

cranes & access

May 2006 Vol. 8 issue 4

SED
preview

TELEHANDLERS

Trailer Lift
buyer's guide

**Tower
Cranes**

IPAF summit
photo album



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On the cover:

When dam contractor Gelmi srl, needed a selection of lifting and access equipment at a remote Italian lake, he selected a Merlo Roto 40.25 MCSS for the job, but how to get it up there? The solution was to take it up in sections on an old aerial ropeway. (See full story page 22)



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SUBSCRIPTIONS: Cranes & Access is published eight times a year and is available on payment of an annual subscription of £40.00. If you wish to subscribe, please send a crossed cheque made payable to The Vertical Press Ltd to: Subscriptions, The Vertical Press, PO Box 6998, Brackley, Northants NN13 5WY. Address changes should also be sent to this address. Please include the address label from a recent issue with all correspondence and allow 3 months for changes to be effective.

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Tel: +44 (0)8707 740436 Fax: +44 (0)1295 768223
E-mail: info@vertical.net

Kran & Bühne: The Vertical Press also publishes a German magazine which deals with the same issues as Cranes & Access, but is written for German users and buyers. Details available on request.

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Terex buy Chinese crane maker,
AFI buys Alan Drew, Manitou shows radical scissor lift, Grove and Terex announce new 100 tonne All Terrain cranes, Crane Driver jailed, Esta Awards announced, Mastclimber kills three, MK Scaffold collapse
Manitou sues MEC

Telehandlers 17

New Editor Mark Darwin takes a look at the rapidly changing telehandler market: With several large manufacturers vying for market leadership, a slew of larger and smaller new models being launched at the extremities of current model ranges, Caterpillar passing production to JLG, Haulotte looking to change the way it covers the market and a number of dramatically differing strategies towards achieving the same objectives, the future shape of the market is far from clear.



Tower Cranes 25

Phil Bishop talks to the major UK tower crane rental companies and tries to determine the emerging trends and developments. One thing that does become clear is that the UK and Ireland is becoming a very dynamic tower crane market.



SED 30

By the time you receive this magazine the 40th SED will be mere days away. We take a very brief look at who is exhibiting this year and what new products to look out for.

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Our June/July issue includes, our annual UK/Ireland dealer guide, Knuckle boom cranes, CV show review, Industrial and plant shutdown lifting and access, SED review and one person push around lifts.

Trailer Lifts 39

We have put together a simple, straightforward buyer's guide to trailer lifts. With tips on what to look out for, listing the best performers for certain criteria, complete with a full listing of the main stream products. We also attempt to address the tricky subject of whether you can tow these trailer lifts and with what.



Intermat Review 44

This years Intermat closed its doors barely 14 days ago, we look at some of the more significant new product launches and publish a photographic overview of the crane, access and telehandler exhibits.

IPAF Summit, photo album 53



Following the highly popular publication of a selection of photographs from last years IPAF summit, we repeat the exercise this year with a four page supplement.

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Aerial platforms



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The Vertikal Press

PO box 6998 Brackley NN13 5WY, UK
Tel: +44(0)8707 740436 Fax: +44(0)1295 768223
email: info@vertikal.net
web: www.vertikal.net

In Germany:

Vertikal Verlag

Sundgaualle 15, D-79114,
Freiburg, Germany

Tel: 0761 8978660 Fax: 0761 8866814
email: info.vertikal@t-online.de
web: www.vertikal.net

Germany, Scandinavia, Austria and Switzerland

Karlheinz Kopp, Vertikal Verlag,
Sundgaualle 15, D-79114, Freiburg, Germany
Tel: +49 (0)761 89786615
Fax: +49 (0)761 8866814
email: khk@vertikal.net

Italy

Fabio Potestà, Mediapoint,
Corte Lambruschini,
Corso Buenos Aires 8, V Piano-Interno 7,
I-16129 Genova, Italy
Tel: 010 570 4948 Fax: 010 553 0088
email: mediapointsr.it

The Netherlands

Hans Aarse

39 Seringenstraat, 3295 RN,
S-Gravendeel, The Netherlands
Tel: +31-78 673 4007 Mobile: +31(0) 630421042
email: jfwaarse@planet.nl

UK and all other areas

Pam Penny

PO box 6998 Brackley NN13 5WY, UK
Tel: +44(0)8707 740436
email: mp@vertikal.net

Design & Artwork by:

bp design Ltd.

Tel: 01707 642141 Fax: 01707 646806
email: studio@bpdesign.info

Printed by: Gyhl Print Ltd.

ISSN: 1467-0852

© Copyright The Vertikal Press Limited 2006

The Vertikal Press also publishes:



For users & buyers of lifting equipment
May 2006 Vol. 8 issue 4

Editors:

Leigh Sparrow
Mark Darwin

Associate Editors:

Ian Boughton
Rüdiger Kopf
Alexander Ochs

Sales & customer support:

Pam Penny
Karlheinz Kopp

Production:

Nicole Engesser

Publisher:

Leigh Sparrow

Vertikal
Press

The Vertikal Press Ltd.
MEMBERS OF



Letters, emails, faxes and
phone calls are welcome and
should be sent to:

The Editor,
cranes & access,
PO Box 6998, Brackley
NN13 5WY, UK
Tel: +44(0)8707 740436
Fax: +44(0)1295 768223
email: editor@vertikal.net

c&a

comment



Beware of being tarred

Just in case you missed the news, there was a massive scaffold collapse last month in Milton Keynes. More than 200 workers were employed on the construction of a

new hotel. Many of the workers were on the scaffolding. Amazingly only three people were seriously injured, one of whom unfortunately died later in hospital.

The accident made the national and international news with the mass media jumping on the bandwagon and looking for someone to blame - some dirt to unearth.

It took no time at all to uncover the fact that the scaffold contractor, North Notts Scaffolding, had been in trouble with the HSE before. Immediately this was presented in such a way that it was hard for the public not to conclude that it was "the scaffolder wot dun it". "Probably one of those cowboy outfits that cut corners, playing fast and loose with employees' and public safety".

The HSE prohibition order on North Notts dated from 2002 and concerned the use of a damaged safety lanyard being used by a scaffolder. We don't know what sort of company North Notts is, one thing is for sure though, cowboy scaffolders rarely, if ever, use harnesses and lanyards, so little chance of them being caught with a defective one.

It now appears that gross overloading is the most likely cause, which might leave the scaffolder completely in the clear. However for North Notts the damage will already have been done.

The moral of this story is the need to be ever vigilant with your safety equipment. Otherwise if you are ever involved, or simply on site when a serious incident arises, you might find yourself being tried and convicted by the media simply because the HSE cited you for not wearing a yellow jacket.

Leigh W Sparrow

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Tanfield Buys UpRight

The Tanfield Group, owner of Aerial Access acquired the powered access business of UpRight International Manufacturing Ltd. The deal, valued at €10.5 million, includes UpRight's distribution operations in the USA and Japan, in these markets Tanfield will take over the sales and distribution of UpRight alloy scaffold towers. It will also take over the UpRight UK distribution operation in Telford.

The transaction was signed on the 26th of April and is subject to a 30 day consultation period, which will include negotiations with between 60 and 65 employees who are part of the powered access business. Tanfield has said that, at least in the short term, it will continue to

produce the UpRight products in the existing Dublin plant. Tanfield is however in the process of setting up a completely new assembly plant for its access division. Once that is up and running it is certain to add the UpRight products to that plant, dual sourcing in order to bring down current lead times.

Arnie Dirckinck-Holmfeld, who currently leads the UpRight sales efforts, is staying with UpRight with responsibility for the scaffold sales and marketing, as will most of the sales staff. Tanfield has hired Richard Tindale, a previous UpRight marketing manager, as its access product and business development manager with responsibility for product development and distribution

strategy. It is now seeking additional sales and technical staff.

Roy Stanley, chief executive of Tanfield, said "The acquisition of UpRight represents a considerable step change in the scale and range of our aerial access offering. It will make us a truly global player in the powered access industry and offers opportunities for other Group products. The transaction follows in our successful acquisition strategy of identifying quality, complimentary products which are not being properly capitalized on by their current owners. We expect this deal to result in a strong uplift in profitability and to be earnings enhancing on a two-year view."

Noel Corcoran, managing director of UpRight, said: "The separation of

the two entities in this way will allow each party to specialise in one arena. In both cases, this will significantly increase the level of investment and support available for each product range and brand."

The most popular UpRight models at the rear of the Dublin plant.



UpRight at the recent Intermat show.

1,000 telehandlers for Fork Rent

UK based Fork Rent, seventh in the 2005 C&A Top 10 UK/Ireland telehandler hirers, has placed and order for 1,000 telehandlers, the largest single order ever placed for JCB Loadall's. The order is for a variety of different models for delivery over the next two years. (See full story page 22)

Fork Rent has ordered 1,000 JCB Loadalls



Holland Haulottes

Holland Lift has sold the intellectual rights for three of its 1.2 metre wide, narrow scissor lifts to the Haulotte group. The three models, from the N-EL12 range, have 12, 14 and 16.5 metre platform heights, the largest of which is the N165-EL12. Haulotte will manufacture the Holland Lift products and sell them as part of its own product range, using the Holland Lift model numbers. In the short term Holland Lift will continue to build the three models at its Hoorn plant for its own customers and distributors.

Once the Haulotte production is up and running and had time to settle down, most likely in 12 months, Holland lift will cease its own production of these units and source Holland lift versions of them from Haulotte. (Full story and comment on [Vertikal.Net](#))

Haulotte has bought the rights to three narrow aisle Holland lift models.



AFI buys Alan Drew

AFI the Wakefield based aerial lift business led by David Shipman, has acquired Alan Drew Ltd. Established in 1974, the company operates a fleet of 150 booms and scissors from Watford, Milton Keynes, Woolwich and Loughborough. These units have been integrated into AFI's rental fleet, which now numbers some 2,400 units and is budgeted to grow to 2,700 units, as part of a £10 million expansion programme being undertaken this year.

AFI revenues were in the region of £16 million last year and it expects to exceed £20 million this year. Alan Drew will probably represent approximately £2 million of that. The alloy scaffold and other non powered access business of Drew's will continue to be run from the Woolwich and Watford branches in the immediate future.

Terex acquires Chinese crane maker

Terex has acquired a 50 percent interest in Sichuan Changjiang Engineering Crane Co Ltd based in Luzhou, Sichuan Province, China. Changjiang Crane is China's (and thus the world's) third largest producer of truck cranes with a range from eight to 160 tonnes lifting capacity.

The senior management of Changjiang Crane will retain the remaining 50 percent interest in the company. The deal allows Terex to purchase the rest of the company as soon as Chinese regulations allow. Changjiang Crane will become an integral part of the Terex Crane group

with its results consolidated into the Terex Cranes business segment. The current CEO Mr. Wang Li, will remain in that position. Chinese regulations currently limit foreign companies from owning more than 50 percent of on-highway vehicle producers.

Steve Filipov, President of Terex Cranes, said "There is significant opportunity to grow this business both inside and outside of China, and over time we hope to utilize its supply chain to improve our component costs globally. We plan to apply engineering and operational resources to help Changjiang Crane accelerate its product and manufacturing development, building upon the accomplishments of the existing management team."



Ron Defeo at the Intermat press conference discussing the Changjiang acquisition.

Terex Bendini to add crawler cranes

Terex Bendini has said that its new telescopic crawler crane, the 45 tonne, TCC 45, shown at SAIE in October, will go into production this month. It has also announced plans to add two further models to the range later this year, a TCC 40 and a TCC 60.

The company says that demand for this type of telescopic crawler crane for use on "tricky soils", is rising. So far four TCC 45 cranes have been ordered for work in petrochemical type applications in the "Near East".



The Terex-Bendini TCC45



Dougie and Ian McGilvray with H. Pfister head of sales and Anton Matt Regional sales manager UK for Liebherr Nenzing.

Weldex places £3.6 million order with Liebherr

Inverness based crawler crane rental company, Weldex placed a £3.6 million order with Liebherr Nenzing during the recent Intermat show. The order is for six new crawler cranes, including four 160 tonne LR1160's and two 200 tonne LR1200's. The LR1160's are repeat orders for this model, while the 1200 are the first of these units to go into the Weldex fleet. The order brings the total number of Liebherr's owned by the company to 40, all of them purchased in the past six years.

Weldex managing director Dougie McGilvray and son Ian negotiated the deal on the Liebherr stand at Intermat and sealed the deal in style with a toast of Laphroaig Quarter Cask single malt.

New plant for Trojan Battery

The Trojan Battery Company is to add a 13,000 square metre manufacturing plant in Sandersville, Georgia, to the three plants the company already operates in California and Georgia. Construction will commence in mid-summer with completion by September 2007. Employment will initially be around 70, increasing to more than 200 within three to four years.

Trojan Battery president, Rick Godber, said "additional production capacity is needed because of rapid expansion of the company's markets for batteries used in golf and utility vehicles, boats and RVs, renewable energy systems and aerial work platforms".

Godber also said that expansion of the company's two plants in Santa Fe Springs, CA, and Lithonia, GA, is impractical because of space limitations. The new plant will be erected on a 20-acre site with easy access to the highway between Sandersville and Augusta.

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Manitou surprises with scissor boom

Manitou surprised everyone at Intermat with the launch of a telescopic boomed entry into the big scissor lift market. The new model, the 150TP, is a four wheel drive, four wheel steer lift with side to side telehandler type frame levelling, front mounted stabilisers and a 1,000kg lift capacity. The platform is 2.3 metres wide and extends from five metres to 6.3 metres long. Maximum platform height is 13 metres.

The 150TP uses Manitou's 13 metre telehandler boom and an automatic load calculation system allows the platform to be placed into any position provided the load on the deck is not too heavy for



The Manitou 150TP has telehandler type frame levelling.

the outreach. Gross Vehicle Weight is 8,000kgs.

The telescopic boom allows the platform to be extended forward taking it completely outside of the machine base at lower heights. When the retracted boom is raised to its maximum angle, a substantial cantilever is provided over the rear of the chassis. In this manner the platform can cover a full 12.6 metres of longitudinal area without moving the chassis.

While this is a radical approach for a European producer, this type of lift has been available in Japan for many years, and back in 1993, UpRight built a very similar device, fitted with its Speed Level



The Manitou 150TP provides up to 12.6m of horizontal coverage from fixed location

mechanism. The big advantage for this format is a very low closed platform height that does not increase as boom sections are added for greater reach.

The downside for this concept has always been a high GVW and a high cost. In Manitou's case, while the weight is between one and two tonnes heavier than many scissor lift products, it is similar to the heavy duty products of Holland Lift and Liftlux, which offer similar lifting capacities. As to the price? Well Manitou has an advantage in that it has been designed with telehandler components and it makes or buys those in significant volume, which might

help price it well below the Japanese products of the past.



The 150TP can extend forward



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Sarens installed the 524 ton, 64m high by 46m wide Olympic Arch for the Winter Games in Italy. The arch, fixed by two hinges to its foundation, was lifted to 85° by 500 and 600 tonne crawler cranes. Four 185 tonne strandjacks then rotated the arch to 100°, where the cranes helped install the arch at its final angle of 114°

Esta awards

The European crane and heavy transport association held its annual awards dinner during Intermat, the event was attended by 300 crane and heavy transport professionals from all over Europe, with a further 100 disappointed due to space limitations at the venue, a barge restaurant on the Seine. Marcel Cochez won the individual achievement award for his services to the crane industry. The winners of the over 100 tonne, Crane job of the year, were:

- First place:** Sarens of Belgium
- Second Place:** Mammoet of Holland
- Third Place:** Mediaco of France

And the Under 100 tonne, crane job of the year:

- First Place:** Mammoet of Holland
- Second Place:** Saan, also from Holland
- Third Place:** BMS of Denmark

Next year's event at Bauma.

Christian Jaques Vernazza, president of ESTA and CEO of Mediaco, said that he hoped that at least 600 would attend next year's event on April 26th in Munich during the Bauma fair. In the UK all members of the CPA can enter the annual crane job of the year and attend the dinner.

Loader crane driver jailed - mechanic cleared

The driver of a truck and loader crane was jailed for 20 months at Guildford crown court in April, following the death of a six year old girl in 2004. Malcolm Lane, 45, of Worth, Sussex, was jailed after pleading guilty to causing death by dangerous driving on September 29, 2004.

Mechanic Stuart MacMillan, 25, was cleared in March of aiding and abetting.

Lane had just delivered a load to a builders merchants when the crane's outrigger came loose and swung out hitting a mother and four children on the pavement. The retaining brackets were broken, so Lane had used a length of rope instead.

Six year old Freya Aldred, from Horley, was knocked unconscious by the impact. She died in hospital two weeks later. Her five year old brother Dominic suffered a fractured skull, broken leg and pelvis and facial injuries. Their mother Katharine Aldred was flung to the ground during the accident and two other schoolboys narrowly avoided being injured.

The crane was known to be in a dangerous condition before it left its depot and should never have been allowed on the road, Guildford Crown Court was told. Lane admitted he knew that the equipment was dangerous when he took the vehicle from Entwistle's depot in Purfleet, Essex. The loader crane and truck reportedly had other problems with it.

Judge John Bull QC in sentencing said: "For a mother to suffer the tragedy of the very avoidable death of her six-year-old daughter in these circumstances is something which will remain with her on a daily basis for the rest of her life. Lane was also disqualified from driving for two years after which he must take an extended driving test.

Lavendon upward trend continues

The Lavendon Group, Europe's largest powered access rental company, has issued its first quarter trading statement which shows revenues up by 16 percent. UK sales increased by 22 percent compared with 2005, through a combination of three percent organic growth and the addition of six to eight week's revenues from Panther Work Platforms and Kestrel Powered Access.

Operating margins have also increased at similar upward trend levels as seen in the second half of 2005. In Germany revenues declined three percent, but the company says that cost savings and efficiencies have reduced operating losses.

France was up 20 percent while Spain grew by 12 percent, both saw improved operating margins. The Middle East continued on its strong upward trend with sales up by 10 percent.

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Mast climber collapse kills three

A Fraco Mast climbing platform collapsed into a Boston Street in early April killing two workers and a doctor who was parking in the street below. The general contractor, Macomber Builders has been cited by US Occupational Safety and Health Administration, more than 10 times since 2004, including more than five citations for "serious" scaffolding or fall-protection issues. In this case it seems corners were cut in the dismantling procedure. The builders were placing the last blocks in the façade while the mast

climber team, which included factory trained personnel, removed all of the wall ties while the mast was still at its full 14 storeys height. It then simply toppled over backwards into the street.



Blatant corner cutting killed three in Boston

Milton Keynes scaffold collapse



This scaffold collapse killed one and caused serious injuries to two others.

Scaffold made the international headlines in April, when 15 storeys of scaffolding on a new hotel under construction in central Milton Keynes, UK, collapsed trapping three workers, one of whom died as a result of his injuries a few days later.

There were over 200 construction workers on site at the time, but most were able to escape. The short side of the large 90 degree scaffold fell over backwards, in

high winds. The HSE investigation is now centring on possible overloading. It seems that the section of scaffolding that came away from the wall, was stacked high with roofing tiles.

Scaffolder North Notts Scaffolding was the first to come under the intense media focus, due to a 2002 prohibition order issued against it by the HSE. This was for a damaged lanyard rather than scaffold irregularities. The situation going to press has the main contractor, McAleer and Rush and North Notts scaffolding publicly accusing each other. Meanwhile very little work has been carried out at the site in the four weeks since it happened.

First Leo 30T delivered

The first Teupen Leo 30T tracked access platform to arrive in the UK, has been delivered, complete with a Mercedes 7.5 tonne Vario truck, to Aspect Access of Harrogate. Teupen's UK distributor, Ranger Equipment, took the order and commissioned the machine. The truck configuration chosen by the customer will enable the platform to be used either as a truck or self-propelled track mounted lift, for maximum versatility.



The first Leo 30T Truck/Track mounted lift goes to Aspect Access.

UNIC to sell telescopic loader cranes in Europe.

Unic Cranes Europe is to market Unic telescopic loader cranes in Europe later this year. The company showed a V500 series model with 17.3 metre six section boom at the Intermat exhibition in Paris. Yasuhiko Katsu, vice president and Steve Furukawa, export marketing manager of Furukawa Unic corporation, were on hand at the stand to discuss details with potential customers.



