opening up more opportunities."

"One of the main developments centres around creating a franchise - building on the company's brand - rolling it out both in the UK and possibly in other English speaking countries such as Australia and New Zealand. Equipment rental is a service industry and sometimes smaller companies - including franchises - can give a more personal service," added Leicester.

Electric RT scissor from Skyjack

Skyjack will unveil the SJ6832RTE, a DC electric version of its compact 32ft SJ6832 Rough Terrain scissor lift at Conexpo. The specification and performance will be similar to the diesel powered version with its 1.7 metre overall width, 2.7 metres overall length and 2.5 metre platform - extending to four metres when the 1.5 metre extension is rolled out. Platform capacity is 454kg.



The Skyjack SJ6832RT

Genie unveils hybrid RT scissors

Genie is expanding its 69 inch width compact Rough Terrain scissor lift range with the addition of a bi-energy (BE) 'hybrid' version.

Three new BE69 models - the 26ft GS-2669, the 33ft GS-3369 and the 40ft GS-4069 - were unveiled at the Rental Show in Orlando and will be available early in the second quarter. The units feature an on-board integrated generator to charge the batteries and supply power to platform and chassis. The new scissors have two selectable operating modes. In 'hybrid mode' the system automatically regulates the charging function of the integrated generator to maintain the battery charge. All models are all equipped with an on-board charger for regular charging.



The Genie GS-4069 BE Hybrid is the largest of a range of three new bi-energy RT scissors

Brazilian operation for Raimondi



Raimondi MRT294

Saudi Arabian-based KBW group - owner of Raimondi tower crane - has confirmed a \$40 million investment to build a new crane plant in Ceará, Brazil. The first production units are due off-line in the next few months.

A new holding company KBW Brazil led by chief executive José Roberto Barbosa da Silva and with headquarters in Santa Catarina has also been opened.

The company said that the investment in Brazil is part of its \$100 million plan for global expansion of Raimondi Cranes which includes the construction of new production facilities in both Saudi Arabia and India, as well as expansion of existing facilities in Italy and the development of new models.

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New guidance on working at height

The UK HSE has published its new guidance to working at height, including two new concise brief guides - Working at height and Safe use of ladders.

The new guides – available free of charge on line - are significantly simpler to understand, and make it very clear what anyone who works at height, or their employers, need to do to properly plan any work at height, while dispelling a number of classic myths.

HSE chairman Judith Hackitt said: "We have a sensible set of regulations and have been working with business to improve our guidance - making it simpler and clearer and dispelling some of the persistent myths about what the law requires."



Idiots on Ladders winner

The UK Ladder Association has announced this year's winner of its Idiots on Ladders competition which is designed to highlight the worst examples of people carrying out work at height using ladders.



This year's Idiots on Ladders winner



The runner-up to the Ladder Association's Idiots on Ladders competition

Speedy announces new CEO

UK rental company Speedy has promoted Mark Rogerson from chief operating officer to chief executive, replacing Steve Corcoran who has now left the company. Rogerson officially joined the company in December from Costain group where he was managing director of the Natural Resources division. Corcoran announced his departure, following irregularities discovered in the accounts of its International division, for which he accepted ultimate responsibility.



Mark Rogerson

Manitowoc Cranes restructures

Manitowoc Cranes has changed its organisational structure along Global lines through three senior executives - each reporting to president Eric Etchart - with global responsibility for their part of the business.

Larry Weyers is now global executive vice president responsible for the company's product lines including engineering, sales and marketing and Crane Care.

Josef Matosevic is executive vice president of operations and procurement, with responsibility for all facilities and procurement activities and Dean Nolden becomes executive vice president of finance and information systems with responsibility for processes and efficiencies.

As part of the change a number of new senior vice presidents were announced including Dave Hull for global sales and marketing, Ingo Schiller for Rough Terrain, boom truck and industrial cranes, Jean-Noel Daguin tower cranes, John Kennedy crawler cranes and Jens Ennen All Terrain and truck cranes.

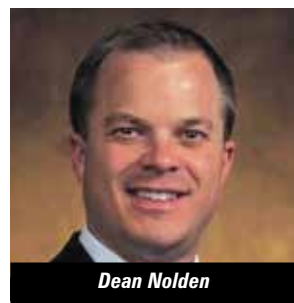
Along with the changes the company announced the departure of Philippe Cohet, previously executive vice president of the Europe, Middle East, and Africa region.



Larry Weyers



Josef (Joe) Matosevic



Dean Nolden

New records for PASMA

UK-based access tower association PASMA has broken its training records for a fifth consecutive year, training more than 65,000 people to use mobile access towers in 2013 - an increase of almost 10 percent.

The association said it predicts growth to continue in 2014 with the recent announcement of its partnership with SELECT as well as through industry events, building on the success of Tower Week. PASMA has also recently launched its first training centres outside of the UK with centres in Dubai and South Africa.

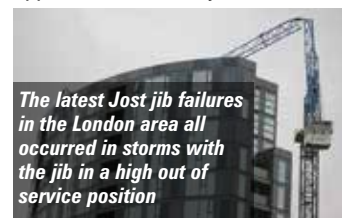
Another Jost jib failure

A Jost luffing tower crane jib collapsed on a 22 storey building currently under construction in Croydon, London, during a storm in late January.

This is the third Jost that has collapsed in the London area in the past three months or so and looks very similar to a crane that collapsed in Croydon in October and another that failed in Downing street at the same time. A similar incident occurred in Saffron Walden, Essex in 2011, which the HSE is still investigating. Fortunately no injuries have been reported.

In all the incidents the jibs were in a high out-of-service position and do not appear to have been free to fully 'weathervane' resulting in strong side loadings that parted the jib's

two lower chords. The manufacturer has claimed that all cranes had their slew brakes locked and were not free to slew. While this might be the case in one or two of the incidents we have been assured that this was not the case in at least one of the failures. On report from another crane of the same type suggests that with the jib fully raised the unit struggles to weathervane freely due to the slew ring resistance compared to the turning forces applied on the raised jib.



The latest Jost jib failures in the London area all occurred in storms with the jib in a high out of service position

NRC to introduce two 100t crawlers

NRC - the UK crane distributor for Link-Belt and Hitachi - is adding two new 100 tonne crawler crane models to its sales and rental inventory.

The first is a 100 tonne Link-Belt TCC1100 telescopic crawler crane with a five section, 45.7 metre telescopic boom, plus a two-piece bi-fold swingaway extension giving a maximum tip height of 64.3 metres.

The second is the 100 tonne Hitachi-Sumitomo SCX100A-3 lattice crawler crane, which can be rigged



Link-Belt's 100 tonne Link-Belt TCC1100 telescopic crawler crane

with a main boom up to 60 metres or a maximum of 51 metres when using the 28 metre jib for a maximum system length of 79 metres.

Heavy duty Multitel for Higher Access

The Heavy Duty SMX250HD



UK-based spider lift specialist Higher Access has taken delivery of the first Heavy Duty Multitel SMX250HD spider lift, having worked closely with Multitel to develop the machine. It offers up to 25.3 metres of working height, a maximum outreach of

11.6 metres with an increased unrestricted platform capacity of 220kg. Higher Access says that a larger 29 metre model with 290kg capacity is on the drawing board.

Higher Access operations director Peter Ashburner said: "The new SMX250HD has a heavier, wider chassis which offers increased ground clearance and superior stability. The increased variable tracking speeds of up to 5.2km per hour make the SMX250HD ideal for those jobs travelling longer from the delivery point."

Liebherr Ireland dispute escalates

Union employees at the Liebherr crane plant in Killarney, Ireland have rejected a labour court proposal for a 2.5 percent pay increase, backdated to May 2012, by 163 to 107.

The union represents around 300 of the 670 strong workforce. The company accepted the proposal in December, subject to changes in restrictive work practices. The stance taken by the union has caused Liebherr to consider the future of the plant, which builds marine cranes and has already looked at transferring production to other facilities.

RiRent to wind down

JLG and Riwal owner ProDelta are to wind down their jointly held aerial lift and telehandler re-rent business - RiRent Europe - which operates from Riwal premises in Dordrecht. The business was established more than 15 years ago by the owners of Riwal and JLG with each holding a 50 percent stake.

RiRent will now focus on existing contracts and cease to accept new clients, but will continue to operate for at least as long as there are existing rental contracts in force.

In a joint statement Karel Huijser JLG's managing director European region and ProDelta chief executive Willem Ledebouer said: "Today's market circumstances as well as



RiRent offers JLG lifts and telehandlers on a wholesale rental basis

the market position and operations of ProDelta and JLG have changed significantly requiring us to re-focus our business efforts. JLG and ProDelta will continue to offer their services to their respective customer bases independently and we shall continue to collaborate as good business partners."

Heavy duty ladder from Zarges



Zarges' Z600 SL heavy duty double-sided stepladder

German-based ladder and mobile tower manufacturer Zarges has launched its new Z600 SL heavy duty ladder range. Available as a stepladder, single ladder or double-sided stepladder, the new range has a maximum static load of 250kg and features a tool tray, black anodised stiles to help keep hands clean, a slip-resistant serrated surface and an additional support strut on the first rung.

New CEO for Manitou

Manitou has appointed Michel Denis as chief executive on an initial four year term, replacing Dominique Bamas who originally took on the role on an interim basis. Denis, 48, was previously chief executive of commercial and industrial vehicle rental and leasing company Fraikin, departing last summer after 10 years with the business.



Michel Denis



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10 new RTs for ALL

USA-based ALL Erection & Crane Rental has purchased 10 new Terex 27.3 tonne RT238 Rough Terrain cranes.

The new cranes are earmarked for branches in Ohio, Michigan, Pennsylvania, West Virginia, and Wisconsin where the company is the local Terex Cranes dealer. They are available for immediate sale, but will also be added to the rental fleet based on local and regional demand.

The RT231 has a 28.7 metre full power main boom and been ordered with the 7.9 to 13.1 metre bi-fold swingaway extension with 0, 15 or 30 degree offsets.



The 30 ton Terex RT230

Mediaco adds GMK6400s



The first GMK6400 to arrive in France was delivered to AltéAD

French rental company Mediaco has purchased three 400 tonne Grove GMK6400 All Terrain cranes to be based at its depots in Paris, Nantes and Marseilles.

There are now six GMK6400s in France - the first was delivered to AltéAD, a lifting and industrial plant service specialist and others have

been delivered to the rental fleets of SMMI in Lyon and Foselev in Le Havre. The GMK6400 features a 60 metre heavy duty main boom and is unusual in that it uses a single superstructure mounted engine to drive the carrier via a hydrostatic drive system.

New records for IPAF

A total of 127,365 people were trained by IPAF-approved training centres in 2013, a 12.8 percent increase over 2012.

Of this number 121,744 were PAL Card operator licences, up 12.7 percent. There are now almost half a million valid PAL cards in use globally and at the end of 2013, IPAF had a total of 1,037 members and 615 training centres worldwide.

IPAF chief executive Tim Whiteman said: "IPAF members and training centres are to be congratulated for continuing the success of these

industry-led voluntary training programs and safety initiatives. Projects recently launched, such as the global rollout of management courses, the introduction of PAL+ advanced operator training and the eLearning module, promise exciting times for IPAF and the industry."



The new JCB 525-60 Hi-Viz

New compact JCB

JCB will launch a new six metre/2.5 tonne compact telehandler - the 525-60 Hi-Viz at Conexpo next month. The 525-60 has an overall width of 1.8 metres and height of 1.91 metres and replaces the 524-50, 527-55 and the 520-50 rear-engined models. The 525-60s side engine mount allows a lower boom pivot point for better stability and increased visibility to the rear and across the boom.

Final emissions regulations. A simple two-stage hydrostatic transmission offers travel speeds of up to 25km per hour.

An 80 litre/minute hydraulic pump delivers auxiliary hydraulic power for a side-shift attachment carriage, with a choice between JCB's Q-fit carriage or a skid steer compatible attachment interface. All boom functions are controlled by a single joystick controller, with proportional control of boom telescope.

The new model is powered by a new Tier 4 Final, 2.5-litre Kohler four cylinder diesel part of JCB's recently announced agreement programme. As with other JCB engines there is no requirement for a diesel particulate filter or an SCR system to meet the Tier 4



Rear visibility has been significantly improved

Two Falcons for Azerbaijan airport

Azerbaijan's Baku international airport has taken delivery of a 29 metre Falcon FS290 and a 32 metre FS320Z spider lifts for its new terminal. The FS290 has a 200 degree bi-fold articulating jib which offers an outreach of 14 metres and features a removable platform, two wheel chassis drive and non-marking tyres.

The FS320Z offers up to 15 metres of outreach with a maximum up and over height of 10 metres and a platform capacity of 200kg. It has a maximum outreach of 16 metres when its platform capacity is reduced to 100kg. At the airport the FS320Z will be used to service the ground level of the terminal with the FS290 servicing the first floor area which houses the shopping and leisure areas.



The Azerbaijan airport has taken delivery of two Falcon spider lifts for its new terminal

FOCUS ON DETAILS



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Financials round-up

Flat revenues at Hiab

Hiab has reported revenues of €841 million for 2013 close to that achieved in 2012, while profits tumbled due to restructuring costs. Operating profit was just €400,000, compared to €16.7 million in 2012 and order intake improved two percent to €869 million. Overall results at Hiab's parent, Cargotec achieved revenues of €3.2 billion, four percent lower than in 2012, pre-tax profits fell 36 percent to €78.7 million. The company says it expects sales in 2014 to grow and operating profit excluding restructuring costs to improve.



Positive year for Manitowoc Cranes

Profitability at Manitowoc Cranes grew substantially faster than revenues in 2013. Total revenues were \$2.5 billion, while operating income increased more than 28 percent to \$218.8 million.

The fourth quarter saw order intake spike up 30 percent compared to the same period in 2012, but revenues fell eight percent to \$704.8 million, partly due to unusually high shipments in the final quarter of 2012. Backlog at the end of the year was \$574 million, \$182 million lower than at the same time last year in spite of the strong upward trend in the final quarter. While a reasonable set of numbers, Manitowoc followed this announcement with the announcement of permanent layoffs at its Shady Grove plant in Pennsylvania.



Manitou revenues trend up in fourth quarter

Manitou saw revenues on the up in the fourth quarter, but it ended 2013 with total revenues seven percent lower than in 2012 at €1.175 billion. Access and telehandler revenues fell five percent to €809.7 million. However demand was especially strong for the company's access equipment which reached historical highs in 2013.

The company says that €15 million of the reduction was due to negative exchange rate movements. Fourth quarter access and telehandler revenues increased nine percent to €215.2 million, with order intake also improving.



Profits soar at United Rentals

United Rental revealed an almost seven fold jump in pre-tax profits from \$88 million in 2012 - depressed by high integration costs with the RSC merger - to \$605 million this year. Total revenue for the year was \$4.95 billion, an increase of over six percent on 2012. The substantial boost is due to reduced costs, higher utilisation at 68.2 percent for the year and a 4.2 percent increase in rental rates. Capital expenditure on rental equipment was \$1.58 billion, up from \$1.27 million in 2012.

In the fourth quarter, the upward trend continued with total revenues up 7.5 percent to \$1.34 billion. Pre-tax profits increased almost six fold from \$39 million last year to \$226 million. Utilisation climbed to 69.3 percent, while rental rates increased four percent. The company is forecasting another year of six to 10 percent growth with revenues expected to come in between \$5.25 to \$5.45 billion.



No growth for Lavendon

Lavendon has issued preliminary trading results for 2013 indicating revenues coming in close to 2012 levels. Nationwide Platforms in the UK - which represents almost half of group revenues - fell four percent for the full year, although the company says that the fourth quarter showed progress and came in at similar levels to 2012, adding that the upward trend it is gathering momentum and rates continue to improve.

The Gardemann business in Germany continues to decline, with revenues down seven percent on the year, but dropping 13 percent in the fourth quarter. Declines in Belgium halted in the fourth quarter with revenues flat, but ended the year six percent lower than in 2012. France continues its upward trend in what is a tough market, improving six percent in the quarter and ending seven percent up for the full year. The Middle East - which now represents 19 percent of total revenues and almost half the group's profits - finished the year 21 percent up on 2102, although the fourth quarter growth slipped to eight percent due to comparison with a strong quarter in 2012. Net debt at the end of the year was £1 million lower at £96 million after spending £44 million on capital expenditure.



JLG profits jump 85%

JLG has reported a 25 percent rise in first quarter aerial lift sales to \$316.5 million and an 85 percent jump in profits to \$90.3 million compared to \$48.9 million in the same quarter a year ago.

Total first quarter revenues were \$668.6 million, 15 percent higher than last year. Telehandler sales - which increased substantially last year - improved again by five percent in the quarter to \$217.7 million. Other revenues which include parts and service were up around 10 percent \$134.4 million. The only downside was a 39 percent drop in the order book/backlog from \$767.1 million at the end December 2012 to \$468.4 million this year.



Bernard Hunter has a whale of a time!

Edinburgh, Scotland-based Bernard Hunter Crane Hire recently helped move a 14 metre long male sperm whale washed up on Portobello Beach, Edinburgh.

The 30 tonne whale - which had been dead and floating in the water for some time - was towed from Portobello Beach to Burntisland, Fife where Bernard Hunter lifted it out of the water using two Liebherr All Terrain cranes with capacities of 100 and 130 tonnes.

Marine experts believe the whale collided with a boat's propellers in deeper waters and drifted towards land. Because of its size, the only option was to perform the necropsy at a local landfill site in Dunbar.



The 30 tonne whale was towed from Portobello Beach to Burntisland, Fife.



The only option was to perform the necropsy at a local landfill site in Dunbar.



Bernard Hunter lifted it out of the water using two Liebherr AT cranes with capacities of 100 tonne and 130 tonnes



The 30 tonne whale being loaded.



Its final resting place - a landfill site in Dunbar

Böcker truck crane for BCHC

UK crane rental company Birmingham Crane Hire Company (BCHC) has taken delivery of a four tonne Böcker AK44/4000 truck crane from UK distributor Kranlyft.

Mounted on a 15 tonne MAN chassis the AK 44/4000 is the second largest model in Böcker's range with a

maximum lift height of 44 metres. Fitted with a fully variable outrigger system the crane is able to lift its maximum capacity at a radius of 8.2 metres and can handle 250kg at its maximum radius of 35 metres.

A fully functional work platform can be fitted to the boom to provide a

working height of 41.4 metres with a 250kg platform capacity. The company said the new crane is being used on work that had previously been undertaken by 25 to 30 tonne truck cranes and two axle All Terrain cranes. Its low outrigger loadings allow the crane to set up and work in more locations and more rapidly than conventional cranes.



(L) John Rome of Kranlyft UK with BCHC director Alastair Weatherson



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MANITOU

- Crane and access distributor and rental company **H&E Equipment** has opened a new branch in Lubbock, Texas.
- **Liebherr** has appointed **Matthias Mungenast** as its new sales director for mobile harbour cranes.
- **Skyjack** has promoted **Charlie Patterson** to vice president of international operations and **Eric Liner** to vice president of North American sales.
- US boom truck manufacturer **Manitex** has appointed **Bob Bray** as its new product support manager.
- **Sevcon** has entered a 50/50 joint venture with the Chinese-based subsidiary of automotive supplier **Risenbo**.
- **Snorkel** has appointed **Icaro Global Systems (IGS)** as its distributor for Spain.
- German crane rental company **Schmidbauer** has added two **Grove AT** cranes to its fleet.
- Dutch vessel specialist **IMC Merwede** has ordered six **MacGregor AHC** subsea cranes worth €23 million.
- **Snorkel** has appointed **Ralf Hartmann** as district manager for Germany, Austria and Switzerland.
- North German access rental company **Neumann** has taken delivery of three **Ruthmann** truck mounted lifts.
- **Perkins** has appointed **Bill Giunta** as general manager, global sales and marketing.
- UK-based **AFI Resale** has booked its largest ever export order for 113 scissor lifts from South East Asia.
- **Babcock** has signed a three year agreement with UK rental company **Speedy**, worth more than £10 million per year.
- UK-based rental consultant **Joint Venture Sales Consultants** is launching a franchise programme.
- **Tadano America** has appointed three new regional managers, **David Green**, **Mark Krajci** and **Kirk Erlinger**.
- **Paul Brown** of **Tadano Faun** has retired today after 36 years in the crane industry.
- **Haulotte UK** general manager **Craig Bentley** has resigned just over a year after joining the company.
- **Genie** has appointed **Patrick Gaul** as sales territory manager for Missouri, Kansas, Iowa and Nebraska.
- The **Consumers Association of Penang** has called on the government to tighten safety controls on crane/lift operations.
- **TVH** has upgraded its 'MyTotalSource' online parts shop, making easier to use and more extensive.
- **Huisman** has successfully installed a 3,000 metre/tonne offshore mast crane aboard the **Lewek Constellation**.
- Netherlands-based ladder and tower manufacturer **Altrex** has appointed **Jan Keizer** as marketing manager.
- Dubai-based **Al Laith** has appointed **Michael Donnolly** as service manager as **Ray Parker** retires.



