

cranes & access

March □ April 2005 Vol. 7 issue 2

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 **HIAB**  **MULTILIFT**  **JONSERED**  **LOGLIFT**

on the cover:

Cranes Services of Osset in West Yorkshire, sent two big All Terrain cranes into a housing estate last march with less than 18 hours notice to carry out a complex contract lift rescuing an overturned excavator, for more details see page 19.

All Terrains are the subject of this months crane feature page 15.



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SUBSCRIPTIONS: Cranes & Access is published seven 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 Vertikal Press Ltd to: Subscriptions, The Vertikal Press, PO Box 6998, Brackley, Northants NN13 5WV. 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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BULK DISCOUNTS: These are available to companies wishing to take out multiple subscriptions. Please contact the subscriptions manager for more details.

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Kran & Bühne: The Vertikal 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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Most mobile cranes sold in the UK today are All Terrains, the latest spate of new product takes the "taxi crane" concept firmly up in to the 100 to 130 tonne bracket.



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The straight boom is not as popular here as the articulated, yet for many applications the straight boom offers many advantages. We look at the pros and cons and what products are available on the market.



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In addition to our regular IPAF focus page we have a special three page preview on the IPAF summit, which this year ties into SED with an evening dinner in place of the usual lunch.



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If you don't have our yellow card, watch out for the red

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16 May Whittlebury Hall, Towcester, Nr Milton Keynes

Do your homework for the Work at Height Regulations. Tickets from Jean Harrison at above address. See IPAF at SED Milton Keynes, May 17-19. Stand 344, Avenue P in the Cranes & Access Village.

cranes & access

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Design & Typesetting by:

bp design Ltd.
Tel: 01707 642141 Fax: 01707 646806
email: info@bpdesign.info

Printed by: Gyhl Print Ltd.

ISSN: 1467-0852

© Copyright The Vertikal Press Limited 2005

The Vertikal Press also publishes:



For UK users & buyers of lifting equipment
March □ April 2005 Vol. 7 issue 2

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The Vertikal Press Ltd.
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phone calls are welcome and
should be sent to:

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C&a
comment



Change is in the air

In both the Crane, Aerial and
Telehandler markets, I sense one
of those calm's before the storm.
Most manufacturers are sitting on
large order books which is giving
confidence to raise prices while
providing time to consider long term strategies.

Lack of off the shelf availability is causing rental companies to
raise prices in order to improve returns from existing fleets and
forcing them to plan ahead in terms of capital expenditure.

The likely end to the use of tax free red diesel will also change
the face of the UK crane hire industry causing companies to
really think twice before sending cranes half way across the
country for a short term job, no bad thing in some eyes.

The new Work At Height Regulations came in this month,
while not really changing existing requirements, they will focus
everyone on what they should already be doing and cause huge
changes in the way many everyday jobs are carried out.

The recent Conexpo show was notable by the absence of any
significant news or developments as well as the shortage of
truly new products. Manufacturers seemed quite content with
this state of affairs making no attempt to create the impression
of novelty.

I predict that this period will not last long, the navel gazing will
produce action plans which will be spurred on by improving
cash flows as commodity prices ease and price increases come
into full effect.

Changes will include a return to mergers and acquisitions,
changes in market leadership positions, in terms of both
manufacturing and rental companies and we hope, new products
and new ideas. Note how fast the rebuild and refurbishment
trend has taken off in the North American aerial lift market,
it shows how quickly new ideas can take off in these days of
high speed communications.

The publishing business is no exception to change, particularly
in the specialist field, here at the Vertikal Press we are relocating
our UK base to the midlands and recruiting a new editor.
In the meantime I will attempt to fill the role with the support
of our German editorial team and a number of eminent
contributing editors.

The next 12 months (and next few years) will provide
opportunities galore for those who are paying attention and
are ready to act. It is times like this that make the bottom
of the cycle worth enduring.

Leigh W. Sparrow

Vertikal
net



Denka DXL 15.2.
Falck Schmidt Falcon

Denka and Falck Schmidt become World Lift Industries

VT Holding the parent company of Denka Lift A/S, the Danish producer of trailer lifts has purchased the aerial lift business assets of fellow Danish producer Falck Schmidt A/S. The two companies have been merged into a single company World Lift Industries A/S.

The Denka and Falck Schmidt brands will remain, with Denka concentrating on trailer lifts at its Holbaek plant and Falck Schmidt on Atrium lifts along with truck and van mounts at its plant in Odense. The World Lift HQ will be located in Odense.

Michael Falck Schmidt has been appointed as Managing director of the merged business

Nils Bo Mølholm, previously managing director of Denka is now director of production for Denka, but will leave the business in May. Brian Falck Schmidt becomes sales director for the merged business.

The company has already identified savings from merging a number of back room functions.

Kestrel sell Hoist business

Bristol based access rental company, Kestrel Access has sold its goods hoist business to Hoist Hire services Ltd, also based in Bristol, for an undisclosed sum.

Kestrel's Sales Director, Tony Ireland, said "the deal will enable the company to concentrate all its efforts on its core personnel lift hire business".

Hitachi Sumitomo launch second Telescopic crawler

Less than six months since it launched the eight tonne ZX160LCT telescopic crawler crane, Hitachi Sumitomo has announced that it will launch a 40 tonne model, the SCX400T. The new crane uses the base machinery from the SCX400HD lattice crawler crane with 810mm bulldozer type shoes and Heavy Duty hydraulic retractable undercarriage.

The telescopic boom is essentially a standard Link Belt four section 32 metre boom from the RTC-8040 Rough Terrain crane. The unit's 45 tonne rating is at 2.5 metres radius and it has a GVW of just over 45 tonnes. The load chart is almost entirely structural, due to the high degree of stability that the cranes base provides.

The fully assembled unit has a transport length of 12.47 metres with a 2.92 metre overall height and 3.35 metre overall width. The new model will be shown at this years SED in May.