The Unic V500 on the Intermat stand.

Manitou to sue MEC

Manitou has said that it has started legal proceedings against MEC distributors in Europe for selling products that infringe the intellectual rights that it purchased from Mayville Engineering five years ago. Manitou purchased the European production rights, patents and designs for the MEC range of scissors, barely 12 months prior to Mayville's exit the aerial lift market.

After quitting the market, Mayville sold the production and design rights to MEC, based in Fresno California. The new company redesigned the machines to better suit customers demands and then started marketing them through Platform Sales Europe, trading as MEC Europe.

Platform Sales Europe said that it was unaware of any legal action and that if there was any infringement, the manufacturer had agreed to modify the design in order to eliminate any such breach. The legal action centres around the MEC two arm box section scissor design for use on small scissors. Manitou says that it tried to reach an amicable agreement with MEC but having failed to do so, had no choice but to protect its rights.

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SkyHigh appoints Skyking

SkyHigh recently delivered 10 of its ST-120 12 m self propelled booms to Volker Stevin Rail&Traffic.



Belgian aerial lift producer, Skyhigh, has appointed Skyking as the distributor for its vehicle, self propelled and rail mounted work platforms. The company will exhibit at least two of its products at next week's SED show.

Skyhigh has sold a number of its Land Rover and pick up mounted lifts in the UK in the past, thanks to associations with Versalift and Gardner Denver. It has not had a full line distributor before. The company has recently delivered a batch of ten ST-120, 12 metre self propelled booms equipped with lo-rider rail equipment to Dutch contractor Volker Stevin, for maintenance of overhead cables etc.

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 TEL. (+39) 0143.80051 r.a. - FAX (+39) 0143.86568
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Ainscough goes back to work

Martin Ainscough, chairman of the UK's largest crane hirer recently went back to his hire desk roots for the day, in aid of the Marie Curie-Cancer Charities 'Back to Shop Floor' fund raising campaign.



Martin Ainscough "back to the grindstone"

Ainscough reported in to Jim Fleming, Manager of the firm's Wigan depot at 8.00am. He spent the day taking calls for crane hire contracts, entering them into Ainscough's bespoke hire system, organising the crane operators and lifting equipment for the next day's Crane Hires and Contract Lifts.

He had agreed to raise as much money as possible for 'Marie Curie' by asking the Ainscough's 25 depots to sponsor him and he also

pledged to match the figure raised with a donation from the company. At the last count he had raised over £1,000.

After his hard day at the office, Ainscough commented, "It was great to go back to my roots, it's been over twenty years since I actively took a crane booking and technology has made huge changes so I learnt a lot and thoroughly enjoyed the experience".

And EPL directors get decorating

There was more than a hint of 'Changing Rooms' recently, when the senior management team of EPL Access accepted a challenge to 'makeover' two rooms on the Victoria Ward at Great Ormond Street Hospital.

The Team was set the challenge of a sponsored 'freshening up' the Nurses Staff Room and the Parents/Family Room within a day! After a brisk 7.30am start and a final frantic push in the last hour, the Team completed the challenge just in time for the Rooms to be 'officially opened' by Channel 5 children's TV presenter Kemi Majeks. Not only did the team deliver two completely redecorated and furnished rooms, but also had enough left over to present a cheque to the hospital for £2,500



The EPL team had enough funds left over to present a cheque for £2,500.

on the way

New four axle 100 tonners

During the Intermat show in late April, both Grove and Terex announced that they are developing 100 tonne four axle All Terrain cranes for launch in the next six to nine months.

Terex to introduce an AC100/4

Terex-Demag is working on an AC100/4 - 100 tonne, four axle All Terrain Crane. The main features of which are its 2.55 metres overall width, with 16.00 R25 tyres and five section 50 metre main boom. Terex says that lift capacities will be 25 percent better than the best four axle 80 tonners currently on the market. It also says that the new crane will be designed with dimensions and axle configuration that will allow units to be sold worldwide with minimum modification.

And Grove will launch the GMK4100

Grove was the first at Intermat with a 100 tonner announcement when it showed off the all new cab that the new crane will sport. While few details have been released, the new four axle crane will continue Grove's objective to make its All Terrain models as



We do know that the new GMK4100 will look like this.

compact as possible in terms of overall length. Boom length is likely to be 51 metres, similar to that fitted to the new GMK4080, possibly strengthened to offer higher lift capacities resulting from a larger counterweight. The GMK4100 is due to be unveiled in September.

Terex announce's record crane and access results

Terex has announced its first quarter results for 2006, they show group revenues up by 21 percent to €1.75 billion, with gross margins improving dramatically, pushing gross profit up by 53 percent, while net income almost tripled from \$29.9 million in 2005 to \$80.6 million this year.

Cranes up 23 percent

The Crane business did marginally better than the group with sales increasing by 23 percent to \$369 million, compared to \$299 in the same period last year. Gross margins also recovered strongly, rising from 10 percent of sales to 15 percent. The groups operating income was 500 percent up in 2005 at \$26 million. The order book for cranes more than doubled to \$634 million, over five months in terms of average delivery times. The company put much of the improvement down to strong sales of tower cranes, typically a high margin product, and an improving North American crane market.

Genie sales up 49 percent

The Genie or aerial work platform business segment of Terex, which now covers both aerial lifts and telehandlers, reported a 49 percent increase in revenues to \$458 million, for the first quarter to the end of March 2006.

Margins also rebounded very strongly to the levels that Genie was used to prior to the commodity increases of 2004-5. Gross profits more than doubled to \$117 million or 25.5 percent of sales, compared to \$53.8 and 17.5 percent in the same period of 2005. Operating income as a result increased by 275 percent to \$80 million.

The company's order book rose from \$514 million to \$660 million, although when compared to revenues, this shows a slight easing in delivery times from almost five months to just over four months.

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K-Lift orders eight more Spierings

K-Lift, the recently established mobile tower crane hire specialist has ordered a further eight Spierings cranes in addition to the six it ordered last year. It will also take delivery of the first seven axle Spierings SK2400-AT7 in the UK. This new model has lifting capacities almost double that of the six axle SK1265-AT6. This first unit should arrive later this year with a second ordered for 2007. An example of the seven axle cranes capability is its ability to lift 5000kgs at its maximum radius of 42metres.

Phil Owen, joint MD of K-Lift said, "Adding the seven axle mobile towers to the existing fleet of sixty metre, fifty metre and forty metre reach towers will add strength to our operation."

K-Lift has built up a strong business in a short space of time, and while it covers a wide range of customers, it has done particularly well with renting the Spierings cranes to roofing and cladding contractors.



K-Lift has ordered eight more Spierings cranes, including two of the new seven axle models.

Liebherr Reach stacker gets independent drive

Liebherr has equipped its revolutionary curved boom reach-stacker with hydrostatic individual wheel drive, which it says, allows each driven wheel to be controlled independently, with different amounts of power directed to each wheel.



The Liebherr's axle is dramatically simplified and offers a number of operational advantages.

One of the major benefits of this system is that it can provide a steering moment from the fixed driving axle, assisting the rear steering axle, improving manoeuvrability and stability of the reach-stacker. This is particularly true when the stacker is fully laden. The lateral force on the steering wheels can, it says, be reduced to almost zero, providing a substantial improvement in tyre life.

Another advantage is the ability to maintain full power to both front drive wheels and even transfer power to the wheel with the most grip, and thus produce better traction on slippery ground. Liebherr says that it can also provide an automatic anti-slip control system.

The first reach stacker equipped with the new drive system has just been shipped from the company's Nenzing plant to the Howland Hook Marine terminal in New York.



The front fixed axle usually incorporates differential gears and mechanical parts, not on the Liebherr.

Tanfield announces 2005 numbers

Tanfield Group, the owner of Aerial access and now UpRight, has reported revenues for fiscal 2005 of £22.4 million, up from £10.7million in 2004. The improvement includes the incorporation of SEV and Aerial. Operating profit before tax was £2 million compared to a loss of £5.8million in 2004.

- **Al Jaber Heavy Lift & Transport**, the Abu Dhabi based lifting and transport company, has purchased 40 **Hitachi Sumitomo** cranes, including: 10 x SCX700, 3 x SCX900-2, 14 x SCX1200-2 and 13 x SCX2500-2.
- Tower crane specialist **Paul Phillips**, who retired last year from HTC to set up Tower Crane Consultants, is to work with **Arcomet** Belgium, selling Potain tower cranes in the UK and Ireland.
- **White Hydraulics Inc.** has changed its name to **White Drive Products Inc.** to reflect the company's changing product focus.
- **Squadron batteries**, the **Trojan battery** distributor in the UK and Ireland, has changed its name to **Energy batteries Ltd.**
- **IPS** the UK based parts and service supplier, has signed a Europe wide distribution agreement with **Equipment Parts Wholesale** of Fresno California a distributor of OEM parts established in 2001 by **Jim Tolle**.
- **Manitowoc** is to redeem the 10.3/8% notes that it issued in May 2001 to acquire **Potain SAS**. The notes were due to mature in 2011. The cost of the redemption, including accrued interest and related costs will be around €195 million. The debt represents 44 percent of Manitowoc's long term debt.
- **Bison-Palfinger** has delivered 18 of its TKA truck mounted lifts to the Lithuanian energy group, **VST**. The deal includes three TKA 16, three TKA 28 KS and 12 x TKA 19 KS units. The new platforms will be used to carry out service and repair work on the country's energy supply network.



18 Bison-Palfinger TKA lifts sold to VST

- **Dave Baxter** has been promoted to the post of director of North American marketing and market Development at **JLG**.
- **Facelift Access Hire** has taken delivery of 30 more HA16SPX boom lifts from Haulotte
- Dutch based rental company **Siesling BV** has ordered a new 70 metre **Bronto Skylift** S 70 XDT. Its existing fleet is largely made up of **Pagliari** truck mounts with heights of up to 46 metres.
- **JLG** has appointed new recruit, **Jonnie Dawson** as sales director for European telehandlers, while **Maurizio Riso**, moves to the new post of "product parent" for the **Caterpillar Alliance** group.

- **Martin Davies**, previously MD of Skyjack Europe, has joined **Oil&Steel UK**, as its sales director. Davies retired from Skyjack in early January in order pursue his photographic career...
- **The Manitowoc Crane Group** has become one of the first equipment companies to provide information via an audio pod cast, the company made a series of interviews with its product managers available for downloading during Intermat.
- **Jorma Nyysölä**. A senior director for many years with **Ramirent**, has finally retired from the crane and access business, leaving **Rami-Rent** the Finnish based rental company at the end of April. He spent his last two days visiting Intermat.



Jorma Nyysölä

- **Dr Michael Endres**, chairman of **Deutz AG**, and **Peter Zühlisdorff**, a member of the Supervisory Board for more than 10 years, will both resign at the end of the company's Annual General Meeting on 22 June 2006.
- **Dr Michael Lichtenauer** an attorney, and **Gino Mario Biondi**, managing director of **Same Deutz-Fahr** Deutschland, will be appointed as their successors.
- **SGB** is set to acquire **Cleton**, the Dutch based industrial services and scaffolding arm of **Cape Industrial services** of the UK.
- Italian rental company, **GM Noleggi**, with depots in the Bolzano, Trento and Belluno regions has entered the mini crane market with the purchase of a **Maeda** 104 and a 305 crane from Italian dealer, **Leader S.r.l.**
- A car sponsored by hydraulic hose specialist **Pirtek** and driven by Mike Jordan won the third race in the British touring car championships at Mondello Park. The win lifts Jordan to seventh place in the drivers championship and moves him up to third placed independent driver.
- **GAM** the fast growing Spanish rental company has placed 1,200 unit, €50 million, order with **JLG** for delivery over the next four to five years.
- **Rick Barnett**, MD of **Eve Trakway**, has led an MBO of the business from **Babcock International Group PLC** for an undisclosed sum. The deal was funded by **Burdale Financial Ltd**, a wholly owned subsidiary of Bank of Ireland.

- **Kier Plant** has purchased 12 **Potain** Igo self erecting tower cranes in a deal worth £1 million, it includes eight Igo 50's and four Igo 36s.
- **Richard Tindale** has joined the new **Tanfield/UpRight** business as product and business development manager for Tanfield's access sector.
- **Ken Howard** has joined **NMT** crane hire as Business Manager. The company has also been certified on the UVDB Achilles list as preferred suppliers to the major utilities companies.
- **SGB** has signed an exclusive three year agreement for the supply of access equipment to **Morrison construction** Aberdeen.
- **German safety conference**, **Vertikal Verlag** has teamed up with **IPAF** to organise a safe working at height day, dubbed **TABS** (Tag der Arbeitsbühnensicherheit) it will be held at Frankfurt airport on June 13th.
- **Wumag** has restructured its business, placing all of its access operations into a separate company from the groups other activities. The new holding company will be called **Wumag Elevant GmbH**. While the ultimate ownership of Wumag remains in the hands of the **Schroeder** family, the move is seen as precursor to a disposal. **Ludger Greskötter** has joined the new holding company as general manager.
- **Gehl** is investing \$6.5 million in its telescopic handler production facility in Yankton, South Dakota. \$2.2 million of the investment will be used to construct a 2,800 Square metre extension to the plant and \$4.3 million will be used to introduce new technology. When completed, in January of 2007, telehandler production capacity will be 50 percent greater than today.
- Merseyside based chassis lubrication specialist **LEK Vehicles** has signed an agreement with **Beka-Max** of Germany, a leading producer of central lubrication systems for construction equipment, to distribute its central lubrication systems in the UK.
- **Tim Watson** has joined notified body **PAC** as its Technical director, following the untimely death of John Hocking.
- **PAC** has appointed three new technical officers : **Robin Freytag**, **Don Nicholls** and **Tom Treble**, all will take up their positions with the notified body during April and May.



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Shown with EN280 compliant access platform - one of a huge range of Merlo attachments

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the plates are shifting

The telescopic handler market has entered a period of rapid expansion and change. There are now over 20 producers and with the top five or six jockeying for position anything can happen and changes are all but assured. Mark Darwin investigates.

They say a week is a long time in politics. Surprisingly, the same could be said about the telehandler market. Since our last annual review just a year ago, the sector has developed tremendously with substantial growth in sales, equipment specifications and the number of manufacturers offering product. So much so that news within the sector is now almost a weekly event.

The fundamental reason behind all the activity is that the telehandler - with its various attachments - has evolved into the essential materials handling machine on industrial, farm and construction sites around the globe. Why? Because of the vast increase in palletised materials, possibly 80 per cent of the total. And being the machine of choice, telehandler manufacturers are pushing the boundaries of its



All Terex group telehandlers will now be branded as Genie.

capabilities so at times the largest units now look like small rough terrain cranes.

There is no denying that sales increased significantly in 2005 - possibly 10,000 more units globally than anticipated, primarily due to a sales explosion in the USA. These sales, around 18,000 in North America and 24,000 in Europe, still look set to increase, though at a slightly more sedate pace over the next few years. The UK and Ireland lead the European list with about 8000 units, closely followed by France. However, like bees around a honey pot, the increasing numbers of manufacturers aiming to get a slice of the action usually means that it will probably end in tears for several companies as the established players try to tighten their grip on the market.

World telehandler leader Manitou reported strong growth last year with turnover up more than 20 per cent at €985million and telehandler sales up 22 percent. Manitou is

very strong in Europe but much less so in North America, where sales last year rocketed an additional 50 per cent when most were predicting about 12,000. This surprise growth has, of course, affected Manitou's market share figures, and it is keen to rectify this through 'innovation and expanding the product line'. The market leader in North America is JLG with a product line that it did not have five years ago. However, thanks to several acquisitions, including Lull, SkyTrak and Gradall - it has bought itself a major slice of North American action. European sales on the other hand have yet to get going, however the company has big plans and says that it wants a 10 per cent share of the market by 2009.

This is likely to become a reality now that it has entered into a global alliance with Caterpillar to produce Cat branded telehandlers exclusively for Caterpillar dealers.



JLG, No 3 worldwide, has barely 2% of the European market, but that is set to change.

Agreed and signed in October last year, it took just six months for JLG to produce the first Cat branded machine. Spotted on the Caterpillar stand at Intermat, the TH330B machine sported a JLG manufacturing plate - built at its Maasmechelen facility in Belgium. "We are very excited to work with JLG, we have a strong partnership and there is a lot of optimism for the future," said Klaus Ukens, Caterpillar's global telehandler alliance manager. "Cat is the global

and specifications in the future. With its earlier models, Caterpillar had a 'one world machine' philosophy. It now appreciates that requirements in Europe and North America are different and JLG will design and manufacture machines both in the US and Europe to satisfy these requirements. JLG itself is currently concentrating on the volume sales sectors and not looking towards niche machines such as 360 degree rotary units. According to Jonnie



The ability to reach over obstacles is the attraction, but site congestion can favour tower cranes.

leader for earthmoving equipment and the telehandler range is very important to the company." Production is set to be ramped up by this September. Initially the machines will be built to current Caterpillar specifications, but there are sure to be changes to models

Dawson, the new sales director of JLG European Telehandlers, who joined from competitor Merlo - JLG, must first concentrate on building its dealer network in the key UK and French markets.

"You only need to look at our stand at Intermat to see the emphasis we are placing on telehandlers rather than access equipment," he said. "Our intentions are very clear and to achieve these, we are currently taking on telehandler product managers and looking to sign up dealers."

Another major player is JCB. Over the past five years, the company has transformed from a very successful UK manufacturer with strong export markets into a truly global brand. Although the company has no new additions to its telehandler range, it has just completed its biggest ever deal for its Loadall telehandler machines. A massive 1000 unit order has been placed by Ipswich-based rental company Fork Rent (see story) and amounts to around 12 percent of total annual telehandler sales in the UK.



The JLG compact range, aimed at agriculture, is beginning to sell into the construction market.



Top of the hill, the 30 metre MRT3050

Haulotte - big in access but small in telehandlers - has benefited from producing machines through an agreement with Italian manufacturer Faresin for the last three years. Haulotte is now looking to terminate this agreement at the end of this year and introduce its own models in 2007. The company stated that it wants



Kramer launched new models at Intermat.

do more in telehandlers but not so that it is reliant on anyone else. It also said that its aspirations in the telehandler market are clearly quite different from those of Faresin. A few hundred Haulotte/Faresin units have been sold in 2005 and so far this year, but it is Haulotte's intention to grow on its own.

As part of this change, Haulotte has acquired a new 60,000 square metre site in the Cantabre region of Spain to manufacture what it refers to as its diversification products. In other words non-access equipment.

Liebherr has started pre-series sales of its new telehandler in Germany, Austria and Switzerland, however the official launch will not be until Bauma next year. Four models are planned with maximum lift capacities between 3500kg and

4500kg and reaches of 10 to 13m. More details will be given later this year.

Kramer - in partnership with Claas - is also expanding its product range with the introduction of a new line of telehandlers. Seven models are planned to be built at its Uberlingen plant with lift heights from six to 17metres. Kramer will target the construction sector with Claas covering the agricultural market. The company is placing high hopes in the success of the telehandler, which it says will account for more than 40 percent of revenues at the Uberlingen plant over the coming years. The first Kramer six metre and seven metre machines - the 3006 and 4107 - are now rolling off the production line while a nine metre model will follow shortly. The full range is expected by the end of this year.

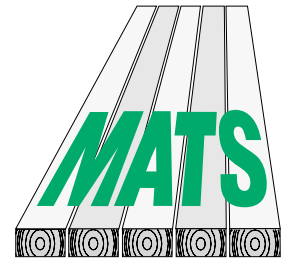
Farm tractor producer McCormick has also entered the market with an innovative design machine that takes the multi-use concept further than any current telehandler. Manufactured by McCormick's parent Argo in Breganze, Italy, the unit is primarily aimed at the agriculture market offering nine metres of lift height and 3500kg lift capacity. Features include a three point linkage

at the rear of the machine together with PTO for driving powered implements. Most unusual however



The first telehandler from McCormick has an unusual reversible operators station.

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The Merlo tunnelling attachment was back on display at Intermat.

is its reversible driving position which, the company claims, gives the unit the most spacious cab of any telehandler.