Charlie Patterson



David Green



Mark Krajci



Kirk Erlinger



Michael Donnolly

- German heavy lifting company **MSG** has taken delivery of the first **Grove GMK6400** crane in Germany.
- **AFI** has appointed **Nigel Stevens** as group health, safety, environment and quality manager.
- **The Access Link** - the UK association of independently owned rental companies - is adding new members.
- German crane rental company **Schröder** has taken delivery of a 200 tonne **Liebherr LTM 1200-5.1 All Terrain** crane.
- Dutch rental company **Gunco** has purchased a large number of **Power Towers Nano SP** platforms.
- Access industry marketeer **David Baxter** has joined Florida-based **Hamar** as vice president marketing.
- Brazilian scaffolder and rental company **Mills** has confirmed its capital expenditure 2014 budget on aerial lifts at \$71 million.
- Austrian crane rental and heavy haulage company **Felbermayr** has taken delivery of two **Grove All Terrain** cranes.
- **Manitowoc Cranes** has laid off 250 employees at its **Shady Grove** plant on a permanent basis.
- Russian sales and rental company **LTECH** has taken delivery of a 37 metre **Ruthmann T 370** truck mounted lift.
- Finnish aerial lift manufacturer **Dinolift** has appointed **Petri Paavolainen** as managing director.
- Taiwanese crane company **Hong Tai** has taken delivery of a 750 tonne **Liebherr LTM1750** and a **LTM1100**.
- **ASCO** - the Scottish oilfield support services company - has taken two new **Sennebogen 6130** cranes.
- **Hatz GB** has appointed **Steve Hewson** as sales manager for the **Hatz power products** division.
- **Spider** has delivered its **SpiderRail** temporary guardrail system to an aircraft plant in Washington State.
- German-based access rental company **Gerken** has placed an order worth more than €4 million with **Ruthmann**.
- The **Lifting Equipment Engineers Association** has appointed **Siobhan Hitchen** as its first female director.
- Houston, Texas-based rental company **LT Energy Services** has been acquired by **B/E Aerospace**.
- **Rostek-Tekniikka** has acquired the aerial lift maintenance operations of **Ramirent Finland**.
- Access and telehandler rental group **Riwal** has appointed **Per Rohlwin** as country manager Sweden.
- **Link-Belt** has appointed **Montacargas Zapler** as its mobile crane distributor for Peru.
- Dutch tunnel ventilation specialist **Zitron** has taken delivery of a **Eurorailer 120-1 road/rail trailer mounted lift**.



Nigel Stevens



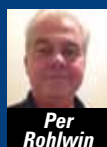
David Baxter



Petri Paavolainen



Steve Hewson



Per Rohlwin

- Container terminal operator **TIL** has ordered 24 **Terex** rubber tyred gantry cranes, the first **Terex RTG** in Turkey.
- Scotland's **Horizon Reinforcing and Crane Hire** has taken delivery of a **Tadano ATF50G-3 All Terrain** crane.
- The UK's **Access Alliance** celebrated its fourth birthday at its first meeting of 2014 at **Skyjack UK** last week.
- UK rental company **AFI** has appointed **Matt Scott** and **Chris Jowett** as directors as part of an ongoing expansion.
- Thai pre-cast concrete company **Hicrete** has purchased 10 **Potain MC 205 B** top-slewing tower cranes.
- Australia-based **Ace Tree Management** has taken delivery of a **Barin ABC 70/L** underbridge inspection platform.
- Hamburg-based **Knaack-Krane** has added a 750 tonne **Liebherr LTM 1750-9.1 All Terrain** crane to its fleet.
- **Terex AWP/Genie** hosted its first technical customer summit in the Netherlands, last month.
- German access rental company **Schickling Arbeitsbühnen** has taken delivery of 10 **JLG 1932RS** electric scissors.
- The Committee for **European Construction Equipment (CECE)** has appointed **Eric Lepine** as president.
- Belgian parts and rental group **TVH** has joined **IPAF**, with all 18 **TVH** companies becoming members.
- **Link Belt** will launch a 185 tonne All-Terrain crane built for North America at **ConExpo** in March.
- **JLG** has appointed **H&K Equipment** of Pittsburgh as distributor for telescopic handlers and aerial lifts.
- Dutch rental company **HWS** has taken delivery of two **Holland Lift Y-70DL12-TR** tracked scissor lifts.
- The **Eve Trakway** division of **Ashtead** has appointed **Nigel Quinn** as managing director, replacing **Rick Barnett**.
- Scottish rental company **Easy Reach Access** has added two **Platform Basket** spider lifts to its fleet.
- US-based wholesale rental company **Acme Lift** has appointed **Mike Crouch** as president.
- **Riwal Denmark** has passed its **DRA** certification audit covering leading to a **DRA** certificate.
- German rental company **Mobilift** has taken delivery of two new **JLG Toucan 12E** mast booms.
- US rental company **Trico Lift** has appointed **Jon Raber** as manager of its Baltimore branch.
- Italian crane manufacturer **JMG Cranes** has appointed **Collé** as its distributor for the Benelux region.
- Irish-based rental company **Highway Plant** has celebrated its 30th anniversary.
- **HWS** has purchased a number of **Genie GS2046** scissor lifts and **30/20N** boom lifts.



Matt Scott



Chris Jowett



Eric Lepine



Mike Crouch

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Booming safely

Until a couple of years ago, genuine new product developments in the self-propelled boom market were at best sluggish, with little to differentiate a new boom and a 10 year old one. However in response to higher fuel and transport costs several manufacturers have launched innovative new models, some of which achieve similar or better performance in terms of reach and capacity, but with lower weights and more compact dimensions. Cranes & Access takes a look at the latest trends.

Preliminary results from IPAF's accident database revealed that last year there were 53 fatalities worldwide involving aerial work platforms. This may sound a lot but to put it into perspective, it probably equates to around 14 million man hours for each death, making platforms by far the safest solution for working at height.

Analysing the figures reveals that 26 or almost half of the reported fatalities involved self-propelled boom lifts. In fact IPAF category 3b (self-propelled booms) is the only category to have seen fatalities from every type of accident. There is some argument as to whether an incident (fatal or not) involving say an electrocution or soft ground overturn, is the fault of the

equipment or the operator - but these statistics do not apportion blame, they merely record the facts. With more outreach, more outdoor and heavy construction use and higher working heights it is no surprise that self-propelled booms carry a higher level of everyday risk. But as we have already said the equipment itself is inherently safe.

Crushing and entrapment a UK issue

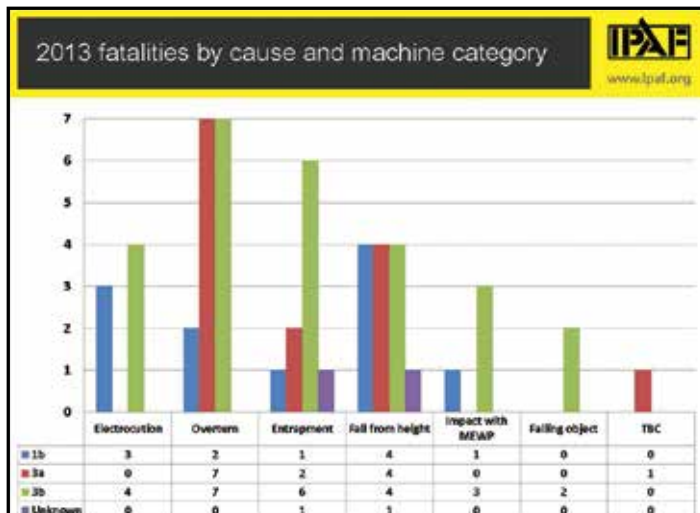
As the vast majority of incidents are caused by operator error rather than any fault of the equipment, training is essential and significant progress has been made in ensuring that those using work platforms are properly trained. In the UK, the UK Contractors Group (UKCG) - which includes the largest UK



A Snorkel A46JRT at a toffee factory in Newcastle

construction companies - has been focusing disproportionately on aerial work platforms, mostly because even though incidents are rare, when they occur it is usually serious or fatal and highly visible. At the end of October last year the group stated that all net riggers and steel erectors operating booms and scissor lifts - along with their associated trades - will require IPAF PAL+ certification or equivalent. The group has also been instrumental in the development of devices to help prevent crushing or

entrapment incidents with boom lifts. The interest in anti-entrapment began in April 2008 when Balfour Beatty indicated - following a fatal accident on one of its sites - that all boom lifts with shrouded foot pedals and unprotected control panels, would not be permitted to work on its sites unless they were modified to prevent the "sustained involuntary operation of the controls". Other major contractors jumped on the bandwagon and before long the tail had wagged the



One of the latest secondary guarding products on the market is Haulotte's Activ Shield



A Genie Z45/25

dog as manufacturers were forced into 'off-the-cuff' solutions to a low occurrence problem for a small group of influential contractors.

In December the group published the UKCG Mobile Elevated Work Platform toolkit which provides guidance on how its members should manage and permit the use of platforms on their sites. It says that all boom lifts should normally be fitted with a CE marked 'secondary guarding' device or system. But it also states that the contractor should select the most appropriate device for the risks associated with the work. It also adds that if the risk of entrapment is minimal then it is not required. A small but significant amendment to its previous stance.

New terminology

There has been some debate of what these devices should be

called ranging from anti-crushing to anti-entrapment to the now preferred secondary guarding. The logic behind this is that boom lifts are safe by design without the need for additional devices, but that additional equipment or devices might help reduce the risk of serious injury from overhead hazards in some circumstances, hence the term 'secondary guarding' is more appropriate.

There are now a large number of systems available on the market - most of which we have covered in previous issues of Cranes & Access - however in the past six months a couple of new ones have emerged, including two from Skyjack and the Activ'Shield Bar from Haulotte.

A choice from Skyjack

Skyjack has launched two secondary guarding options - one mechanical and one electronic. The

mechanical SG-M system features a lightweight protective steel structure/crash bar which is similar in principal to the AFI Sanctuary Zone or Genie's Operator Protective Structure, in that it physically protects the operator from being hit and/or pressed against the controls - simple and effective.

The electronic SG-E system features a sensor bar that when pushed instantly stops all machine functions and initiates a siren and high intensity flashing beacon. If the bar is released within a second, the siren and beacon will cease automatically, and the selected function will return. If pressure is applied for more than a second, the warnings will continue to operate and the engine will stop, halting all functions until the machine is reset via an illuminated button on the control box. The machine's

emergency controls remain fully operational.

Skyjack developed both options in close co-operation with UK-based Select Plant Hire, the rental/equipment division of major contractor Laing O'Rourke. Both the SG-E and SG-M devices can be factory fitted on new Skyjack booms or ordered in kit form for retrofitting to all models manufactured since 2006. Once fitted, neither system impairs operator visibility, platform space or access to the work area.

Haulotte's Activ'Shield Bar

Haulotte's system uses a spring loaded sensor bar which moves out of the way when a certain amount of pressure is applied to it, creating what the company refers to as a Safety Gap, protecting the operator from full entrapment and potentially allowing them to get out of danger. At the same time as the bar is

How they stack up - models with a working height of around 28 metres

Make	Model	Working height	Outreach	GVW	Maximum capacity	Power	Jib	Grade	OAL stowed
Articulated									
Niftylift	HR28 Hybrid	28.0m	19.0m	14,500kg	280kg	Hybrid/Diesel	150° jib	40%	6.78m
Manitou	280TJ	27.7m	21.4m	16,500kg	350kg	Diesel	140° jib	40%	8.04m
Genie	Z80/60	25.8m	18.3m	17,010kg	227kg	Diesel	135° jib	45%	11.27m
JLG	800AJ	26.4m	15.8m	15,558kg	227kg	Diesel	130° jib	45%	11.13m
Snorkel	A85JRT	27.7m	18.8m	17,500kg	227kg	Diesel	135° jib	30%	12.5m
Haulotte	HA 260PX	25.6m	16.2m	15,950kg	230kg	Diesel	140° jib	40%	9.5m
Straight booms									
Genie	S85	27.9m	23.3m	17,236kg	227kg	Diesel	no	45%	11.6m
JLG	860SJ	28.2m	22.9m	17,200kg	230kg	Diesel	no	45%	12.19m
Mantall	HT270	28.5m	-	17,200kg	250kg	Diesel	no	45%	12.5m
Mantall	HT285J	28.5m	-	17,200kg	250kg	Diesel	yes	45%	12.5m
Dingli	GTBZ28S	28.2m	22.2m	17,250kg	230kg	Diesel	yes	40%	12.63m
Haulotte	H28TJ+	27.5m	22.6m	17,300kg	350kg	Diesel	yes	40%	12.35m
Sinoboam	GTBZ28J	28.1m	20.1m	16,370kg	250kg	Diesel	yes	45%	12.6m



Niftylift has launched two new narrow models - the HR15N and HR17N - both less than two metres high

moved, all functions except reverse and lowering movements cut out, allowing the possibly panicked operator to get out of trouble. Once triggered the system can be easily reset from the basket, eliminating machine downtime. The system has been designed to preserve the machine's working envelope and maintain easy access to controls. First seen at Vertical Days last June, the system will be available on all Haulotte diesel boom lifts this summer. It can also be fitted to machines dating back to 2008 with older units retrofitted on a case by case basis.

Niftylift first on the market

As we have said a good number secondary guarding systems are now available most of which are electrically activated systems such as Lavendon's Sky Siren and JLG's Sky Guard. However the original system Niftylift's SiOPs system was introduced in 2009 and is now

standard on all of its new and larger booms. Shortly after its launch, UK international contractor Balfour Beatty recommended it along with its Tough Cage, as industry best practice. Put simply, SiOPs has a built-in load sensor on the control panel which if pressed down by the operator - due to pressure on him from an overhead obstacle for example - cuts boom and drive functions before the pressure reaches life threatening levels. An override button allows the operator to extract himself from the situation by lowering the boom.

As well as being first with secondary guarding, Milton Keynes, UK-based Niftylift has become the leading innovator in every day boom design, with lower transport weights, more compact dimensions, cleaner more efficient power units including hybrid models and numerous safety items such as secondary guarding. The company has also expanded its range, with its 28 metre working height HR28. Another increasingly innovative producer, Manitou has also ramped up production of its new 28 metre boom, giving users a much wider choice in this class of boom lift.

Comparing 80/86ft class booms

The 80 to 86ft platform height - 28 metre working height - sector of the boom market has until fairly recently been dominated by Genie and JLG, with Haulotte beginning to elbow its way in. However with recent



Haulotte's latest model is the 23 metre HT23RT with longer than normal (2.2 metre) articulating jib and 18.1 metres outreach



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new product launches buyers have not only gained significantly more choice, but the new introductions offer new features and performance, giving this market a major dose of much needed invigoration.

The chart highlights how the most recently introduced booms - Niftylift and Manitou - offer a winning combination of working height, outreach, platform capacity and stowed length. Those machines which compete directly on working height are either heavier (up to 2.75 tonnes more), have longer overall lengths for transport (over five metres more in some cases) or lower platform capacities.

The Nifty HR28 Hybrid - the world's largest battery electric powered boom - is by far the lightest at 14.5 tonnes, as well as having the shortest folded length of 6.78 metres - a whopping 5.5 metres shorter than straight boomed platforms. Outreach does suffer though, but is still reasonable at 19 metres given its weight. More compact dimensions help with transportation, allowing more machines on a low loader or offering the ability to deliver with smaller/cheaper transport. The company is also surprisingly still the only manufacturer offering a true Hybrid power unit on its boom lifts - including the HR28. The system

uses a smaller diesel engine and employs the electric motor to provide a power boost for the toughest grades.

The JLG 800AJ and Haulotte HA 260PX are weight competitive at less than 16 tonnes, however as 80ft models, working height and outreach are not as good as the Manitou of Nifty, and they are longer and with a little less platform capacity.

If you are looking for a machine with a good working height (27.8 metres) and maximum outreach (23.3 metres) the Genie S85 is hard to beat. Its weight is also comparable with other straight boomed machines and it has the shortest stowed length at 11.6 metres.

All three of the Chinese products follow the traditional straight boom design and are longer, heavier (apart from the Sinoboom) and have lower platform capacities. This does though provide them with better outreach.

Manitou success

The new Manitou 280TJ is selling well and it is easy to see why from its specifications. Its outreach rivals the straight boomed machines and it is lighter and along with the Haulotte H28TJ+ has the best platform capacity at 350kg. Its variable hydraulic system and lighter weight



The Mantall HT270 is typical of the straight boomed 28 metre lifts

also allows the use of a smaller power unit, making it more fuel efficient. Manitou initially unveiled two models at the prototype stage in 2011, with the 280TJ featuring a two section telescopic articulated jib, while the 260TJ's jib was fixed. With all the interest in the larger machine, production has yet to start on the 260TJ. Netherlands-based Collé is a big Manitou user and was one of the first to order a significant number 280TJs last April. 1 Up Access was the first in the UK to take one at the end of last year. Managing director, Ben James, said: "We purchased five booms from

Manitou, including the 280TJ which sits perfectly into our 'big' boom fleet and has been on hire from the first day it arrived."

Brand new booms

Niftylift is continuing its range development and modernisation, with the introduction of two new fully redesigned and updated versions of its popular narrow HR15N and HR17N - both 1.5 metres wide but now a reduced stowed height. The original narrow machines were launched almost 15 years ago but their overall stowed heights had crept up to more than 2.1 metres.



The 27.7 metre working height, 350kg capacity Manitou 280TJ is selling well



The new Nifty HR15N has been totally revamped and is now less than two metres high

The overall height on both machines has been reduced to just under two metres. Although a relatively small reduction, Niftylift says it is very important for specific applications, such as accessing and working in shopping centres.

A lot of thought had to be put into the design to reduce the height and weight has gone up slightly with the new machines, which weigh 4,500kg for the HR15N and 7,250kg

for the HR17N. However Niftylift has also taken the opportunity to add the latest features from the larger machines in its range. A more efficient power control system has apparently tripled battery life and will be gradually introduced on other Niftylift machines. The much slicker, better laid-out platform has fully multifunctional proportional controls as well as SiOPs, and for the first time on a Narrow machine - a Tough



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Genie launched the world's largest boom, the 180ft platform height/56 metre working height SX-180 with new X chassis which is just over five metres wide fully extended and 2.49 metres retracted

Cage is fitted as standard. Working heights are 15.5 metres and 17 metres respectively with 9.7 metres outreach on both. Other features include 225kg platform capacity, a more rugged 180 degree platform rotator and 150 degree articulated jib. Both are available now.

Poor rates

With rental rates for diesel booms lower than they were 10 years ago, (around £220 per week for a Genie Z45) Niftylift hopes product differentiation will help rental companies obtain a better return. Examples of this are low weights - the HR15 Hybrid is just 4,500kg - around two tonnes lighter than the norm - and the HR17 just 4,750kg - and Hybrid drive offering greater utilisation with one machine being able to work indoors or out. The formula is clearly working with Niftylift booms selling well in the UK, USA, Germany, Australia and Scandinavia. It now exports to around 70 countries, helping it to win a Queen's Award for Enterprise in recognition of its outstanding achievement in export sales. It also won a Queen's Award for Enterprise, for Innovation on its 17 metre HR17 Hybrid 4x4 boom lift.

ATN another new boom lift manufacturer

An eagerly awaited launch last year was the ATN Zebra 16, mainly because of the excellent performance - particularly outreach - of the smaller Zebra 12. The new machine certainly lived up to expectations in terms of build quality and design, but was naturally unable to achieve the extreme differentiation seen with the 12.

Comparing the Zebra 16 with another recently introduced model, the Niftylift HR15 does show how good the Niftylift really is. The Zebra offers an excellent working height, matches the HR15 on outreach and capacity, but is 2,700kg heavier, and two metres longer when stowed, as well as being wider, higher and with a less jib articulation and no hybrid power option.

Big boom

The biggest boom launch last year was Genie's unveiling of the SX-180 - the world's largest boom - beating the previous title holder the JLG 1500SJ by a significant amount. Genie has pushed the design limits

with the 180ft platform height/56 metre working height telescopic boom, aimed at applications from

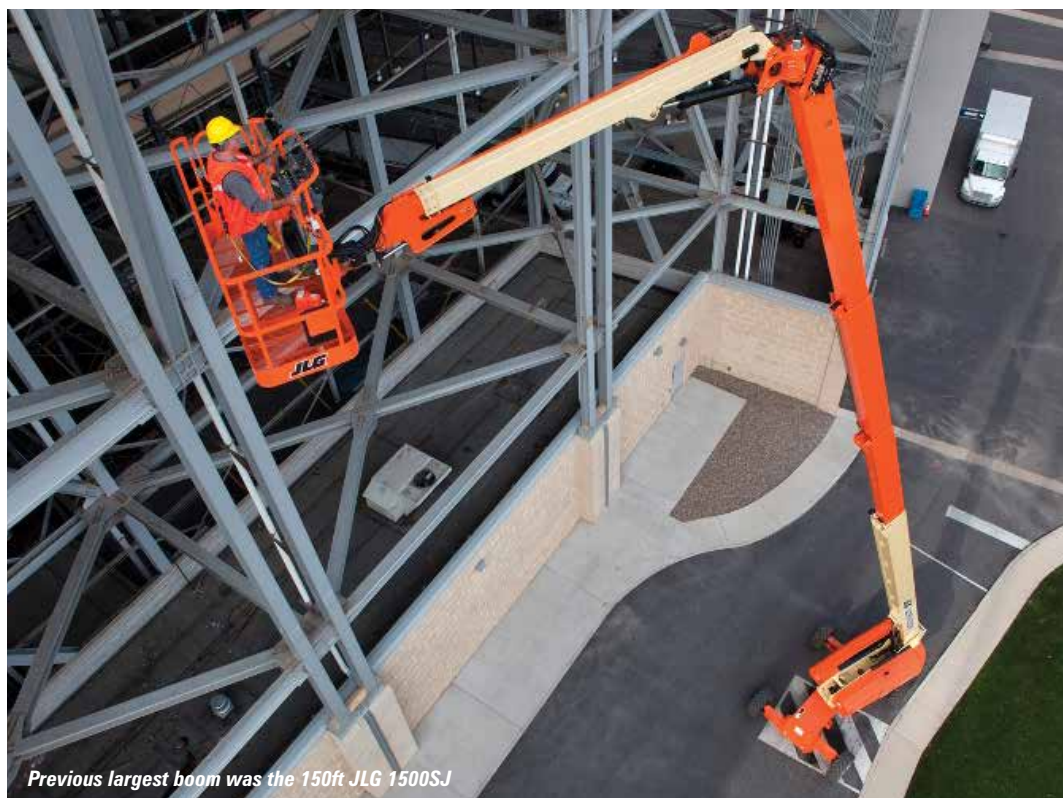
oil & gas to construction and maintenance. With an outreach of 24.4 metres the SX-180 has an ample working envelope helped by its 3.05 metre articulating jib with its unique slewing gear, providing 60 degrees of jib rotation in the horizontal plane, in addition to the impressive 160 degrees of articulation and 180 degrees of platform rotation.