The New Hitachi-Sumitomo SCX400T



The new Genie GTH-3512 with 12m lift height and 3,500kgs capacity

Genie launch new Telehandler

Genie has launched the GTH-3512 a 3,500kg, 12metre telehandler with up to 8.5m forward reach. The new model has been designed, say Genie, with simplicity in mind to make it an ideal machine for the rental industry. The standard specification includes stabilisers and a ROPS/FOPS cab, pre-plumbed for air conditioning. Shown at the Smopyc fair in March the unit will also be on show at SED next month.

Ashtead raises £360 million to fund expansion

Ashtead Group plc has raised £360 million with Lloyds TSB Commercial Finance, the lead agent on what is claimed to be the largest asset-based deal ever to be completed in the UK. The five year revolving credit facility will be invested in both Sunbelt in the USA and A-Plant in the UK. Sat Dhaiwal, CEO of A-Plant said that "Our efforts will be focussed on enhancing customer service, increasing our market share and developing the customer base further. We will also

be strategically evaluating acquisition opportunities to facilitate an extension of our location network".

Ashteads nine months profit before tax jumped by 465 percent to £12 million with A plant in the UK seeing its operating profit rise by 340 percent on static revenues due to disposals at the end of last year. Revenues on a like for like basis increased by almost six percent.

For a full report see www.vertikal.net

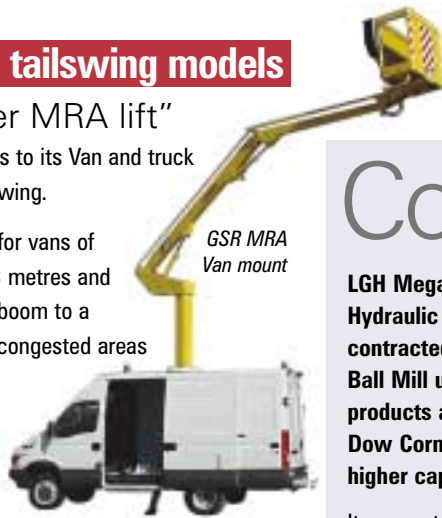
GSR introduces two Zero tailswing models

"The new GSR up and over MRA lift"

GSR has recently added two up and over lifts to its Van and truck chassis range, both of which offer Zero tailswing.

The MRA (Mast Reverse Articulated) range for vans of 3.5 ton GVW offers working heights from 13 metres and up. This unit adds the company's RA range boom to a telescoping vertical mast. Allowing work in congested areas or for street lighting duties from a single lane.

GSR has also added to its Pantel line of articulated boom lifts for the van chassis market. The new PX range uses a dual riser in order to provide a high Up & Over reach with zero tail swing. Working heights start from 20m on 3.5 ton GVW chassis.



CITB halves cost of Health and safety test

The Construction Industry Training Board has agreed to cut the price that it charges for the Health and

Safety awareness test from £35 to £17.50. The test is a part of most, if not all, of the site qualification cards and thus adds to the overall cost of training courses and of obtaining specific cards.

Ainscough snap up Vanguard

Ainscough Engineering services Ltd has purchased Vanguard Industrial Ltd from administrators KPMG.

Vanguard went into administration at the end of February and a deal was announced on March 10th.

Vanguard has traded as Pickfords-Vanguard following its acquisition by Pickfords some years back.

The Vanguard business had revenues last year of £15 million with seven locations and around 160 staff.

Martin Ainscough commented, "This acquisition is a great fit with our Engineering Services Business and now gives us national coverage for the movement and installation of all types of plant and machinery".

Locatelli for UK

Locatelli, the Italian producer of Rough Terrain and All Terrain cranes has appointed Valla UK Ltd as its distributor for the UK market.

Among the products that Locatelli produce, the ATC 20 City crane has many of the attributes that UK crane hire company's appreciated on the Kobelco and Kato city cranes that were imported in the 1990's.

(See All Terrain's Rule page 15)

HSS buy in Spain

HSS, the Hire Shops company, has purchased a 25 percent stake in Rentecnika Iberica its Spanish franchisee, and stated that it intends to invest in the expansion of the company's powered access rental fleet.

HSS in Spain operates from 14 locations, mainly in the Barcelona, Madrid and Valencia regions. Rentecnika Iberica and was founded in 1994. Owner and founder Jose Marie Pujol remains as MD. (See Vertikal.Net for full story).

Speedy buy Lloyds lifting gear

Speedy Hire has purchased the assets of Lloyds British Hire for £3.1 million. The acquisition covers the lifting gear rental fleet and includes six Lloyds branches, which will take the number of Speedy lifting depots to 30.

The Lloyds British Hire rental fleet includes: high tonnage modular beams, heavy duty cylinders, air hoists and winches. The lifting gear fleet represented around a quarter of Lloyds total revenues, the proceeds will be used to reduce group debt.

Confined Lifting

LGH Megalift, the company that specialises in Hydraulic gantry lifting solutions was recently contracted by Grayton Engineering to replace a Ball Mill used in the manufacture of silicone products at Dow Corning Ltd in South Wales. Dow Corning was replacing the machine with a higher capacity unit in order to boost production.

The Dow Corning plant



It was not possible to either dismantle the machine or remove the Drive Ring, which is fixed at one end of the mill, meaning that the centre of gravity and most of the weight was completely to one end.

Access to the Mill was also very limited as it is mounted on two three metre high concrete plinths which had no access to either side or to the rear of them. In addition the ground in front of the Mill house sloped substantially.

In order to carry out the lift the track for the Megalift gantries had to be placed between the two plinths which were extremely close together. The Megalift lifting cylinders were reduced in width to just under a metre and the tracks were packed up as they emerged from the building in order to accommodate the slope. With no access from the rear, positioning the two masts behind the mill was a major challenge. Once in place a box frame was created which was then attached directly to the Mill casing. The cylinders raised the top of the load to six metres in order to clear the plinths. The old Mill was then tracked out of the building and loaded onto waiting transport by a mobile crane.