The launch of three new Genie machines at Intermat - two rotating and one fixed frame - signals the end of the Terex brand on telehandlers. All machines now have the distinctive blue Genie colour scheme and decals. The top of the range GTH-6025R - a 25metre lift height, 6,000kg maximum capacity 360 degree rotating model, should be available later in the year.

From a features and specification point of view, manufacturers appear to have two views, those aiming only for the volume sales sector of the market, and those offering a full and complete range. Manitou's latest addition made a big splash at Intermat where customers saw the first telehandler with 30 metres lift height, the 5,000 kg capacity MRT 3050. Until

The first CAT models off JLG'S Belgian production line have been delivered.

now 25 metres had been the upper limit, although a 28 metre niche product has been sold in small numbers. This new size of telehandler appears to have reached a lift height that is a 'sensible' maximum. Comments from other manufacturers regarding its height suggests that it will probably hold this title for quite some time. Depending on the front-end attachments, the machine can perform as a handler, crane or personnel lift with up to 40 metres lift height. More importantly, most buyers we spoke with have decided to hold judgement on this size of machine, preferring to wait and see the market reaction once deliveries begin. Manitou was not in a position to close any deals at the show, with pricing and availability yet to be confirmed. Some buyers we spoke with were concerned about its overall size and weight, making it a difficult machine to deliver with existing transport and

requiring extra space in which to work. Several other manufacturers offer rotary, 360 degree machines - Genie (Terex as was), Merlo, Dieci and now Sennebogen with its unusual Multicrane 608. Dieci launched its largest rotary machine, in terms of lift capacity, at Intermat, the Pegasus 50.21, but with a maximum height of 21metres, it will not be challenging Manitou in the height stakes for some time.

Merlo claims to lead the 360 degree market with its Roto range and given this companies rapid pace of product development, it is a fairly even bet that it will be the company to challenge the Manitou at the top end of this market.

At the other extreme there is strong move towards ultra compact machines and once again it is Manitou that is daring to be the most innovative with its new, higher capacity Twisco - the SLT420B with a 2,000kg lift capacity - and the Buggiscope 'Evolution' measuring just 1.43metres wide and 1.98 metres high. Both the Twisco and the 'Evolution' feature Manitou's new JSM (Joystick, Switch and Move) single control lever for easier operation.

Dieci also has this sector covered with its new compact Apollo 25.6. Dieci claims that it is the fastest growing telehandler manufacturer and is planning to almost double its current telehandler capacity by the end this year or early 2007 with its new purpose built production facility. (See flying high with cool wings, Cranes & Access. Nov/Dec 2005).

Merlo considers itself to be the leader when it comes to innovation. In October it launched an all new range of compact Panoramic models for which it has designed an entirely new frame construction that eliminates the usual side channels that stiffen the boom pivot point. The new booms have also been redesigned saving precious centimetres of width. All of this "saved space" has allowed Merlo to fit its full size cab on its narrow models, a first in the industry. Which allows it to retain its large cab, it has introduced what might qualify as the smallest telehandler. The Cingo M10 is a compact, ride-on tracked model, weighing



The Dieci Apollo 25.6 is now at the production stage

just 830kg and can lift 200kg to a maximum height of 2.9 metre. This tiny machine may well introduce the telescopic concept to a whole range of new applications. Particularly for tasks that involve working in confined spaces.

The main thrust of these smaller machines is to take sales away from skid steer loaders such by matching the packing all of the



Merlo has redesigned the chassis frame on its compact Panoramic range, eliminating the side plates and saving space for a wider cab.

telehandler advantages and versatility into an envelope close to that of the Bobcat and other brands of Skid steer machine.



The new 2,000 kg version of the radical Manitou Twisco can still be towed on a plant trailer.





The Lake Baitone dam.



Easing the boom into place



Ready to go to work as a crane

How did they get that up there???

In the middle of the Retiche Alps of Northern Italy, between the Adamello and Stelvio nature reserves is Lake Baitone and the Baitone dam, which was completed in 1930 as part of the vast hydroelectrically powered district of Poggia.

The area is criss-crossed by many paths and mountain refuges. It is also the region of several well known ski-stations, such as Ponte di Legno, Tonale, Borno and Montecampione, the Presena glacier and the spa towns of Darfo Boario and Angolo. It has a historical and artistic reputation that stretches back ten thousand years to the prehistoric rock etchings at Capodiponte.

The dam is now operated by Enel Produzione, this spring routine inspections highlighted the need for the dam to be refaced, requiring around 2,500 cubic metres of concrete. The contractor, Gelmi srl of Malonno (Brescia) which specialises in dam maintenance, was called in.

After evaluating various options, the project manager decided on a 25 metre 360 degree telehandler for the material handling, and sourced a Merlo Roto 40.25

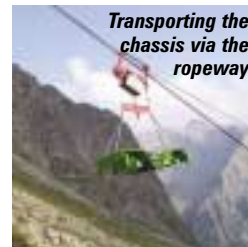
MCSS. The problem was how to get it up to the remote site at 2,300 metres altitude?

When the dam was constructed six aerial ropeways were built to ferry men and materials to the site. Alessandro Gelmi, the owner of the company, said that he chose the Roto as it was compact, could be broken into sections small enough for the ropeways and was able to be used with partially extended outriggers, regardless of the attachment being used. The cable ropeway rises 700 metres over a length of 1.7 kilometres from the station in the valley below.

It has a maximum capacity of only six tonnes. The 40.25 Roto weighs over 15 tonnes. The machine was dismantled into four basic packages, the chassis, the superstructure, the boom and the wheels. And then reassembled at the dam, using the ropeway as the assembly crane. "The challenges continued throughout the reassembly with the limited available space at the site requiring the technicians to perform acrobatics!" The job is expected to last well into the autumn, when the Roto will go through the procedure all over again in order to return to more conventional work.



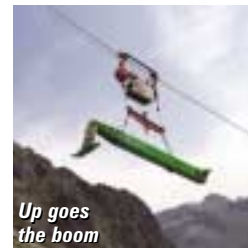
The Roto 40.25 offers plenty of reach for the job



Transporting the chassis via the ropeway



Next goes the superstructure.



Up goes the boom



Put the two back together

Lake Baitone dam statistics

Year of construction:	1930
Height of dam:	37.9 metres
Length of crowning:	229.25 metres
Height of crowning:	2,283 metres a.s.l.
Volume of dam:	46,600 cubic metres
Volume of reservoir:	10,658,000 cubic metres

1,000 JCB Telehandlers for Fork Rent

Fork Rent - one of the UK's leading self-drive plant hire firms - will add 1000 JCB telehandlers and an unspecified number of backhoe loaders to its fleet over the next two years. The total deal, valued at £45 million, is JCB's largest ever for telehandlers and covers a variety of models with lift heights from four to 12 metres.

Ipswich-based Fork Rent currently has about 450 telehandlers in its fleet, units from the new order are already being delivered. The new machines will be part of an ongoing replacement and expansion programme which will include opening a new depot in London.

Fork Rent runs a large fleet of excavators, dumpers and skid-steer as well as the telehandlers and backhoe loaders.

"Whilst this is a large order, we are constantly buying a wide range of equipment," said Guy Nicholls, managing director of Fork Rent. "The telehandler rental market is good but very competitive at the moment. Rates are dropping like a stone so the only way to compete is to buy in quantity using your own money."

JCB machines have formed a major part of Fork Rent's fleet for more than 20 years. "We have built up a very good relationship with the factory and dealer," said chairman Trudi Nicholls. "They listen

to comments made by ourselves and customers and then incorporate these to improve the performance and reliability of the machine. We pride ourselves on delivering the best customer service and higher specification machines than our rivals and we have taken the lead by fitting air-conditioning to all the Loadalls so that the door can always be closed during operation - a growing requirement among major house builders." "Front and rear fish-eye mirrors are also fitted as well as comprehensive guarding to all machines for greater safety and reducing machine damage."



Trudi and Guy Nicholls of Fork Rent with the first deliveries of its 1,000 unit order.



A JCB 537-135 Loadall is transporting large Polyethylene rolls to the head of the tunnel.

Telehandler in the tunnel

A JCB telehandler is helping build the €82 million Bergholz road tunnel near Wuppertal, Germany. The 537-135 model is operated by Weil-am-Rhein-based main contractor, Schmutz Tunnelservice. Once complete, the tunnel, which connects the A46 to the Kiesberg tunnel, will measure 1,865 metres long with a diameter of 7.15 metres. It will contain two lanes of traffic with emergency lanes and sidewalks. The major challenge facing the construction team has been the difficult landscape in this mountainous region.

The JCB Loadall has been transporting large rolls of polyethylene, which is used to line the inside of the tunnel. In total, it will deliver 95,000 square metres of the material, from an external storage area right up to the point where the excavation is taking place. This requires off-road capabilities to negotiate the steep banks outside the tunnel and the accuracy and manoeuvrability to operate within it.

Schmutz Tunnelservice supervisor Karl-Heinz Eschler said: "The excellent manoeuvrability and easy to operate controls on this JCB telehandler are extremely advantageous on this application."

The JCB 537-135 Loadall offers 13.5 metres lift height and a 3700kg lift capacity.

Merlo Launches Roofer's platform

Merlo has joined Manitou in offering a fully integrated aerial work platform for pitched roof applications.

The platform can be matched up with any telehandler in the company's range. When the platform comes to rest on an inclined roof, the front

guardrail panel can be folded outwards to create a working deck, complete with extended side rails, allowing roofers to work safely on new or existing roofs.

We will publish more details on this product in the next issue.

Merlo is launching an aerial work platform specially designed for working on pitched roofs.



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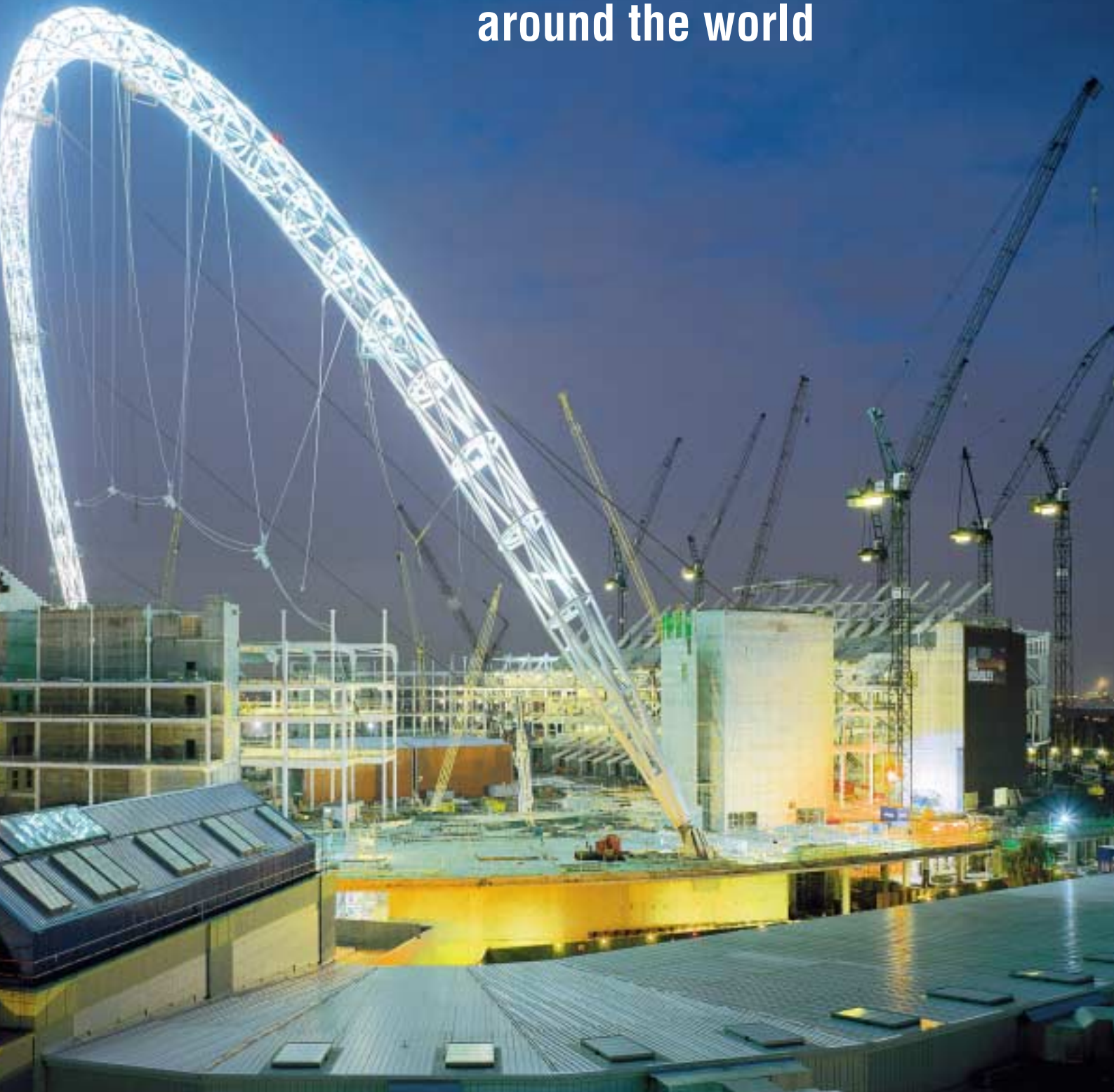


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Rising towers

Phil Bishop takes a look at the changing market for tower cranes in the UK and Ireland and talks to some of the movers and shakers.

You can tell the tower crane sector is buoyant and dynamic by the presence of five first-time exhibitors showing tower cranes at SED this month: City Lifting, the UK distributor for Comansa of Spain; London Tower Crane Hire & Sales, the new distributor for Saez, also from Spain; Dunham Crane Hire, the distributor of Italian FB self-erectors; Weaving Machinery the importer of Cattaneo self erectors and a joint Midland Crane/Arcomet/Potain stand.

With these new entrants and Arcomet now charging ahead at full steam, it is evident that there is quite a buzz in the UK/Irish tower crane market right now.

Not so long ago, tower cranes were predominantly owned by contractors. Hewden, with its fleet of Wolffs was largely unchallenged as the dominant rental provider. It seems like yesterday that Ray O'Rourke began to stir things up by building up what is now the UK's largest tower crane fleet. But in fact it was back in 1999 that his Select Plant secured the UK distribution rights for Terex Comedil. It took five years for O'Rourke to reach the UK fleet size that he now has approximately 280 units.

Falcon Crane Hire has the UK's second largest fleet of tower cranes, Two thirds of them Jaso.



Irish concreters

O'Rourke appears to have started a trend for concrete contractors to develop their own rental fleets, rather than hire cranes from outside. The rise of Select as a force in plant hire was aided immeasurably by O'Rourke's acquisition of main contractor Laing Construction, generating significant in-house demand for tower cranes. Select even has a further 70 cranes working on Laing projects in the Middle East and India, according to director Mike Studd.

Following O'Rourke's lead, fellow Irishman Pat Harrington moved into the game in 2002 by acquiring Hewden's tower crane division along with the Wolff distribution rights. Harrington Tower Cranes (HTC) has a fleet of approximately 200 cranes. As with Select and Laing O'Rourke, HTC has significant ready-made demand from its parent company, PC Harrington, which - like O'Rourke is a concrete specialist moving into general contracting.

Alex Lowe is unconcerned that the Wolff fleet is no longer the country's largest. "I have no ambitions to make this company the biggest," he says. Instead he is focusing on

technically challenging work, rather than 'mixing it with everyone in the market place'. It seems to be working, business is good. "We are doing very well," he says. There was a further boost for HTC last year when MAN finally sold Wolffkran, having had it on the block for some years. The private investors that now own Wolffkran have cranked up production and are working three shifts. "They are churning out cranes and have delivery down to 'just six weeks', says Lowe. "It was like a ghost town 18 months ago but now there is a real buzz about the factory".

At least two other concrete specialists of Irish origins have also entered the tower crane hire market. London Tower Crane Hire & Sales was set up in 2004 as a separate division of J Reddington Ltd, which had begun buying cranes two years previously. London Tower Crane now has 80 cranes, says director Kevin Keegan. Many of them are Terex Comedil or Peiner models from Select, but it also has a few new Liebherr TTR, self-erector cranes on a crawler undercarriage. Keegan says "We will follow demand. We've not set any targets. We don't want to let any customers down. If an existing customer needs a crane, we'll get one."

Last year London Tower Crane was approached by Spanish manufacturer Saez, little known outside of Spain, but now starting an export programme on the back of a booming home market. A distribution deal was agreed in October and London already has 15 Saez cranes in its fleet. Of these, nine are flat-tops, two are city cranes and four are self-erectors. At SED this month

will be an H32 self-erector (32 metre jib) and an S60B flat-top that can lift 2.15 tonnes at 60 metres.

Lancville Construction, another concrete contractor with Irish roots, set up Henry Cranes in 2004. It already has 21 cranes, says operations director Brian Flannery. Initially, Lancville was just looking to avoid hiring cranes from competitors and have some cranes for its own use. This year, however, marks its entry into the open hire market. Flannery says Henry Cranes



Saez produces tower cranes up to 65tm. London Tower Crane Hire & Sales, is now its UK dealer.

is a preferred supplier to Mace and has begun quoting for numerous projects. Inquiries for cranes, he says, have also been leading to Lancville picking up concrete contracts, a reverse on the original expectation that contracting work would drive the crane demand.

Henry's fleet predominantly comprises used Wolff cranes, initially bought from HTC but more recently sourced from mainland Europe. However, it would not be surprising to see it secure its own distribution rights with a manufacturer before long. It is an ambitious and hungry company. Lancville's turnover has grown sevenfold to £35 million in the four years since Mark Henry, who turns 30 this year, took over from his father as managing director.



Spanish manufacturers

While Saez, through Reddington and London Tower Cranes, is a new player in the UK, it is following a path that has been well developed in recent years by its compatriots Comansa and Jaso. That Comansa cranes will be exhibited at SED this year is the result of circumstance, rather than strategy. Its distributor, City Lifting, has stepped in to take the space originally booked by Spierings. City Lifting has worked closely with Spierings, pioneering truck-mounted tower cranes in the UK and has 12 units in its fleet. It has been closely involved in its appearances at SED so when Spierings decided it could not do both Intermat and SED, City Lifting stepped in. The company will exhibit a Comansa LC 5010 (1 tonne at 50 metres), components of a luffing LCL 290, one of which was recently erected in Poole harbour for a water-front development, and a Spierings truck mount. Having become the distributor in 2004, City Lifting has 10 Comansas in a fleet of 70 tower cranes. One of these is temporarily in the Bahamas, helping production of the next James Bond film.

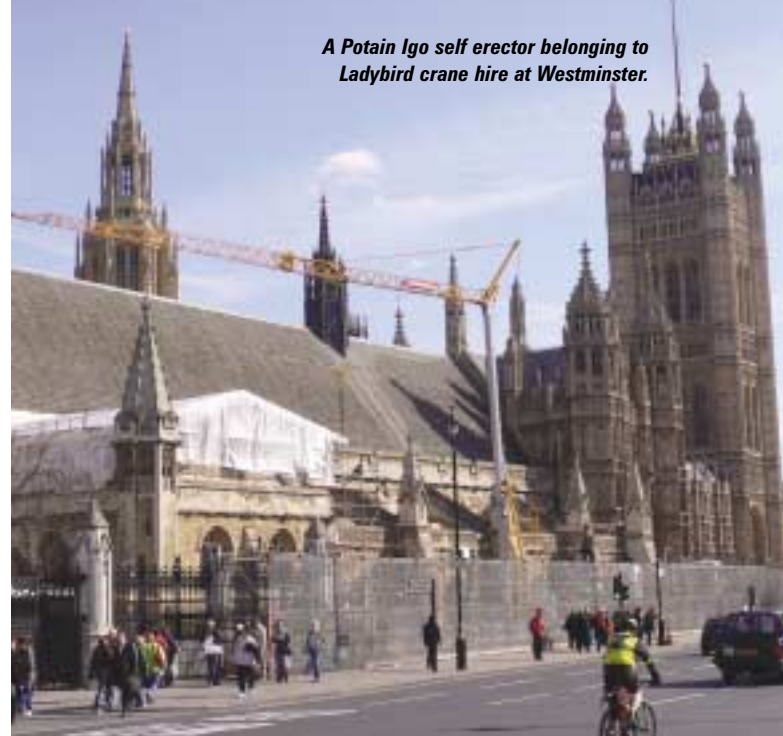
Of all Spanish manufacturers, it is Jaso who has the greatest presence in the UK, thanks to its distributor Falcon Crane Hire. Falcon has grown rapidly in recent years. Ten years ago it had fewer than 40 cranes, within five years it had grown to 120 and today it has 264, including about 30 self-erectors, overtaking HTC as the UK's second largest fleet and challenging Select for pole position.