With the jib tucked under in transport mode the SX-180 measures just 12.98 metres long - not too dissimilar to a 28 metre boom. The new X-chassis - also used on the new ZX-135 - is 2.49 metres wide when fully retracted just over five metres when extended. Overall weight is 24,494kg. The SX-180 can be driven at full height with the normal elevated travel speed reduced from 0.65kph to 0.17kph above 38.1 metres. A 7.5 KW generator as standard.

Genie has also updated its 135ft Z135/70 to the ZX-135/70, the

ATN Zebra 16 v Nifty HR15 Hybrid

	Nifty HR15 Hybrid	ATN Zebra 16
Working height	15.6m	16.4m
Outreach	9.3m	9.3m
Platform capacity	225kg	230kg
GWV	4,500kg	7,200kg
Length stowed	5.1m	7.12m
Width	2.0m	2.24m
Height	2.15m	2.25m
Jib rotation	150 degree	133 degree
Power	Diesel, Hybrid Tier IV	Diesel



Previous largest boom was the 150ft JLG 1500SJ

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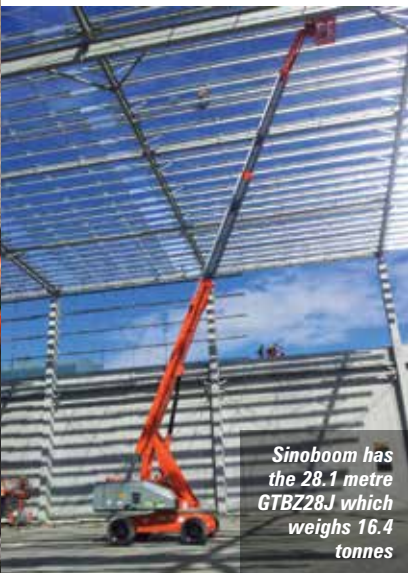
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	Genie SX-180	JLG 1500SJ
Working height	56.7m	47.72m
Outreach	24.4m	24.4m
Capacity	340kg	227kg
Extended width	5.03m	3.81m
Jib length/articulation	3.05m /160°	7.62m /140°
Shipping dimensions	12.98 x 2.49 x 3.05m	13.1 x 2.49 x 3.05m
GVW	24,494kg	21,770kg



Sinoboom has the 28.1 metre GTBZ28J which weighs 16.4 tonnes

most significant change was the chassis adopting the wider SX-180 frame. The articulating jib has also changed, providing better up, over and telescope-in capability.

Conexpo launches

Those visiting Conexpo in March will also be able to see the SX-180 together with several

other new booms.

JLG 450AJ

JLG will launch the new 45ft 450AJ aimed at rental companies with a lower purchase price, reduced cost of ownership, while retaining a 15.5 metre working height, it offers a larger working envelope with both a jib and non-jib option. Features include easy to use controls and better fuel efficiency.

Skyjack

Skyjack re-entered the boom market in 2007 with the strategy to build simple reliable models, that while they employed some innovative engineering, were not too 'far out' from the mainstream. The recession substantially slowed its development plan, which is now firing on all cylinders. It is upgrading its 45ft, 227kg capacity SJ45T, and the 66ft platform height SJ66T to be Tier IV Final complaint, and we should start to see some line expansion in the year ahead. The company is unusual in that it uses axle-based four wheel drive systems. Its SJ46 AJ and SJ63 AJ articulating booms will be



shown with a similar drive system and hydraulic differential lock/unlock switch, allowing the operator to select it on rough terrain and unlock it to make tight turns without leaving nasty tyre marks. It struggled for some time to make substantial inroads into the market, although it has steadily delivered a surprising number of machines and is now gaining some traction, as more owners appreciate the products and realise that it is back in the boom market for good.

Haulotte

Haulotte has held the number three spot in the boom market for some time, and while companies like Nifty, Skyjack and Manitou might be looking to take over it is as equally determined to stay put and build share. Its latest all - new model the 23 metre HT23RT has been shown in Europe since Intermat 2012. Conexpo will see its launch - rebadged as the HT67RTJ - in the all-important North American market.

The unit has a longer than normal 2.2 metre articulating jib, up to 18.1 metres of outreach, a platform capacity of 450kg and a fast lift speed - a feature highly appreciated in North America and by steel erectors everywhere. It was also the first to feature Haulotte's new modular basket, which allows individual parts to be replaced rather than the whole platform.

IPAF awareness

As mentioned at the start of this feature, booms account for almost half of the recorded fatalities in the IPAF accident statistics. While electrocution accounted for seven or 13 percent of the fatalities, in the US it is the single largest cause of death when using a platform. With this in mind, IPAF will be using its Lift Safety Zone at Conexpo to raise awareness and promote the safe and effective use of platforms when carrying out temporary work at height near to power lines.



The 25.6 metre Haulotte HA260PX



Light and compact, the 28 metre Nifty HR28 has Hybrid power



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Rough and tough

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rough terrains



Grove RT765E

The Rough Terrain crane is very much a product of the Americas, so it is no accident that we tend to feature it within a month or so of Conexpo and this year is no exception. As usual the big American event looks set to encourage new product developments.

Conexpo is the best show for RT cranes primarily because of their historic popularity in North America and the resulting fact that over 75 percent of them are built locally. Over the last year or so several new models have been launched by the major manufacturers and as the exhibits will show, there are changes afoot on the market.

It is now almost six years since the global financial melt-down began, and although there were reports of impending financial doom and gloom, visitors to Conexpo 2008 were still in a surprisingly buoyant mood. That year around 1,600 Rough Terrain cranes were sold but following the onset of the economic crisis this figure dropped to 500. However globally the Rough Terrain crane sector held up better than most other types of equipment, thanks to its high usage in the oil & gas market. Sales had picked up by Conexpo 2011 and are on the rise again, with emerging markets such as South America, the Middle East

and Russia growing alongside a resurgent home market.

Simple, rugged and reliable

The RT has always been the construction site workhorse - simple, rugged and reliable. It has to be because on many sites the RT has numerous different operators and has to be able to take the punishment/abuse of site work. This is totally the opposite of All Terrain cranes which tend to have a dedicated operator, who lovingly cares and maintains 'his' own crane.

The fact that most Europeans would rather rent an operated crane for each lift rather than have a non-operated/bare lease crane on site for longer periods is also a major reason why the Americans prefer RTs rather than truck or All Terrain cranes. The RT is far more compact, and rugged and has decent pick&carry capabilities. The downside is that they cannot travel any distances on roads and therefore transportation tends to rule them out from short term operated rentals.

1950s beginnings

The first telescopic boomed RTs appeared in the early 1950s and were essentially pick&carry 'cab down' cranes that could deal with difficult ground conditions. These early RTs were used in a variety of construction projects taking the place of industrial and smaller crawler cranes and used in a variety of construction projects from road building to refinery contracts replacing industrial and smaller mechanical crawler cranes.

One early design development which helped its popularity was the positioning of the cab towards the front of the chassis rather than behind the boom. Even at this early stage the RT became the chosen lift in North America whereas Europe was leaning towards cranes that were easier to travel between jobs. Demand from the power distribution, steel erection and petrochemical sectors meant that over recent years, capacities and boom lengths have increased dramatically - a fact of life given that component sizes are getting larger and heavier.

While the Americas and the Middle East have been the largest markets for Rough Terrains, Southern Europe and Italy in particular, has been a major market in the past, probably related to the fact that Italian contractors tended to own their own equipment and take it from job to job rather than rent lift by lift. As a result it spawned a number of manufacturers, some of which continue such as Locatelli and Manotti. While Bendini became part of Terex Cranes, it continues to build RTs while Grove shifted

its European Rough Terrain crane production to Italy a few years back. Africa is also growing but more often than not takes machines from contractors working in Europe. At one time France and the UK were significant production centres with Coles and PPM being significant players in the market. Both markets are now All Terrain dominated.

Bigger and bigger

While Rough Terrain crane design has basically remained the same for more than 30 years, demand has shifted towards the larger models. In the 1960s the 15 tonne cab down crane made popular by Galion and Pettibone dominated. By the 1970s and 1980s it was the 18 to 22 tonne

Link-Belt RTC-80110



Grove RT9150E

'swing cab' crane, dominated by Grove and P&H. In recent years this has shifted dramatically with by far the largest sectors being in the 55 to 75 tonne region while a significant market for 80 to 110 tonne models has developed and continues to grow. Above 120 tonnes capacity we are still into a niche market, which although small is definitely growing. While Tadano may not be the RT market leader in term of sales volume (outside of Japan) - this is probably a close battle between Grove and Terex – its claim to be the leading RT manufacturer in terms of growth, and product development may well have some merit. Its latest new product, on show at Conexpo in March, is the three axle (more on that later) 145 tonne capacity GR-1600XL-2 the largest western RT on the market, taking over from the 135 tonne Grove RT9150E.



Tadano GR-1600XL-2

But the problem with increasing lift capacity to those levels is that the crane gets physically wider and heavier and is therefore more difficult to transport. In some cases outrigger boxes and even booms have to be removed to allow movement on the roads. It also means that on site its advantage over an All Terrain crane is diminished.

Three axles v two axles?

When Link Belt introduced its RTC- 80100 in 2002 it broke the traditional RT mode in that it was the first RT with three axles - although Grove was the first to break away from two axles with the four axle RT1650 back in the 1980's. Until the launch of the latest Tadano, Link Belt was the only manufacturer building three axle Rough Terrain cranes. Since its disastrous venture into multi axle RTs in the 1980s Grove has remained solidly in favour of two axles, and its largest model - the 135 tonne RT9150E - is built that way. Surprisingly in spite of the extra axle, the two machines have quite similar specifications with the Tadano being only 600 mm longer, but it does make up by being slightly narrower and lower. The Tadano GR-1600XL-2 will be known as the GR-1450EX-2 for markets outside North America and easily exceeds the company's previous largest model, the 80 tonne, 47 metre boom GR-800EX.

The rationale behind building these larger models is customer demand - specifically in the energy related sectors in North America and Middle East as well as mining sites in South America and Australia. Companies in these sectors are asking for larger lifting capacities and longer booms, to cope with a gradual growth in the size of components across all sectors. The need for a crane that can manoeuvre in tight spaces is also a major consideration coupled with good off-road capabilities.

The new Tadano features a 61



Link-Belt RTC-80130



Locatelli has a range of cranes from 12.5 to 75 tonnes



Terex RT670



Three axle Tadano GR-1600XL Vx Two axle Grove RT9150E

	Tadano GR-1600XL	Grove RT9150E
Capacity	145t @ 2.5m	135t @ 2.2m
Axles	3	2
Weight	79,697kg	87,751kg
O/A Length	16,190mm	15,548mm
Chassis length	10,155mm	9,855mm
Width	3,315mm	3,557mm
Height	3,785mm	4,166mm
Main boom	61m	60m
Max tip height	78m	81.4m
Boom	6 section	6 section Pinned
Boom Extensions	10.3-17.9m	11-18 m
Outrigger spread	-	8,484mm
Counterweight	29.3 tonne	28.6 tonne

metre, six section main boom with a new rounded profile design and single telescopic lift cylinder. A two part 10.2 to 17.9 metre bi-fold offsettable swingaway extension takes the maximum tip height to 78 metres and a maximum radius of more than 60 metres. The crane cab also tilts for improved visibility and operator comfort.

The new 6x4x6 chassis boasts four mode all-wheel steer for a turning radius of 9.9 metres. The crane can self-install and remove its counterweight and outriggers for easy transportation. Overall length is just over 16 metres, with a 10.2 metre long by 3.3 metre wide chassis and an overall height of 3.78 metres.

The crane features Tadano's asymmetrical, multi-position outrigger setup with automatic

monitoring and load chart selection as well as a 'soft stop' function that brings the motion of the crane to a slow stop automatically before it reaches the limits of allowed capacity. Features incorporated from its latest series machines include the Hello-Net system that allows crane activity to be monitored from a computer or mobile device, Eco-mode and Positive control systems for reduced fuel consumption and a fuel monitoring system designed to minimise environmental impact and reduce CO2 emissions.

First three axle

When Link Belt launched the three axle RTC-80100 at Conexpo 2002 it employed a hydrostatic drive, a brave move given that the earlier four axle Grove RT1650, had experienced significant issues incorporating hydrostatic

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drive into a Rough Terrain crane. It would have been perfectly understandable for Link-Belt to have been more cautious and stay with a more traditional transmission. However since then Link-Belt has upgraded its original model with the introduction of the RTC-80110 Series II at the end of 20011 as well as adding the three axle 120 tonne RTC-80130 in 2008.

The new RTC-80110 Series II crane features a full power 45.7 metre boom with extension options of either two or three-piece lattice bi-fold swingaways offering up to 16.7 metres of extra height for a maximum tip height of 76.5 metres with manual offsets of two, 15, 30, and 45 degrees. A three metre stubby heavy lift swingaway extension offers 22.6 tonnes capacity. The crane retains the same 6x6 hydrostatic drive of the original 80100. Link Belt says it has delivered around 500 of its 80110 and 80130 three axle Rough Terrain cranes, which is says proves that the concept is a solid alternative to large two axle Rough Terrain cranes.

The 80110 can be transported in two loads with the main load being no more than 43 tonnes including boom, two winches, three-piece swingaway and tyres. The counterweights and outrigger boxes travel on the second trailer and it can re-rig itself in just over an hour. The tilting upper cab is a first for a Link-Belt Rough Terrain crane and tilts a full 20 degrees for better view of high angle lifts. Link Belt also launched a new mid-range RT crane - the 72.5 tonne RTC-8080 Series II - at the end of 2012. The crane replaces the RTC-8075 and fills the gap between the RTC-8065 and RTC-8090 Series II models. The RTC-8080 Series II is unusual for American type Rough Terrain cranes in that it uses an automotive style, four-link fully independent



Link-Belt
 RTC-80110
 Series II



Grove RT770E

rear suspension system to reduce bounce and improve handling both on and off the road. Link Belt's hydro-gas ride suspension is also available as an option.

100 tonnes plus?

While there are a handful of models over 100 tonnes they are still rare. Michael Herbert, director of product planning and marketing for Manitowoc says: "The core markets are in the 30 tonne to 100 tonne capacity classes. We have seen an increase in demand for the larger sizes which are a cost-effective way for customers to pick large loads previously carried out with other types of cranes. The RT's are versatile cranes that can be used for a wide array of projects as well as handling heavy lifts and difficult terrain. Companies in the



Grove RT550E

Terex's largest
the RT130 working
on a dam in Brazil



Link-Belt
RTC-8080

Terex Progress 55 at
work in the Amazon



natural resource and mining sectors have found that the Rough Terrain cranes are ideal for the maintenance of very large mining equipment. New models such as the Grove RT9150E and Grove RT770E which have good tip heights are now even more useful, taking the place of a small tower crane or an All Terrain crane."

Grove launched several new products at Bauma last year, including the RT550E and RT770E. The 45 tonne capacity RT550E has a 39 metre, five section main boom which can telescope loads between any two boom positions and is fitted with an eight metre swingaway, for a total length of 47 metres. The crane has an overall length of less than 12 metres is 2.55 metres wide and weighs less than 29 tonnes, making it easily transportable. The 65 tonne capacity RT770E has a

42 metre, five-section, full-power main boom on the same chassis. Grove says: "New technology and an improved design have made the RT770E a much more efficient crane. We use single cylinder technology that eliminates the need for a hydraulic hose reel for a lighter boom and crane. The RT770 gives customers reach without having to upgrade to larger 70 tonne to 80 tonne cranes, which are more difficult to transport."

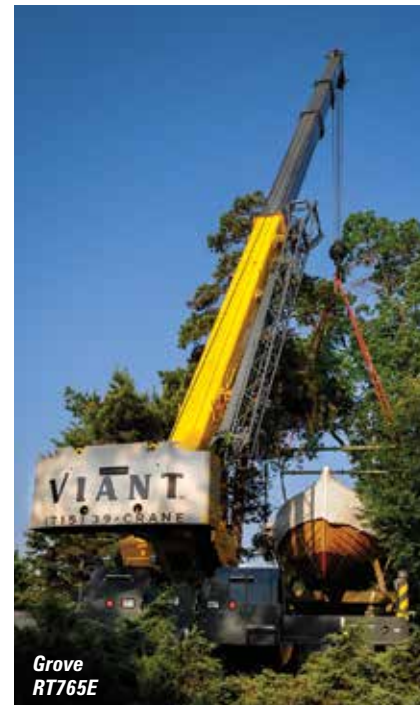
Terex going global

Terex Cranes incorporates a number of classic RT brands, including Lorrain and P&H in North America and Bendini and PPM in Europe. It still runs two product lines although it is moving towards a global RT range with the same products produced in Europe, USA and Brazil. "The RT market has various focus

points, North America, Italy and the Middle East and then emerging markets such as South America, Russia and Asia," says Rüdiger Zollondz, product marketing director, Terex Cranes. "Contractors are a big influence on the equipment choice, Africa is an important market and is influenced by European contractors and their preferences for equipment. In the Middle East there quite a few of contractors from Turkey that also bring their own equipment. European users tend to go for European machines, America for American and in other markets it is a mix. Terex's vision is to have one global product range."

Currently Terex's largest RT is the 118 tonne RT130 which has a 47 metre main boom and 71.6 metre maximum tip height. "We think that the 80-120/130 tonne sector is the main growth market above this we still consider it a niche," adds Zollondz. "There is a global market for larger RTs but in some regions, where transport regulations are strict, the bigger the crane, the more you have to take off to transport it."

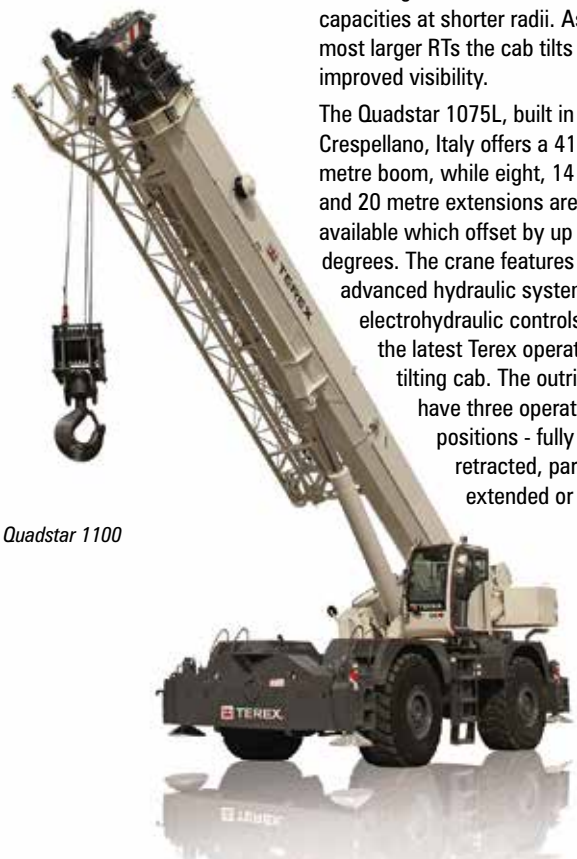
An example of a new Terex RT is the 100 tonne Quadstar 1100 RT launched last January - a new version with latest cab, improved access and other improvements will be unveiled at Conexpo. The 1100 was followed by the 75 tonne



Grove
RT765E

Quadstar 1075L at Bauma last year. The Quadstar 1100 features a 47.24 metre five section main boom plus 8.8 to 16.7 metre bi-fold swingaway extension with telescopic pull-out stinger section taking it to 22 metres, all three lengths are offsettable by up to 40 degrees. Terex says that the dual mode double keel boom allows either the lighter top sections to be extended for higher capacities at long radii or the stronger sections first for higher capacities at shorter radii. As with most larger RTs the cab tilts for improved visibility.

The Quadstar 1075L, built in Crespellano, Italy offers a 41.8 metre boom, while eight, 14 and 20 metre extensions are available which offset by up to 20 degrees. The crane features an advanced hydraulic system, electrohydraulic controls and the latest Terex operator's tilting cab. The outriggers have three operating positions - fully retracted, partially extended or fully



Terex Quadstar 1100



Terex Quadstar 1075 cab display

extended. "Traditionally RT crane booms have been fully hydraulic but as they get longer and longer manufacturers have launched cranes with pinned booms," says Zollondz.