The New Mill was then lifted in the same fashion and tracked into place and lowered onto the existing plinths.

With production halted during this change over, the lifting work had to be carried out in as short a period as possible working day and night shifts in all it took six days.

'Limited headroom meant that we couldn't use a crane and we were also faced with a load that was not only very heavy but, due to its design, was seriously unbalanced' explained Graham Lees, Engineer, Grayton Engineering.

'We were therefore impressed when LGH Megalift used their expertise to devise and supply an alternative solution that meant we were able to safely and efficiently replace the Mill in only six days.

A similar project involving a furnace on two 6 m pedestals.





Christian Jaques
Vernazza congratulates
Martin Ainscough
during the UK visit

Ainscough appointed VP of ESTA

The European Special Transport Association (ESTA), the crane and heavy specialised transport association, appointed Martin Ainscough, Managing Director of Ainscough Crane Hire Ltd as a vice president of the association during an association meeting in the Manchester area hosted by Ainscough.

Martin Ainscough said: "I am honoured to accept the position of Vice-President of this important Association. I hope that I can help raise the profile of ESTA here in the UK and assist in the development of a safer and more harmonised industry throughout Europe".

Facelift enter the scissor lift market

Facelift the Hickstead based access rental company that specialises in truck mounted, underbridge, trailer and specialist access has made a move into the mainstream self propelled scissor lift market with the purchase of 30 Skyjack scissor lifts.

The company has carefully avoided the mainstream aerial lift market since it was founded over 20 years ago, 'The move into scissors was a part of a natural progression for us' said Gordon Leicester Managing Director. 'We have simply responded to our customers needs.

JLG appoints UK general manager

JLG has appointed Simon Cracknell as its new General Manager for UK and Ireland, he comes from 18 years with CAT distributors in the UK, starting with Leverton Ltd and then joining Finning(UK) Ltd when it took over Levertons.

Cracknell will be responsible for all JLG activities in the UK and Ireland, he officially started on March 4th.

Mitie fined for not training

Mitie South East and its customer County Hall Mall (Crawley) Ltd were found guilty by a jury in Lewes Crown court after a Mitie employee, James Connell, narrowly escaped death after falling 12 metres when the platform he was using fell over.

Connell 42, was carrying out cleaning work to the façade of Crawley Hall shopping Mall, when the accident occurred. The "Spider type lift" he was using had not been properly set up causing it tip over. Connell "rode" the basket 12 metres to the ground and nearly died from his injuries.

The two defendants were charged with failing to ensure that employees were not exposed to health and safety risks and secondly for failing to ensure the proper training of employees. Mitie was fined £40,000 and both companies were ordered to pay the £30,000 cost of the prosecution.

Judge Guy Anthony prior to sentencing said "I cannot say for certain that if he had been trained the accident would not have happened, however the chances are that if he had been, he would have correctly assembled the cage"

SEV and Liftflux issue product recalls

SEV has announced a recall and modification for its Aerial AL18ST and AL22ST truck mounted lifts with octagonal booms due to possible deformation. The company says that while very few units have been found with deformed booms the company has calculated that over stressing can occur under certain circumstances and as a result is proposing a recall and rework programme.

(The full recall notice is published on <http://www.vertikal.net/en/stories.php?id=1397>)

Manitowoc Crane Care has issued a recall notice for Liftflux 260-25 scissor lifts in order to check for cracks in one of the pivot bushing welds in the scissor arms.

The notice asks that an immediate inspection be carried out and that if any cracks are found, the affected unit is removed from service until remedial work is completed.

Grove Sunderland is co-ordinating the recall, for the UK/Ireland if you have not already received a notice, we recommend that you contact them as soon as possible.

Work at Height rules come into force

The Health and Safety Commission (HSC) announced that new Work At Height Regulations 2005 come into force on April sixth 2005. The new rules consolidate previous legislation on working at height and will implement European Council Directive 2001/45/EC The Temporary Work at Height Directive (the TWAHD), concerning minimum safety and health requirements for the use of equipment for work at height.

The Regulations will apply to all work at height where there is a risk of a fall liable to cause personal injury. They place duties on employers, the self-employed, and any person that controls the work of others (for example facilities managers or building owners who may contract others to work at height). For more details see Vertikal.net March 18.

Platform Co buy 62 Manitou booms

The Platform Company has ordered over 60 new Manitou booms from Russon Access, the first significant order under Manitou's new distribution agreements announced on February 8th

The order is largely for 160ATJ 16 metre rough terrain articulated booms, plus a number of the 12 metre 120AETJ, narrow aisle, zero tailswing electric articulating booms.

The platform Company has bought 60 Manitou booms





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Lavendon sell Austrian business

The Lavendon Group plc, has sold its Austrian Zoom business to crane and access company Felbermayr for £2.65 million in cash. Felbermayr is the second largest aerial lift rental company in Austria.

The price represents net book value, after the restructuring charge taken in December 2004. The deal includes 248 aerial lifts and a network of four depots.

Revenues for the Austrian business in 2004 were £2.1 million with an operating loss of £300,000, prior to the write offs.

CPA Plant seminar 2005

The CPA are holding a seminar at JCB Headquarters in Rocester, Staffordshire on the 21st April 2005 at which the following topics will be discussed:

- Working Time Regs
 - CPCS
- Working at Heights
 - Whole Body and Hand/Arm Vibration
- Red Diesel/ Excepted Vehicle Update
- Grants and Training Plans
 - Plant Theft
- Road Transport Directive

There will be a charge of £35.25 including VAT to cover Lunch and sundry costs an attendance form is available from the CPA on 020 7796 3366.