Nearly two-thirds of Falcon's fleet are from Jaso, the balance being Potain and Peiner and Munster self erectors. Falcon also has crawler mounted self-erectors including the 202, which is a Benazatto crane on Munster tracks. Falcon has been with Jaso for seven years. "People have underestimated the Spanish," says Falcon managing director and owner Doug Genge. "Both Jaso and Comansa are top notch. The Spanish excel at customer service. They want to help technical queries and they are like lighting. There is just no need now to buy more expensive cranes. The only problem is delivery because Jaso faces so much demand" he adds. Jaso produces around 1,000 cranes a year.

Comansa has attempted to address its delivery problems by relocating to a new purpose-built plant in September 2005, increasing its production capacity from 600 units to 1,500. According to managing director Alberto Munarriz it will take a couple of years to get up a full head of steam in the new plant. This year it expects to produce around 800 units.

The Belgians

Arcomet is a Belgian company that rents cranes to partner rental companies around the world. With more than 1,460 tower cranes it boasts the world's largest tower crane fleet. It has been in the UK for several years, leasing cranes to Kier Plant. In 2003 it set up Airtek Cranes, a 50/50 joint venture with Airtek managing director Colin Hutchinson to rent out self-erectors, with a fleet of approximately 100 units, it is the UK market leader. This January, however, saw Arcomet arrive in the UK under its own banner, complete with exclusive Potain distribution rights. Arcomet now has three separate operations, each operating from different locations. Arcomet Tower Cranes Ltd rents and sells Potain top-slewing cranes and is headed by industry veteran Graham Baukham. Midland Cranes,



A Potain Igo self erector belonging to Ladybird crane hire at Westminster.

managed by Jerry Welford, operates a rental fleet of Potain self-erectors and is also the distributor for these products. Both Arcomet Tower Cranes and Midland Cranes are 51% owned by Arcomet and 49% by Airtek. Airtek will continue to run its own self erector fleet, predominantly Arcomet cable erected cranes with telescoping jibs, but also including some larger Potain self-erectors. Airtek and Midland Cranes share a common blue and orange livery, while Arcomet Tower Cranes top slewers have yellow towers with red and white jibs. Airtek provides the administrative and financial management functions for all three operations.

According to Arcomet managing director Dirk Theyskens, the plan is for Airtek to grow to 150 units by next year while Midland will have 100 Potain self-erectors by 2008, which will be available to a network of sub-dealers for local rentals. Arcomet Tower Cranes plans to have 80 to 100 Potain top-slewing tower cranes by 2008. By the middle of this year, it will increase to 25 to 30; however, as of the start of April, Arcomet Tower Cranes had nine top-slewing cranes, of which fewer than half are Potains. This is partly due to "Potain's delivery schedule" says Baukham, but also because Potain has yet to develop a new luffing jib crane that meets the needs of the UK market.

Baukham knows that to compete fully in the UK requires a fleet approximately 30 percent of which are luffers. Falcon has about 90 of them and Select has 80, but they are big units - up to 700tm - making it, according to Studd, "the biggest luffing fleet in the world". The problem for Arcomet is that Potain's luffers still have RCS winches - unbeatable in their day but now inverter drives are preferred. With the collapse of demand in Asia



Mantis Cranes of Ireland manufactures tower cranes in Donegal, based on designs by Masol of Italy.

in the 90s and little from the UK - the two main markets for this type of crane - there has been no pressure on Potain to update its luffers. Consequently Arcomet has been buying Comedil luffers, which is not ideal for either party. This should change soon, however says Baukham: "With the demand we will create, there will be pressure to develop the luffing fleet and thus demand for improvements all the way up the line."

The rise of self-erectors

Arcomet's Midland Cranes operation is run by Jerry Welford, who was

City Lifting represents Comansa in the UK and will be at SED



recruited from Ladybird Crane Hire, previously Potain's number one customer for self-erectors. Ladybird has built up a fleet of approximately 60 cranes over the past couple of years, all of them Potain, with a further 15 on order for this year. Ladybird and Airtek are the two companies that have shown the greatest commitment to self-erectors in the UK, although other significant players have also emerged. As mentioned, Falcon has had a fleet for several years, and Trevor Vanson of Vanson Cranes has added Vicario self-erectors to its fleet of Raimondi top-slewers. Masol of Ireland has 25 self-erectors working on contracts in the UK, and earlier this year, Lancashire-based builder, Dunham Brothers began importing self-erectors made by the

regulations," he says.

Ladybird also has 15 Potain MC86 city cranes in its fleet, to keep customers who need something slightly larger than a self-erector. "They're very good," says commercial sales manager Lee Clarke, who joined in January. "People are starting to love self-erectors more and more but once you get past the Igo 50 there is nothing to use that they like."

Distribution strategies

In recruiting Arcomet as its distributor, Potain has effectively teamed up with its best customer's greatest rival. However, the bigger picture is that aside from Ladybird (which will continue to buy direct from Potain, and a few top-slewers to Sir Robert McAlpine, Potain has not had the kind of sales in the UK that a company



Luffers are well suited to inner city reconstruction.

long-established FB Gru of Italy. Dunham has used self-erectors on its own projects and is now promoting the benefits to others, for hire or sale. Dunham's FB cranes range in size from the GA517, with 500kg at 17 metres, to the GA133, lifting 1,000kg to 33 metres. Self-erector use has finally gained some momentum in the UK and finally seems to be grabbing the attention of building contractors. That said, there is a view that the top slewing city crane, operated at ground level by remote control, is a better solution for many applications. London Tower Cranes and City Lifting are among those promoting this concept. City Lifting's Trevor Jepson says that the great thing about the Comansa LC 5010 is that the jib can be as short as 20 metres or as long as 50 metres, and any length in between, in 2.5 metre increments. "It's useful where there are air space

of its size expects. It has watched Italian and Spanish manufacturers blaze ahead through indirect distribution with rental company partners. Whether it is Select, HTC, Falcon, City Lifting or Vanson, there are plenty of examples that demonstrate that, for the UK market, these partnerships work well for the manufacturers concerned.

Worldwide, Potain and Liebherr are the biggest tower crane companies by a clear margin. But you wouldn't think so looking at the UK skyline. Potain has switched policy. Will Liebherr change tack too? Maybe young Mark Henry should be knocking on a few doors in Biberach?.

Arcomet's Dirk Theyskens believes that he has an advantage in the UK in that so much of the market is dominated by contractor-owned rental fleets. Other contractors are reluctant to make Ray O'Rourke or Pat Harrington even richer, so there is a sentiment in favour of the

independents that helps explain the recent growth of Falcon. "I think that's the big thing," says Doug Genge. "We've deliberately stayed clear of the concrete boys. It's been a good ploy that's worked well over the years."

At the end of the day, however, price remains king. Spanish and, more particularly, Italian tower cranes are less expensive than Liebherr and Potain, although the significant population of 20 year old Wolff and Liebherr cranes in the UK is testament to German build-quality and longevity. However, Arcomet's unrivalled purchasing power means that it can compete on price, whatever marque it buys.

A strong rental market

Everyone agrees that it's a good market for tower cranes right now.

"Our order book is over target for the whole of 2006," says Doug Genge.

"We are still very buoyant," says Mike Studd.

Graham Baukham agrees: "Everybody would tell you its buoyant and I'd say it's leading into busier times as well."

The question is, with all these new entrants, will anyone actually manage to make any more money, or will rates take a beating?

"I can't work out the tower crane market," says Trevor Jepson, "because I'm not a millionaire. It's a dangerous business, it's



A number of hire companies operate crawler mounted self erecting cranes.

hard work, and you don't make any money out of it. Why would anybody want to do it?"

As for the new entrants, Jepson says: "They're all trying to get in on the market. They are going for numbers. The only way you can do that is by undercutting others."

Doug Genge is more optimistic. He does not see any scope for undercutting. "No one out there is ripping anyone off, getting rich and making a fortune. People are charging a half-decent rate and making a half-decent margin," he says. "I really don't think prices will come down. The three major players - Select, Falcon and HTC are all serious players. We try and do everything safely and professionally and we don't use subcontractors. You can't afford to do it cheaply. If you do it cheaply, you're out of business."



Something completely different the Cobra tower crane

Dam builders

A Potain MD 900B and two Potain MD 2200 special application tower cranes have played a key role in the construction of the Se San Number 3 dam in Vietnam. The country's largest contractor, Song Da Corporation, started the project two years ago and has so far completed the dam's body and power house. The project is due to be finished within the next two months.

The MD 2200 cranes were installed at the end of 2003 and worked on the body of the hydroelectric dam, while the 50 tonne MD 900B was delivered in January 2004 and handled the construction of the dam's power house.

Both MD 2200 cranes worked with maximum main jibs of 80 metres at a height under hook of 75.6 metres. One of the cranes also worked with a below-jib Nippon Topbelt concrete conveyor system, helping to pour some of the 700,000 cubic metres of concrete necessary for the build. The other MD 2200 crane used a seven metre bucket to pour concrete, while the 373 kW (500 hp) winch enabled it to carry out a variety of other lifting duties, including handling formwork.



Three Potain special tower cranes have poured over 700,000m³ on the Se San dam

The MD 900B worked with a 60 metre jib, which provided 13.1 tonnes lift capacity at its tip. It was equipped with a six metre bucket allowing the crane to pour between of 80 and 100 cubic metres of concrete an hour.

Se San Number 3 is one of eight dam projects underway in Vietnam. The client, state-owned power corporation, Electricity of Vietnam, has 20 other generating projects currently under construction. The dam spans Gia Lai and Kon Tum - two of Vietnam's Central Highland provinces and will use recycled water from the nearby Yaly plant, creating a 17 km/10 mile long reservoir with an annual power output of 1.2 billion kWh.

New City Cranes for Belfast centre



The Raimondi/Raivan Eye Vis cab

Vanson cranes has supplied three new Raivan MR108+3 flat top city tower cranes for use on the Victoria Square regeneration programme in Belfast. The cranes are being employed on the underground car park and area above.

The Raivan MR180, built by Raimondi, is the latest addition

to the company's flat top range, designed for multi crane sites. It offers fast erection, low operating costs and includes Raimondi's new Eye-Vis operators cab. The cab provides the operator unobstructed visibility both overhead and below his feet with pistol grip type controllers with built-in dead-man function.

The cranes offer 8,000kgs capacity at just under 16 metres radius and 2,200kgs at the tip of the 50 metre jib. Maximum free standing height under hook is 46.5 metres on a 4.5 metre base.

The Victoria Square redevelopment is one of the largest urban redevelopment projects in Europe with a contract value of £300 million. The completed retail centre, which combines traditional buildings and public spaces with modern architecture, aims to give Belfast a new landmark and includes a 35 metre diameter glass dome.

Luffing flat top a success

In November 2005 Jost cranes, the Munich based tower crane producer, introduced its JTL 108 and 158 topless luffing jib cranes. The company labels the new range as a third generation tower crane, offering the versatility of a luffing jib and a topless crane in a single unit.



A Jost 108 luffing flat top crane

The company has already sold 28 units, including some in the UK. The larger of the two, the 158 offers 2,400 kgs at 50 metres radius and a maximum under hook height with horizontal jib, of 42 metres. Maximum jib angle is 75 degrees above horizontal, providing 8.3 metres length from counterweight to jib tip.

Jost cranes also offers its crane tops for mounting to other manufacturers towers, allowing a contractor or rental company to maximise existing tower inventory.

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SED 2006 will be celebrating its 40th year at a new venue - Rockingham Performance Park in Northamptonshire. Last year's event, the last at Fen Farm, attracted a record number of visitors - almost 22,000. This year, for the first time since the show started in 1966, the event will be staged at a purpose-built, all-weather showground. The organisers are hoping that a record number of visitors will come and see what it is all about.

Once again, the Cranes & Access Village will be a major feature of the show, with the usual spread of access equipment, cranes and telescopic handlers. This year's show is notable though for the large number of tower crane exhibitors. Seven companies will be representing at least eight manufacturers all of whom will include a Self erector in their displays. With the show coming so close on the heels of Intermat, manufacturers are struggling to transfer the new product launches to SED. It could, if successful be one of the best displays in many years.

SED 2006 Show Details

When?

Tuesday May 16th to
Thursday May 18th

Show Hours

Tuesday 9-6pm,
Wednesday 9-6pm and
Thursday 9-5.30pm

Where?

Rockingham Performance
Park, Mitchell Road,
Corby, Northants
NN17 5AF

For those who fancy their chances as loader-crane operators why not put your accuracy, speed and precision to the test in the Hiab and Vertical Press Challenge and try and win the daily £100 cash prize.

NRC Plant is already a winner, picking up the Cranes and Access Award in the SED 2006 Awards for Excellence with its new Hitachi Sumitomo SCX800-2HD, 80t hydraulic crawler crane. It has already sold one unit and expects to pick up at least one more at the show. The following is a full listing of the lifting and access exhibitors.

Access Industries

Multitel-Pagliero will exhibit its recently launched MX200 for the first time in the UK. This low-profile, truck mounted platform which was first shown at APEX in Maastricht last year has proved to be extremely popular, thanks to its two telescopic booms providing nine metres of up and over outreach with zero tail swing.

Aerial Access

The Aerial stand is bound to be a hot spot, if only due to the recent acquisition of UpRight's powered access range by its parent Tanfield. Aside from the UpRight connection

Aerial has set its sights on a major expansion in the UK market for 2006 and is planning new product launches at SED.

Since Tanfield took over, the company has moved to a new manufacturing facility, introduced modern cellular manufacturing techniques and increased output from 12 to 70 units a month. The Tanfield group has major plans within the access industry.

Afix UK

The scaffold producer will be showing new, quick assembly stair access towers with one metre, 1.5 metre and two metre lift heights. Different lift heights can be combined in the same tower to offer greater flexibility.

Allan Access

Allan Access is making a return to SED after an absence of several years. The company will show several recently launched products

from Socage, including the Apache DA20, a 20 metre dual riser articulated truck mounted boom lift, on a 3.5 tonne Nissan Cabstar: the 22 metre spider crawler Navaho DA22 lift and the Sioux TJ35 - 35 metre truck mounted lift on a two-axle 18 tonne truck.

Arcomet

Arcomet, the new powerhouse in the UK/Ireland tower crane market, will exhibit through its Midland Crane and Arcomet UK companies in partnership with Potain.

Autogru PM

Autogru will show its PM articulated loader cranes including a number of models popular in the UK, such as the new 22SP.

Bobcat

Bobcat has a number of telehandlers with maximum lifting capacities of between 2.5 and 4.0 tonnes and lifting heights from



Aerial

5.6m to 17.3m. The company has spent the past six months or so, enhancing its existing products, to improve reliability and performance, the fruits of the company's labours can be seen at the show.

Bravisol

Bravisol will show its electric self propelled Bravi Leonardo aerial lift.

Cattaneo - see Weaving

Caterpillar

CAT is in the process of transferring production of its B series telehandlers to JLG. The first machines have already come off the JLG line. Will the show machine be one of these, you will have to check its plate?

City Lifting

City Lifting has a diverse range of tower cranes for hire and sale in the UK. The company is the distributor for Comansa of Spain and will be showing several units including a Linden Comansa LC5010 flat top tower crane. Operated by remote control, the unit is available with jib lengths from 20 to 50 metres, in 2.5 metres increments and is capable of lifting 1000kg at 50 metres. A Spierings mobile tower crane from its fleet will demonstrate its amazing set up sequence.

Comansa - see City Lifting



City Lifting

Cormagh

Ernest Doe, the UK importers for Cormach and Maxi-Lift will be showing a range of lorry loaders rated from one tonne/metre to a massive 180 tonne/metre capacity.

Crane Safe

Crane safe, the UK arm of SMIE, the producer of anti-collision devices for tower cranes and now overhead cranes, will demonstrate its innovative new 3D systems.

CTE, Effer, Bizzochi

CTE has secured two stands at this year's SED, this follows CTE's acquisition of the Effer group last year, which includes Effer lorry loaders and Bizzocchi truck

mounted aerial work platforms.

The purchase of Effer/Bizzochi has increased CTE's annual turnover from £60million to £120million. CTE will use SED 2006 to launch Effer/Bizzocchi back into the UK market. Among the displays will be an Effer Easy-Power 30 crane mounted on a 3.5 tonne Nissan Cabstar with 13ft dropside bed. The crane offers 7.8 metres outreach at which point it can lift 265kgs.

The CTE truck mounted range will be represented by the new 32 metre working height Z32, articulated truck mounted platform, the first of which has been sold to Nationwide Access.



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**Genie
Telehandlers**

The 20 metre CTE Z20 will also be on show, mounted on a Bremach 4x4 chassis for 'go-anywhere' capability. With 9.5 metres working outreach, CTE says that it is the largest 4x4 lift of its type in the UK.

Dieci

Dieci will show its broad telehandler range along with the San Marco tower cranes that it distributes in the UK and Ireland.

Dunham Crane

Dunham will be showing a range of Boscaro lifting accessories and FB self-erecting tower cranes. Boscaro's self levelling crane forks are rated to 3000kgs, will open to 1.6metres with a winding mechanism and can be hot dip galvanised.

The FB tower crane range is new to the UK. Dunham's building division has used self erecting tower cranes for many years and hopes to spread the time saving technology within the UK.

Energy Batteries

Under its new name Energy Batteries (previously Squadron) is the Trojan battery distributor for the UK.

Euro Towers

Alloy Scaffold Towers

Fassi

Fassi is showing the F240B/260BXP, the first in a new generation of Fassi loader cranes, dubbed 'Evolution' and recently joined by the F290A/310AXP and the F330D/360DXP. The 'Evolution' range will grow to encompass all Fassi cranes in the medium duty sector (from 24 to 45 tonne/metre capacity) during 2006.

All Evolution cranes are lighter than

the models they replace and in the case of the F290A/310AXP lifting capacities have increased by 10 percent. All feature radio remote control as standard equipment.

FB - see Dunham Crane

Gardner Denver

Gardner Denver, the group name for the former Priestman and Syltone companies, will be showing examples of its van mounted lift range.

Genie

Genie is introducing its new 13 metre GTH-4013 fixed frame telehandler along with two new rotating models, the GTH-4018R and GTH-4020R. The Terex/Genie telehandler range will now be marketed purely under the Genie banner. The range now includes thirteen models from the compact 6 metre GTH-2506 to the 21.8 metre 360 degree GTH-5022R.

Genie is also exhibiting its latest articulating boom, the Z51/30J RT, a stretched Genie Z45. Other models on display will include the S85 straight telescopic boom, the GS3390RT rough terrain scissor equipped with the 7.30 m super deck extension platform and oscillating axle, the TZ34/20 trailer mount and the Runabout - GR20 with the optional stock picking platform.

Haki

Haki will show the new Geda 200z 110v Material Hoist and Compact Stair.

Hiab

Hiab will be displaying the latest additions to its range of articulated loader cranes and piggy-back truck mounted forklifts from its Moffett

range. The company is also highlighting its new XS Drive remote controller.

Visitors to the stand should also test their skills on the Hiab – Vertical Challenge. The competition is co-hosted by the Vertikal Press, publishers of Cranes & Access magazine which will award a daily prize of £100 in cash to the fastest, most accurate remote control loader crane operator.

Hinowa

Among the company's display will be one of its Tracked aerial lifts. The big exhibit this week will be on the APS stand at Access Daze in Milton Keynes.