Terex Quadstar 1075

The Italian way

Italy still has several RT manufacturers led by Locatelli which produces cranes from 12.5 to 75 tonnes. In addition to its home market which has suffered in the past year or two, it exports to the Middle East and South America. The company supplied a number of cranes for work on the Panama Canal upgrade for example.

Manotti, a more recent entrant, has a three model range which includes the ARM 350, ARM 600 and the ARM 850 with capacities from 35 to 85 tonnes.



Manotti ARM 350

New cab downs

In North America Badger is the oldest 'new' name in the business with a history dating back to the originator of the swing cab RT (Sargent) in the mid to late 1960s and Warner & Swasey. Now part of Manitex International, it has three cab down models – the CD4430 and the rail version CD4430R first shown at Conexpo three years ago. In 2012 it launched the 15 ton/13.6 tonne CD4415 with a 19 metre three section main boom plus a 6.1 metre three extension. The crane is similar in concept to the company's larger cranes but more compact at 9.1



Badger CD4415

metres overall length and 3.4 metres overall height.

Ed Samera, general manager of Badger Equipment said: "This new product is in direct response to customer demand and extends our offering to the energy sector, an industry which has been a huge driver of our growth in the last 12 to 18 months. We believe that there is an installed base of at least \$100 million in aging and underperforming equipment currently in service at US refineries, and our entry into this market with new equipment and replacement parts will be the initial focus of our marketing efforts."

Chinese Rough Terrains

The market for Rough Terrain cranes in China is almost non-existent, new products from Sany, Zoomlion and XCMG are therefore all designed for export markets. Sany in particular has made an enormous effort in North America since 2009. It now has four models topped by its latest model, the 77 tonne SRC885, with a five section 45 metre full power boom with a 9.2 to 16 metres two part extension. Like its smaller siblings it uses globally sourced key components, including a Cummins engine, Braden hoists, Dana transmission and Parker hydraulics. Sany says that the market is looking for a strong product that provides higher capacity than the more common 75 and 80 ton class machines without carrying the price tag of a 90 ton crane.

Zoomlion launched its range of RTs early in 2010 and with the



Sany RT200

introduction of its largest model - the 100 tonne RT100 - has a range of four cranes from 35 to 100 tonnes. Designed specifically for Western markets and using premium name

components such as AxleTech, Dana, PAT Hirschmann and Cummins. The cranes were developed in partnership with and are distributed by Texas-based Global Machinery & Equipment. The RT 100 was launched at Bauma China at the end of 2012 and has a 43 metre main boom and 11 to 19 metre long jib with 0, 20 and 40 degree offsets. It uses a 10.8 tonne counterweight and has an operating weight of 65 tonnes and an overall width of 3.62 metres.

At Conexpo it is showing the first of the 2014 RT models - the Zoomlion RT65. Designed in the US it has an 8.2 metre longer boom and a significantly better lifting chart than its RT55 and is available at a very competitive price.

XCMG caught everyone by surprise in 2012 when it unveiled a 200 tonne two axle Rough Terrain crane with a 60 metre main boom. However the company has not yet made a significant impact in this market. Overall Chinese manufacturers have made great strides in the RT market and the best do offer a product with appeal to western markets. Whether it can offer a large enough price differential in the western market to lure buyers away from the big three remains to be seen.



XCMG exhibiting at Bauma China



Sany SCC865



Zoomlion RT100

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What's happening in Vegas?

Next month most major crane, access and telehandler manufacturers will be making their way to Conexpo 2014. In total there will be about 2,400 exhibitors attracting more than 125,000 visitors - mainly from North America - to see the latest equipment and take in the sights of Las Vegas.



This year, Conexpo will be the largest construction show with visitors from all over the world. And although there are new exhibition areas - including the Platinum Lot and a Demolition and Recycling Pavilion - it is business as usual for the crane, access and telehandler exhibitors and visitors which are mainly situated in the Gold and Silver Lots. Running from Tuesday 4th until Saturday 8th March there will be some major model launches particularly from the North American manufacturers. Many European companies will be showing equipment unveiled to their home market at Bauma in Germany last April.

It has been three years since the last Conexpo and economically it has been a mixed bag with some countries on the up and others deteriorating badly. Manufacturers that rely for most of their revenues and profits from North American and Northern/Central Europe have definitely recovered - all be it after a rather bumpy ride. Those in Southern Europe and some developing markets have suffered.

As the show approaches it looks like we may now be at the start of a more solid pick-up in the global economy. With this in mind Conexpo looks to be well placed in the economic cycle, however the hardships faced by some means that we will see fewer Italian and French manufacturers than in 2011 and interestingly fewer Chinese exhibitors in the components sector.

Should you go?

There are likely to be a many new product introductions, especially when it comes to crawler and Rough Terrain cranes. With numerous corporate changes - including major management reshuffles, new policies, new chief executives and a growth in global strategies - it will also be a good opportunity to see the latest developments, meet new managements and get a sense of what the future holds. There is also Las Vegas - having suffered badly through the economic crisis, it is now beginning to recover. As a destination you either love it or hate it and given the current inclement weather in many parts of Europe it might be nice to escape to the sun for a few days. Although be warned when the show is this early it can be hit by snow! Unlikely, but it has happened before.

Crane and Access events at the show

A total of 18 crane operators will battle it out for the title of top crane operator in the Crane & Rigging Hot Line & CIC Skills Championship on Thursday and Friday March 6th



and 7th. 16 of the operators qualified from regional heats held last year, while two additional operators will be selected from qualifying rounds on Tuesday and Wednesday March 4th and 5th on stand 2975 in the Gold Lot. Operators can pre-register for the qualifiers on www.craneoperatorrodeo.com. Contestants will use a 220 tonne/265 ton Liebherr LTM 1220-5.2 All-Terrain crane.

The five kilometre charity run or walk will be held on Wednesday March 5th with funds raised going to the Injured Marine Semper Fi Fund that provides financial relief to injured members of the armed forces and their families during hospitalisation and recovery and ongoing needs. The organisers hope to raise at least \$10,000 for the fund and attract 400 participants compared to 250 in 2011. Do join in, not only is it a good way to start the day but it's fun too.

Registration: \$25 before 2/14/2013- \$30 onsite - all participants will receive an event T-shirt

Start Time: 7:00 - arrive early to pick up your shirt

Start point: Below sign for the LVH Hotel & Casino (Formerly the Las Vegas Hilton) 3000 Paradise Road.



The basics

Where: The Las Vegas Convention Centre

When: Tuesday March 4th until Saturday March 8th

Show times: Tuesday through Friday 9:00 till 17:00
Saturday 8th March 9:00 till 15:00

Entrance fee: You will need to buy a ticket either online or at the gate for \$90. This year exhibitors also have to pay the fee as well.

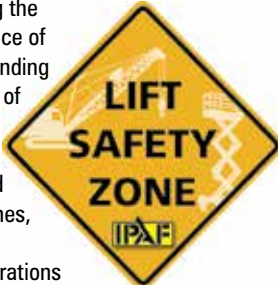
Where to stay: There is plenty of choice. If you register in advance you can book your room on the Conexpo web site at attractive rates. Those wanting to stay close then look at hotels at the Northern end of the Las Vegas Strip.

Getting there: There are direct international flights to Las Vegas from London, Paris, Tokyo, Mexico City, Calgary, Toronto, Frankfurt, Glasgow, Vancouver, Winnipeg, Seoul and Manila. Some of these are chartered flights and may be irregular. The city is well served with internal/domestic flights, so if connecting via another American city, try and pass through a southern airport, especially given the weather that the USA has been experiencing so far this winter. Los Angeles is the most popular with several flights an hour to Las Vegas, which are both cheap and short. Alternatively consider renting a car in LA and driving - it takes around four hours and is for the most part interesting - as long as you have the time.



Lift safety Zone

The National Commission for the Certification of Crane Operators (NCCCO) will host practical and written crane operator certification exams. It is sharing the stand with the International Powered Access Federation (IPAF) which will be stressing the importance of understanding the risks of working near overhead power lines, with demonstrations and educational sessions.



So how do you find your way around?

Well if you are a crane, access or telehandler specialist then all you need is the bi-lingual Vertikal Guide to Conexpo. It is available free of charge in the outside area or you can download a digital version from www.vertikal.net and it is ideal for planning your visit. It contains a full brand listing, large maps of the areas where cranes and access equipment can be found and guided tours for 21 of the key product types taking the shortest route and pointing out the key exhibits along the way. In addition the back pages

of the Vertikal Guide include a full guide to the city and surrounding area. If you have wider interests the Conexpo web site is useful and interactive.



So what can you expect to see?

Being a North American show means more Rough Terrain and crawler cranes, boom trucks and different telehandlers. The following pages highlight the new products you can expect to see, while The Vertikal Guide to Conexpo will be published just before the show opens for those attending. The entire Vertikal team will be on site to report back to those not attending, via Vertikal.net and our twitter feed. There will also be a show review in the March issue of Cranes & Access.

Alphabetical show highlights

Altec

Altec will launch its new 45 ton AC45-127S truck crane/boom truck with all new cab and load management system.

Autec

Remote control manufacturer Autec is launching two new products - the ARX receiver for smaller applications, with two safety outputs that may be used either as a Stop or UMFS (Unintended Movement from Standstill) function, according to the machine needs. While the SOS - Supervised Operator System for work in higher risk applications, such as close to live electrical power lines. Should the operator be endangered, a supervisor may intervene by means of a second transmitting unit that can disable the operator's unit and bring the operator and the machine to safe conditions.

Bobcat

Bobcat will launch the V417 Versahandler telehandler, the first to feature the Bob-Tach attachment mounting system. Weighing less than five tonnes it is just 1.84 metres wide and has a 5.18 metre lift height and two tonne lift capacity.



Custom Equipment/Hy-Brid Lifts

Custom will highlight its 14ft HB-1430 which offers more than six metres working height a 300kg platform capacity and a roll-out deck yet weighs less than a tonne. This is also a chance to see and try its full range of self-propelled and push-around models.

Elliot Equipment

Elliot has several new products including the 41452, a 41 tonne/45-ton boom truck with a 43 metre five-section main boom.



Autec dynamic series



Elliott H110F



Gehl RS10-55 Telescopic Handler

without an additional attachment. Manitou machines on show will include the massive 22.5 tonne/10 metre MHT 10225 telehandler. Three updated MRT 360 degree telehandlers, the MRT1840 Easy 360°, MRT 2150 Privilege Plus and MRT 2540 Privilege Plus. You can also see its 'piggy back truck mounted telescopic forklifts - the Manitou TMT 55 and TMT 55 4-Way.

Gehl/Manitou

Gehl will unveil a new optional lifting hook for its RS telescopic handlers which provides a secure lifting point for transporting suspended loads



Custom Hy-Brid HB-1230



Genie GS-4069
BE Hybrid

Genie

If you missed it at Bauma, this is your chance to see the world's highest self-propelled boom - the 180ft SX-180 now ready for production. The main new product we know of though is the BE69 Bi-Energy/hybrid scissor lift series, topped by the 40ft GS-4069. On the telehandler front the company will show three models including the GTM-1544, making its North America debut.



Haulotte
HT67RTJ

Haulotte

Haulotte will highlight its HT67 RTJ - the North American version of its HT23 RTJ - with a working height of 20.5 metres and 18.3 metres of outreach it has a 450kg platform capacity and rapid lift speed. Also expect to see a good selection from its product range, from its largest boom lifts to smallest scissors and mast booms. And don't miss the Bil-Jax trailer lifts and self-drive platforms.

C&a

Conexpo

HBC-radiomatic

HBC-radiomatic has several new products, including the Radiomatic Photon which gives a clear display of several live camera images simultaneously on the radio controller. Cameras can be placed anywhere on the machine or in the working environment up to a range of 150 metres.

HBC spectrum E



IMT

IMT (Iowa Mold Tooling) will show a number of new and improved loader cranes, including its mid-range articulated cranes based on the HMF 910K series manufactured in Denmark by HMF - including nine, 10, 11 and 12 tonne metre units.



The IMT 9/65 articulated
knuckle boom crane

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JCB 525-60 Hi Viz

The company also has upgrades to its electric telescopic cranes for pick-up truck service bodies, including the introduction of a new top of the line 6000 with a maximum capacity of 2,700kg.

IPAF - International Powered Access Federation

With electrocutions the single largest cause of aerial lift operator fatalities in the USA, IPAF is hoping to raise awareness of the risks with a live demonstration at its Lift Safety Zone, which it is once again co-hosting with the National Commission for the Certification of Crane Operators (NCCCO).

JCB

JCB is unveiling the six metre/2.5 tonne 525-60 Hi-Viz, a new compact telehandler which replaces the 524-50, 527-55 and the 520-50 rear-engined models. Overall dimensions are 1.8 metres wide by 1.91 metres high, while the side-engine mount allows a low boom pivot point for maximum stability and increased visibility to the rear and across the boom.

Jekko

Jekko is unveiling its new SPX 1275, its largest crane to date with a 7.5 tonne maximum capacity and 17.7 metre lift height. The outrigger footprint is 4.6 metres square, and gross weight is 8.3 tonnes. Other

cranes included the new 990kg capacity, 6.1 metre lift SPB 209 and 1.2 tonne/7.6 metre SPX 312.

JLG/Lull/SkyTrak

JLG will show its super compact 2.5 tonne/5.5 metre G5-18A telehandler, redesigned last year it offers a stowed height of less than 1.9 metres with 3.35 metres reach. JLG's largest telehandler will also be on show - the 5.4 tonne/16.8 metre G12-55A with its more generously proportioned cab and single joystick control.

On the aerial lift front expect to see a new 45ft articulated boom designed for the rental market, while its RS electric slab scissor lifts will be represented by the 19ft 1932RS and the 32ft 3248RS. JLG Ground Support will show a reconditioned G10 telehandler and 660S boom lift.

JMG

Making its North American debut is Italian pick&carry company JMG, we have no idea what it plans to show.

Kobelco

Kobelco will show three cranes - the 110 ton CK1100G, the 160 ton CK1600G and the 275 ton CK275G - as well as the KCross remote data monitoring system - standard on all G series models - and a G series CK-III service training simulator.



JLG G12-55A



Liebherr 542 HC-L



Liebherr LR 11000

Lampson

American crane manufacturer and rental company Lampson will show its new 230 tonne class 4100 Millennium crawler crane which it says combines the structural integrity and versatility of the Manitowoc 4100 with the safety and ease of operation of the latest hydraulic cranes. The crane can be used with the Manitowoc Ringer attachment increasing maximum capacity to 300 tons

Liebherr

Liebherr will have the 1,000 tonne LR 11000 crawler crane at the centre of its stand, it will also shortly be available with the

PowerBoom system. The main new product launch though is the 542 HC-L 18/36 Litronic luffing jib tower crane which has a maximum capacity of 36 tonnes and is also available in 12/24 or 18/36 tonne versions. The luffing gear has been improved to suit the lifting capacity so that shorter adjusting times are possible. Liebherr has improved the crane's space requirement by changing the position of the jib when not in use, resulting in a reduction of around 2.5 metres to the out-of-service radius. The climbing process has also been improved by using an electronically secured climbing guide section. Sensors on the guide section report

the current climbing status to the Litronic crane controller. Specially adjusted climbing curves based on the recorded data can be provided using the Litronic controller to ensure maximum safety - a real plus for operational safety on site.

Other cranes include the 750 tonne LTM 1750-9.1 and 300 tonne LTM1300-6.2 All Terrains, the latter



Link-Belt ATC-3210

Linden Comansa 16LC185



with its single-engine drive concept, the 220 tonne LTR 1220 telescopic crawler crane, the updated 250 tonne LR 1250 lattice crawler and 380 EC-B 16 Litronic flat-top tower crane.

Linden Comansa

Linden Comansa will highlight its

new PowerLift system allowing a 10 percent improvement to the load chart with reduced speeds. This system now comes as a standard on all Linden Comansa's flat-top tower cranes. The LC1100 and LC2100 Series have also been updated and improved.



Manitou MHT 10225

Link-Belt

Conexpo is Link-Belt's big show and it is unveiling a new 135 tonne three axle Rough Terrain crane, with a 59.5 metre, six section main boom. The crane also features a three position outrigger system that the company refers to as its Confined Area Lifting Capacity (CALC) feature. The company will also launch the 185 tonne five axle ATC-3210 All-Terrain crane built specifically for the North American market following on from the 250 tonne five axle ATC-3275 that it launched at Conexpo 2011. Other new products include an upgraded version of the RTC-8080 Series II Rough Terrain and a new 45 tonne telescopic crawler, the TCC500 which targets the utility market with a heavy duty a 33.5 metre four section boom.

Maeda

Maeda three MC spider cranes with a new optional auxiliary winch with 100 metres rope storage capacity for work from upper floors of high buildings. A selection of options will also be displayed, including a man basket and new jibs and a remote controlled vacuum glass manipulator. You can also see the LC785M-8 mini crawler crane.

Manitex/Badger/Valla/Little Giant

Boom truck manufacturer Manitex is now a budding international lifting conglomerate, with the new 70 ton Manitex TC700 truck crane with its 55 metre maximum tip height, its largest to date. This will also be the first show following its acquisition of Italian pick&carry crane manufacturer Valla and a chance to see the new Badger compact cab-down Rough Terrains.

Manitowoc/Grove/Potain/National Crane

This year Manitowoc is keeping its major new product launches very close to its chest until the show opens. It is raising expectations though promising bigger new

crawler cranes than you might expect - we will have to wait and see. We do know that it will show the RT540 and the RT770E Rough Terrain cranes, the 300 tonne GMK6300L and the 400 tonne GMK6400 All Terrains. The Potain IGO T130 self-erecting and MR418 luffing jib tower cranes, the Manitowoc MLC165 crawler crane, two National boom trucks - the NBT15 and NBT60 - and the CD5520 Shuttlelift carry-deck crane.

MEC

In addition to its Crossover compact scissors, the company is launching its new 6092RT, a new 60ft scissor lift and the largest scissor lift ever built in North America. It says that it will be priced substantially more competitively than the big scissor lifts from Europe. Also look out for the Titan 60 scissor deck on a boom.

AMS-Merlo

This is the first Conexpo for Merlo with North American distributor AMS - while no new models have been promised you can expect some innovation.

Niftylift

Nifty lift is not promising any new products at the show but its stand will be open of the best stocked with just about every model from its increasingly wide range, sadly it does not expect to have the new HR28 on display, preferring to delay its North American launch until later on.

Oil&Steel

Oil&Steel will unveil its new Octopus EVO 2300 spider lift, topping the Octopus range with a height of 22.8 metres and an outreach of 11.6 metres. The user has a choice of petrol or diesel engines both combined with an electric engine for indoor use.

Palfinger

Palfinger will be showing a range of models including the Palfinger its largest knuckle boom crane to date, the PK 200002 L SH which



Palfinger Pal Pro



Ruthmann 54 metre T175A

will be mounted on a Western Star chassis. The new crane has an nine section polygon shaped boom, which when coupled to a new eight section PJ 300 L jib offers a maximum tip height of nearly 50 metres at which it is said to lift around 600kg. Load moment is in the region of 200 tonne/metres. The company is looking to establish itself in the platform sector and will have its 103 metre P 1000 truck mounted platform as well as the ETI ETC 371H insulated lift with a 42ft working height.

Other products include the 72,000 ft/lb PAL Pro 72, the Palfinger Service Crane (PSC) 6229 with 29ft reach with PRC 60 air compressor. Epsilon forestry and scrap cranes -

including the Q170Z96 and Q150L80 - can also be seen. Rounding off the varied stand is a GT 55 truck mounted forklift and a 50,000lb capacity T50 Hooklift.

PM

PM will highlight its latest articulated loader crane - the PM 150 SP - a compact, lightweight crane with integrated base that makes it easier to install. The crane is available with up to nine hydraulic extensions and jibs with up to six extensions with negative angles of 25 degrees. Maximum horizontal reach is 35m/115 ft.

Reachmaster - Bluelift/TCA /R&B/Denka/ PB/Winlet

Reachmaster is launching several

new products in its biggest Conexpo presence to date. They include the new 18 metre Bluelift B59 spider lift which like its B72 - will be available in three versions including a full lithium battery pack and combo which features both lithium batteries and combustion engine.

From TCA comes the revised version of the Falcon FS105-Z spider lift which features a new remote control system. The company will also show a new Winlet glass and window handler - the Winlet 1310 that can pick&carry and then place a plate of up to 594kg. Also on the stand will be two Mighty Crane mini cranes and scissor platforms from PB Liftechnik.

Time/Ruthmann

Time Versalift now the Ruthmann dealer for the USA will show the 54 metre T175A - (the T540) on a new four axle chassis- for easy nationwide roading.



Palfinger PK200002 L SH

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Lifterz
"We chose Syrinx because of its stability and reliability - a great improvement on our previous system." Malcolm Bowers

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IF IT'S NEW,
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Skyjack
SJ6826RT

Skyjack

Skyjack will unveil the new SJ6832 RTE electric Rough-Terrain scissor lift plus the VR1056 and ZB2044 telehandlers fitted with Tier IV Interim engines. The SJ6832 RTE is built on the same chassis as the existing SJ6832 compact RT models. The new ZB2044 telehandler lifts nine tonnes and has a lift height of 13.7 metres. The VR1056 telehandler - also now Tier IV Interim compliant - with a maximum lift of 4.5 tonnes and a 17.1 metre lift height.