Cox Plant Hire

The assets of Cox Plant Hire Ltd (in administration) have been sold to Cox Hire Centres Ltd, a company formed by the managers and owners of Cox Plant Ltd but funded and owned by two major suppliers of Cox Plant Hire. The buy out has been led by two of the owner/directors of Cox Hire Ltd Keith Price and David Symon. Since the buy out in late February the recovering business has had a turbulent time, in terms of the management of the business. The Cox Story is not over yet.

(Full story so far see Vertikal.Net Feb 8th/18th)



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Kobelco/Manitowoc extend agreement to Europe

Manitowoc has announced that it has reached an accord with Kobelco cranes to extend its OEM agreement for the supply of Kobelco crawler cranes of 110 tonnes and under to Europe and Africa. The agreement mirrors that which has been running in North America for the past 12 months. Kobelco Cranes UK will continue to sell those products under its own brand and in competition with Manitowoc. The deal becomes effective from the third quarter 2005.



The 12000 is the first jointly developed product under the Kobelco/Manitowoc agreement



A Facelift 44m Bronto at the BBC

Facelift gives a red nose

Facelift Access Hire, loaned the BBC a 44m Bronto truck mounted platform to help them secure four large red noses on the front of Broadcasting House to kick off Comic Relief's Red Nose charity event in early March.

AMP Access Ltd entered the bidding for Orchard FM staff member Lou and won, she came to AMP's Taunton depot on Comic Relief day and was taken hostage in a diesel scissor lift by Paul Onslow, Operations Director. He refused to lower her to the ground until enough money had been raised for the charity. Between them they raised £300. Lou who also donated monies to ensure her release. Paul Onslow said 'We were pleased to be able to raise money for such a worthwhile cause and have a little bit of fun along the way.'



Paul Onslow of AMP with his Hostage Lou

Versalift expand capacity

Versalift has added further production capacity to its Burton Latimer site to meet strong ongoing demand for its range of vehicle-mounted platforms. The company has added a temporary building to house a number of additional assembly bays, while it completes planning approvals for a permanent extension.

Loxam Buy more Sky Kings

Loxam Access UK has placed another order with SkyKing for nine 125RA, mounted on Iveco 50C13 (5.2t) Vans. This latest order brings the total number of SkyKing 125RA's purchased by Loxam over the past 12-months to 25 units, worth over £800,000.

One of the new units will be displayed on the SkyKing stand at SED

Independent invest a Million

Four months after the £11.6m purchase of Independent Access Supplies by the MBI team, registered as Wizard Work Space Ltd, the company has announced a £1 million investment in its residual fleet. The investment is split into three phases. Phase one, already complete, included a full inspection of each unit to ensure that all safety requirements are met and that it is in perfect working order. The next phases which are now underway include improving the cosmetic appearance of the fleet and then include the fitting of additional customer focused equipment such as on board Generators.

"The machines are our lifeblood, we have already made sure that each and every one is in A1 working order, and operating as efficiently and safely as possible". "Safety, a key concern for our customers, is also our core value" Said Andrew Fishburn, Sales and Marketing Director for the company.

Commenting at the same time, Andy Phillips of the Bank of Scotland, Wizard Workspaces' principal funder, added. "The team has made significant achievements in its turnaround efforts, We are very impressed with the results to date, which are ahead of its Financial Plans and the outlook".

The Wizard Workspace name is likely to soon replace Independent. as the trading name.

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Sky cafes and tower cranes



The Vanson VC15 and the Sky Café it assembled

Vanson cranes had a novel challenge recently when it was asked to provide a crane to build the futuristic Sky Café within the existing Triangle shopping mall in Manchester.

The unique Sky Café, designed by Architects Benoy, is made from steel beams with stainless steel features. It includes two floors, a roof, three bridges an internal staircase glass balustrades and a spiral escape staircase.

The manufacturer, Midas Technologies produced the architectural metalwork at its Peterborough plant, transporting them to Manchester in sections.

Working with Vanson, Midas selected the Vanson VC15 self erecting tower crane "As the shopping centre remained open to

the public we needed a very small tower crane that could fit through existing doorways, the VC15 was chosen for its compact size and ability to self erect" said Mark Lock of Midas.

Midas also liked the fact that the VC15 was able to operate in a very tight space, to the point that on this job it was boxed in so that shoppers on the ground floor did not even see the crane. It also features a folding jib that could be stowed out of the way during the day when the site was not working. The "soft start" effect on all the crane motions was also a consideration.

"We were very pleased with the VC15 and the exceptional service provided by Trevor Vanson and his workforce. There should be more of these cranes in circulation for projects like this one, especially given site safety and HSE manual handling rules etc." continued Lock.



Effer cranes with pipe trailers for Iraq-Syrian pipeline

Effer supply Pipe loader cranes trucks to Syria

Italian Lorry loader producer, Effer has received an order from SCOT, a subsidiary of the Syrian State Petroleum Company, for 15 of its 30 tonne/metre 310.00.3S cranes. The units with a maximum capacity of seven tones and a horizontal outreach of 10 metres, are fitted to a tractor unit with dolly type trailer for the transport of pipes. The cranes will be used on the construction of the oil-duct (pipeline) between the northern Iraq oil fields and Syrian Ports on the Mediterranean.

Tony Doxford a crane fan since childhood has built his own version of a 1920's luffing dock crane, standing well over two metres high. Tony used Meccano parts from the period including a set from his childhood. He used 8,543 parts to complete the crane the plan of which is in his head.



Digital Tachograph implementation clarification

From August 2005 all New Vehicles that require tachographs were supposed to be fitted with the new digital tachographs that include smart cards for Drivers, mechanics, operators and enforcement agencies. However with only two models now type approved and some details on the smart cards still not clarified, the EU transport committee has postponed implementation until August 5th 2006 for new vehicles and all registrations after August 5th 2007. MEPs deemed that these dates are more realistic for the commercial vehicle and transport industries. The Department for Transport says that it expects to have its infrastructure in place by August 2005 for those companies wishing to go ahead and begin using the new technology.