Holland Lift: - see Russon Access

IGUS producers of power tracks for cranes and aerial lifts

IPAF

The International Powered Access Federation will be promoting its operating training courses and demonstrating safe work at height. If you are not already a member sign up.

IJ Access

IJ Access, the UK distributor for Lionlift tracked and vehicle mounted platforms, will be launching the GS18-11. Available with either Honda petrol or Hatz diesel engines as well as an 110v or 240v electric motor, the unit has a working height of 18.2metres and working outreach of 11 metres. Weighing 2800kg, it has a travelling width of 890mm.

JCB

A number of the company's telehandlers will be on display

JLG

While JLG will show a selection of products from its aerial lift



JLG 266

models, the main focus of SED will be on the company's growing telehandler range. Including the 4,000kg, 17 metre model 4017, fitted with a roof truss boom attachment. The 13 metre 3513 will be displayed with the JLG 'Smart Basket' CE approved platform attachment. The Compact range will be represented by the 266 with a general purpose bucket, and the 307 in full agricultural specification.

The platforms on display will include the 125 ft articulated 1250AJP 'Ultra Boom', the 51ft 510AJ and the 86ft straight boom 860SJ.

London Tower Crane Hire Ltd

London Tower Crane Hire & Sales runs a fleet of 100 cranes, including self erectors, telescoping, tracked, saddle and large luffing jib towers. The company is the UK distributor for Saez tower cranes and will be showing the H32 self erector (with 32 metre jib) and an S60B flat-top that will lift 2,150kgs at 60 metres.

Manitou

Manitou UK will show its new mainstream MRT14 fixed frame telehandler, the Twisco, which now offers a 2,000kg lift capacity and a number of other products from its range. Manitou aerial lifts will be displayed on the Russon Access stand.

Mantis Cranes

The only producer of self erecting tower cranes in Ireland or the UK, Mantis assembles cranes in Ireland.



Manitou Twisco

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Merlo

Merlo

Merlo always puts on a good show at SED, with a wide spread of telehandlers and novel attachments. This year will be the first chance to see the company's new Panoramic models launched at SAIE in October and the mini skid steer, telehandler on Cingo chassis.

NRC Plant Ltd

NRC is launching the Hitachi Sumitomo SCX800-2HD, an 80 tonne hydraulic crawler crane, shown two weeks ago at Intermat in Paris. The first unit is sold to BPH, with a second sale expected during the show. Maximum main boom length is 54.5 metres. Maximum boom and fly jib combination is 63.5 metres.

Also on the NRC stand will be the eight tonne telescopic crawler crane launched at last year's SED.



Pagliero

Oil & Steel

Oil & Steel will exhibit its four platform ranges: The Octopussy Spider crawlers; Scorpion truck mounted telescopics for 3.5 tonne trucks with a maximum work height of 23 metres; Snake, articulated booms for 3.5 tonne trucks and the larger Eagle, articulated truck mounted with a maximum work height of 56 metres.

The Octopussy 1412 Twin and 1765 tracked platforms retain the same compact dimensions as the 1465 but with the added benefit of a 200kg capacity.

Oktopus UK

Oktopus supplies suction lifting devices and vacuum lifting machines for panels up to 30 metres in length. The GA-V/H is designed for telescopic handlers and includes a platform for the operator to use whilst installing vertical or horizontal wall panels.

Also on display will be the MC-285C Mini crane and the TC 28 trailer crane with its 28 metre reach and 360 degree rotation.

Pesci

Pesci cranes are exhibiting with dealer, Crane Sales Limited. The company has four new models for 2006 with 40, 43, 76 and 81 tonne/metres capacity.

Power Lift UK

Power Lift UK will be demonstrating a new range of multi-terrain access platforms.

Promax Access

Promax Access, the Dino and Basket distributor is launching a compact tracked 19 metre lift, with simplified set up and operating system.

Also the compact 160XT Dino Lift trailer mounted platform, which offers an unrestricted 9.1 metres of outreach. Extending up to 26m, the Dino Lift range all weigh less than 3,500 kg.

Russon Access

Russon Access will be exhibiting the latest Holland Lift scissor lifts and Manitou self propelled electric and diesel booms. Both manufacturers experienced record sales in 2005 and are looking to SED to continue this upward trend.

Saez - see London City

SafeStand

SafeStand's modular access systems are designed to be erected by semi-skilled operatives, creating access platforms of any length by adding units until the required length is reached and replaces traditional bandstands

Scanlift Lifting Attachments Attachments - for cranes

Sky High

The Belgian producer of vehicle mounted, self propelled and trailer mounted boom lifts, will be exhibiting with its brand new dealer.....

SkyKing

SkyKing, will launch its new 22 metre 228TJ, which offers 17



Russon Access

metres outreach. Also on show will be the E198PX on a 3.5 tonne Nissan Cabstar. The sigma configuration on this 20 metre unit provides good up and over reach with zero tail-swing. SkyKing will also be displaying the 37 metre Wumag WT370 which offers 30 metres of outreach with a 700kg cage load capacity.

SMIE - see Crane Safe

Socage - see Allen Access

Squadron - see Energy batteries

Steinweg

The Steinweg Böcker group produce a range of material lifts, cranes and the Alp lift one man aerial lifts, not to mention trailer cranes.

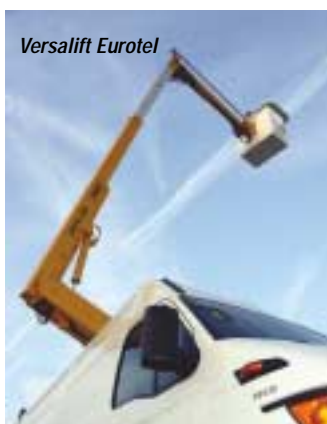
Vanson cranes

Vanson Cranes celebrates 25 years of exhibiting at SED 2006, the company will show the MR39+3 from its Raivan flat top saddle jib tower crane range, together with the smallest and largest models from its VC self erecting crane line, the VC15 single-phase builder's crane and the larger VC42.

Versalift

Versalift unveils a new entry level platform, the VRA35 mounted on an Iveco Daily van, with up to 12.5 metres working height. Its reverse articulation offers optimum outreach for typical street lighting and highway work with the advantage of a lower travel height than most competitive models.

Another new product on display is the 10.2 metre ET32NFXS, offering a full 90 degree action fly boom and one-person walk-in bucket on a Ford Ranger 4 x 4 chassis.



Versalift Eurotel

Versalift will also be demonstrating its new twin proportional joystick option on an ET38NF platform. The new control system also allows operational features to be programmed via computer rather than through traditional interlock mechanisms.



The Vanson VC42, will be one of many self erecting tower cranes at the show.

Vertikal.Net, Cranes&Access

The Vertikal Press, publishers of Cranes & Access magazine, Kran & Bühne and Vertikal.net will be keeping the lifting equipment public informed of news and events at this year's show. Pick up your FREE copy of the magazine from the Vertikal Stand No822 in Avenue E.

Cranes & Access magazine has the largest circulation of any UK lifting equipment magazine. Subscribe today or read it on-line at www.vertikal.net



Vertikal challenge

Weaving Machinery

Distributor of Cataneo self erecting tower cranes, will be at SED for the first time, the company offers the cranes for sale or rental at very attractive prices.

Whitney Engineering

Exhibiting crane attachments from concrete buckets to personnel platforms to crane forks.

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Trailer mounted access platforms

A users guide

We have covered the trailer mounted access market on several occasions in the past and this year have decided to produce a buyer's guide covering the types, specifications and use of these versatile machines.

The trailer mounted platform continues to be a very popular cost-effective access solution, especially for first time users looking to comply with the new Work At Height Rules. Although there is strong evidence that light truck mounts and crawler mounted self propelled booms are being chosen in favour of trailer lifts by some users, there is still a healthy and growing demand for the products worldwide.

Is it the right product for me?

Trailer mounted lifts have the following positive characteristics:

- The most height for a given investment
- Easy transport over long distances
- Relatively light weight - low bearing pressures
- Simple low-cost maintenance
- Narrow transport dimensions
- Can be used on uneven or sloping terrain

These must be offset against certain disadvantages:

- Relatively time consuming to be set up
- Cannot be moved when elevated
- Can be difficult to move around site
- Large operating footprint

As described later in the article, manufacturers have introduced a number of innovations which reduce the impact of some or all of these drawbacks, but there is no doubt that trailers are better suited to some applications than others. These include property maintenance, tree trimming, CCTV/security camera installation and maintenance, sign installation and cleaning and other work in or around public, industrial and commercial premises.

Chart 1

Comparison of approximate UK purchase costs for various types of boom lift

Working height	Trailer	Self propelled	Vehicle mounted
12m	£10,000	£28,000	£30,000
17m	£19,000	£38,000	£35,000
21m	£32,000	£56,000	£42,000
25m	£38,000	£75,000	£75,000

Chart 2

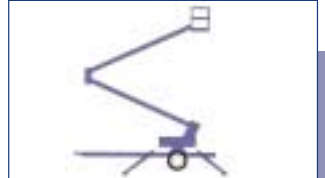
Comparison of approximate UK weekly hire rates for various types of boom lifts

Working height	Trailer	Self propelled	Vehicle mounted
12m	£200	£250	£300
17m	£300	£270	£450
21m	£450	£360	£750
25m	£525	£580	£2200*

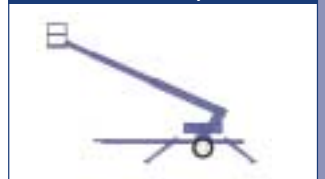
* with operator only



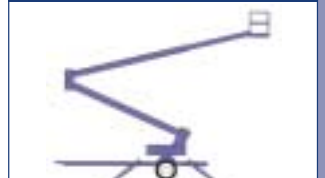
1. Articulating fixed boom



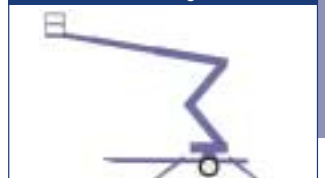
2. Telescopic



3. Articulating - Telescopic



4. Articulating Telescopic with dual or Sigma riser



Charts 1 and 2 show that competitive UK/Ireland hire rates for self-propelled booms makes them very good value compared to renting a trailer lift. However the cost of delivery must be taken into account, especially if the machine will be used at more than one location as must any weight restriction implications since self propelled booms are much heavier than trailer lifts. If contemplating purchase there is no doubt that trailers offer the lowest cost per metre of height.

Choosing a machine – key specification issues

As for all boom lifts, the most significant feature is the boom configuration. This will, to a greater or lesser extent, govern all of the other characteristics of the machine so must be carefully considered. In our summary of available models, we have classified the products under four types:

All of these configurations can be enhanced by the inclusion of an articulating jib, (also known as a fly boom). A jib can typically offset through an arc of between 90 and 180 degrees, significantly improving versatility, reducing overall length and making cage entry easier. It is important to decide early on which physical characteristics are important for your work, ensuring that the most appropriate design is selected.



The Dino 260XT features a sigma riser

Chart 3 Summary of boom configuration characteristics

Boom configuration	Benefits	Drawbacks
Articulating	Simple rugged construction Low cost Easy maintenance Light weight	Long travel length Limited versatility Poor outreach at low heights
Telescopic	Short overall length Good outreach Simple operation	Heavier More expensive No 'up & over' capability
Articulating - telescopic	Versatile Good combination of height and reach Up & over capability	Heavier weight More complexity
Articulating-Telescopic with Sigma riser	Short overall length Good up & over capability Good outreach at low to medium height Easy to work on face of buildings	Expensive Heavier weight More complexity



Articulating-telescopic machines like this Genie are great when you need to get up and over

Working height & outreach.

It is always necessary to consider these two things together. Never choose a machine on maximum work height alone, always ask "How far will I have to reach out at the height I need to work comfortably?" Especially with a trailer mount where the machine's stability comes from the physical spread of the stabilisers, consider how near you can typically get to the work measured from the edge of the fully deployed stabiliser.

Telescopic booms like this Bil-Jax give excellent low-level outreach



Manufacturers always quote working outreach from the centreline of rotation, so every centimetre of outrigger spread eats into your effective outreach. Also very significant is the need to clear obstacles such as parked vehicles, hedges, flat roofed extensions etc. This is where the machine's 'up & over' characteristics become important.

A dual/sigma riser adds up and over capability to telescopic booms without increasing length



Travel length

Manufacturers do their best to ensure trailer mounted lifts are easy to tow. However there is no denying that



Aerial's articulating boom K13 has a jib for extra versatility

some special driving skill is required, so the shorter and less unwieldy the machine is when stowed, the better – especially for occasional users. Short length is also highly desirable for urban tasks such as CCTV and shop signage, both for manoeuvrability and to find a parking space large enough to set up in!

A telescopic upper boom gives the Matilsa Parma 120T a very short travel length



Width

Width falls into two categories: Travel width and Minimum width. A number of machines offer some kind of retractable axle, providing stability for travel with the ability to pass through narrow openings. Although this feature is not always easy to use it can be very significant

The retractable axle on Nifty's 90 allows it to fit through a single personnel door

if the only means of access to the worksite is through a narrow door or gateway, a situation often encountered in residential applications. If this is not important for your own application, it is generally best to opt for a fixed axle.



Weight

The total weight of the machine in travel condition (GVW) is very significant for two reasons:

- 1) Limitations on site, for example allowable floor loadings, elevator capacity etc.
- 2) Towing restrictions (see 'Can I tow it?')

Note that manufacturer's specifications often quote the lightest available version of a machine

(e.g. AC power, manual stabilisers) so if you add options such as DC battery power, a generator and hydraulic stabilisers etc... make sure you understand the impact on total weight. In addition to the total weight, the maximum outrigger pad loadings are also important. The use of nylon mats can reduce ground bearing pressure and protect delicate flooring few machines are supplied with these as standard.

Other significant specification features

Power Source

Popularity of the alternative power sources for trailer lifts varies with geography. In the UK the DC (battery) powered machine with an on-board battery charger (often with diesel bi-energy option) is the most popular, whereas in continental Europe a majority of purchasers opt for AC (mains) power. Increasingly, manufacturers offer all of these as options so the user can select the power source most appropriate to their specific application, sometimes at no extra cost. A summary of the pros and cons of these are given in chart 4.

Stabilisers / Outriggers

Machines up to 13 metres have typically been supplied with manual outriggers which require the user to either pull out or fold down the four legs, then level the machine with individual screw jacks. There is no doubt that this is

a time consuming and increasingly unpopular process.

Fortunately hydraulically operated outriggers are now widely available, either as an option or even as standard equipment. The control levers are positioned centrally adjacent to the level bubble so that each outrigger can be lowered and level adjusted without the operator having to move or exert himself. Auto levelling is also rapidly becoming a standard feature making outrigger set up fast and easy. If the lift you are considering does not have hydraulic outriggers as standard, you should seriously consider specifying them as an option not only to improve your productivity, but to ensure a better resale value. Be aware of the extra weight though.

Whether manual or hydraulic, the outrigger system must include interlock switches to prevent boom operation without the legs being correctly set.

On some machines, 'spider' type double-jointed outrigger legs are provided. These allow more versatile jacking options including set-up on a kerb or severely sloping ground.

Controls

Trailers are among the simplest machines to use with typically not more than two or three boom



Hydraulic outriggers are quick and easy to set up, especially with auto levelling

Have it your way - optional equipment

functions plus rotation. Two basic approaches are taken to control systems; in the UK the slightly old fashioned 'live' or full pressure hydraulic system is still popular, whereas on the continent electric/hydraulic controls are more prevalent. UK manufacturers believe rental customers like the simplicity and ease of repair of this system despite its weight penalties and risk of hose leaks. Electric/hydraulic systems have the control valves located at the base of the machine with only light cables routed to push-buttons or joystick controls in the cage. In some cases a circuit board electronic processor modifies inputs from the controls to give proportional or progressive operation of the valves.

From the operator's point of view, live hydraulic controls are easy to understand, smoothly proportional and several functions can be operated at once. The best electronic controls can duplicate this with the added benefit of greater machine performance, but simple push button controls without proportional facility can give an uncomfortably jerky ride. There does not appear to be much evidence that modern electric controls are less reliable or more expensive to maintain than full pressure hydraulic.

Manufacturers generally like to keep the headline price of machines as low as possible, so frequently there is a whole list of options available which may or may not be significant depending on your application. It is definitely worthwhile considering what you are likely to need and adding these at the time of order - it is always cheaper than trying to upgrade the machine later. Typical options to consider are a mains power line to



Spanish manufacturer Matilisa offers an easy to use configurator.

the cage, warning beacons, a self drive system to help on-site manoeuvring (especially on heavier models), electrical generator and hydraulic outriggers.

One company that has introduced a way to simplify this process is Spanish company Matilisa, whose web site now features a handy configurator allowing you to interactively build the perfect machine for your needs and see the cost impact of various options.

Chart 4 Alternative power sources for trailer mounted platforms

Power Source	Benefits	Drawbacks
DC Battery	Clean, quiet for indoor use Can be used on sites with no AC power No trailing cables during operation	Needs to be charged at end of shift Batteries must be maintained Risk of running flat Heavier weight
AC (mains) 220V / 110V	Clean, quiet for indoor use Can be used continuously Light weight Usually cheapest option	Can't be used if no mains supply Trailing power cord is trip hazard
IC Engine (petrol/diesel)	Self-contained, can be used anywhere Can be used continuously	Noisy, cannot be used indoors
Bi-Energy (DC + generator)	Can be used on batteries only indoors Can be used continuously on generator or recharge batteries	Heavier weight Most expensive

Probably the most sophisticated trailer lift controls are seen on large Dino lifts.



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So what is available?

Trailer mounted platforms are produced all over the world by manufacturers ranging from tiny one-person operations to the largest players in the access business. We have also highlighted those machines which perform best in various areas which may be of interest for your application. These are not recommendations but will help guide you towards producing your own shortlist.

Greatest height

1. Denka DL30	30.0m
2. Omme 2900E	29.0m
3. Dino 260XT	26.0m
4. Omme 2500E	25.1m
5. Denka DL/DK25	25.0m

Not surprisingly, this section is dominated by Scandinavian manufacturers, all straight telescopic except the Dino which has a sigma riser. The tallest non-Scandinavian trailer in our summary is the UK-manufactured Niftylift 210 with a 21.0m working height.

Best outreach

1. Omme 2500E	12.6m
2. Omme 2900E	12.3m
3. Denka DL25	12.0m
4. Niftylift 210	12.0m

Note that it is not always the highest machines which offer the most outreach, the Denka DL30 actually has less outreach than smaller units in their range.

Lightest weight

1. Niftylift 90	595kg
2. Thomas 100NW	900kg
3. Custers / Ateco HL9	960kg
4. Denka Junior 12	985kg
5. Omme 1050EZ	995kg

The lightest machines, as may be expected, are those with the lowest working heights. Even so, the extremely low weight of the

Electric or hydraulic friction drive is a popular option for heavier machines.



Niftylift 90 is remarkable and allows towing by very small vehicles and transport in freight elevators. Only one of these machines features a two-person platform (Ateco), but the Denka's 12m work height is remarkable for such a light machine.

Shortest length

1. Niftylift 90	3.8m
2. Custers / Ateco HL9	4.2m
3. Niftylift 120T	4.5m
4. Matilsa Parma 12T	4.6m
5. Thomas 100NW	4.6m

The Nifty 120T and Matilsa 12T have a very short length for a 12 metre trailer lift thanks to their articulating telescopic configuration.

Narrowest width

1. Ateco HL9	0.71m
2. Denka Junior 12	0.75m
3. Niftylift 90	0.75m
4. Dino 105T	0.78m
5. Omme 1050EZ	0.78m

All five of these machines will nominally pass through a single personnel door.

Where can I get one?

Purchasing

Trailer-mounted lifts are among the easiest access platforms to own due to their relatively low cost of acquisition and simple design. Transport between sites is easy - so they can be shared between several facilities within an organisation to maximise utilisation.