Snorkel/Xtreme

This is the first time the two companies will be sharing a stand since the acquisition and there will be many products on show.

These include two new Xtreme telehandlers - one compact and one ultra heavy duty. The compact 5919 has a maximum lift capacity of 5,990lbs and 19ft lift height. The ultra heavy duty 6538 has a 65,000lb capacity and a 38ft lift height.

Stros

Stros will exhibit a new prototype construction hoist - the NOV 4561 UP F9W - the counterweighted hoist has a capacity of 4.5 tonnes, a car length of 6.1 metres and speed of 90 metres a minute.



Tadano

Tadano will unveil the 145 tonne three axle GR 1600XL-2 Rough Terrain crane. Two units will be

on show - one in transportation mode. Outside of North America it will be known as the GR-1450EX-2. The new crane features a 61 metre, six section main boom with a new rounded profile and single telescopic cylinder. A two part 10.2 to 17.9 metre bi-fold swingaway takes the maximum tip height to 78 metres. The biggest machine on the stand will be the 400 tonne All Terrain ATF 400G-6 and we can expect a new Mantis telescopic crawler crane.

Tracked Lifts/Platform Basket/Omme lift

Tracked lifts will have at least one spider lift from Platform Basket alongside the 27 metre Omme 2700.

The new 42m Omme hybrid spider may be at the show?



Terex Cranes

One of the largest crawler cranes at the show will be the 650 tonne Terex Superlift 3800 - the successor to the CC 2800-1 with its maximum hook height of 190 metres. Also on the stand will be an updated 100 tonne Quadstar 1100 Rough Terrain crane with the latest Terex cab and improvements to access, maintenance and reliability.



Terex
Superlift 3800



Teupen LEO 21GT

Teupen

Teupen is re-naming its LEO spider lifts for the North American market, so the new 21 metre LEO 21GT becomes the TL63A (Tracked Lift 63ft - articulated). The new model features 12 metres outreach 250kg unrestricted platform capacity and a new outrigger system which allows levelling on slopes of up to 30 percent. Teupen will also introduce the 2014 versions of existing LEO models.

XCMG

Chinese manufacturer XCMG will show several new cranes specifically designed for the American market. Details are sparse but it may have a 70 ton capacity Rough Terrain with a 43.2 metre main boom and a maximum tip height of around 61 metres.

Zoomlion/Global Cranes

Zoomlion dealer Global Cranes will show six cranes including the new 2014 Zoomlion Rough Terrains, including the 65 ton RT65 with a longer boom, higher maximum tip and significantly better chart than the RT60. Global also says that the RT65 is more than 30 percent less expensive than competitive cranes. Other RTs include the RT 40, RT 80, and RT 110. Zoomlion crawler cranes will include the 110 ton ZCC1100H and the 300 ton QUY260.

For a full list of Conexpo exhibitors in the crane, access and telehandler sectors go to page 51.



Tadano GR1600XL

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Battery care improves margins

The rental rates for slab electric scissor lifts in the last issue of *Cranes & Access* showed they were keener than ever. For a 19ft compact model rates of around £100/€120 are often cited as a good. However with this sort of return for a machine that costs in the region of €7,500 an in-field battery problem can easily kill six months or a year's profit margin. A busy contractor can quickly rack up a few hundred Euros of down time for a skilled tradesman when a critical machine fails.

With increasingly larger aerial lifts and cranes migrating towards electric power the costs can be significantly higher. The reliability of the electrics, hydraulics and mechanical components on most aerial lifts has improved significantly over the years to the point where most well-known brands are becoming increasingly 'bullet proof' and easy to maintain. However the same is not true of the typical battery packs used in most aerial lifts where at first sight little has changed.

Start with a decent battery

While lead acid battery technology appears to have changed little in recent years, the difference between cheap batteries - of which there are many more on the market - and the deep cycle batteries produced by the specialists has grown significantly as the main players have continued to refine their products. So lesson number one make sure you have decent batteries on board before you start. If you are buying a lift from one of the global aerial lift suppliers you are almost certain to find them

fitted with well-known quality brands such as Trojan, US Batteries or Crown - all three American producers. This is no surprise given the millions of golf carts and RV/campers in the USA using this type of battery, providing the volume to support both competitive/value for money prices and ongoing research and development funds.



Starting off with a reputable battery pack is essential

If buying a machine from one of the more recent aerial lift entrants check the batteries out, either before you buy, or if the machine purchase price is such that it does not merit such scrutiny then after you have taken delivery. If they are fitted with an



If you are unsure about the batteries fitted to your new machine - consider changing them



unknown brand - or even worse, a cheap counterfeit - then change them out before putting the machine into service. You might be lucky, the unknown battery could be a gem? Trouble is you don't want to discover it isn't while it is working on an important job or with a valuable customer.

So starting off with a decent set of batteries is a critical first step, and if, like most buyers you are sourcing

a well-known brand then this is a given. However it is essential thereafter to ensure that they are well maintained - which is not as onerous as it might sound - and more importantly they are regularly charged. Most modern machines will stop operating once the voltage drops below a certain level in order to protect the modern electronics and motor control systems from current spikes caused by low voltages. This will also protect the batteries of course, however if a machine is run-down close to this level and then allowed to sit for a few weeks, the batteries will continue to lose charge which could eventually result in long term damage. It may not show up immediately, but is likely to result in a shorter life, especially if repeated regularly.

All it takes during a period of colder weather is for the drained batteries in machines to come back into a rental yard on a Friday evening and be left for the weekend. If you

Put machines on charge as soon as they return and if possible keep indoors





Batteries form part of machine's counterweight so check the weight is the same when switching

are not already doing so it is good practice to simply plug machines in and charge them at the end of every shift - for rental companies whenever and as soon as they are returned to the yard. To do this you will of course need somewhere where multiple units can be put on charge at the same time. A charging bank is therefore a good idea and if possible store electric machines indoors.

Choosing a deep cycle battery

When choosing a replacement battery pack there are now several alternatives to the plain lead acid flooded product and they are increasingly available within a sensible price range. It is also important to recall that batteries form part of the counterweight on lifts and cranes. So ideally you need the same size and weight as the original when considering alternatives and if they are lighter consider replacing the weight in the same location.

Flooded water batteries

The classic lead acid battery is still the best in terms of cost, battery life between charges and overall life. However it does need regular maintenance and is prone to spills and gassing while charging.

Advantages of Flooded batteries:

- Cheaper to buy
- Longest life between charges when well maintained
- Widely available
- Long overall life if looked after

Disadvantages:

- Higher maintenance
- Prone to gassing while charging
- Can spill acid and be messy



AGM batteries

Absorbed Glass Mat batteries are now widely available and becoming increasingly popular for use as power packs for aerial lifts. The reasons for this are twofold - the fact that they require very little maintenance as they are sealed, and they are often specified for specific applications and locations where spills or gassing are not permitted such as airports or in food processing plants.

Advantages of AGM batteries:

- Low maintenance
- Non-spill
- Minimal gassing
- High recharge efficiency
- Can use most standard battery chargers

Disadvantages:

- More expensive to purchase
- Battery life is not as good as flooded batteries

Points to look for when sourcing AGM batteries

Not all AGM batteries are created equal and many are not designed for true deep-cycle applications and will

not provide a satisfactory battery life between charges. Additionally they will not last long in such applications. Have the manufacturer or its representative confirm that the batteries are suited for the application and ideally warrant them or simply source from one of the deep cycle battery specialists. Trojan says that it is planning to launch a new AGM battery mid-year, which has been engineered from the ground up for cycling applications such as those found in crane and access equipment applications.



Gel Cell Batteries

Gel Cell Batteries offer similar benefits to AGM batteries in terms of gassing, maintenance or spilling, however they are more expensive again and do not usually offer the same power capacity for a given physical size as the other two. Gel batteries must be also be recharged correctly or the battery will suffer premature failure, so it needs a battery charger designed for the job and if recharging from an alternator a special regulator must be installed.

Advantages of Gel Cell batteries:

- Low maintenance
- Non-spillable
- Non gassing

Disadvantages:

- Most expensive to purchase
- Battery life is not as good as flooded or AGM batteries
- Power will be lower size for size
- A special battery charge is required

Full Traction batteries

These are usually custom-made batteries widely used for fork trucks and pick&carry cranes as well as in the larger battery powered scissor lifts where space and weight is not a major issue. They are expensive

and must be properly maintained as the cost of premature replacement is prohibitive.



Full traction batteries are widely used on pick&carry cranes

Making flooded batteries last longer

Most platforms are fitted with regular flooded batteries as standard and few buyers will swap them out on new machines, so what can be done to reduce the maintenance costs and help ensure that they are trouble free?

1. Regularly checking electrolyte levels and topping-up when necessary is probably the most critical task. One way to avoid this or rather reduce the need is to fit a central top-up system similar to those fitted to most full-traction battery packs found on fork trucks, larger platforms and cranes. A single-point watering system can significantly reduce the time and cost of keeping flooded batteries properly watered.
2. It's also important to measure the voltage of AGM and flooded batteries to ensure they are being properly charged. Consistently overcharging or undercharging a deep-cycle battery will impact its overall performance and life, resulting in increased operating costs since batteries will have to be replaced more frequently. A special battery charger can help eliminate this issue. At the top of the tree in this respect is the GantiCharger from Norway, which individually charges each cell and ensures they are balanced at every charging.
3. Consider using battery additives, such as Thermoil De-Mister. While few battery manufacturers seem keen to endorse this product which does appear to be too good to be true, those who have used it say that it does significantly reduce electrolyte evaporation while cutting gassing and therefore reduces maintenance.



Trojan has introduced the easily fitted Hydrolink system to automatically top up regular flooded batteries



Off the shelf battery charging points are available for multiple aerial lifts

The manufacturer can provide reams of test data which proves its point and the science is logical in that an oil type film helps reduce evaporation.

4. Keep batteries clean and regularly recharge them when machines are standing, especially in winter. Few things reduce battery life faster than allowing them to fully discharge or even allowing them to go beyond

the 60 percent discharged point on a regular basis. One way to make sure that this happens is to use smart chargers and to install a charging bank where all machines can be left plugged in when not in use. A number of companies now supply standard or customised charging banks. A good local electrician can also design and install a practical solution.

A better charger?

The GantiCharger was developed several years ago by aerial lift rental veteran Tommy Jørgensen, in order to design a simple, reliable charger that would fully charge all the batteries in a pack without cooking them, while saving energy and being more environmentally friendly.

Today the GantiCharger is as good

as mobile battery chargers get and has numerous features that are designed to appeal to access rental companies. The charger automatically detects the type of battery and can therefore be used for all three battery types mentioned in our article, including Gel. Once each battery is identified a three stage charging process kicks off, beginning with a bulk charge to





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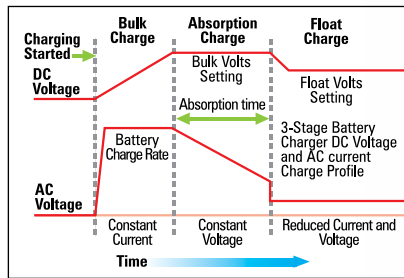


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Many users claim that the use of battery additives has significantly reduced maintenance costs and improved battery life.



The GantiCharger goes through a three phase charging process.



An increasing number of utility type vehicle mounted lifts are equipped with lithium hybrid power packs.

quickly take the batteries up to a certain level, it then switches to a slower absorption rate - which uses considerably less electricity - to take each battery up to its maximum charge. Finally a float charge is also used to keep batteries charged up when machines are not in use. During the charging process for flooded batteries the charger will also automatically provide short high voltage pulses to de-sulphate, something that significantly extends battery life and efficiency.

Gantic claims that this charging process will take most batteries to at least 97 percent of maximum charge, while cheaper chargers tend to cut out at between 75 and 80 percent. Even a quality charger can stop after it reaches 85 to 95 percent. The main benefit though is that as soon as each battery is fully charged the charger stops charging it, while continuing to charge the others. Normal chargers either cut out when the first battery reaches full charge even though the others are not, or more typically it carries on until all four are fully topped up 'cooking' those that reached full charge first.

In summary the charger uses less electricity, takes batteries to a higher charge and extends their life. It all sounds a bit too good to be true, but the science is very clear and the claims 100 percent factual, yet over four years since launch the take up remains low.

Lithium batteries slowly progressing

Lithium ion batteries are the long promised solution to battery life issues on mobile battery powered equipment, and while perfected for small appliances they are still a challenge for larger equipment.

Witness the challenges that Boeing faced last year with the lithium battery packs on its Dreamliner.

The advantages are clear - they are 60 percent more compact, offer three times the battery life between re-charges, can recharge in half the time, are almost maintenance free, have no memory and can last over five years in a typical application.

The main downside though in a word is heat management, although in the aerial lift and crane industry cost is of course also a major factor.

Hinowa pioneered the adoption of lithium batteries in the lift business, by fitting them to its spider lifts which require too much power to practically use lead acid batteries. Other spider lift manufacturers have followed suit and they are gaining in popularity with payback now well within their five year anticipated battery life, making them economically viable compared to diesel power. With four years field experience under its belt Hinowa will be closely watching how the first units are doing as they reach their fifth birthday.

Another application for lithium batteries which is working well, is on hybrid and all-electric vehicle mounted lifts. The most popular installations are hybrid set ups where the battery powers the aerial lift while the vehicle retains its traditional power unit. The unit recharges the batteries while travelling between jobs - almost for free - and if the machine is working for a long time in a single location without moving, the batteries can be plugged in to the mains to keep them topped up or the vehicle engine used in the normal way -

either through a standard PTO or by running a generator that maintains battery power. So far most of these machines have been purchased by utility companies. They are not only seeking green credentials, they also appreciate the fact that the boom operates silently, which is ideal for working in residential areas especially at unsocial hours. It is also a benefit in that those working in the platform can communicate with the ground crew without needing to shout over the engine noise. Finally it is a great deal more efficient than burning fuel killing the engine with the start stop nature of aerial lift working.

One key advantage of the hybrid system is that it can be very easily retrofitted. Companies currently offering such systems include Versalift and Terex AWP.

Bottom end convenience

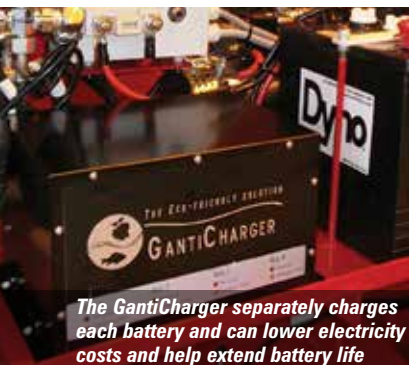
Other markets with real potential for lithium battery packs are the smallest push-around lifts and powered material lifts. The little Bison X-Step lift launched last year uses a small slide-in 24 volt battery which provides up to 80 full lift cycles and can be swapped easily with a spare in the same way as hand drill.



Hinowa has pioneered lithium battery power options on spider lifts



The X-Step uses a sealed 24 volt battery that can be changed in seconds



The GantiCharger separately charges each battery and can lower electricity costs and help extend battery life

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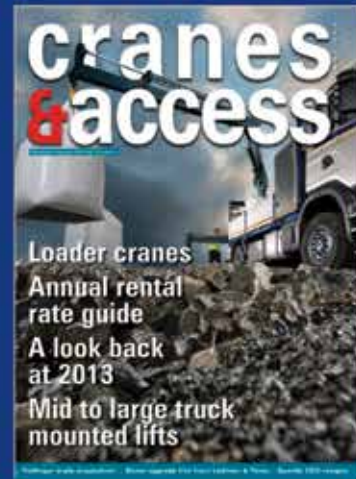
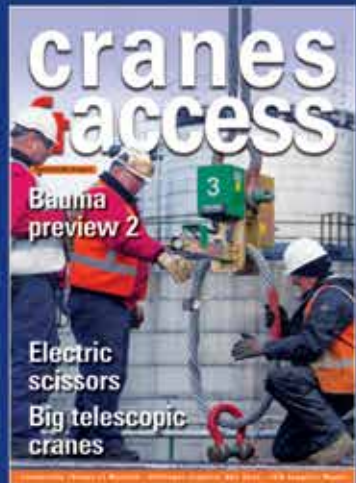
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So who is exhibiting?

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



C&A

Conexpo

Company	Stand No
A	
3B6	85201
3D Lift Planner	2853
ADB Hoist Rings	70049
Allison Transmissions	85430
Alps Wire Rope	70043
Altec	1827
Altarnamats	61419
AMS Merlo	4200
Ascotel	50963
Associated Wire Rope & Rigging	2852
AEM	20051
Atlas	4054
Ausa	6736
Autec	6773
Auto Crane	6710
B	
Badger	2115
Bauer-Pileco	7038
Bauma	20050
BICES	2015 20040
Big Astor	3800
Bil-Jax	1531
BKT Tires	70050
Blue Hat Hoisting	6830
Bluelift	2765
Bobcat	1501
Bonfiglioli Riduttori	80642
Borg Warner	85408
Bosch Rexroth	80216
Braden winch	4048
Brevini Fluid Power	83650
Brevini USA	2971
Bridgestone	13006
Bridgewell Mats	51104
Bridon International	52828
Broderson	1324
Bucher Hydraulics	82829
BVA Hydraulics	82740
C	
Cargotec Kalmar/Hiab	4748
Casagrande	8254
Casar	50040
Caterpillar	1015
Changzhou Aoxuan Slew Ring	508

Company	Stand No
COBO	85201
Comer Industries	82130
Cometto Industrie	244
Conexpo Russia	20051
Construction Equipment Association	40424
Cormidi	3600
Cranes & Access	1986
Crane & Hoist Canada	1568
Crane and Rigging Hotline	1421
Crane Institute Certification	2975
Crane Institute of America	2973
Cranes Today	6209
Cranesmart Systems	1393
Cranimax	
Crosby	3034
Cummins	84808
Curtiss Wright Controls	83434
Custom Equipment	1725
D	
Dakota Fluid Power/ OEM	83344
Dana Holding	85114
Danfoss	80529
Delta Tech Controls	84034
Denka	2765
Deutz	84620
DHS scale models	20012
DICA	63731
Dieci	2175
Dinamic Oil	83640
Dingli	6445
DLH Fluid Power	81818
Donaldson	83940
Doosan Infracore	1501
Double Coin Tire	65401
Dynamic Fluid / PVS Sensors	82818
E	
Eaton	80230
Elliott Equipment	1108
Enerpac	3749
EPW	2965
EZ-Scaffold	2977
F	
F&M Mafco	65005
Fascan International	2736
Fassi	2736

Company	Stand No
Faymonville	3611
Furukawa-Unic	3249
G	
Gardner Denver	64015
Geda	53090
Gehl	12605
GKD Technik	40424
GKS Lifting and Moving	90527
Goldhofer	2836#
Goodyear	11649
Grove	2137
Gunnebo Johnson	2842
H	
Harrington Hoists	70306
Hatz Diesel	83740
Haulotte	1531
HAWE Hydraulics	81215
HBC-radiomatic	52872
Helec	30934
Hetronic	1171
Hiab	4748
Hidromek	3005
Hinowa	see JLG
Hirschmann	2024
Historical Construction Equipment Assoc.	20012
Hitachi Cranes	see Link-Belt
HMF	see IMT
Hoist Liftruck	6515
Honda	3484
HookCam	2674
Hunger Hydraulics	82212
Husco	80916
Husky Equipment	6831
Hydro Mobile	608
HydraForce	80930
I	
Ikusi - Cervis	82918
Independent Parts & Service	70156
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Industrial Matting	7354
Intermat 2015	20074
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Iron Planet	761

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JCB	1559
Jekko	1095
JLG	1037
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Kamag Transporttechnik	3905
KHL	3498
Kinshofer	3510
Kobelco Cranes	2129
Kran & Bühne	1986
KTI Hydraulics	81922
Kubota Engines	84608
L	
Lampson International	1392
Landoll Trailers	4248
Layher	6842
Lectura	60110
Ledwell	61409
LHP Telematics	90126
Liebherr	2155
Lift and Access	1421
Lift Systems	1097
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Lifting Technologies	2979
Linden Comansa	2181
Link-Belt	1747
Little Giant Ladder	130
LSI	2761
Loadrite	50119
Lube-A-Boom	2760
Lull - JLG	1037
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Maeda	3211
Magna Tyres	3711
Magnetek	81147
Manitex	2115
Manitou	12605
Manitowoc	2137
Mantis (Tadano)	2101
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Nicolas	3905
Niftylift	4118
Nylacast	40527

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Oil&Steel	4782
Omme lift	2084
Omni Gear	83534
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Orlaco	2771
OSHA Training Institute	349
OTR Wheel Engineering	70320
P	
Palfinger	3311
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Parker Hannifin	80440
PB Lifetechnik	2765
Penny & Giles	83434
Pettibone	3149
Pirtek	8224
Platform Basket	2084
PM	4782
Poclain Hydraulics	80940
Potain	2137
PQ Controls	82021
Prinoth	3791
PVE	8023
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Quality Mat	30303
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R&B Engineering	2765
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Rayco-Wylie	2755
ReachMaster	2765
Reel-O-Matic	1888
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Ruthmann	3200
Ryco Hudraulics	82018
S	
SafeWay Hydraulics	82529
SAI Hydraulics	82530
Sany	3516
SAIA	60127
SC&RA	20032
Scanreco	3291
Scheuerle	3905
Sellick	1071
Sennebogen	4264
Service Trucks International	1310
Shandong Tyre	630
Shuttlelift	1395
Skyjack	1837
Sky Trak - JLG	1037
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Snorkel	4224
Spartan Mats	
Spydercrane	3249