LET appoint MD, announce courses

Lifting Equipment Training Ltd, the new sister company to PAC, has appointed Peter Reed as managing director of the new venture and announced a range of courses aimed at Site safety managers, plant inspectors, competent persons and service engineers employed by organisations that own or use all types of lifting equipment. Subjects covered include Thorough Examination Competence Certification, Structural inspection, control systems and management safety and responsibility.

JLG issue new shares

JLG Industries Inc. has announced the sale of Five Million shares of common stock in an underwritten public offering. The underwriters have an option to purchase an additional 705,000 shares to cover over-allotments.

The price has been set at \$21.97 per share raising almost \$110 million gross. The \$21.97 is a small

premium on the average price when announced and close to record high.

JLG intends to use \$68 million of the net proceeds to redeem up to 35 percent of its outstanding 8 3/8 percent senior subordinated notes due in 2012, with the balance going for general corporate purposes. The offering increases the number of JLG shares outstanding by between 11 and 12 percent .



Build then clean in Bavaria

The landmark 146 metre high Uptown Tower, Munich's highest office building, used a practical access method during installation of the glass cladding. A 22 tonne Geda-façade maintenance hoist L01, with two stage 20 metre long telescopic boom was installed with a load winch and transport facility to lift and place the large window panes. Once the job was completed the suspended platform was left in place for routine cleaning and maintenance work.

The Geda L01 platform is suspended from a 20 metre telescopic boom of the 22 tonne rail mounted unit. After construction the lift remains in place for cleaning.



Ward Bushnell departs

Ward Bushnell one of the three founders of Genie Industries has finally named the date for his departure from the company.

In a typically humorous move he announced to colleagues

at Conexpo that his last day will be April Fools day 2005.

Coughlan leaves UpRight

John Coughlan, President and General Manager of Upright suddenly left the company in early March. A statement from UpRight said "The Board has initiated a search to fill Mr. Coughlan's position. Mr. Noel Corcoran, a long time member of the Board, shall assume the role of interim General Manager until a replacement has been appointed".

Skyjack sales in to Germany up 60%

Skyjack Europe has announced greatly improved year on year sales figures in the German, Austrian and Swiss markets, with sales revenues rising by around 60 percent.

AmQuip spend \$60 million on tower cranes

Amquip, one of Americas largest crane hire company's has spent \$60 million with Potain and Terex to expand its tower crane activity.

(See Conexpo report page)

JCB to build in China

JCB has announced that it has acquired land in Pudong, south of Shanghai, on which it will construct a new production facility and manufacturing headquarters. No decision has been made on which products it will build there.

Ian Menzies joins Panther board

Chartered accountant, Ian Menzies, has joined the board of Panther Platform Rentals as a non executive director. Menzies specialises



in corporate finance, and advising forward looking companies on mergers & acquisitions.

David White joins MEC

David White, formerly Vice President Engineering at UpRight Inc, has joined the team at the new MEC as head of engineering.

Ian James joins APS

Ian James previously owner of Delta Rentals, the Toucan dealer for the UK prior to the JLG acquisition, has joined APS to head up the company's increasing sales efforts.

Delta was placed into administrative protection after sales dropped following the demise of Groves Manlift business. Sister company Blueline is expected to take on most of the Delta sales accounts. More on James and APS next issue.

John Bittner returns to Grove

Scott J. Alexander and John C. Bittner have joined the management team at Manitowoc Crane Care Americas, as general manager and director of marketing respectively. Alexander joins from P&H Minepro service where he was VP and General Manager. Before that he served with Bucyrus Erie. Bittner rejoins Grove where he spent 28 years of his career specialising in customer service.

Access Pioneer dies

Lynn Pope, a name familiar to many in the powered access industry, died unexpectedly on March first. He is best known here for his days at Mark Industries, when it was the worlds leading producer and then Skyjack. Previously Lynn helped build American Hi-Lift in California one of the first aerial lift rental company's.

Barclays buy LAHO

Laho Equipement Frances third largest rental company, with a fleet of over 500 aerial lifts and a large inventory of alloy towers, has been sold to Barclays Private Equity by its venture capital owner, Industri Kapital of Sweden, for €110 million.

HSE publish safe tree access guide

The Health & Safety Executive has published a comprehensive report on safe access for arborists. The report centres on Rope access, but includes references to the use of ladders and Mobile Elevating Work Platforms.

(full details and link on Vertikal.Net)

Steve Corcoran takes over at Speedy

Steve Corcoran has been appointed chief executive of Speedy Hire replacing John Brown, who retires from the board in July after 27 years. Corcoran has been the chief operating officer at Speedy for four years -



Jim Daintith (pictured left) welcomes Ian James to APS

Work at height falls cost £££££

There have been a number of fines handed out by UK courts since the last C&A, here are a few of them:

- Churchill Scaffolding Ltd was fined £4,000 plus £4,696 costs for lack of guardrails.
- Circleworth Ltd, was hit with £10,000 when a worker died after falling from a ladder that was too short for the scaffold tower he was using.
- A 20m scaffold collapse killed a man and injured another costing Crowe Fabrications Ltd £42,000.
- J & P King Ltd, trading as Kings scaffolding was fined £134,000 including costs, after a scaffold collapsed causing serious injuries to two workers.
- Mitie South East was hit for £40,000 when an aerial lift fell over injuring an employee who had not been trained in its use. *(see news)*

Full details of these incidents and others can be found on www.Vertikal.Net

We report all such accidents as a service to help improve safety while working at height.

New products on the way for Haulotte

Haulotte's new group sales Director Segundo Fernandez, told C&A that the company will launch a slew of new products later this year including two truck mounts on 3.5 tonne chassis, a 43m Articulated and a 40m straight boom.

Ui Districenter BV

UpRight has appointed a new company Ui Districenter BV, of Dordrecht as its "Master distributor for Holland and Belgium". The new business will be run by Arjan Roelse, previously sales manager for Peinemann/Instant Rotterdam. *(see Vertikal.net Feb 23rd for full story)*

A new Huish?