Most of the manufacturers listed in our accompanying table have representation throughout Europe. When selecting a supplier, make sure that they can give you a demonstration at your location, that they provide training and ongoing service, parts and repair facilities. Don't forget that the machines are covered by the requirements of LOLER (Lifting Operations and Lifting Equipment Regulations

1998), so need to be issued with a Certificate of Thorough Examination at six-monthly intervals. Again, a good supplier should be able to take care of this for you

Hiring

Unlike self-propelled booms and scissors, there are relatively few national hire fleets in the UK with significant numbers of trailer mounted platforms. In fact in our

2005 survey of the largest rental companies only three had more than 50 units: HSS (180), Facelift (90) and Hewden (80). The better news is that most towns have a tool hire outlet, either local or national with typically have one or two units available, so a quick check in the phone book should

provide a supplier. Unfortunately these companies concentrate on the simpler 12 to 13metre working height machines. If something larger is needed, it will be necessary to contact a specialist.

Check out our Access & Lifting Directory at www.vertikal.net for more information.

Trailer Mounted Access Platforms - *Summary of Products currently available*

Articulating Boom

Manufacturer	Model	Work height m	Outreach m	SWL kg	Jib	GVW	Towing length m	Towing width m	Minimum width m	Operating width m	Outriggers	DC elec.	Power sources AC elec.	I.C./gen.
Ateco	HL9	9.4	4.2	200	no	960	4.2	1.22	0.71	2.60	M	standard	option	n/a
Niftylift	90	9.5	3.5	120	no	595	3.8	1.50	0.75	2.10	M	standard	option	n/a
Thomas	100NW	10.0	4.5	150	no	900	4.6	1.40	1.40	2.70	M	option	standard	option
Skyhigh	1200MP/HP	12.0	4.5	215	no	1150	5.9	1.59	1.59	3.85	M/H	option	standard	option
Matilsa	Parma 12	12.1	4.8	200	no	1200	6.0	1.60	1.15	3.24	M/H	option	standard	option
Aerial	E12	12.2	5.0	215	no	1190	5.3	1.48	1.20	2.80	M/H	standard	option	option
Ateco	HL12	12.2	5.2	200	no	1260	5.8	1.55	1.19	2.83	M	standard	option	n/a
Manitou	120TH	12.2	4.9	250	no	1310	5.9	1.77	1.77	3.00	H	n/a	standard	option
Niftylift	120	12.3	5.0	200	no	1160	5.5	1.50	1.10	2.70	M/H	standard	option	option
Genie	TZ34/20	12.4	5.8	227	yes	1411	6.0	1.51	1.51	3.04	M/H	standard	n/a	option
Snorkel	MHP12/34	12.6	5.6	250	yes	1200	6.0	1.58	1.58	3.70	H	option	standard	option
JLG	K13	12.9	5.9	215	yes	1260	6.3	1.50	1.50	3.00	H	n/a	n/a	standard
Haulotte	1300RT	13.0	5.7	210	yes	1500	6.0	1.55	1.20	3.50	H	standard	n/a	n/a
Thomas	130NW	13.0	5.5	250	no	1100	5.6	1.40	1.40	3.10	H	option	standard	option
Bil-Jax	XLB-4319A	13.1	5.8	204	yes	1300	5.9	1.50	1.50	3.00	H	standard	n/a	option
Aerial	K13	13.2	5.9	215	yes	1390	6.3	1.48	1.48	3.00	H	standard	option	option
UpRight	TL38	13.5	5.6	215	yes	1470	6.0	1.52	1.52	3.30	M/H	standard	n/a	option
Niftylift	140	14.3	6.4	225	yes	1390	6.8	1.60	1.60	3.20	H	standard	option	option
Matilsa	Parma 15	14.7	6.4	200	yes	1650	7.1	1.61	1.30	3.77	M/H	option	standard	option
Thomas	160NW	16.0	8.5	250	yes	2000	7.7	1.75	1.75	3.70	H	option	standard	option

Articulating / Telescopic Boom

Manufacturer	Model	Work height m	Outreach m	SWL kg	Jib	GVW	Towing length m	Towing width m	Minimum width m	Operating width m	Outriggers	DC elec.	Power sources AC elec.	I.C./gen.
Dino	105T	10.5	6.0	120	no	1010	5.6	1.48	0.78	3.20	H	n/a	standard	n/a
Denka	Junior 12	12.0	6.7	120	no	985	5.7	1.40	0.75	3.20	H	n/a	standard	n/a
Matilsa	Parma 12T	12.2	6.1	200	no	1500	4.6	1.60	1.17	3.88	H	option	standard	option
Niftylift	120T	12.2	6.1	200	no	1400	4.5	1.50	1.10	3.55	H	standard	option	option
Skyhigh	1200TC	12.2	6.0	215	no	1250	5.2	1.40	0.99	2.80	H	option	standard	option
Genie	TZ34/20	12.4	6.1	227	no	1432	5.1	1.45	1.45	3.60	H	standard	n/a	option
Bil-Jax	3522A	13.3	6.9	227	yes	1397	5.0	1.66	1.66	3.00	H	standard	n/a	option
Denka	DLX15	15.0	9.0	200	yes	1675	6.4	1.63	1.44	4.08	H	option	standard	option
Skyhigh	1500	15.0	7.8	215	no	1800	7.0	1.59	1.59	4.36	H	option	standard	option
Thomas	150NW	15.0	7.5	250	no	1650	6.2	1.50	1.50	3.70	H	option	standard	option
Bil-Jax	4527A	15.7	8.2	227	yes	1760	5.9	1.66	1.66	3.50	H	standard	n/a	option
Aerial	K17T	17.0	9.1	215	yes	2250	7.1	1.75	1.75	4.65	H	standard	option	option
Matilsa	Parma 17	17.0	9.0	200	yes	2430	7.3	1.94	1.94	4.23	H	option	standard	option
Niftylift	170	17.1	8.7	200	no	1900	6.2	1.60	1.60	4.37	H	standard	option	option
Bil-Jax	5031A	17.2	9.3	215	yes	2350	6.9	1.80	1.80	4.65	H	standard	n/a	option
Genie	TZ50	17.2	9.1	227	yes	2087	6.7	1.65	1.65	4.30	H	standard	n/a	option
UpRight	TL50	17.2	8.5	215	no	2150	5.9	1.60	1.60	3.70	H	standard	n/a	option
Skyhigh	1800	18.0	8.5	215	no	2250	8.0	1.59	1.59	4.00	H	option	standard	option
Bil-Jax	5534A	18.8	10.2	227	yes	1996	7.0	1.68	1.68	3.90	H	standard	n/a	option
Thomas	190NW	19.0	10.5	250	no	2100	8.0	1.85	1.85	3.80	H	option	standard	option

Articulating-Telescopic with Sigma Riser

Manufacturer	Model	Work height m	Outreach m	SWL kg	Jib	GVW	Towing length m	Towing width m	Minimum width m	Operating width m	Outriggers	DC elec.	Power sources AC elec.	I.C./gen.
JLG	T350	12.7	6.1	227	no	1542	6.4	1.44	1.44	3.20	H	standard	n/a	option
Omme	1550EZ	15.3	8.5	200	fixed	1940	7.1	1.60	1.60	4.10	H	option	standard	n/a
Dino	160XT	16.0	9.1	215	no	1950	5.9	1.78	1.78	3.80	H	n/a	standard	option
JLG	T500J	17.2	9.6	227	yes	2177	8.2	1.70	1.70	3.75	H	standard	n/a	option
Dino	180XT	18.0	10.9	215	no	2100	6.6	1.78	1.78	3.80	H	n/a	standard	option
Omme	1830E	18.3	10.2	200	fixed	2450	6.7	1.60	1.60	4.21	H	option	standard	n/a
Dino	210XT	21.0	11.7	215	no	2440	7.9	1.92	1.92	4.30	S	n/a	standard	standard
Niftylift	210	21.2	12.0	225	no	3300	6.6	1.80	1.80	4.50	S	n/a	standard	option
Dino	260XT	26.0	11.7	215	no	3450	8.3	2.04	2.04	4.40	S	n/a	standard	option

M=Manual H=Hydraulic S=Spider



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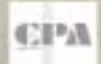
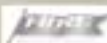
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Omme	1050EZ	10.5	6.8	125	fixed	995	4.9	1.20	0.78	3.40	H	n/a	standard	n/a
Omme	Mini 12EZ	11.9	7.9	125	yes	1200	6.0	1.50	0.99	3.60	H	option	standard	n/a
Thomas	120NWT	12.0	9.0	250	no	1500	6.7	1.40	1.40	3.30	H	option	standard	option
Dino	125T	12.5	8.3	215	no	1450	6.8	1.65	1.65	3.60	H	n/a	standard	n/a
Omme	1250EZ	12.5	8.5	200	fixed	1500	7.1	1.60	1.60	4.10	H	option	standard	n/a
Bil-Jax	3632T	13.4	9.8	227	no	1905	6.7	1.65	1.65	3.40	H	standard	n/a	option
Dino	135T	13.5	9.1	215	no	1580	5.9	1.78	1.78	3.80	H	n/a	standard	n/a
Dino	150T	15.0	10.0	215	no	1650	6.4	1.78	1.78	3.80	H	n/a	standard	option
Omme	1650EZ	16.5	10.4	200	fixed	1925	6.8	1.70	1.70	4.25	H	option	standard	option
Teupen	Gepard 17T	17.2	12.7	200	fixed	2200	8.0	1.78	1.78	4.34	H	n/a	standard	option
Denka	DK18	18.0	11.3	200	no	1925	6.6	2.06	1.86	3.90	H	standard	option	option
Denka	DL18	18.0	10.5	200	no	2100	7.4	2.06	1.86	3.75	H	standard	option	option
Dino	180T	18.0	10.7	215	no	1780	7.4	1.78	1.78	3.80	H	n/a	standard	option
Omme	1850E	18.6	11.7	200	fixed	2180	7.2	1.70	1.70	4.25	H	option	standard	option
Denka	DL21	21.0	10.0	200	no	2500	8.1	2.06	1.86	4.35	H	standard	option	option
Omme	2100E	21.1	11.1	200	fixed	2335	7.4	1.70	1.70	4.25	H	option	standard	option
Teupen	Gepard 22T	22.2	12.2	200	fixed	2250	8.4	1.78	1.78	4.34	H	n/a	standard	option
Dino	230T	23.0	11.7	215	no	2930	8.3	2.04	2.04	4.40	S	n/a	standard	standard
Denka	DK25	25.0	11.4	200	no	2450	9.1	1.69	1.69	5.50	H	standard	n/a	n/a
Denka	DL25	25.0	12.0	200	no	3200	8.1	1.72	1.72	4.30	H	standard	option	option
Omme	2500E	25.1	12.6	200	fixed	2900	8.4	1.70	1.70	4.25	H	option	standard	option
Teupen	Gepard 25T	25.2	12.0	200	fixed	2570	8.4	1.78	1.78	4.34	H	n/a	standard	option
Omme	2900E	29.0	12.3	200	fixed	3500	9.2	1.70	1.70	4.25	H	option	standard	option
Denka	DL30	30.0	11.6	200	no	3500	8.9	1.72	1.72	4.30	H	standard	option	option

M=Manual H=Hydraulic S=Spider

Can I tow it?

A very good reason to consider the total weight of the trailer mounted platform is to ensure that you are legal when driving on public roads. Rules vary from country to country, but obviously the chosen tow vehicle must be capable of towing the trailer under consideration. Vehicle manufacturers specify a recommended maximum trailer weight for each of their models, and this is the first check that should be made. The allowable weight will be stated simply as a maximum trailer weight permitted, or as 'MTM' (maximum train mass). MTM is the total of the vehicle weight (to be safe use the GVW figure) plus the trailer weight, so to calculate the permissible trailer weight just deduct GVW from MTM. Assuming the vehicle is physically capable of towing your selected machine, the next step is to check the driver's entitlement under law. The following summary covers UK regulations, although most European countries have similar rules.

UK driver licensing and entitlement to tow trailers

1. Car licences held before 1st January 1997

Drivers in this category can drive vehicles up to 7,500kg GVW, and a trailer combination with a combined GVW not exceeding 8250kg.

This means if the vehicle selected has a GVW of 7500kg the maximum allowable weight of a trailer is just 750kg. Lighter vehicles can tow heavier trailers, but only up to the manufacturer's specified limits.

Examples:

a) Ford Ranger 4x4 double cab pick-up

GVW = 2845kg

MTM = 5645kg i.e. less than licensing limit of 8250kg, so full capacity can be used.

Therefore maximum allowable trailer weight with this vehicle is 2800kg, so there will be no problems with most units below 20m working height.

b) Ford Transit 350 mwb 115PS panel van

GVW = 3500kg

MTM = 5750kg i.e. less than licensing limit of 8250kg, so full capacity can be used.

Therefore maximum allowable trailer weight with this vehicle is 2250kg, so a maximum 18m working height trailer can be towed

c) Iveco Daily 50C14 mwb van

GVW = 5200kg

MTM = 8700kg which is above the licensing limit of 8250kg, so the vehicle's full capacity cannot be used. In this case, the maximum allowable trailer weight with this vehicle is $8250 - 5200\text{kg} = 3050\text{kg}$ allowing most trailer lifts to be towed.

2. Car licences first obtained after 1st January 1997

Drivers in this category can drive vehicles up to 3500kg GVW, and a vehicle and trailer combination with a combined GVW not exceeding 4250kg providing the trailer does not exceed 750kg.

A trailer heavier than 750kg CAN be towed but its weight must not exceed the unladen weight of the towing vehicle, and the combined weight of vehicle and trailer does not exceed 3500kg. Since most trailer mounted lifts are heavier than 750kg, this rule must be clearly understood and considered when selecting tow vehicles and trailers for younger drivers.

Examples:

a) Ford Ranger 4x4 double cab pick-up

Unladen weight (kerb weight)

= 1710kg

GVW = 2845kg

MTM = 5645kg i.e. more than licensing limit of 4250kg, so the vehicle's full capacity cannot be used.

If a trailer of over 750kg is required, then the trailer may not exceed the vehicle unladen weight of 1710kg. However, the total combined weight of vehicle and trailer must not exceed 3500kg. If we add a driver and some tools in the tow vehicle (say 150kg), the allowable trailer weight is $3500\text{kg} - 150\text{kg} = 3350\text{kg}$ (vehicle unladen) minus $150\text{kg} = 3200\text{kg}$. This means trailers up to 15m will generally be ok, but be careful about extra crew or materials in the vehicle.

b) Ford Transit 350 mwb 115PS panel van

Unladen weight (kerbweight) = 1898kg
GVW = 3500kg

MTM = 5750kg i.e. more than licensing limit of 4250kg, so the vehicle's full capacity cannot be used.

If a trailer of over 750kg is required, then the trailer may not exceed the vehicle unladen weight of 1898kg. However, the total combined weight of vehicle and trailer must not exceed 3500kg. If we add a driver and some tools in the tow vehicle (say 150kg), the allowable trailer weight is $3500\text{kg} - 1898\text{kg}$ (vehicle unladen) minus $150\text{kg} = 1452\text{kg}$. This really limits this van to trailers up to 13m but care must be taken as some smaller units exceed this weight, and there is always a temptation to fill up the load area of the vehicle.



Trailer lifts are easy to move over long distances without specialist vehicles.

Paris in the spring



The weather was mostly good for the show with attendance climbing as the week progressed

The crane, telehandler and access industries met in Paris last month at this year's big international exhibition - InterMat. Prior to the show, some exhibitors and prospective visitors debated whether InterMat still qualified as a major international show, or should now be seen as a regional show. To this end a number of manufacturers, the largest of which was Tadano-Faun, decided against attending. So now the show is over, what is the verdict?

The fact is that at the close of the show, the debate had not moved on much. The show started very slowly indeed, with exhibitors seeming to outnumber visitors, however most stands reported that 'quality was high', with a strong international showing. From Thursday onwards the crowds began to grow, and Saturday, a bank holiday Saturday no less, was far busier than many companies had feared.

A quick survey of exhibitors suggests that most had a very good show, with strong order intake and good contacts. The final verdict though indicates that InterMat has nudged a step closer

to being classified as a good regional show going forward, rather than a global one on a par with Bauma or Conexpo.

In terms of new products, breaking news and deals completed, it was an excellent show, with plenty going on. In the following pages we aim to cover the main highlights and provide a photographic tour of the access and lifting stands. We will supplement this with an online photo album on vertikal.net.

The new products

In addition to the new products announced in advance, there were a number of surprises at the show. Manitou stole the show when it came to access equipment, with its 150TP concept machine.

A telescopic aerial lift with scissor lift platform and 1,000kg lift capacity. This is not a new idea, having been produced by a number of companies in Japan for many years. UpRight also built a very similar prototype in the early 90's. Manitou has the advantage though of using its standard 13 metre telehandler boom, benefiting from its production volume.

The new product has a 6.3 metre by 2.3 metre extended deck, with 1,000 kg lift capacity. The 150TP offers a 13 metre maximum platform height, but can also telescope outside of its base to produce a cantilever at both ends

of the machine. In fact it can cover up to 12.6 linear metres. The lift weighs eight tonnes, offers a very low stowed height, four wheel drive, four wheel steer with crab, and can level by eight degrees fore and aft and at least 10 degrees side to side. The unit will be ideal for tunnel work, but possibly not so popular with cladders, who increasingly look for a 7.3 metre deck in order to carry seven metre panels.

Manitou also displayed its new 5,000 kg, 30 metre 360 degree telehandler. Widely previewed before InterMat, the reaction of most telehandler buyers we spoke with was to wait and see how it goes.

Many were concerned over its transportability.

Haulotte's new 43 metre H43TPX differed from the advance information that we used in our last edition. The machine now offers a two stage lift capacity with 450 kgs limited to 17.5 metres outreach. Haulotte also confirmed that it can fold back its jib this reducing transport length to 12.3 metres.

Terex had a number of new products, but the surprise was the

new PPM truck crane, which in the days prior to the show grew to 60 tonnes, becoming the TC60L. The crane uses the new AC55L superstructure, mounted to a new truck-type carrier. The carrier has a very odd format with three different suspension systems and unusual axle spacing. The front steering axle is fairly standard, the middle



The radically new Manitou 150TP offers a wide level of outreach.



The new Manitou MRT3050MS

two fixed driving axles are fitted with dual tyres, while the fourth axle, not only steers, but also uses an air bag suspension system.

The whole point of this product is to reduce running costs and offer lower axle weights when fully equipped. Why Terex had to go with such a complicated chassis design was not made clear. In spite of the old adage that if it looks right it probably is right, Terex did take orders for the unit at the show,

A brief tour of the show



The new Terex truck TC60L has an unusual axle layout and three different suspensions

but delivery is still over a year away. Terex plans to launch a 40 tonne version later.

Terex also announced a new four axle, 100 tonne All Terrain crane the AC100/4. The main feature of this machine will be its 2.55 metres width, with 16.00 R25 tyres. Its five section, 50 metre main boom and lift capacities some 25 percent better than the best four axle 80 tonners on the market.

On the Manitowoc stand, Grove showed off the new two axle GMK2035E which will be built at its Italian plant. The company also unveiled a brand new cab design. The new cab as been designed as a stand alone module that integrates fully with the crane.

Bobcat showed a new 3,500 kg 10 metre telehandler with stabilisers, this will be popular with UK contractors who have been obliged to use larger units in order to have a unit equipped with stabilisers.

Bobcat showed a 10 m TL35100 fixed frame telehandler. The company said that it is moving away from the 360° market.



Dieci showed the production version of its Apollo 25.6 six metre 2,500 kg telehandler and shipped in the new Pegasus 50.21 - a 360° model on day two of the show. Cat displayed the first JLG built Cat 'B' series telehandler, sources declared that the company was delighted with the build quality on the JLG unit.



Dieci brought in a new 360° telehandler, the 50.21 after the start of the show, with 5,000kg lift capacity and 21 metres lift height.



The new 50ft Iteco articulating boom in the iron.



The Iteco IT50DE includes a rotating jib.



Manitowoc president, Glen Tellock and Phillippe Cohet head of Manitowoc Europe unveil the new Grove Cab

The cab is claimed to offer improved aerodynamics as well as a significantly improved environment for the crane driver and a modern look to all Grove GMK models as it is gradually added across the range. The first unit to be fitted with the new cab is a new four axle 100 tonner, the GMK 4100, announced at the show and due for launch in September.