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Stros	3476
Sumner	50930
Sun Hydraulics	80719
Sunfab	81917
T	
Tadano	2101
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Trojan Tire	70015
TVH	40216
U	
Unic	3249
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Valla	2115
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Versalift	3200
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W	
Wacker Neuson	4452
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WireCo	50040
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X	
XL Specialized Trailers	2744
Xtreme	4224
XCMG	1579
Y	
Yanmar Engine	11637
Z	
ZF	85030
Zoomlion	3554

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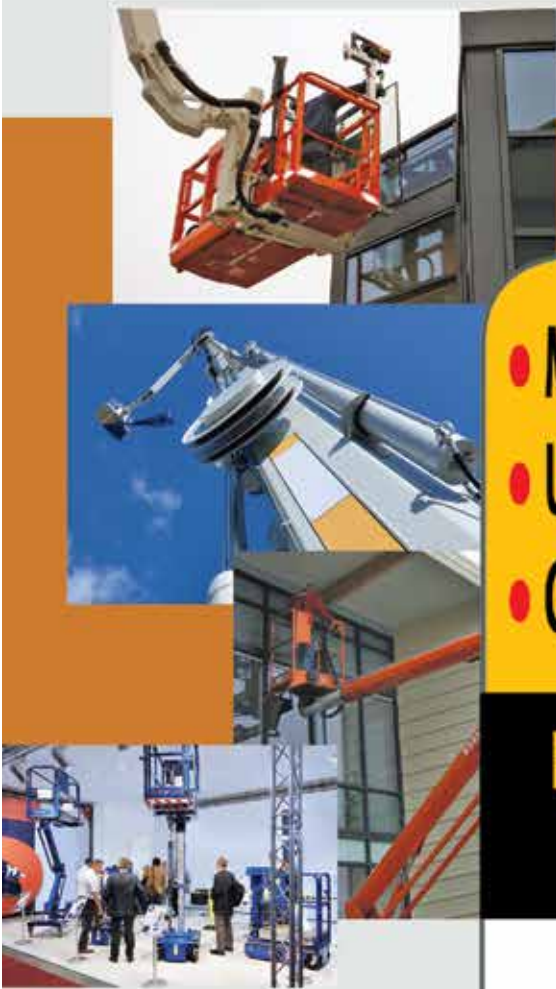
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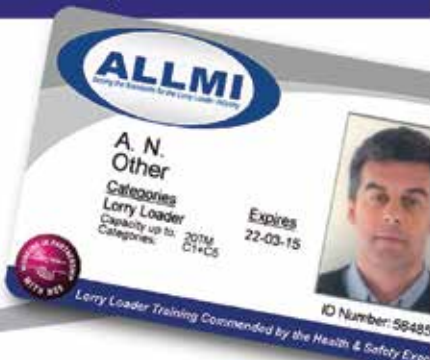



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Thorough Examiner training for fleet owners

ALLMI is encouraging members of its Operators' Forum to attend a one day, abbreviated Thorough Examiner training course, intended to raise awareness of some of the key changes introduced by the recently revised BS7121 Part 2-4:2013.

ALLMI technical director Alan Johnson said: "The vast majority of Operators' Forum members have people within their business who are responsible for ensuring that their lorry loaders are adequately maintained and kept up to date with the applicable statutory inspections. Whilst the full assessment-based version of the ALLMI Thorough Examiner course is currently only available to member companies involved in the installation, examination and testing of loader cranes, we know that the abbreviated version will provide a fantastic level of information and guidance to any member which is a duty-holder under LOLER, and that it will assist in refreshing and improving the understanding of this very important topic."



ALLMI is encouraging members to attend its abbreviated Thorough Examiner training course.

New training officer for ALLMI

ALLMI has appointed Jon Kenyon as its new full time training officer. With a wealth of experience in the lorry loader industry, Kenyon's responsibilities will include running various ALLMI courses (primarily Crane Supervisor and Appointed Person), as well as carrying out audits of both instructors and member companies. Kenyon will also play a role in the forthcoming ALLMI Training Scheme Review, a pan-industry consultation process planned for 2014 which will look to further develop the association's range of training courses and documentation.



Jon Kenyon

ALLMI board election

ALLMI recently conducted an election for its board of directors, which resulted in Mark Rigby of TH White retaining his position as chairman for the ninth consecutive year. Ian Roberts of HMF, Ismo Leppanen of Cargotec and Carly Barnard of Transloader Services were also re-elected as directors of the association, with Richard Short of Penny Hydraulics being the new appointment to the board.

Short said: "Penny Hydraulics is a long-standing member of ALLMI and has always been heavily involved in the association's projects and activities through its strong representation on the ALLMI Technical & Training Committees. Further to this, it is of course a great privilege to be elected into a director's position and to have the opportunity to represent members' interests on a number of different fronts."



Richard Short



Vertikal Days update

Following on from last year's Vertikal Days, ALLMI's most successful show to date, the association has announced a list of member companies which have already confirmed exhibition spots within the ALLMI Village at this year's show in May:

- Cargotec
- Sunfab
- HMF
- TH White (Palfinger)
- Penny Hydraulics
- PM

ALLMI chief executive Tom Wakefield, said: "Last year's show was a huge success, both for the association and the member companies that exhibited, but we are keen to build upon that and to increase the presence, profile and scope of the ALLMI Village. Having so much interest from members at this relatively early stage is very promising indeed and it reflects the fact that the ALLMI Village has become the industry platform upon which companies can promote their products and services."

"We have participated in every Vertikal Days show since its inception in 2007, but are expecting 2014 to be the best so far, with the greatest array of equipment on display from manufacturers of both loader cranes and ancillary equipment. There will also be a wealth of guidance and advice available on the ALLMI stand and of course, once again, we will be running the ALLMI Operator of the Year Competition, for which we're already receiving a great deal of interest from potential participants."



Part of the ALLMI Village at Vertikal Days

Guidance notes update

A recent ALLMI Technical Standards Committee meeting saw further progress in the ongoing revision of the association's series of guidance notes. Alan Johnson, chairman of the committee and ALLMI technical director, said: "We have been gently working away at this project for some time already, but we knew that the real opportunity to drive the completion of the process would arise once the revision of BS7121 Part 2-4 was complete."

"Along with BS7121 Part 4:2010 and BS-EN12999 2011 & A1:2012, this now means that the three most relevant and important Standards affecting our industry have been revised within the last four years and so we see this as the perfect time to revisit our previously published guidance notes, with the aim of getting the amendments completed by mid-2014."

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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.



The crane's boom catapulted backwards striking a boat

Crane owner and operator face criminal charges

The Occupational Safety and Health Administration (OSHA) has fined Concavage Marine Construction \$165,200 for wilful and serious workplace safety violations following a crane incident in Stamford Harbour Marina, Connecticut, last May.

The crane was extracting damaged piles from a barge when it flipped over backwards with the boom coming to rest on a boat. The company was fined \$98,000 for two wilful citations after OSHA's inspection found that the crane had not been inspected by a competent person who should have identified it lacked the necessary safety devices to prevent the boom from falling backwards. Fourteen serious citations relating to the set up, operation and maintenance of the crane and barge accounted for a further \$67,200 in fines.

Robert Kowalski, OSHA's area director in Bridgeport, said: "This crane should not have been operating. Not only did it lack required safety devices, it had not been inspected for these and other defects that should have been corrected before the crane began operating. The employer deliberately failed to adhere to basic crane safety standards, putting at risk the lives of its employees and anyone else in the vicinity."

Forklift and box costs £4,000

Richard Mann, Alexis Mann and Christopher Mann, of Stangrove Hall Farm and Hill Farm in Alderton, UK, were fined £3,000 plus costs of £993 after an employee was injured in an incident involving a dangerous lifting operation.

The man, 65, broke his shoulder blade, fractured seven ribs, chipped two vertebrae, cracked his pelvic cradle and sustained a serious head injury after falling three metres from an unsecured wooden box which had been lifted by a forklift truck.

An investigation found that although a safe and suitable system had been devised involving a work platform specifically designed for the forklift, and that appropriate training had been provided, no checks were made to ensure it was followed. It also found that employees regularly bypassed the system when the equipment was unavailable. HSE Inspector John Claxton, said: "This incident illustrates the need for duty holders to ensure work at height is carefully planned and managed at all times. That includes exercising vigilance to ensure the correct procedures are followed."



A similar box to the one that was used to lift the 67 year old worker



Darren Potts supervising an employee pressure washing the roof of a house in Greater Manchester

Roof washers fined

Oldham roofing firm Renov8 and its company director Darren Potts have been prosecuted by the UK's Health and Safety Executive after footage filmed by the BBC's TV programme Watchdog showed employees pressure washing roofs without any measures in place to prevent them from falling.

An investigation also found the company did not have any employers' liability insurance. The company was fined £1,000 plus costs of £1,255 while Potts was ordered to do 200 hours of community service as well as paying costs of £1,225.

Idiot on Ladders winner announced

The UK Ladder Association has announced this year's winner of its 'Idiots on Ladders' competition designed to highlight the worst examples of working at height using ladders.

The clear winner, with over four times as many votes as the runner-up, shows a man using a double extension ladder to prop up another ladder which is being used by a second man to carry out work on the steep church roof.



Ladder Association chairman Cameron Clow, said: "Idiots on Ladders is about shaming bad practice and showing how important training is. Ladders are a practical and indispensable option in the workplace, but like any other piece of work at height equipment they have to be used safely and competently. The association's message has always been that if it's right to use a ladder, use the right ladder and get trained to use it safely."

Who trained him then?

Spotted in Poland, a man straddling two wooden planks on top of a steel scaffold erected on the back of a tipper truck in an attempt to work on a roadside advertising hoarding at a height of around 10 metres.





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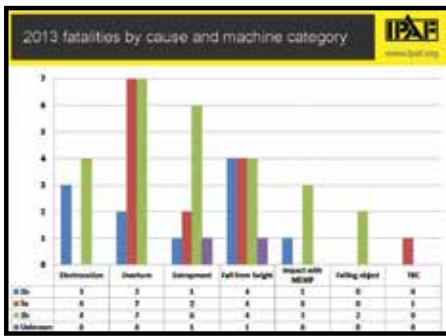
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Better accident reporting boosts data

Preliminary results from IPAF's voluntary accident database reveal that the industry is reporting more accidents involving aerial work platforms. Last year there were 53 fatalities worldwide, of which the main causes were overturning (16), falls from height (13), entrapment (10), electrocution (seven), impact with an aerial work platform (four) and falling objects (two). In one case, the cause of the fatality was not known.



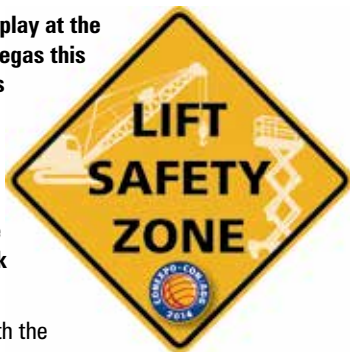
www.ipaf.org/accident

Almost half of the number of reported fatalities involved self-propelled boom lifts (49%), 14 involved scissor lifts (26%) and 11 involved vehicle mounted lifts (21%). In two cases the type of machine involved was not known (4%). 30 fatalities occurred in the USA, while three fatalities were each reported in Germany, Spain and the UK. A further two fatalities occurred each in Belgium, Canada, France and the Netherlands, while Armenia, Australia, Ireland, Malaysia, Norway and in the Middle East all reported a fatality.

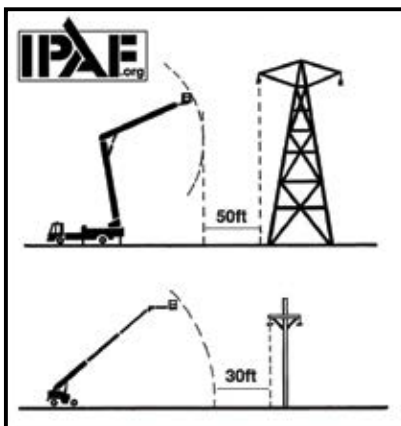
IPAF technical officer Chris Wraith said: "It will be at least 2016/17 before any realistic year-on-year comparison on the frequency of accidents can be of value. The comparative figures presented are for information only and do not in any way suggest an increase in the number of aerial work platform-related fatalities from 2012 to 2013. They are more an indication that the awareness and success of the project is growing. Powered access is probably the safest way of performing temporary work at height."

Beware of electrocution risks

IPAF will be featuring a dynamic display at the Lift Safety Zone at Conexpo in Las Vegas this March. Drawing on data from IPAF's accident reporting project, which indicates that electrocutions are the single largest cause of fatalities to operators in the USA, the live demo will promote the safe and effective use of aerial work platforms near power lines.



IPAF is sharing the Lift Safety Zone with the National Commission for the Certification of Crane Operators (NCCCO) and experts from both organisations will be present to provide advice on the safe use of aerial work platforms and cranes, with the help of live machine demonstrations. IPAF staff will also be on hand to answer questions about the operator eLearning module and the AWP's for Managers training course, as well as to provide a full range of technical guidance, videos, stickers, posters and educational tools.



Operators must keep a minimum safe distance between overhead power lines and the closest point of the AWP when fully extended

IPAF is also holding a series of meetings during the week, including the IPAF Manufacturers' Technical Committee Meeting on 7th March at 10am. Watch for details at www.ipaf.org/events

UKCG guidance sets minimum standards

IPAF has fully endorsed the UKCG MEWP Good Practice Toolkit published by the UK Contractors Group this January.

The document provides guidance on how its members should manage the use of aerial work platforms on their sites. It covers legal compliance, procedures, statutory regulations and Health & Safety Executive (HSE) guidance, and should be seen as a minimum standard for specifying, managing and operating aerial work platforms on site.



The UKCG MEWP Good Practice Toolkit is available at the Publications section of www.ipaf.org

Almost half million active cards

A total of 127,365 people were trained by IPAF-approved training centres in 2013, an increase of 12.8 percent compared to 2012. Of this number 121,744 were PAL Card operator licences, taking the number of valid PAL Cards in use to almost half a million worldwide.



IPAF chief executive Tim Whiteman said: "IPAF members and training centres are to be congratulated for the continuing the success of these industry-led voluntary training programmes and safety initiatives. We anticipate that we will have half a million valid PAL Cards sometime this year. Projects recently launched, such as the global rollout of management courses, the introduction of PAL+ advanced operator training and the eLearning module, promise exciting times for IPAF and the industry."

Don't miss booking your ticket to Windsor

Places for the IPAF Summit and International Awards for Powered Access (IAPAs) on April 3rd in Windsor are filling up fast.

If you haven't already booked your dinner ticket, do so by the end of February to benefit from the early bird rate. The event details are at: www.iapa-summit.info

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PASMA welcomes simplified HSE guidance

PASMA has welcomed the launch of the new simplified Health & Safety Executive (HSE) guidance on working at height:-

INDG401: 'Working at height - A brief guide'

INDG455: 'Safe use of ladders and step ladders - A brief guide'



PASMA chairman
Chris Blantern

Since the publication of the independent Lofstedt review of health and safety regulation in 2011, the association has cooperated with the national regulator to help produce clear, easy to follow guidance that gives everyone a better understanding of the practical implications of the Work at Height Regulations - which remain unchanged.

PASMA chairman Chris Blantern said: "The regulations always were, and remain, fit for purpose. What needed attention was the accompanying guidance, an issue that has now been addressed following an extensive consultation period involving not only PASMA, but other work at height organisations and industry trade bodies, including the British Retail Consortium and the Small Business Trade Association Forum."

"Throughout this process the aim was to help business and industry - particularly micro and small and medium-sized enterprises - to adopt practical and, most importantly, proportionate measures, making it easier for people to comply with the law and manage the risks associated with working at height in a sensible way."



"PASMA welcomes the decision by the HSE not to modify the Work at Height Regulations which were, after all, introduced to help prevent the deaths and injuries caused each year by falls at work, but rather to produce new, simplified guidance designed to provide straightforward and uncomplicated advice to anyone working at height."

"I have no doubt that this new guidance, combined with the knowledge, best practice advice and professional training available from PASMA and other specialist trade associations and federations, will make a major contribution to advancing the height safety agenda."

To access the new guides or for more information on working at height visit: www.hse.gov.uk/work-at-height/index.htm or you can find them on www.vertikal.net in the online library.

Who will win through?

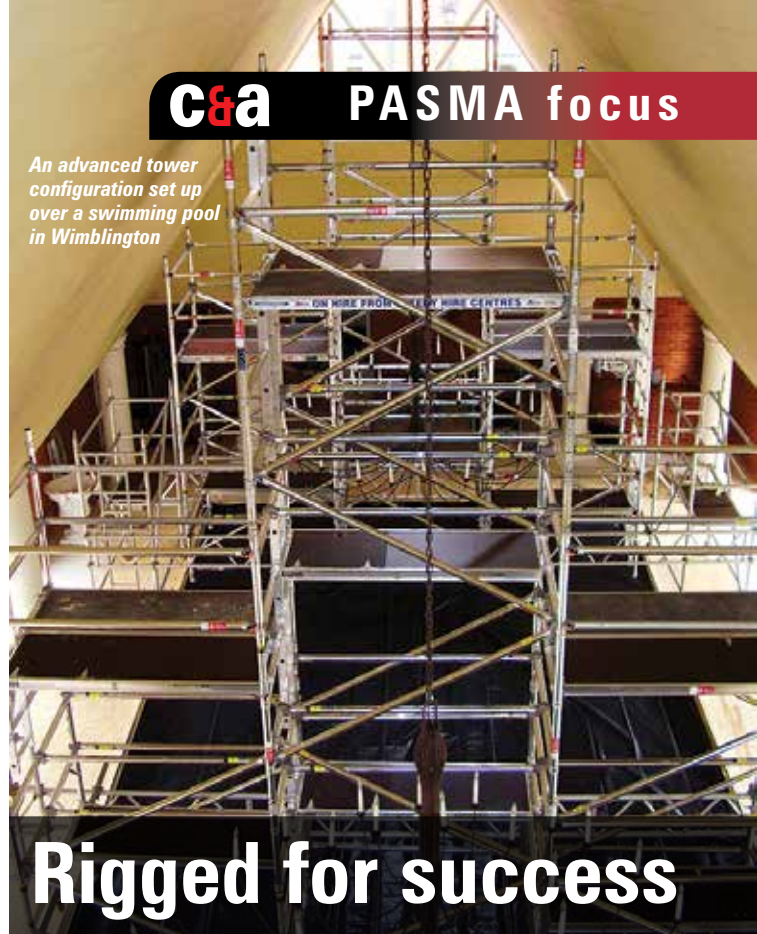
PASMA will be sponsoring the new 'SafeHire Company of the Year' category at the 2014 Hire Awards organised by the Hire Association Europe (HAE).

The award is open to SafeHire accredited members and is intended to acknowledge that safety, and the efforts to improve safety and the quality of working life, should be recognised and rewarded. The award will be judged on the scores of HAE members' SafeHire assessments rather than by a judging panel.

PASMA managing director Peter Bennett said: "As an organisation dedicated to promoting safety and best practice in the work at height sector, and long time supporter of the HAE Hire Awards, PASMA is delighted to be sponsoring this year's new SafeHire category. We look forward to recognising the company that has made the best contribution to advancing safety during the course of the year."



An advanced tower configuration set up over a swimming pool in Wimblington



Rigged for success

PASMA's new training course 'Towers for Riggers' took centre stage at the recent Executive Hire Show for the tools, equipment and plant hire industry at the Ricoh Arena in Coventry, England. Developed specifically for people working in the hire and assembly sector, the five-day course covers all aspects of assembling and using advanced configurations of mobile access towers - a fast growing sector of the market.

In a short handover ceremony the Youngman Group, which supplied the tower components for the advanced course, presented PASMA's managing director, Peter Bennett, with a framed copy of a complex build drawing and a folder containing calculations and technical information.

Choosing a safe mobile tower

The Health & Safety Event at the NEC, Birmingham on the 11-13th March, will mark the launch of a new PASMA safety campaign advocating the importance of only buying and hiring mobile access towers that conform to European standard EN1004, which specifies the minimum safety requirements.

The principal message of the campaign is that the correct selection of a tower is essential to safe working and that a user's life or the lives of others may depend on it. The campaign is supported by the Hire Association Europe (HAE) and the Royal Society for Prevention of Accidents (RoSPA). Posters and leaflets will also be available promoting the critical safety features of EN1004 towers.

PASMA's leaflet stressing the importance of EN1004 mobile access towers



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@pasma.co.uk

New good practice guide for scaffolding with hoists

CPA's Construction Hoist Interest Group has published a revised 'Good Practice Guide' on 'Transporting Scaffolding in Construction Hoists (Including Transport Platforms)', in conjunction with the National Access and Scaffolding Confederation. The new guidance replaces the original guidance document, published in 2005 and was developed with the HSE and has been approved by the UK Contractors Group.

The original 2005 guidance, although adequate when published, was no longer thought to be the

most practical solution or compliant with the law. The team worked on the project for more than a year and sought wide input in order to produce practical 'user friendly' guidance for industry professionals that could improve safety.