We hear that Frank Huish, previously of Instant Zip up and UpRight UK and his partner Nicky had a new addition at the end of March, a baby boy called Ben!

New Sales VP at UpRight

UpRight has appointed Arne Dirckinck Holmfeld, previously with Denka, to the position of Vice President of European Sales & Business Development.



The Ultimate Italian... Driving Machine

Small in size, Big in performance - **Locatelli's** brand new 20 tonne city crane, the ATC20 is the ultimate mobile crane.

Just a little larger than a transit van, the ATC20 has four wheel drive, four wheel steer and can travel at up to 50 mph. Once in operation, it has a maximum boom height of 23.8m and can lift up to 20,000kg.



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See the Locatelli ATC20 at Valla Cranes UK stand at SED or telephone **01482 227 333** now for more information.

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All Terrains rule OK

The All Terrain crane has all but replaced the truck crane in Crane Hire fleets across the UK and Ireland. This due as much to the fact that the four main suppliers no longer offer European truck cranes as to the fact that Japanese suppliers such as Kato and Tadano have stopped importing them.

Many hire companies we spoke to confirmed that for most jobs the traditional truck crane is perfectly acceptable and confirmed Søren Jensen's view (MD of BMS Scandinavia's largest crane hirer) that small to mid size Japanese truck cranes provide a far better return than most All Terrains. He also likened All Terrain use on most work to using a Range Rover for travel around London.

In spite of this All Terrains are here to stay. The choice is becoming wider than ever, starting off with two axle compact city crane versions up to the largest mobile cranes on the market.

New ultra compact

The latest ultra compact city crane to be launched on the UK/Irish market is the Locatelli ATC20 a 20 tonner, while not totally new, the lack of an importer into these parts has prevented it taking off until now. Valla Cranes UK has recently been

appointed as the importer, so you can expect to see them on our streets in the near future. Its total weight of only 17 tonnes, virtually no boom overhang, exceptionally compact dimensions, combined with a boom mounted fork attachment and the ability to use a standard Merlo aerial work platform, make it highly versatile, it also narrows the gap between crane and 360 degree telescopic handler at the bottom end of the market.



Terex - Demag AC100
with optional tag axle.

At the larger end of the market all the big telescopics are dubbed as All-Terrains although the weight and size of these units make the label largely academic. Few companies have been investing in the largest machines in the past year or so, although Grove shipped in its first GMK7450 450 tonne crane towards the end of last year with a sale to Bryn Thomas of Flint in North Wales. An order for a second unit will be announced shortly.

The 100 tonne+ Taxi crane

The hottest area in the All Terrain crane market at the moment is the five axle, long boom, easy transport models coming onto the market.

The latest five axle All Terrain product launches offer capacities of between 95 and 130 tonnes, main boom lengths of 58 to 60 metres and the ability to carry a proportion of counterweight within 12 tonnes axle loadings and in some cases, full counterweight under the UK's STGO rules.

These new models take the taxi crane capability to a new level.

First among these new products was the Demag AC120 and 140 launched at Bauma last year with first deliveries to the UK arriving in December. Then came the Grove GMK 5130-1 which began shipping at the end of 2004, although the

first UK units are only arriving now. With Dewsbury & Proud taking the first unit. Finally, new for 2005 is the Liebherr LTM 1095-5.1 launched at the recent Conexpo show in Las Vegas.

Tadano does not yet directly contend this precise "market", it has the 110G-5 which is short on main boom length in comparison, while its 160G-5 five axle unit offers a full



Tadano 160G-5
with 100m

60 metres of main boom length but due to its high nominal lift capacity is larger physically and carries less on board counterweight, particularly with 12 tonne axle loads. In the UK STGO rules allow this unit to travel with 13 tonnes of counterweight which gives it capacities similar to the other

units. For this reason we have included it in our chart. The first 160G-5 is destined to arrive in the UK by mid year while the first 110G-5 arrives later in April. Both units have been sold to McGovern Crane Hire.

In addition to the AC120-1 Demag has the 100 tonne AC100 which has proved popular in the UK, but like the Tadano 110 it carries a shorter boom. Hewden took delivery of four AC100 in 2004 complete with the additional tag axle allowing it to travel with every piece of equipment on board. The tag axle is also available on the AC120-1.



Tadano 160G-5

The following chart is a snapshot of different criteria on the main producers latest five axle products. The range of configurations available to crane owners is so wide that such a chart can only scratch at the surface, sadly we do not have the space here to do a full comparison. The chart does show how compact and lightweight these units have become and yet they all offer very long boom lengths with excellent capacities.

Characteristics	Liebherr 1095-1	Grove GMK 5130-1	Demag AC120-1	Tadano 160G-5
Maximum rating	100 t	130t	120t	160t
Rating @ 3m radius	95t	94.5t	120t	160t
Main Boom	58m	60m	60m	60m
Carrier	10x8x10	10x8x10	10x6x8	10x8x8
Full Counterwt	23t	40.1t	40t	51t
Cwt @12t/axle	15 t	8.5t	6t	1t
Overall Length	13,780mm	14,540mm	14,180mm	15,248mm
Overall width	2.75m	3m	2.75m	3m
Carrier length	11,313mm	12,390mm	11,035mm	13,264mm
O/R spread	7m	7.5m	7m	8.3m
Capacity@5m	61t	70.5t	88.4t	120.5
Capacity @10m	26.4t	38t	39.5t	50.6t
Capacity @20m	10.6t	16t	14.3m	24.3t
Max radius with 3t	40m	47m	43m	53m
Max Hook height	84m	95m	93m	100m

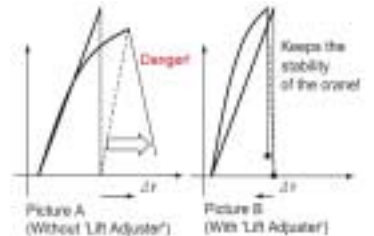
All capacities are with full counterweight fitted.