The new Grove carrier cab



In Haulotte's show its Indiana Jones look alike Haulotte man defeats his two competitors to win the girl.

The new GMK2035E looks like a good crane





The new Manitou Twisco can handle 2,000kgs

The new Haulotte H43TPX now offers a 450kg lift capacity.



Scanclimber showed its heavy duty mast climbers

Manitou had 5 new Electric booms on display. The biggest of which was the 49ft 170AETJ L.



Kobelco had a strong show



Dougie McGilvray of Weldex (L) orders 6 big crawlers worth £3.6 million from Wolfgang Remlinger MD Liebherr Nenzing



JLG offer a low overall height version of its 266 telehandler, dubbed the Lo Pro, it will pass under 2 metre bar.



Spanish company Alufasse showed a full blown copy of an UpRight alloy scaffold tower.



Marcel Cochez the ESTA man of the year award for his services to the crane industry, at the ESTA awards dinner held during the show.



Wumag announced a corporate restructuring during the show and introduced its new aerial lift MD Ludiger Greskötter (second from right)



JLG showed a nine year old boom lift that had passed through its rebuild programme.



The view from the top of the 135 ft JLG 1350.



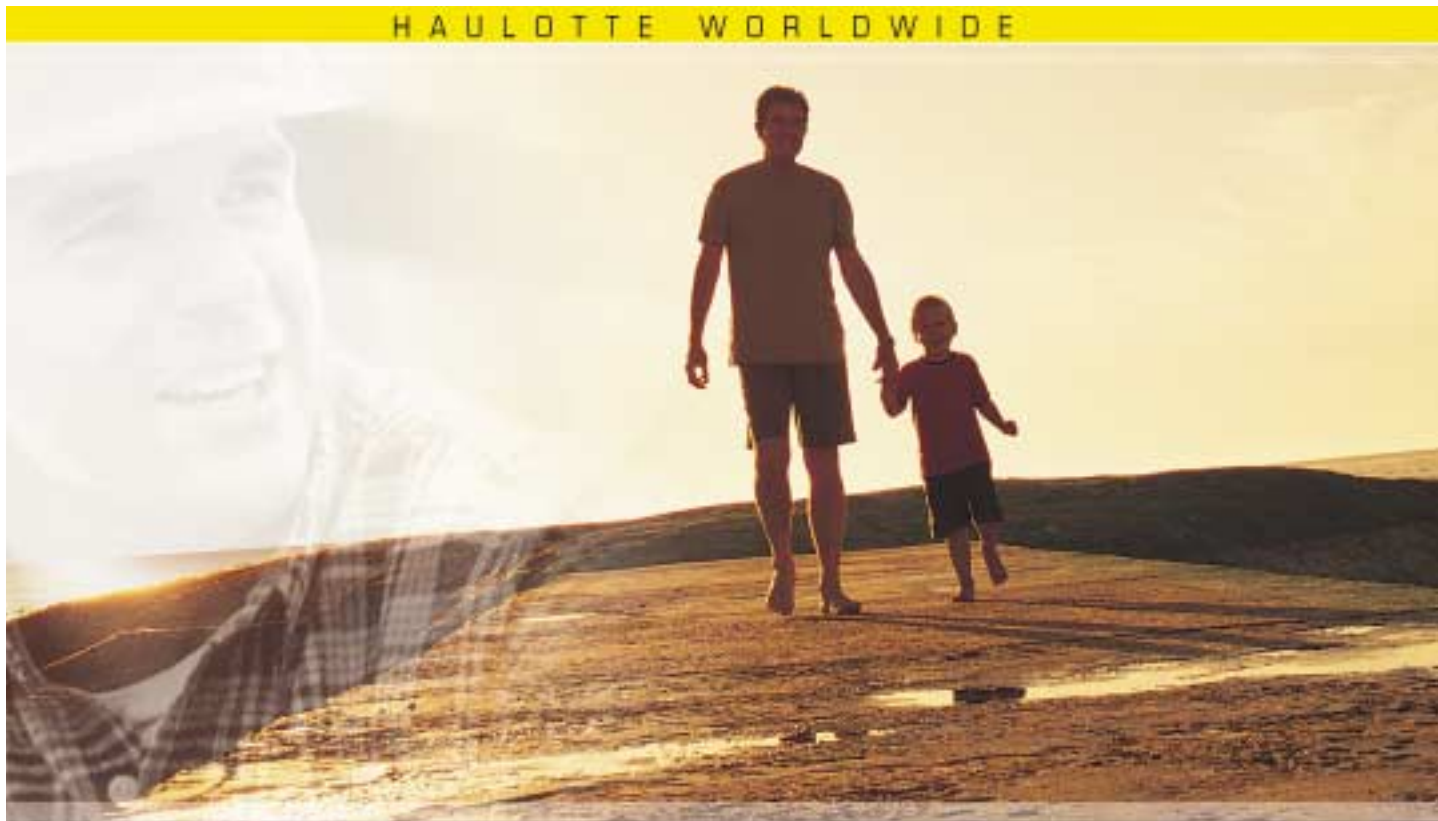
The very green Merlo stand had the biggest telehandler display.



The 100 tonne Liebherr LRT1100 crawler was on public display for the first time.

Fraco exhibited a heavy duty mast climber with heavy jib, alongside a light towable mast climbing platform.





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The new CTE Z32 features a massive sigma dual riser for up and over reach.



The Manitowoc 16000 features a seven metre boom nose conceived for windmill erection.



Haulotte, Terex and Manitou occupied the bottom end of Outside Area 5.



Cat had the first JLG built CAT B series telehandler on its stand.



Effer was one of the few loader crane manufacturers to launch new products at the show.



Oil&Steel launched two big truck mounted lifts and a new 10 metre Octopussy.



Among the many tower cranes on display was the all new Liebherr ECB range.



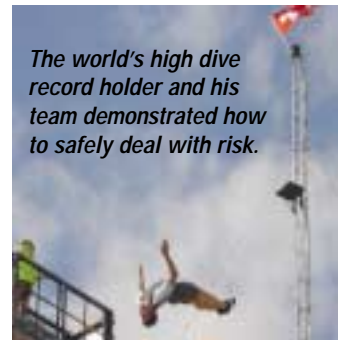
Many stands boasted shops selling branded merchandise.



JCB performed its famous acrobatics to music, with its telehandlers as well as Diggers.



Looking over to the IPAF area, and stands of Teupen, Spierings, UpRight and GSR.



The world's high dive record holder and his team demonstrated how to safely deal with risk.

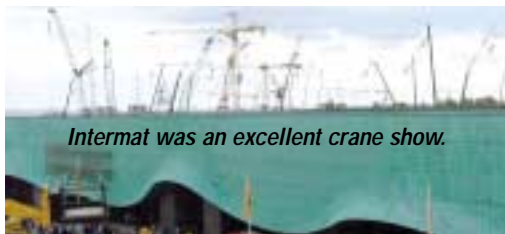


Day one and the Vertikal stand was stocked with 10,000 copies of the Vertikal Intermat guide. All were gone by Saturday morning.

Haulotte started the show with the announcement that it has purchased the designs and production rights for three compact Holland lift models, with 12, 14 and 16.5 metres platform heights.



Zoom Lion started the show with a 70 tonne truck crane, but on Wednesday it was sold to a Brazilian company and was shipped off that night to Sao Paulo missing the rest of the show.



Intermat was an excellent crane show.



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Quick and easy protection

Turner Access has launched a new product called "NoNocs". As with all the best ideas this is a simple inexpensive, almost obvious innovation. First spotted in prototype form at the Hire show in January, it is designed to protect hard edges and tubes from damaging finished surfaces. It provides a quick fitting cushion protection for scaffolds and platform cages as well as numerous other applications where some form of cushion protection is required or desirable.

It is manufactured from a closed cell fire retardant material designed to meet building industry standards, and hinges open to fit around a tube and simply snaps shut. Making it very easy to fit to scaffold tubing or aerial work platform guardrails.

The first order for the NoNocs product was for 1,000 units for use at Heathrow's Terminal five. The product will be available to rent or purchase from HSS Hire and Generation Hire & Sale.



The final product



The No Nocs unit simply hinges open and snaps shut around a tube.



A typical application

On Line Help with Directive



Penny + Giles has set up a service to help manufacturers comply with the upcoming RoHS Directive

Joystick manufacturer, Penny + Giles, has developed an on line service to help its customers comply with the Restriction of use of Hazardous Substances (RoHS) Directive that comes into effect on July 1st 2006. Manufacturers failing to comply could, in the worst case scenario, be banned from trading. The RoHS Directive complements the Waste Electrical and Electronic Equipment (WEEE) Directive, both intended to protect the environment from increasing levels of electrical waste in landfill sites. The Directive states that new electrical and electronic equipment sold in the EU must not contain more than certain levels of restricted material including; Lead (Pb), Mercury (Hg), Cadmium (Cd), Hexavalent Chromium (CrVI), Polybrominated Biphenyls (PBB) and Polybrominated Diphenyl Ethers (PBDE). Manufacturers continuing to supply products with high levels of restricted substances can face criminal and monetary fines as well as potential sales bans and product recalls in EU countries.

Not Solid, Not Pneumatic, The Tweel

Michelin has introduced a new wheel and tyre concept for equipment that typically uses solid or cushion tyres. The radically new Tweel uses a solid rubber tread, but in place of the normal steel wheel centre, it uses a composite set of spokes that can deform locally when subjected to high point pressure, such as going over a stone or hitting a kerb. As soon as the pressure eases the spokes spring back to their original shape.

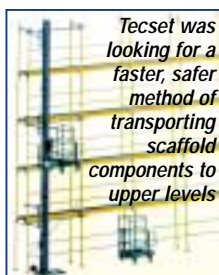
The benefit is the combination of a solid tyre for a firm base and no flats, while also offering some of the flex and "give" of a pneumatic tyre. Michelin said that while it has not yet tested the Tweel on aerial lift or



The Michelin Tweel provides the advantages of both a solid and a pneumatic tyre.

Industrial crane applications, it does provide a high degree of rigidity that should make it practical for such work.

Safer scaffold erection



Tecset was looking for a faster, safer method of transporting scaffold components to upper levels

Spanish company Tecset has launched a compact rack and pinion hoist designed specifically for façade scaffold erection. A division of a major façade scaffolder, it developed the MA350PZ using its specialist knowledge and experience to solve the problem of safely and efficiently transporting frames and platforms to and from upper levels of large scaffold installations. It features quickly detachable transport cages that are also used as the scaffold storage and delivery stillages.

The cages are mounted on large diameter nylon casters and are simply rolled up to the rack and pinion mast, which hooks onto the cage, taking it up to the scaffold level where the material is needed. The hoist's mast is attached to the scaffold or can be tied directly into a wall. The cages can be custom designed to match any scaffold system.



cages can be matched to specific system dimensions

Choosing a loader crane



Lorry loaders that are fitted with grabs will have had much more use than those with hooks.

Before making a new or used purchasing decision, consider the following:

- The reach required.
- The weight to be lifted at the required reach.
- Is the loader crane to be used with an attachment.
- The weight of any attachments and how they affect the capacity of the loader crane and vehicle.
- The expected life of the loader crane.
- Lifetime costs.
- The remaining payload of the chassis once a loader crane is installed.
- Operator position - Ground Control, Platform, Top Seat, Remote Control.
- The type of lifting (lifting cabins may require a control system with higher precision than a grab crane).
- The availability of parts and service facilities.
- Re-sale value of the equipment.
- If an oil cooler should be included in the specification.

Choosing an installer

The installer should have access to the chassis manufacturer's bodybuilder guidelines and the installation instructions from the crane manufacturer. The installer should work within a quality procedure,

using coded welders and traceable materials. The finished loader crane installation must be subject to a thorough examination and load test, which must be carried out by a competent person. The competent person must have adequate knowledge of the equipment and be sufficiently independent and impartial to allow objective decisions to be made.

Check that the installer has the knowledge and equipment to commission and calibrate any crane bound systems. Many new cranes have complex, programmable safety systems, which must be set before the crane can be placed into service (the crane's life expectancy can be affected if the loader crane is incorrectly calibrated). Ask if the installer is an ALLMI member.

Remember, an incorrectly mounted loader crane is not only unsafe to use but can also render the vehicle unsafe.

The Operator

Operators have a duty to operate lorry loaders safely, but this can be made extremely difficult by ill-informed specification choices, which can put pressure on the operator to use the crane at the limits of its operating capability and can sometimes encourage improper use. This not only affects the safe use of the equipment but can also reduce the crane's life expectancy.

Sale

Should you agree to purchase the loader crane, you need a bill of sale stating what you've bought, the vendor's name and how much you've paid. The safest way to pay is by cheque or bank draft. A request for cash may indicate that the seller is not the rightful owner or that he/she is not registered for VAT or paying tax. Also, a cash transaction will be

untraceable if the seller and/or the vehicle disappear after you have paid for the equipment.

Second Hand Loader Cranes

As with buying new equipment, before purchasing a second hand lorry loader you need to understand what will be required of it. Ask yourself, what will it be used for, at what radius and lifting what type of load. If a clamshell bucket or brick grab is to be used, check that the loader is fitted with the necessary hydraulics, hose and pipe work, as these can be expensive to retro fit. It is also important to check that the chassis meets with your requirements for use in terms of axle loads, available payload and body length. In addition, check that the chassis has a current MOT certificate and logbook.

Legislation

A loader crane which is sold on to another company will be regarded as new work equipment (this includes attachments), and as such the purchasing company will have to ensure that the equipment meets the requirements of the Provision and Use of Work Equipment Regulations (PUWER) and the Lifting Operations and Lifting Equipment Regulations (LOLER) before being put into use (please note that this law affects both complete lorry loaders, i.e. chassis plus crane, being sold second hand as well as second hand cranes being re-mounted on to a new or second hand chassis). Regulation 7b of LOLER requires relevant equipment to be fitted with devices such as rated capacity indicators and rated capacity limiters. Contact the loader crane manufacturer or dealer to check that the loader crane meets the requirements of PUWER and LOLER.



Do you need a top seat for your application?



When buying a crane for lifting cabins greater precision is required. Work At Height Rules also come to mind with this pic.

It's also important to note that a loader crane or an attachment that carries the manufacturer's CE mark should meet these requirements. If the loader crane or attachment does not carry a CE mark it will be necessary to check with the manufacturer (or competent person) to determine how it can be brought into line with these regulations.

Documentation

Ask to see all of the loader crane's documentation. This should include:

Certificate of Thorough Examination not more than 12 months old (Note: even when the loader crane has a current Certificate of Thorough Examination it would be wise to have a new examination and test carried out by an independent competent person.

Log Book (i.e. continuous record of maintenance, services inspections, etc)

CE certificate for cranes manufactured after 1st January 1995

Proof of ownership

Operator's Manual

Crane serial plate

Examine the documentation closely to see if any alterations have been made to it. Confirm that the loader crane's manufacturer, model, type and serial number correspond with the loader crane documentation. When mounted on a vehicle, confirm that vehicle registration and VIN numbers correspond with the vehicle documentation.

Loading Group	Typical operation	Average load cycles	Full rated load cycles
B2	Hook Duty	60,000	20,000
B3	Grab or Bucket	200,000	60,000
B4	Timber or Scrap	600,000	200,000

Life Expectancy

Loader cranes do not have an infinite life. The Loader crane is designed around the fatigue life of the materials used in its manufacture. The fatigue life of a loader crane can be expressed in cycles and these are categorised depending on the type of operation.

Before purchasing a used loader crane, its remaining life expectancy should be established. It is important to note that loader cranes equipped for bucket or grab operation will almost certainly have performed a much greater number of load cycles than a loader crane equipped with only a hook. A loader crane that is over five years old will in all probability have exceeded its maximum load cycles. The Nov/Dec 05 issue of ALLMI Focus dealt with life expectancy, Guidance Note 001 on the ALLMI website also deals with this.

Checking it out

If you're not confident in your ability to check a used loader crane, ask a person with specialist knowledge to accompany you. In any case two pairs of eyes are

better than one, and a second opinion can often sway an undecided buyer one way or another. When you go to look at a loader crane, wear sensible clothes that won't get ruined when you make the inspection. Check that no modifications have been made to either the crane structure, the hydraulics or the safety systems.

If you have any doubts about the crane's condition, seek advice from a qualified engineer. If the seller won't agree, you can only assume that there is a problem with the equipment. Never let yourself be pressured into buying a loader crane if you have any misgivings about the product or the seller.

For further information on any of the issues mentioned in this article, please visit the ALLMI website and download the ALLMI Guidance Notes free of charge.

If you're a fleet owner that might benefit from ongoing advice relating to all issues concerning lorry loaders, ask for details on membership of the ALLMI Operators' Forum.



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All training centres above offer IPAF approved and audited courses for Operators of Mobile aerial work platforms, European directives require that all staff are fully and adequately trained in the safe use of the equipment they operate.

See www.ipaf.org for full listing

New National Plant Training Adviser is keen to learn and keen to help

c&a

training

We have in the past been highly critical of the CITB construction skills, CSCS and CPCS etc... and received negligible feedback or input from them. It was a breath of fresh air therefore to meet Steve Bird who was appointed as national plant training adviser, with CITB Construction Skills, in October 2005. He is now keen to gain experience with cranes and access equipment and to help any of our readers with obtaining grants and financial support for training.

Even if you are not good with names or faces, you cannot miss Steve Bird, he is wheelchair bound, a rarity in the crane and access world.

To demonstrate this Bird recently visited Bronzeshield Lifting's training centre in Crayford, Kent, where he was instructed in the safe operation

only way forward and commissioned a feasibility study to determine whether a company training and assessment centre was feasible or even viable. After receiving positive feedback, a building was constructed to accommodate the training centre and the process of gaining CITB/City & Guilds Accreditation started. It was important to the company that the centre delivered quality training and that the course material and handouts were of an equal standard, so after developing the course content, all of the support material was produced by a specialist publisher. The Centre was accredited in January 2005 to deliver NVQs, ICC and CPCS categories and can deliver training and assessment for all training associated with lifting operations, as well as level 2 in SPMO and Level 2 & 3 in Plant Maintenance. In the first year of operation 25 percent of the Bronzeshield workforce achieved an NVQ and by the end of the second year the figure had risen to 75 percent.

After ironing out any glitches in-house, the centre now offers external courses for which it is experiencing strong demand. Courses currently on offer include: Appointed Person, Crane Supervisor, Lorry Loader, Lift Truck, Slinger Signaller, Experienced

Worker Assessment, Foundation Training, Mobile Cranes – all duties and Mobile Tower Crane. To assist with the cost of training Bronzeshield submitted a training plan and claim to the CITB which included almost 1400 training days in the first year. This went some way to help with the heavy cost of training required at the outset. The company also has a plant maintenance apprentice who is grant aided by CITB.

Meet the man at SED

Bird has an in-depth knowledge of the CITB Grants Scheme and is keen to assist any crane or access company with any grant issues that they may have. If you are visiting SED he will be available on both the CPA and IPAF stands to discuss how he can help you. Alternatively he can be emailed at steve.bird@citb.co.uk or called on **07739 437 608**



Set up was relatively easy from the comfort of his wheel chair



Finally in the cab, Steve Bird gets a feel for tower crane operation

It was not always so, the wheelchair came after he narrowly escaped death in a sporting accident in 2002. After 23 years of experience in the Plant Hire Industry he was determined that his mobility problem would not turn him away from working with construction equipment.

When it comes to lifting equipment though he freely admits that his knowledge is limited. To overcome this shortfall he has engaged in a programme of training and familiarisation to gain a better understanding. He is quick to point out that his wheelchair does not affect his ability to do the job and does not prevent him from experiencing, first hand the problems encountered by operators on site.

of a Liebherr self erecting tower crane. Under the watchful eye of safety training manager, Mark Lambourne and crane operator Terry McBride, Bird assisted with the erection process and then climbed into the cab and operated it. Afterwards he said "having mainly operated boat, pier and gantry cranes my knowledge of mobile cranes is limited but the training I have received here has given me a good insight into some of the issues concerning mobile cranes."