The use of transport platforms and construction hoists to carry scaffolding materials, during the erection or dismantling of scaffolding provides a safer means of lifting these materials than most traditional methods. However, as transport platforms and hoists used for this purpose may not have all the physical safeguards present in a fully installed hoist, there is scope for unsafe use which has led to a number of serious accidents, including some fatalities.

The new publication provides guidance on the planning and safe use of construction hoists and transport platforms to erect/dismantle scaffolding. Transport platforms and hoists used for this purpose are referred to as a "temporary scaffolding transportation system" (TSTS) to



Installing scaffold with a transport platform in an industrial plant

differentiate them from transport platforms and hoists used conventionally. Mastclimbing work platforms and aerial work platforms are excluded from this guide.

When a transport platform or hoist is delivered to site and erected adjacent to scaffolding, it is common practice for the scaffolding contractors to use it to carry scaffold materials as the scaffolding is extended to higher levels. Whilst this is regarded as the safest method of lifting these materials, it is essential that their use for this purpose is effectively planned and supervised. If the correct system is not selected - properly equipped for the purpose, a safe system of work put in place, personnel trained, familiarised, assessed as competent and adequately supervised - the operation may well involve unacceptable risks.

The hoist supplier, the scaffolding contractor and site management have separate responsibilities, but all must work together. It is the responsibility of the equipment supplier and the scaffolding

contractor to carry out their respective risk assessments and draw up method statements in order to either eliminate risks or reduce them to acceptable levels. The site management must approve and adopt these method statements.

This comprehensive guidance covers subjects such as 'hazards' associated with transport platforms and hoists, persons travelling on transport platforms and hoists, planning, installation and operation. It also covers their handover for use by scaffolders.

Transporting Scaffolding in Construction Hoists (including Transport Platforms) guidance is available to download free of charge from www.cpa.uk.net.



Installing scaffold with a hoist



CPA supports apprentice mechanics

During 2013 work was undertaken to produce a pilot scheme to support CPA members to take on apprentice mechanics. Several members expressed an interest in participating with three eligible for the shortlist. For the member to qualify for CPA support, the apprentices had to be fundamentally capable, but because of their circumstances may have had difficulty in competing equally with others for apprenticeship placements.

Haydn Steele, the CPA's safety and training manager worked closely with the management agency of the Construction Industry Training Board to identify the candidates who met

this criterion. He also helped arrange interviews for the candidates. Two CPA members were successful in gaining the support, Aerial Platforms in Lancashire and NRC Plant in Essex.

Aerial Platforms has taken on Oliver Bond who impressed the management team with his attitude, willingness to work and enthusiastic approach. He currently attends Myerscough College near Preston to complete the Plant Maintenance (Construction) Apprenticeship and work towards achievement of the Level 2 NVQ diploma in Plant Maintenance.

NRC Plant was looking for two apprentices and interviewed three candidates at its depot in Essex.

It then decided to offer two of the candidates two weeks work experience before a final decision was made, after which Jack Spencer was offered the apprenticeship. NRC was impressed with the way he portrayed himself, his attitude, willingness and ability to ask questions. He will attend the National Construction College at Ilford on the Plant Maintenance (Construction) Apprenticeship and work towards the Level 2 NVQ Diploma.

The CPA is looking to support other CPA members willing to take on a Plant Mechanic Apprentices during 2014. For details contact Haydn Steele: haydn.steele@cpa.uk.net



Sandra Morum, Jack Spencer and David Bailey of NRC Plant



APL's Simon Damant with Oliver Bond and CPA's Haydn Steele

Anti-shock system smoothes lifting

Magnetek has introduced a new closed-loop flux vector crane controller with a built in anti-shock system. The Impulse G+ and VG+ Series drives are specifically designed for non-mechanical load brake hoists and high performance traverse motions, so are best suited to overhead travelling cranes.

The new controllers incorporate Load Check II technology which continuously monitors the hook load, both during acceleration and constant speed and will stop the lift function while continuing to allow the load to be lowered when an overload is detected. The device effectively eliminates the need for load cells in most applications. It also detects a snagged load during low speed operation and will either pause lifting when the rated capacity is approached or instantaneously halt if it is reached. The Anti-Shock system automatically stabilises loads by detecting and minimising rapid increases in motor torque, thus reducing the potential for crane damage caused by operator induced shock loadings.

On the productivity front the controllers include Adaptive Ultra-Lift technology, which allows higher hoist speeds when it senses a light load or empty hook by continuously monitoring motor torque and adjusting the motor speed to operate at peak performance, improving the crane's efficiency.



Magnetek's Impulse VG+ crane controller with a built-in anti-shock system

Kalmar adds two safety options



Indonesian terminal operator PTS recently opted for the Anti-Truck Lifting option in a order for six Kalmar rubber tyred gantry cranes.

Port crane and reach stacker manufacturer Kalmar has expanded its SmartPort pre-integrated process automation portfolio with the addition of Stack Profiling and Anti-Truck Lifting.

The Stack Profiling option recognises the position of containers in a stack and prevents containers from being knocked over by the spreader as it moves over the stacks. The Anti-Truck

Lifting option ensures trucks are correctly loaded and also prevents unintentional lifting of the trailer/truck. It features a laser-based detection system which protects against lifting a container chassis due to a locked or jammed chassis twist-lock. The new options are available as either extensions or improvements to pre-existing process automation solutions.



The Stack Profiling option prevents containers from being knocked from a stack

Pressure sensor from Tecsis

Sensor technology specialist Tecsis has introduced the new P3278 Superior Pressure Sensor, designed specifically for applications in harsh environments and where a high degree of accuracy is required.



Tecsis' new P3278 Superior Pressure Sensor

The sensor is able to resist rough conditions due to its robust design and use of stainless steel for all the housing and wetted parts.

It is also fully waterproof from IP65 up to IP69K and as the process connection and the measuring cell are welded together the pressure sensor can tolerate high levels of shock and vibrations.

The pressure sensor is available with accuracy classes of one percent, 0.5 percent and 0.25 percent (relative to the full range) and a measuring range of -1 to 1,600 bar, with the ranging starting at zero to four bar. For special measuring tasks the P3278 has an optional zero point adjustment ring and all common voltage or current output signals are possible. The user can also choose between various process connections.

Diesel exhaust particulate filters for rent

Rent a Vent has developed a temporary diesel exhaust fume filter kit that it claims can be fitted to mobile machinery such as boom lifts or telescopic handlers in around 20 minutes.



The filter can be installed in around 20 minutes

The Avex HT220 heavy duty stainless steel diesel exhaust fume filter kit is said to be adaptable to most mobile and static diesel plant and machinery and removes between 95 and 98 percent of particulates from diesel engine exhausts. The company offer the filters for rent, allowing rental companies to install them for contracts where customers have requested, or demanded such equipment, or where diesel machines are needed to work indoors.



The Avex HT220 filter

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.

enquiries

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

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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.

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Sennebogen 8130 EQ

The Sennebogen 8130 EQ is a dubbed by the manufacturer as a material handling machine and it is designed to be in equilibrium during the operating cycle resulting in lower operating costs and energy usage. The overall weight of the machine mounted on crawler tracks is around 140 tonnes.

This 1:50 scale model is made by ROS and it comes in a large box. Two bases are supplied, mobile - crawler tracks and a static base - and the two are interchangeable. The crawler tracks are metal and the undercarriage has plastic ballast blocks. The static base has foot pads which can be adjusted individually for levelling.

The superstructure sits on a tubular pylon, which is an interesting metal part with the pylon joints detailed with bolt heads. Ladders and handrails are plastic as is the cab and the power pack unit, so the plastic content on the model is relatively high. However the detail is good and the roof of the power pack is removable allowing the motor and switch cabinet to be seen.

The boom is metal with a plastic underside and hydraulic pipes modelled in the top. Hydraulic hoses are provided at the bottom of the boom but it all looks a little untidy compared to the real machine. The model slews well although the review model tended to unscrew and begin rocking after being slewed too much in one direction.

The counterweights at the rear are nice metal parts with very sharp graphics, and the parallelogram linkage and loading stick are

also metal. The boom and stick movement is good and the parallelogram linkage and moving counterweights work well too. However the boom's hydraulic cylinder is not stiff enough to hold a pose without bleeding down over time. A separate pin is provided to lock the cylinder extension in a couple of positions.

The clamshell grab rotates freely and swings also. It is a metal part with hydraulic hoses and each half opens fully.

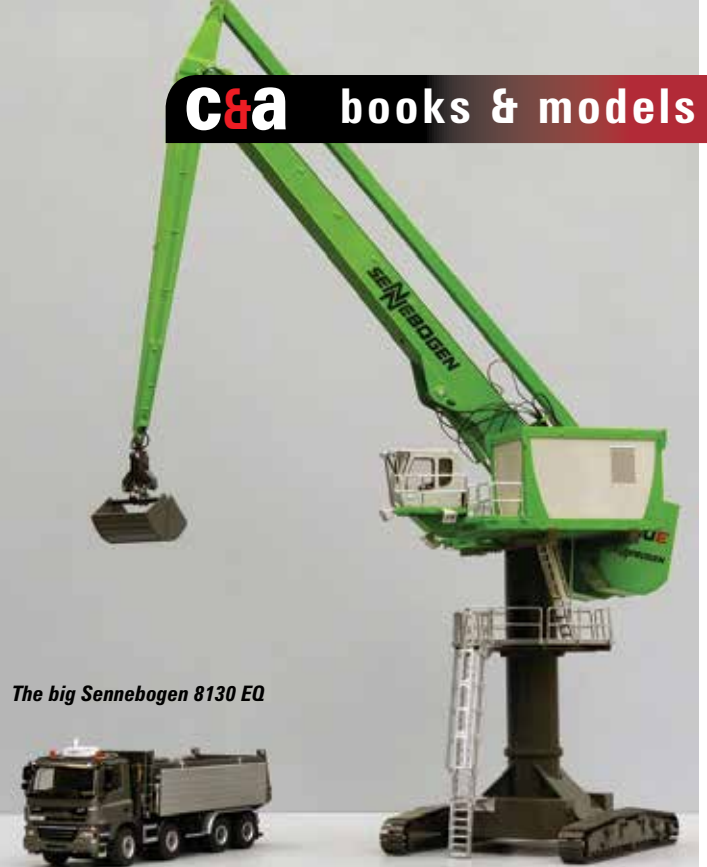
ROS has produced a good looking model for Sennebogen. It has a lot of plastic and this probably allows the cost of this large model to be kept down. It is an impressive and interesting model and can be obtained from the Sennebogen webshop for €159.

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

Cranes Ect Model Rating

Packaging (max 10)	7
Detail (max 30)	23
Features (max 20)	14
Quality (max 25)	18
Price (max 15)	12
Overall (max 100)	74

Counterweight and parallelogram linkage



The big Sennebogen 8130 EQ



Alternative bases



Nicely detailed connection on the pylon



Platform is mainly plastic

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Letters



This letter was received following our news report on a telescopic boom buckling while an All Terrain crane tried to remove a large tree that had fallen on the roof of a house in Redhill, Surrey in early January.

Dear Sir

As an operations manager of an established and reputable UK tree care company, I have specified, planned, organised and managed thousands of lifts of trees using cranes, all without incident. This is the first report of an incident of this kind in the UK that I am aware of and it concerns me.

For many years arborists have recognised the many benefits that the use of cranes bring to the controlled dismantling of trees. Quite simply, they make this operation much safer. However, the use of cranes brings its own complications and risks. As always the key to a successful and safe operation is thorough planning, training and competency (arborist and driver), built-in safety margins and an acceptance by all involved of their own limitations in the process. I am interested to find out the detail of this particular case and I agree with some previous comments that there seems to be more to this than meets the eye. We learn more by sharing information about the failures than we do the successes in most cases.

Arborists must be aware that siting a crane, putting a boom in the air and lifting trees is a serious responsibility and everything must be done to satisfy current HSE requirements and best practice to ensure everyone's safety. I often suggest to anyone considering using a crane for tree work to work backwards from this very scenario and to consider the conversation with the HSE inspector about their inputs into the planning of the job. I find this helps to focus the mind.

Cranes are used in UK arboriculture often. I know this because I have done the research and asked the industry. My work with cranes demonstrates that it can be done safely and can greatly increase the safety of our work and I am happy to share information about this with anyone with a serious interest. Guidance would be helpful to all parties and perhaps we are nearing the time when the two industries should start to discuss this at a formal level.

David Robinson

Written method statements

The following letter was written in response to Glenn Churchill's letter suggesting that legislation might be introduced for straight crane hire contracts to require a written method statement from the customer up front.

Dear Ed/Mark Darwin

Letters ref writing up lifting operations.

As a crane owner/manager I had a similar conversation with a partner company before Christmas last. I enclose my returned e-mail, perhaps you might like to ask British Standards as to the full explanation of the wording, "To be written, not to be written? The S.U standard actually states WRITTEN RISK ASSESSMENT so why not the method statement?"

Thanks for the C&A, has little to do with us at the bottom of the barrel, but still a good read and we dream on.

Kind Regards

John Monday

CSR Lifting Kent, UK

The email he refers to is:

Good day

Having been seriously disturbed by Laing o'my god medical revelations, I decided to read again BS 7121 2006 Part 1. To my dismay I find that in 6.2.2 part 2 it declares that "the results of the risk assessment should be recorded in writing and used in the preparation of the method statement for that site."

Now the wording "should be" is not a command as "will be" or "must be" but it could be against the basic understanding of "the spirit of the Statutory Instrument" i.e BS 7121.

So I think that this is to be taken as standard that All lifting operations should be written up before the act - ref: point 6 Planning of the lifting operation.

Where the "medically fit" for purpose comes into it well that can be divisive & discriminatory to the workers or employee.

Av a nice day

Best wishes

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**cranes
& access**

The following letter was spurred on by a report we published in which two men were working on a bridge from a boom lift based on a barge in the river. The men were tied-off with harnesses and lanyards, even though they were working over water. The boom somehow slipped into the water dragging the two men under. One managed to detach his lanyard, while the other drowned. The other reference is to an article we carried in 2009 which refers to Stephen Lillicrap, a young man who, obeying a 100 percent tie-off rule attached his lanyard to a moving part on the back of a lattice crane and was then dragged into the works of the crane where he was fatally injured.

Feb 3rd 2014

Dear Sir,

The purpose of this letter is to remember a young man's tragic death some four years ago today.

I will say in the interest of full disclosure that I never knew Steven Lillicrap, or any other member of his family. I only learned of this young man's death through the daily news section dated February 4th 2009 on Vertikal.net that your site provides free of charge, to a worldwide group of readers.

As the popularity of your site continues to grow it is important for a reader to know that an incident on their job will most likely be reported upon. You can look at the material facts of his death as determined by OSHA in its report.

Fact: When Steven Lillicrap died, the crane industry was working under the OSHA 1926.550 which had been written some 40 years earlier.

Fact: TODAY, we as an industry working with cranes are required to comply and follow the specific directions of OSHA 1926.1400. See OSHA Letter of Interpretation 03/13/2012 - Certification and qualification requirements for mechanics, inspectors, and testers under the Cranes and Derricks in Construction standards.

Fact: Contractors are required by OSHA to train their employees, and there is a difference between someone telling them something and 'properly documented training'.

Fact: From OSHA's Letter of Interpretation you can check if your company - because it involves crane work - will fall under the requirements of The Regulations Crane and Derricks in Construction 1926.1400.

Fact: The laws and regulations of The General Industry or Steel Erection - Subpart R will not apply to a Crane assembly/disassembly process or activity. These activities are subject to 1926.1400.

Fact: OSHA 1926.1423 contains specific and noted exceptions to the widely enforced 100 percent tie-off rule that many companies enforce. The unique risks of crane assembly/disassembly and operation around the draw works and moving parts, along with pinch-points and other peculiar hazards, have special accommodations which are contained within this standard. Fall protection - 1926.1423.

Reading your article "Harness takes a life January 29th, 2014," on Vertikal.net it can be seen from this tragic and fatal incident how a worker can be in compliance with a standard, and then possibly by the rotation of some component become hopelessly entangled or ensnared without the hope of freeing themselves. Properly selected fall protection equipment along with aerial access equipment, continue to be necessary components to safe and proper crane assembly/disassembly operations.

I will not argue that properly selected and used fall protection prevents injuries and fatalities daily around the world. My first exposure to wearing a body harness was while assembling a Manitowoc 4100 Ringer inside a refinery southwest of Chicago. This refinery had safety people that oversaw your every move, much like they do today. Again this activity was done under 1926.550, the old crane standard. While our given task at the time was rewrapping the hoist drums we were required to be Tied-Off 100 percent by our host facility. We were exposed to this imminent danger 23 years ago by this requirement. Have we not learned anything in the 23 years since then?

While I did not agree, I was required/forced to comply. The nice thing was

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the crane operator was right alongside us on the other side of the cab window and he could see us and stop immediately if a danger arose. That was years ago and the cranes, and their complexities have continued to grow. The old crane standard went away in 2010.

In the crane industry all we seem to hear about is "Certified" or "Qualified". Whenever I bring up the fall protection accommodations for our very special industry, I continue to be met with a dismissive attitude by superintendents and safety people. Talking about safety has been my ongoing commitment. In May of 2012, I presented a session on "Complete Crane Communication," to draw attention to the connection between clear communication on the job site and safety.

A few months ago the general contractor had a vendor come in and do a presentation on fall protection. He really did a good presentation and passed on a lot of good information about today's available equipment for tie-off options. I listened to his presentation and then asked him a few direct questions. I explained to him that I was a certified crane operator and ask him if he knew about the special provisions about being tied off while working with cranes that is contained in OSHA 1926.1423? He answered "No". I asked him if he knew who Steven Lilicrap was? Again, he did not. I explained how Steven was killed and asked him if he could personally learn more about 1926.1423 His drop test of the dummy was very impressive, as well as the stickers that he passed out that said "I defy Gravity".

As we can see from the referenced sources above, a crane's presence on the job will hold your company accountable to OSHA 1926.1400. We cannot continue to allow the misinformation regarding 100 percent tie-off rules to possibly maim or kill another person.

Do your safety people have the correct information? It is 1926.1423 in Our Crane Industry. It is not General Industry. Have all of your people been trained and provided with the proper fall protection gear? I am talking about having a good and well informed trainer come in to personally spend some quality and unrushed time with your crane and rigging professionals. Document this training and provide your employees with their proof of this training as well, our industry should settle for nothing less.

In closing we cannot afford to stand by and watch as others are sacrificed on the altars of some misinformed superintendents and their safety people. A crane user does not subrogate their rights or responsibilities to a general contractor or host facility.

Don't think that you are on their coattails of accountability, in fact according to OSHA's Multi employer doctrine you are all in it together. See Summit OSHA's Multi-Employer Worksite Liability Doctrine Upheld Yet Again - General Contractors Continue To Be Held Liable Even If Their Own Employees Are Not Exposed To Hazard - Employment and HR - United States.

Let's all help each other to go home safely today.

Sincerely
John Egnatz

Stolen Genie Z-45

Dear Sir,

My name is Agriodimos Georgios, I would be really grateful if you could help me find a lift machine that was stolen from me on the 10th December from Katerini of Pieria in Greece, where I had it for rental. A reward will be offered to anyone who will deliver it to me.