Lift capacities with max Counterweight to STGO rules

Radius	Liebherr LTM 1095-1	Grove GMK 5130-1	Demag AC120	Tadano 160G-5
cwt	23T	23.5T	23.1T	13.1T
3m	95t	94.5t	116.5t	160t
5m	61t	70.5t	87.2t	97t
10m	26.4t	33.5t	30.7t	35.5t
20m	10.6t	11.3t	10.8t	11.8t
3,000kg	40m	39m	37m	36m

Long Boom deflection

With boom lengths getting longer and lighter thanks to higher tensile strength steels, the problem of deflection is greater than ever. While good design, boom dimensions and tight tolerances help, Tadano has patented a new operator aid that allows the crane to automatically compensate for boom deflection. The built in device can be switched on or left off in a similar manner to traction control in a car. When activated the crane calculates the deflection and then raises the boom angle, loading the boom so that the deflection has already been allowed for before the load leaves the ground. This avoids the risk of the load swinging out a potential problem, particularly with heavy loads on long booms.



Hydraulic Luffing extensions such as this one from Liebherr are becoming popular.



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Ainscough place biggest AT order ever

Ainscough, the UK's largest crane hire company has followed up on its order for 30 Liebherr All Terrains at the end of last year, with one of the biggest single orders for All Terrains ever placed. The new order, once again for Liebherr, will include 92 units for delivery throughout 2005 and into 2006. The order is for All Terrains ranging in size from the 35 tonne LTM1030-2.1 to the 220 tonne LTM 1220-5.1 and includes 16 of the new LTM 1095-1 with a 100 tonne maximum rating.

Locatelli appoint Valla UK and plan an SED launch.

Locatelli the Italian crane producer has appointed Valla UK Ltd. as its importer for the UK market. Locatelli has a strong reputation for its Rough Terrain cranes and has more recently had success with its City crane the ATC20, which offers a 20 tonne lift capacity, 34 metre on board tip height, 17 tonnes Gross Vehicle Weight, 70kph travel speed, under three metres overall height, 6.4 metre length and 2.3 metre overall width all of which make this a crane that is likely to be very popular in the UK.

Valla will formally launch the Locatelli range at SED on May 17th.

A 900 tonne emergency



Crane Services to the rescue with 900 tonnes of lifting capacity.

Crane Services of Ossett, West Yorkshire was called on recently to rescue an excavator that had fallen down a large shaft on the edge of a housing estate. The incident was complicated by the fact that the excavator had been lifting a muck skip when it fell into the shaft and both had come to rest on top of a mini excavator that had been working in the shaft. The incident occurred around 2pm on Friday March second, Crane services immediately sent a team in to inspect the site and draw up a lift plan complete with

CAD drawing, method statement and risk assessment. On Saturday morning at 8:00 am a 500 tonne Liebherr LTM1500YHL and a 400 tonne Demag AC400 arrived on site complete with appointed person, riggers and a selection of steel mats and relevant equipment. Both cranes were rigged with their superlift devices, and between them lifted the muck skip and the upturned excavator clear of the shaft they then, in tandem, turned it upright before lifting the mini excavator out.

The Boom Extension/Fly Jib debate

At last years crane safety conference Martin Ainscough, Managing director of Ainscough crane hire called for manufacturers to eliminate Pin on boom extensions and jibs in the name of safety. The company's large order placed at the end of last year was notable in that boom extensions were only ordered for those cranes going into specific applications such as Petrochemical plants where

such extensions are used on a frequent basis. Not everyone agreed with this initiative which had a strong impact given Ainscough's position as chairman of the CPA crane interests group. We received a copy of the following open letter from Peter Hird of Valla UK to Martin Ainscough agreeing on his stance for larger cranes but warning of the detrimental impact it might have on mini cranes.

"Don't write off the Jib please"

Dear Martin,

I Hope your family and you are all well, attached is a copy of our new Valla 120D TRX crawler crane.

This is a very compact crane designed for the ever demanding lifting industry, Buildings are becoming more complex and the modern designs of inner city buildings are pushing our designers to come up with better solutions every day.

We understand your view on the fitting of fly jibs to cranes and the risks they present our operators yet the Mini Crane market will still need to have these options available. My view is 100% with you on the larger cranes where operators are working at height and only do this on very few occasions, creating a very high risk factor. The Mini crane market however is different, operators are only 1-1.5m from the ground when the fly jib is installed and they install the extensions on a very regular basis.

Whilst this fly jib matter is an Ainscough decision to safe guard your own interests and I am sure, a good one, I do not think it helpful that safety officers and the HSE become totally opposed to all fly jibs.

We trust you as a key figure within our industry, and hope you find our comments of interest.

Regards

Peter Hird
Valla Cranes UK Ltd

Cranes&Access welcome letters from all of our readers and will publish any letter that covers a relevant subject. We reserve the right to edit all letters for sake of space and clarity.

straight to the point

Self propelled booms are now the most widely used form of powered access equipment after Scissor lifts, however the preferred type of boom varies depending on where you are. Straight booms are far more popular in the USA than articulated, while in Europe the opposite is true. We look at why? and highlight the benefits of Straight telescopic booms, what products are available, recent product developments and interesting applications.

As is often the case one reason for the divergence in popularity lies with history and market development. The North American access market took off well before Europe, and before Articulated Booms were developed, thus the habit of using Straight booms for particular jobs became more entrenched.

Another is space and transportation, the lighter weight of articulated booms particularly on a 40/45ft unit suited the size of truck that many European rental companies operated. In the USA big articulated trucks with "lowboy" trailers were the norm early on. The cost of space also leads to a greater number of confined working locations in Europe so the

narrower width, zero tailswing and up and over ability of an articulated boom is more appreciated.