A good example

Bronzeshield is a good example of what can be achieved in the training area. In November 2004 managing director, William Frost felt that a fully qualified workforce was the



This was a bit tougher, the secret is in the arms

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All training centres above offer IPAF approved and audited courses for Operators of Mobile aerial work platforms, European directives require that all staff are fully and adequately trained in the safe use of the equipment they operate.

See www.ipaf.org for full listing

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IPAF summit achieves new heights

The IPAF Annual General Meeting and Safety summit held in early April, attracted a record attendance. With the theme `Work Safely at Height` it was generally considered to be the best yet. We bring you a special four page photo supplement from this year's event.



The AGM kicks off with...



Pierre Saubot hands over the chain of office to Andrew Reid



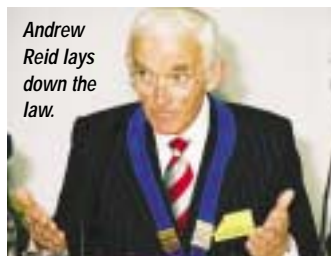
Council members: Ben Martin, Arnie Dirkinck-Holmfeld and Michel van Mill

federation's aims. He said that the primary reason for IPAF was to support members' interests. "I want to encourage a strict adherence to safety standards", he said, and warned that IPAF will start to clamp down on any members who 'cut corners'. He looks forward to the time when no self respecting contractor or



Tim Whiteman and the new president

user would consider renting a piece of access equipment from a non IPAF member. "My objective is to propel IPAF towards this goal over the next two years" he said. The regular business of IPAF was carried out at a brisk pace, followed by a buffet lunch.



Andrew Reid lays down the law.



Council members Tony Mort, Steve Shaughnessy and John Ball.

The IPAF flag flies over Whittlebury Hall.

with a plethora of record numbers, from membership, to revenues to the number's trained. Having passed the £1 million milestone in 2004, revenues jumped a further 21 percent in 2005 to just under £1.5 million, producing an after tax surplus of £140,000. Reid, acknowledged Saubot's contribution to creating a more international federation and pledged to continue that progress. He suggested that members visit the federation's Milnthorpe HQ if they get a chance, in order to experience the diligence of the IPAF team first hand. Now semi retired Reid, aims to use his 30 years of access and business experience to further the

The IPAF Annual General Meeting this year saw the handing over of the president's chain from Pierre Saubot to Andrew Reid. Saubot, commented on the fact that while two years pass too quickly, it serves to keep the federation fresh and full of energy in terms of leadership. IPAF has certainly continued its upward progress,



Tim Whiteman with Jean Harrison, Margaret Caton and Sue Heath



Pierre Saubot gives the presidents report

The IPAF Summit

IPAF managing director **Tim Whiteman** opened the summit, thanking everyone for such a strong attendance.

Kevin Appleton of the Lavendon group, Europe's largest powered access rental company, in his presentation, said that even in the UK where more than 50,000 operators will be trained this year and the number trained has grown over three times faster than the market, there is still a long way to go before the market begins to mature.

Richard Lockwood certainly takes the award for one of the best presentations ever from the HSE. He focused on reaching painters and decorators with safer access methods, his observations and comments had a number of delegates making furious notes.

Gil Male highlighted the progress that EN280 has made towards aerial lift safety, with the number of accidents resulting from poor machine design dropping substantially since the standard began to bite.

Murray Pollock gave some interesting insights into the UK market for aerial lifts, following a survey of leading rental companies.

Ladder man **David Walker** of the British Ladder Manufacturers Association not only informed the summit where ladders can fit into the access mix, but also wanted to instruct on the safe and proper

use of ladders.

The most amusing presentation of the day undoubtedly came from **Kevin O'Shea**, a Scott living in the USA and pioneering the IPAF training programme there. He likened himself to a 'caped crusader'. Clearly in his element he made some very strong and pertinent points as to how a lack of training can result in accidents that can then lead to a safer access method, such as mastclimbers being banned in favour of less safe alternatives.

Joe Henderson CEO of Hendersons Insurance informed the attendees that given the industry's safety record and clear focus on safety, it was not benefiting as much as it should in terms of lower premiums. Hendersons is working with IPAF towards achieving this goal.

The summit was closed with a presentation from **Oliver Favre**, the world high diving champion who described how he worked up to his world record and the planning that went into it, to ensure that he and his team, that now put on demonstrations around the world, remain safe.

Following a cocktail reception for all attendees, over 220 members and guests stayed on for the dinner, with after dinner speaker **Quintin Wilson** who spoke of his escapades with **Jeremy Clarkson** and the **Top Gear** team.



David Walker, the ladder man



Pam Penny and Phil Hemmings



Richard Lockwood of the HSE



Berlinda and Eleanor of IPAF



Kevin O'Shea, "I am a caped crusader"



The Ladies of IPAF



Mike Evans and Steve Shaughnessy



Jean and Margaret of IPAF, monopolise Quintin Wilson



Two Scots share a joke, Kevin O'Shea with new council member Andy McClusker.



Oliver Favre world high dive champion talks about hard water



Erkki Hokkinen (R) the new MD of Dino lift with owner Lars Petter Godenhielm



"Is it legal to download that?" Gill Male and Roger Bowden share a joke.



Hugh Cole and Leigh Sparrow ponder the universe



Pierre Saubot, John Ball and David Walker



No badge for me? Hans Aarse and Johnathan Wiseman search for their identity.



The Summit attracted a record attendance



Gordon Leicester gets some driving tips



The Francophones - Claude Gillou, Bernard Volut and Oliver Favre



What's Giles up to?



Murray Pollock delivers



From the USA, Lynn Kissinger, with Tony Mort, Austin Baker, Rupert Douglas Jones and Steve Kissinger.



Rupert and friends.



A rose among thorns, Esther Lawson, Tony Lock, Steve Watts and Dave Perry



The Mastclimbers, Cameron Reid, Brian Webb and Massimo Troni.



The Intellectuals.. Bernard Volut and Pointet put the world to rights with Chris Buisseret



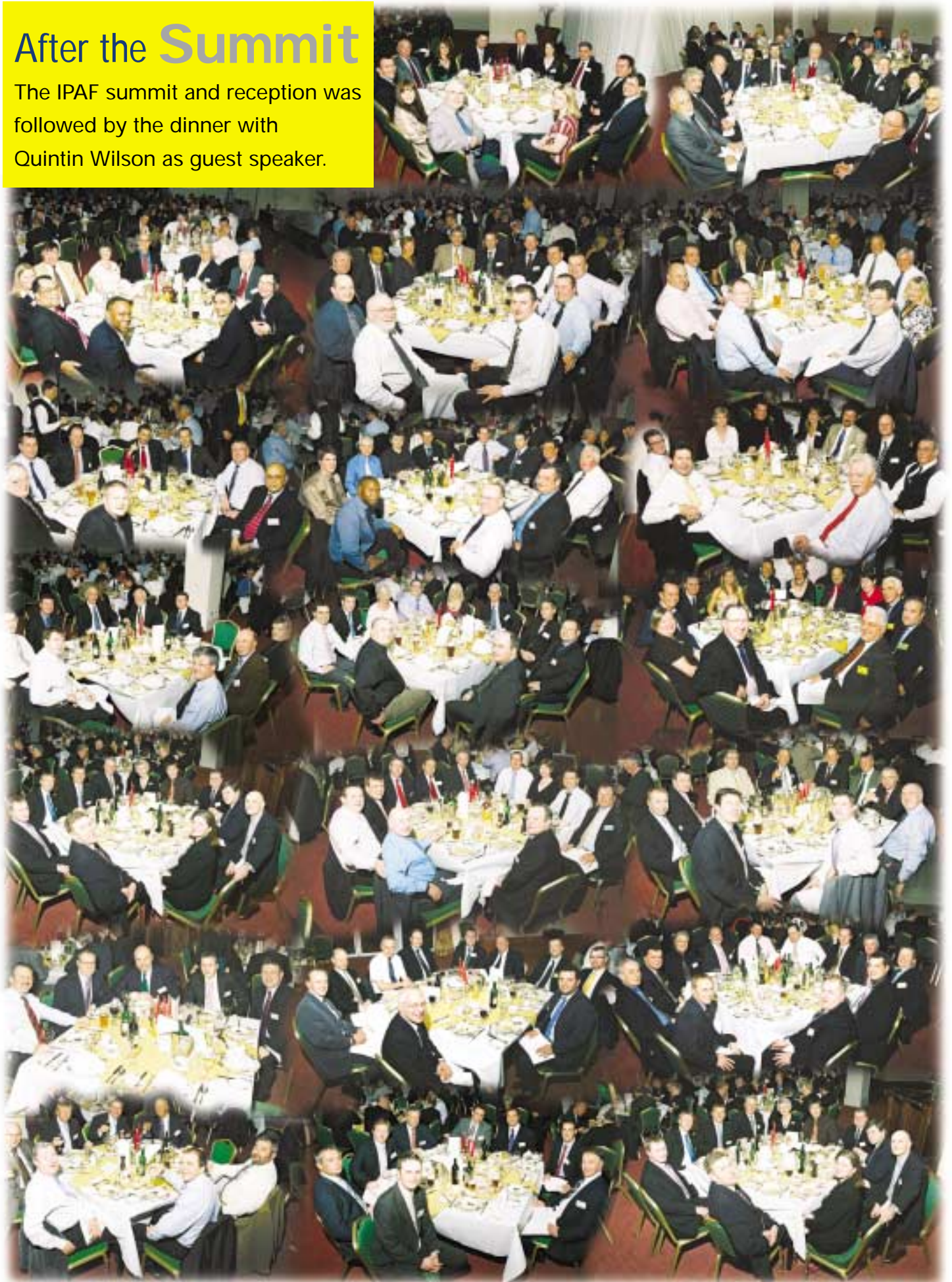
It was not all serious business



Kevin Appleton says training numbers will triple in the UK

After the Summit

The IPAF summit and reception was followed by the dinner with Quintin Wilson as guest speaker.



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Access live at Intermat

World high diving champion Oliver Favre and his team of acrobats stopped the crowds at Intermat in Paris with a fast-moving demonstration of how to use platforms safely and correctly, including the proper use of safety harnesses and the need for adequate training for work at height. Favre and three of his team successfully completed PAL Card training prior to the exhibition as preparation for the "IPAF MEWP Academy" show, which was performed four times a day at IPAF's Intermat demo zone.

"Too many accidents happen for want of a harness," said IPAF Managing Director Tim Whiteman. "Given the potential dangers, not using a harness on a boom lift, or not insisting that your employees use one, almost amounts to a deliberate decision to put lives at risk."



Need to work on a platform? Wear a harness and get your PAL Card as proof of training

IPAF advises users of all boom lifts to wear a full body harness with an adjustable lanyard set as short as is possible. The use of harnesses and lanyards should always follow a job-specific risk assessment and abide by all regulations, employer guidelines and manufacturer's operations manuals. IPAF's technical guidance note on harnesses, issued with the support of the HSE and other safety bodies in Germany, Switzerland and the Netherlands, is available at www.ipaf.org/h10505.pdf

Manufacturers debate ongoing revisions to EN280

The IPAF Manufacturers' Technical Committee meeting held during Intermat saw an international mix of industry players in attendance—from the UK, US, Italy, France and Finland. The discussions centred on the ongoing revision of the EN280 standard governing the design, manufacture and testing of access platforms. Topics included: chassis tilt, folding guard rails, work restraint anchorages, manual levelling of platforms, drop bars, and scissor mechanism guarding requirements. The overriding theme through the discussions was how the draft requirements could be implemented on all MEWP types.

IPAF is canvassing manufacturer and user positions on these issues, to be discussed at the next meeting of MHE/12/WG1 in June 2006, before being put forward for further consideration at the next CEN/TC98/WG1 meeting in July.

* All manufacturer members of IPAF are entitled to attend meetings of the IPAF Manufacturers' Technical Committee and to obtain copies of the minutes.

CAP certified for machine inspection

Engineers who need to be certified as competent persons to plan, manage or carry out examinations of platforms in the context of current legislation (including the Work at Height Regulations, LOLER and PUWER 98) can turn to the Competent Assessed Persons (CAP) programme. CAP complements IPAF's operator training courses by extending the promotion of a safety culture to machine maintenance as well as operation. It is intended to provide guidance for platform engineers on compliance with regulatory requirements and to offer documented evidence that individuals can be regarded as competent persons to plan, manage or carry out thorough examinations of powered access equipment within the context of current legislation.



Experienced engineers from IPAF-approved training centres provide guidance through presentations and individually assess those attending the sessions. The CAP programme is available at a growing number of locations. To find your nearest IPAF-approved CAP assessment centre, visit www.ipaf.org/training/cap.htm

Access industry examines work at height issues

IPAF joined representatives from the Access Industry Forum (AIF) and the HSE to discuss work at height issues at a conference held in conjunction with the Safety and Health Expo in Birmingham on 10 May, around the time of publication. Topics discussed included BS8454 Delivery of Training for Work at Height and its implications for training in the access industry.

Certificates for harness training

As of 13 April 2006, no PAL Cards (Powered Access Licences) will be issued for the category of harness training on its own. The paper certificates will still be issued for these courses. This is to prevent people who have only had harness training from getting on site to operate a machine. Operators who hold an existing licence for a machine category can have the harness category added to the card.

Visit IPAF at SED

IPAF will be promoting the correct use of harnesses at the SED construction event from 16 to 18 May at the Rockingham Performance Park in Northants. Visit us at the Cranes & Access Village, Avenue E, Stand Number 800.

Conformity for telehandlers with integrated platforms

The IPAF Telehandler Committee meeting during Intermat discussed the need for conformity for telehandlers with integrated platforms, within the context of the EN1459 and EN280 standards. The committee also reviewed the trial version of IPAF's training course for operators of telescopic handlers fitted with smart (integrated) baskets.

The next Professional Development Seminar for instructors will be held on 14 September 2006 at the Hilton Manchester Airport.



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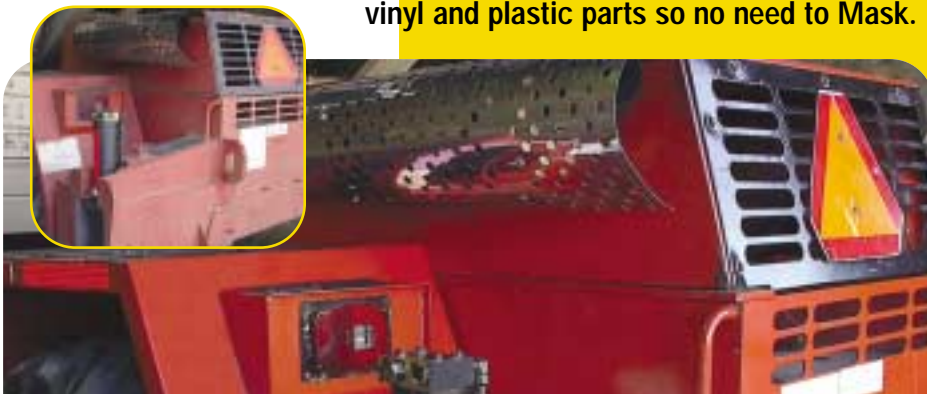
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GENIE RUNABOUT GR15 (2005)
Self propelled personnel lift. 21' working height. Battery. New old stock.



Library picture
SNORKEL SLH4084 (1998)
Self propelled scissor lift. 4wd. 46' working height. Diesel. Repainted, serviced & tested.



SNORKEL S1930 (2006)
Self propelled scissor lift. 25' working height. Battery. Ex-demonstrator. c.w 12 months warranty



Library picture
UPRIGHT MX19 (2002)
Self propelled scissor lift. 24' working height. Battery. Serviced & tested.



Library picture
NIFTYLIFT HEIGHT RIDER 12 NBE (1997)
Self propelled boom. 40' working height. Narrow, diesel/battery. Repainted, serviced & tested.



SNORKEL AB501 (2001)
Self propelled boom. 56' working height. Diesel. Repainted, serviced & tested.



VOLKSWAGEN LT35 WITH K LIFT (2000)
KV 10.5m. 36' working height. Serviced and tested.



UPRIGHT AB38 (2002)
Self propelled boom. 44' working height. Battery. Serviced & tested.



SKYJACK 8241 (1998)
Self propelled scissor lift. 47' working height. Battery. Repainted, serviced & tested.



GENIE DPL35(1997 & 1998)
Choice of 3. Dual personnel lift. 41' working height. Battery. Serviced & tested.



Library picture
UPRIGHT X32N (2001)
Self propelled scissor lift. 38' working height. Battery. Repainted, serviced & tested.



SKYJACK SJKB33C (1996)
Self propelled boom. 39' working height. Battery. Repainted, serviced & tested.

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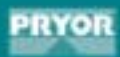
















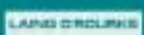

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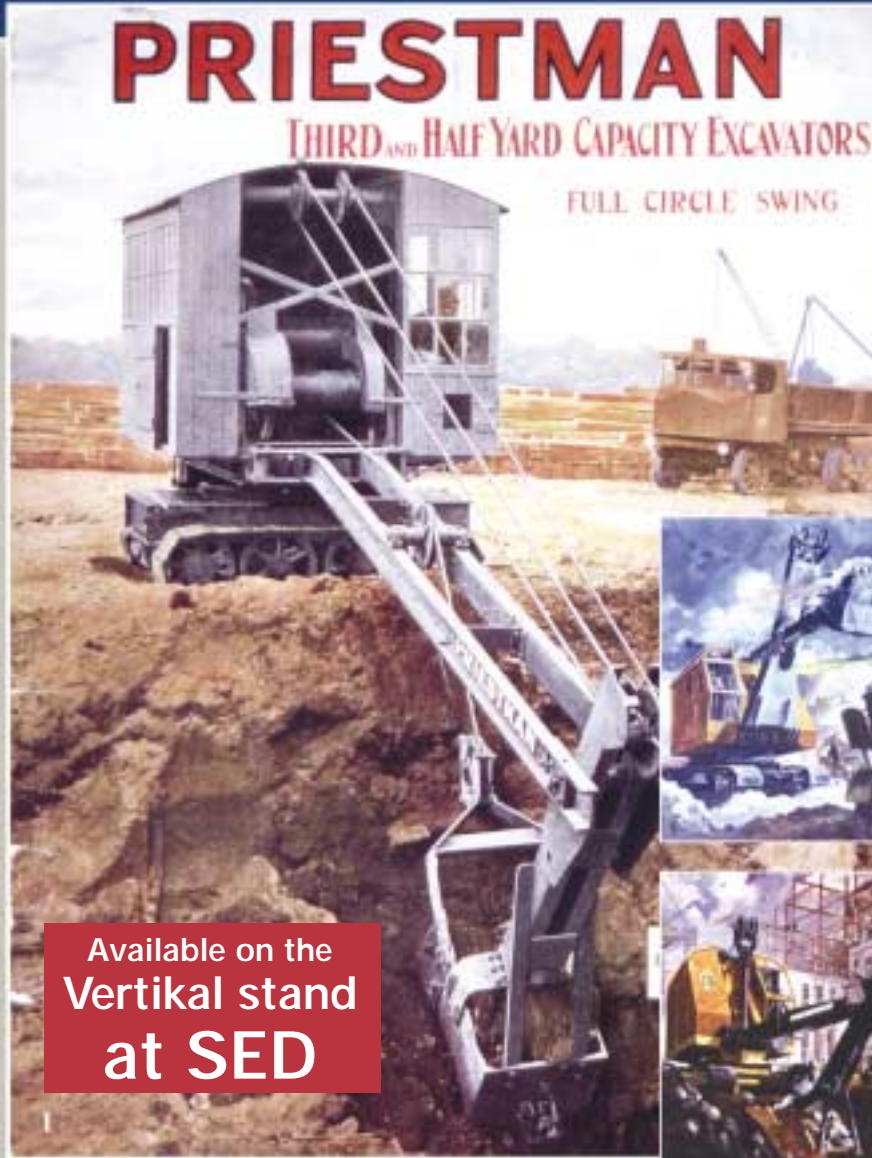


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Genie Gs5390



Spec: 4wd Deutz diesel scissors. 59ft work height (18m) Double deck extensions. Hyd. Outriggers

Price: 2004 – POA
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Price: 1999
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Genie S60



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Spec: 2wd articulated boom. Battery powered. 40ft work (12m) 51ft work height (15.5m)

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