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Motor type: DEUTZ F3L1011F Engine serial number: 8159570

Thanking you in advance

Agriodimos Georgios

Agriodimos Tyrnavou - Larisas, Greece

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351 Terex AC 35	2006	4x4x4	30,40m + 15,00m
401 Liebherr LTM 1040-1	1999	6x6x6	30,00m + 14,50m
551 Liebherr LTC 1055-3.1	2005	6x6x6	36,00m + 7,80m
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551 Krupp KMK 4055	1989	8x6x8	35,10m + 16,00m
551 Grove GMK 3055	2006	6x6x6	43,00m + 15,00m + 2,00m
601 Faun ATF 60-3	2005	6x6x6	40,00m + 16,00m
701 Krupp KMK 4070	1995	8x6x8	38,10m + 16,00m
701 Faun ATF 70-4	1999	8x8x8	40,50m + 16,00m
801 Faun ATF 80-4	2005	8x6x8	48,50m + 16,00m
1001 Grove GMK 4100 L	2008	8x8x8	60,00m + 22,00m
1001 Grove GMK 5100	2002	10x8x10	51,00m + 18,00m
1101 Tadano Faun ATF 110G-5	2008	10x8x8	52,00m + 16,20m
1201 Liebherr LTM 1120/1	2000	10x8x10	56,00m + 28,00m + 3,00m
1301 Liebherr LTM 1130-5.1	2007	10x8x10	60,00m + 19,00m
2001 Grove GMK 5200	2002	10x8x10	60,00m + 36,00m
3001 Liebherr LTM 1300/1	2001	12x8x12	60,00m + 49,00m
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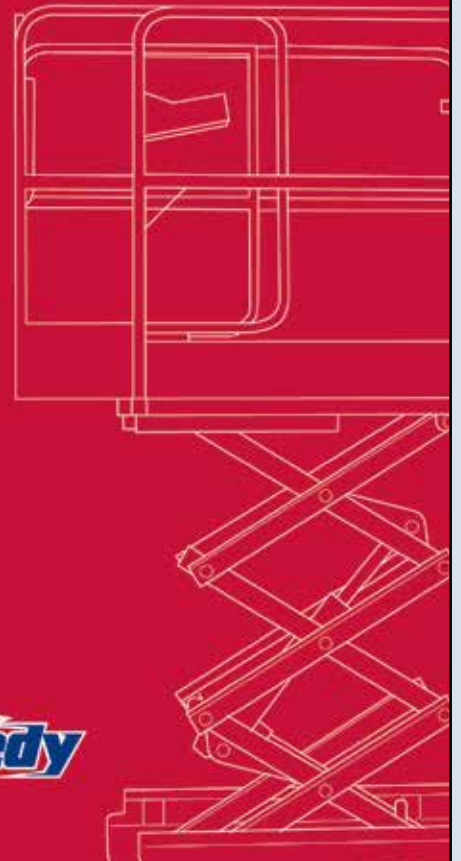
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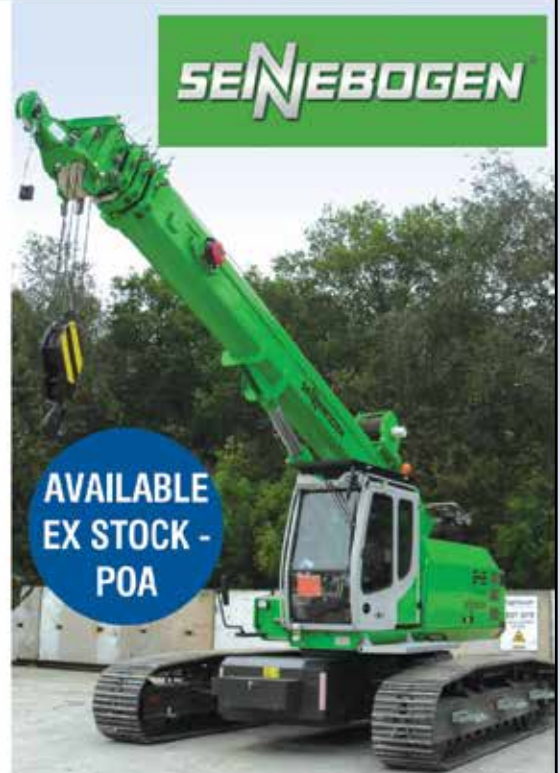
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Instant	www.instantupright.com
Planet Platforms	www.planetplatforms.co.uk
Svelt	www.svelt.it
Turner Access	www.turner-access.co.uk
Youngman	www.youngman.com

Mastclimbers & Hoists

Adastra Access	www.adastra-access.co.uk
Alimak-Hek	www.alimakhek.com
Brogan Group	www.brogangroup.com
GEDA-Dechentreiter	www.geda.de
Harsco Infrastructure	www.harsco-i.com
Safi	www.safi.it

Specialist Scaffolding

Advance Scaffolding (SW)	www.advancedscaffoldingltd.co.uk
Harsco	www.harsco-i.co.uk

Platform Rental

1st Access Rentals	www.1staccessrentals.co.uk
2 Cousins Access Limited	www.2cousins.co.uk
AA Access (Specialists)	www.aaaccess.co.uk
Access Link	www.accesslink.biz
Access Platforms Direct	www.accessplatformsdirect.co.uk
Acrolift	www.acrolift.co.uk
Active Rentals Scotland	www.activerentals.co.uk
Advanced Access Platforms	www.accessplatformsuk.com
Aerial and Handling Services	www.aerialandhandlingservices.com
Aerial Platforms	www.aerialplatformsltd.co.uk
AFI-Uplift	www.afi-uplift.co.uk
A-Plant	www.aplant.com
APL	www.apl-aerialplatforms.co.uk
ATP	www.atphire.com
Bluelift	www.bluelift.ie
Easi up Lifts	www.easiuplifts.com
ES Access Platforms	www.esaccess.co.uk
Facelift	www.facelift.co.uk
Fraco	www.fraco.co.uk
High Access Hire	www.highaccesshire.co.uk
Higher access	www.higheraccess.co.uk
Hi-reach	www.hi-reach.co.uk
Hird	www.hird.co.uk
Horizon Platforms	www.horizonplatforms.co.uk
Kimberly Access	www.kimberlyaccess.co.uk
Lifterz	www.lifterz.co.uk
Loxam Access	www.loxam-access.co.uk
Manlift Hire	www.manlift.ie
Mr Plant Hire	www.mrplanthire.co.uk
Nationwide Platforms	www.nationwideplatforms.co.uk
Panther	www.platform-rentals.co.uk
Peter Douglass Platforms	www.peterdouglass.co.uk
Platform Sales & Hire	www.platformsales.co.uk
Rapid Platforms	www.rapidplatforms.co.uk
Readyplant Ltd	www.readyplant.co.uk
Riwal	www.riwal.com
Sandhurst Access Rental	www.sandhurst-accessrental.co.uk
Trac-Access	www.trac-access.com
United Powered Access	www.upa-uk.com
Universal Platforms	www.universalplatforms.com
Wilson Access	www.wilsonaccess.co.uk

Notified Body

Powered Access Certification	www.pac.uk.com
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New & Used Platforms

IAPS	www.iapsgroup.com
Advanced Access Platforms	www.aaplatforms.co.uk
AFI Resale	www.afi-resale.co.uk
A.J. Access Platforms	www.accessplatforms.com
Baulift	www.baulift.de
Davis Access	www.davisaccess.co.uk
Easi-uplifts	www.easiuplifts.com
Facelift	www.facelift.co.uk
Flesch	www.Flesch-Arbeitsbuehnen.de
Gantic Norway	www.gantic.no
Genie	www.genieindustries.com
Genie UK	www.genielift.co.uk
Hird	www.hird.co.uk
JLG	www.jlgeurope.com
Kemp Hoogwerkers	www.kemphoogwerkers.nl
Kunze GmbH	www.kunze-buehnen.com
Lavendon Sales	www.lavendonales.com
Leader	www.leader-piatt.it
Liftright Access	www.liftrightaccess.com
Manlift Sales	www.manlift.ie
Mech-Serv (GB)	www.mech-serv.co.uk
Mr Plant Hire	www.mrplanthire.co.uk
Tracked Access	www.trackedaccess.com
Platform Sales	www.platformsales.co.uk
Promax Access	www.promaxaccess.com

Rapid Platforms	www.rapidplatforms.co.uk
Reachmaster (USA)	www.reachmaster.com
Riwal	www.riwal.com/used
Turner Access	www.turner-access.co.uk
TVH - Group Thermote & Vanhalst	www.tvh.be
Universal Platforms	www.universalplatforms.com
Wilson Access	www.wilsonaccess.co.uk

Special/Bespoke Access & Lifting Solutions

APS	www.iapsgroup.com
GT Lifting Solutions	www.gtliftingltd.co.uk
Ladder Safety Devices	www.laddersafetydevices.co.uk
Liftright Access	www.liftrightaccess.com
Planet Platforms	www.planetplatforms.co.uk
Platform Sales & Hire	www.platformsales.co.uk
Ranger Equipment	www.spiderlift.co.uk
Working At Height Ltd	www.workingatheightltd.com

Special & Niche Access

Acrolift	www.acrolift.co.uk
Easi UpLifts	www.easiuplifts.com
Easy Reach Scotland	www.easyreachscotland.co.uk
Facelift	www.facelift.co.uk
High Access Hire	www.highaccesshire.co.uk
Higher Access	www.higheraccess.co.uk
Rapid Platforms	www.rapidplatforms.co.uk
Universal Platforms	www.universalplatforms.com
Wilson Access	www.wilsonaccess.co.uk

Special Lift & Transport Equipment

Arnold Scherlast GmbH & Co.KG	www.arnold-scherlast.de
Collett A Sons, UK	www.collett.co.uk
Wagenborg Nedlift, NL	www.wagenborg.com

Self-Propelled Modular Transporters

Collett & Sons, UK	www.collett.co.uk
Wagenborg Nedlift, NL	www.wagenborg.com

Telescopic Handler Manufacturers

Dieci Telehandlers Ltd	www.dieci-telehandlers.co.uk
Genie	www.genieindustries.com
Haulotte	www.haulotte.com
JLG	www.jlgeurope.com
Manitou	www.manitou.com
Merlo	www.merlo.co.uk

New & Used Telehandlers

Dieci Telehandlers	www.dieci.com
Industrial Access	www.industrialaccess.ro
Lisman	www.lisman.nl
Riwal	www.riwal.com/used
VHS Vissers Heftruck Service	www.vhsbladel.nl

Telehandler Rental

GT Lifting Solutions	www.gtliftingltd.co.uk
Readyplant Ltd	www.readyplant.co.uk

Site Safety Audits

Alfa Access Services	www.alfa-access-services.com
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Industry Associations

ALLMI	www.allmi.com
CICA	www.cica.com.au/
CPA	www.cpa.uk.net
EWPA	www.evpa.com.au
IPAF	www.ipaf.org
OSHA	www.osha.gov
PASMA	www.pasma.co.uk

Crane Manufacturers

Böcker Maschinenwerke	www.boecker-group.com
Galizia	www.galiziagru.com
Grove	www.grovetworldwide.com
Jekko	www.jekko.it
JMG	www.jmgcranes.com
Kobelco	www.kobelco-cranes.com
Liebherr	www.liebherr.com
Linden Comansa	www.comansa.com
Maeda	www.maedaminicranes.co.uk

Manitowoc	www.manitowoccranes.com
Mantis Cranes	www.mantiscranes.ie
Ormig	www.ormig.co.uk
Potain	www.manitowoccranes.com
Sany	www.sany.com.cn
Sennebogen	www.sennebogen.com
Spierings	www.spieringskranen.nl
Tadano Faun	www.tadanofaun.de
Terex-Demag	www.terex-cranes.com
Unic Cranes	www.unic-cranes.co.uk
Valla	www.valla-cranes.co.uk
Wolffkran	www.wolffkran.de
Zoomlion	www.zoomlioncranes.co.uk

Lorry/Truck Loader Cranes

Atlas Cranes UK	www.atlasgmbh.com
Effer	www.effer.it
Hiab	www.hiab.com
Palfinger	www.palfinger.com
PM Cranes	www.pm-group.eu

New & Used Cranes

AGD Equipment	www.agd-equipment.co.uk
Cranes UK	www.cranesuk.net
Crowland Cranes	www.crowlandcranes.co.uk
E.H Hassells	www.hassells.com
Electrogen Int	www.electrogen.ie
IMC Cranes	www.imc-cranes.com
Jones-Iron Fairy	www.jonesironfairy.co.uk
Kobelco	www.kobelco-cranes.com
Leader	www.leader-piatt.it
Maeda	www.maedaminicranes.co.uk
Mantis Cranes	www.mantiscranes.ie
M. Stemick	www.stemick-krane.de
P.V. Adrighem BV	www.adrighem.com
Rivertek Services	www.rivertekservices.com
Terex Demag	www.terex-cranes.com
Hird	www.hird.co.uk

Heavy Lifting Equipment

Lifting Gear UK	www.lifting-equipment.co.uk
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Crane Hire

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

Mini Crane Hire

Easi Up Lifts	www.easiuplifts.com
Easy Reach Scotland	www.easyreachscotland.co.uk
Emerson Cranes	www.emersoncranes.co.uk
GGR	www.unic-cranes.co.uk
Hire Maeda	www.maedaminicranes.co.uk
JT Mini Crane Hire	www.jtminicranes.co.uk
Hird	www.hird.co.uk
Tracked Access	www.trackedaccess.com

Self Erecting Tower Cranes

City Lifting	www.citylifitng.co.uk
Electrogen Int	www.electrogen.ie
John Sutch Cranes	www.johnsutchcranes.co.uk
King Lifting	www.kinglifting.co.uk
Ladybird tower crane hire	www.ladybirdcranehire.co.uk
London Tower Cranes	www.londontowercranes.co.uk
Mantis Cranes	www.mantiscranes.ie

Tower Cranes

Electrogen Int	www.electrogen.ie
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Heavy Lift Management

DWLS	www.dwls.co.uk
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Heavy Lift Planning & Risk Analysis

DWLS	www.dwls.com
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HLI Consulting	www.hliconsulting.com
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Ancillary Equipment

TMC lifting supplies	www.tmc-lifting.com
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Auction Houses

Ritchie Brothers	www.rbauktion.com
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Battery Suppliers & Manufacturers

Shield Batteries	www.shieldbatteries.co.uk
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Trojan Battery	www.trojanbattery.com
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Platinum Batteries (Europe) Ltd	www.platinumbatteries.co.uk
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Load Monitoring Systems

Force Logic UK Ltd	www.force-logic.co.uk
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Control Systems

MOBA Automation	www.moba.de
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Intercontrol	www.intercontrol.de
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Generator Sales & Rental

Electrogen Int	www.electrogen.ie
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Insurance

Specialist Insurance	www.cover1.com
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Online Technical Help

Crane Tools	www.cranetools.com
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Outrigger Pads, Mats & Roadways

Alimats	www.craneriggermats.co.uk
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Eco power pads	www.outriggerpads.co.uk
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GreenTek	www.greensward.co.uk
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GTP Europe	www.gtp-europe.com
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Marwood	www.marwoodgroup.co.uk
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Mat & Timber Services	www.sarumhardwood.co.uk
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Nylacast	www.nylacast.com
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Timbermat	www.timbermat.co.uk
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TMC lifting supplies	www.tmc-lifting.com
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Universal Crane Mats	www.universal-crane-mats.com
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Parts & Service Suppliers

Aerial & Handling Services	www.aerialandhandlingservices.com
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Alfa Access Services	www.alfa-access-services.com
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Caunton - Access	www.caunton-access.com
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Crowland Cranes	www.crowlandcranes.co.uk
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C-Tech Industries	www.ctech-ind.com
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Davis Access Platforms	www.davisaccess.co.uk
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Electrogen Int	www.electrogen.ie
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IAPS	www.iapsgroup.com
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JLG	www.jlggroup.com
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TVH - Group Thermote & Vanhalst	www.tvh.be
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Unified Parts	www.unifiedparts.com
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Innovations

Aerial & Handling Services Ltd	www.aerialandhandlingservices.com
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Vertikal.Net	www.vertikal.net/en/recruitment
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Rental Management Software

Higher Concept Software	www.higherconcept.co.uk
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Inspire	www.inspire.com
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MCS Rental Software	www.mcs.co.uk
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Replacement Filters

Plant Filters	www.plantfilters.co.uk
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Safety Equipment

AGS	www.ags-btp.fr
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Airtek equipment	www.airteksafety.com
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Load Systems UK Ltd	www.loadsystems.com
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Marwood	www.marwoodgroup.co.uk
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SMIE	www.smie.com
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Software

Higher Concept	www.higherconcept.co.uk
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inspire	www.inspire.com
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Matusch GmbH	www.matusch.de
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MCS Rental Software	www.mcs.co.uk
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Structural Repairs

Avezaat Cranes	www.avezaat.com
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Crowland Cranes	www.crowlandcranes.co.uk
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John Taylor Crane Services	www.jtcranes.co.uk
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Training Associations & Networks

ALLMI	www.allmi.com
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AWPT	www.awpt.org
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IPAF	www.ipaf.org
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NASC	www.nasc.org.uk
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Pasma	www.pasma.co.uk
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Training Centres & Trainers

Access Platforms Direct	www.accessplatformsdirect.co.uk
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IAPS	www.iapsgroup.co.uk
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Active Safety	www.activerentals.co.uk
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Advanced Access Platforms	www.accessplatformsuk.com
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AFI	www.afi-uplift.co.uk
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Ainscough	www.ainscoughtraining.co.uk
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AJ Access	www.accessplatforms.com
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APL	www.apl-aerialplatforms.co.uk
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Approved Safety Training - Ca	www.approvedsafetytraining.com
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Astra Access	www.astratraining.co.uk
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Safety Training

Atlas Cranes UK	www.atlasgmbh.com
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Avon Crane	www.avoncrane.co.uk
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Brogan Group	www.brogangroup.com
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Davis Access	www.davisaccess.co.uk
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Easi-UpLifts	www.easiuplifts.com
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Emerson	www.emersontrainingservices.co.uk
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Training Services

Facelift	www.facelift.co.uk
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HCS	www.hydrauliccraneservices.co.uk
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Hewden Training	www.hewden.co.uk/training
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Hi-Reach	www.hi-reach.co.uk
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Hiab	www.hiab.com
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Horizon Platforms	www.ipaftrainingcourses.co.uk
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IS Training	www.istraining.co.uk
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JLG Training	www.jlggroup.com
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L&B Transport	www.lbrtransport.co.uk
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Liebherr Training (UK)	www.liebherr.co.uk
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Lifting Equipment Training	www.lettd.co.uk
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Loxam	www.loxam-access.co.uk
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Lyte	www.lyteladders.co.uk
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Mentor Training	www.mentortraining.co.uk
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Mr Plant Hire	www.mrplanthire.co.uk
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Nationwide	www.nationwideplatforms.co.uk
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Platforms	
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Norfolk Training Services	www.norfolktraining.co.uk
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Rapid Platforms	www.rapidplatforms.co.uk
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Southern Crane & Access	www.southerncranes.co.uk
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TH White	www.thwhite.co.uk
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Terex Atlas (UK) Ltd.	www.atlascranes.co.uk
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Traffic Management Services

Sun Traffic Ltd	www.suntraffic.com
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Wire Rope & Cable

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

Rotzler	www.rotzler.com
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Tyre suppliers

Mitas Tyres	
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V14953 - Snorkel S1930E - 2006
Electric - 7.60 Mtr. - 342 Hrs.
€ 3.250



V14120 - Skyjack SJ3220 - 2003
Electric - 8.10 Mtr. - 224 Hrs.
€ 2.950



V14170 - Haulotte Compact 8 - 2005
Electric - 8.20 Mtr. - 264 Hrs.
€ 3.250



V15195 - Haulotte Compact 10 - 2005
Electric - 10.14 Mtr. - 650 Hrs.
€ 4.250



V15109 - JLG 3246ES - 2007
Electric - 11.60 Mtr. - 242 Hrs.
€ 7.750



V15206 - Upright 66907 - 2000
Diesel 4x4 - 10.20 Mtr. - 1804 Hrs.
€ 3.500



V15287 - JLG 33RTS - 1999
Diesel 4x4 - 12.06 Mtr. - 4442 Hrs.
€ 4.250



V15368 - Haulotte C12DX - 2005
Diesel 4x4 - 12.15 Mtr. - 2214 Hrs.
€ 8.500



V14042 - Liftlux SL 110/20 - 2001
Diesel 4x4 - 13.30 Mtr. - 2703 Hrs.
€ 3.750



V14983 - Genie GS4390RT - 2003
Diesel 4x4 - 15.11 Mtr. - 1329 Hrs.
€ 10.500



V15379 - Haulotte STAR 10 - 2007
Electric - 10 Mtr. - 163 Hrs.
€ 10.500



V15222 - JLG E300AJP - 2001
Electric - 11.14 Mtr. - 983 Hrs.
€ 9.000



V14800 - Genie Z30/20N - 2002
Electric - 11.14 Mtr. - 1069 Hrs.
€ 9.750



V15141 - Manitou 120AETJ 3D - 2003
Electric - 11.95 Mtr. - 971 Hrs.
€ 10.500



V15136 - Niftylift TD120TN - 2010
Bi-energy - 12.20 Mtr. - / Hrs.
€ 18.500



V14339 - JLG 450AJ - 2007
Diesel 4x4 - 15.72 Mtr. - 1326 Hrs.
€ 21.500



V15032 - Genie Z45/25JRT - 2001
Diesel 4x4 - 16 Mtr. - 4692 Hrs.
€ 11.500



V15090 - Haulotte HA18PXNT - 2004
Diesel 4x4x4 - 17.30 Mtr. - 3173 Hrs.
€ 14.500



V15061 - JLG 600AJ - 2006
Diesel 4x4 - 26.38 Mtr. - 3947 Hrs.
€ 42.500



V15245 - Genie Z135/70RT - 2006
Diesel 4x4x4 - 43.15 Mtr. - 3859 Hrs.
€ 82.500



V15236 - Genie S45 - 2001
Diesel 4x4 - 15.70 Mtr. - 3465 Hrs.
€ 10.500



V13346 - JLG 860SJ - 2006
Diesel 4x4 - 28.21 Mtr. - 3578 Hrs.
€ 46.000



V15213 - Genie S105 - 2006
Diesel 4x4x4 - 34 Mtr. - 3401 Hrs.
€ 75.000



V14582 - Genie S125 - 2001
Diesel 4x4x4 - 40.15 Mtr. - 5169 Hrs.
€ 42.500



V13870 - JLG 1350SJP - 2004
Diesel 4x4x4 - 43.15 Mtr. - 4870 Hrs.
€ 67.500



Easi UpLifts

for more information
go to our website



Genie GS-3246

2006

€ 8,750



Genie Z-34/22N

2005

€ 17,500



Genie S-45

2005

€ 23,000



Genie S-85

2005

€ 49,000



Genie S-65

2005

€ 33,000



Genie Z-80

2005

€ 49,000



Skyjack SJ-6832

2007

€ 14,500



Skyjack SJ-9250

2007

€ 18,950



Genie S-125

2008

€ POA

More than 2500 machines available ex. our Irish / UK / Slovak & Hungarian depots

For further information contact Patrick McArdle on



+353 877 975 919 or via email



patrick.mcardle@easiuplifts.com



the access specialists

www.easiuplifts.com



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