So when is a Straight Boom the best tool for the job? In a nutshell, when Outreach and Speed are required. A 40ft straight boom provides around 10.5metres of outreach compared to only seven on a 40/45ft articulated boom.

Time taken to reach the job is also a factor particularly, with higher units, for example a 60/66ft articulated can take a good operator 100 seconds to reach full working height, a straight boom with a mediocre operator can do it in 60



Nationwide Access supplied 14 straight booms to erect 1,400 tonnes of steelwork on the 870,000 Sq metres Magan Park distribution centre in Lutterworth.

seconds a substantial saving if you are up and down on a regular basis. While the actual time saved in a full day is measured in minutes, this is all about perception. None of us like to be stuck in a slow lift or slow moving traffic.

One trade that loves straight booms no matter which side of the pond is Steel erectors, yes they like the speed and the outreach, but most of all they like the extra rigidity of a plain straight boom, articulating jibs are even scorned by some of these users. Many steel erectors use the simple rugged telescopic boom to push steel beams into place, which is why straight boom baskets are damaged so frequently, some steelworkers, regard a booms basket as a consumable item, paying

the rental company for a replacement basket on almost every contract.

With platform/basket abuse in mind, it pays to check out the replacement cost up front if you are buying a straight boom. JLG introduced a modular platform a few years back allowing damaged sections to be replaced rather than the whole kit and caboodle. Genie on the other hand somehow manage to sell its baskets for a fraction of some other producers. If steel work is a regular application it will pay to have a new or rebuilt cage ready to go. Most straight booms now have a quick connection time for the platform, allowing an owner to switch rapidly between 1.8 metre and 2.4m baskets or to replace a damaged one.



Straight booms offer the best outreach

Equivalent outreach comparison

Size Class	Straight Boom	Articulated Boom
40/45ft	10.2 metres	7.5metres
60/65ft	15.8 metres	11 metres
80/85ft	21.5 metres	16 metres
120ft	22 metres	18 metres

Speed to full height comparison

Size Class	Straight Boom	Articulated	% Difference
40/45ft	40 seconds	45-60 seconds	15 to 50%
60/65ft	60 seconds	100 seconds	70%
80/85ft	80 seconds	130 seconds	60%
120ft	120 seconds	N/A	N/A

The main producers selling in the UK and Ireland are; Genie, Haulotte and JLG, while Snorkel is beginning to make inroads. Aichi is also stepping up its efforts in 2005.

Most straight booms sold today are equipped with four wheel drive and a wide ranging articulating jib. Some purists prefer a simple straight stick for maximum rigidity and the fastest speed to the work place.

Width and weight

Straight telescopic booms have an overall width of 2.4 to 2.5 metres, there appears to be little to no demand for a narrow aisle model, Articulated booms are simply better in congested narrow aisle applications. You would expect a straight boom to be heavier than an articulated boom in order to handle the additional outreach, but it is not always so. These days, Articulated booms have similar gross weights to straight booms due to their narrower overall widths and less tailswing.



Platforms are 1.8m or 2.4m with rotation of between 140 and a full 180 degrees

Trends and developments

While enormous strides have occurred with articulating booms, straight boom product development has been relatively static in recent years, the last big step forward was the addition of an articulating jib, but that trend began over ten years ago! Many users will tell you that the product is so well refined that constant change and development is not required, However manufacturers are constantly upgrading their offerings, striving for lower GVW, less tailswing with new control systems and easier maintenance. Aesthetics aside, some straight booms built over 20 years ago still look and work brilliantly. Take the Grove MZ76 and its later variants, no longer in production but still selling very well on the used market. It is still regarded as one of the best products ever produced.

c&a self propelled straight booms

Nationwide S40 straight boom works on the North Carr lightship in Dundee.



In terms of platform rigidity, smoothness of controls, reliability and durability. Today's offerings are hardly any better. However the new products score highly when it comes to gradeability, rough terrain capability, overall weight, speed of operation, serviceability and overall quality of finish.

Second Hand value

The fact that straight booms have not otherwise changed that much in recent years mean that refurbished booms tend to be an excellent buy as long as they come from one of the main producers. JLG and Snorkel are doing excellent business in the USA providing full scale factory refurbishment. If you are an end user considering buying your own 60 to 80ft boom on a budget, you might do well to look at a second hand model and having it refurbished. Your lift will be slower, less manoeuvrable, less able to handle the roughs and not as pretty as a new model but in terms of outreach, rigidity and safety for your staff it will still score highly.

Turn your boom into a specialist tool

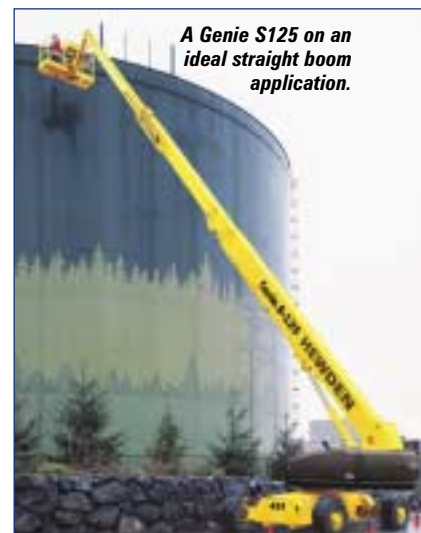
One area that has received a good deal of development, as with other types of lift is the range of options that manufacturers now offer. Straight booms can be equipped with inbuilt welding kits, onboard air, hydraulic or electrical power to

the platform, lifting racks for such items as glass or other panels to ease installation, power washers, blasting equipment and tool trays just to mention a few. Many rental companies will provide these options if you rent regularly with them.

Shipyard and heavy duty work

When it comes to rough tough work, nothing can touch a straight boom, it is still the tool of choice for shipyard applications, from blasting to pressure washing, painting and cleaning, the straight boom with its simple rugged lift structure is in its element. Hostile environment kits are available from most manufacturers, today these tend to concentrate on special filtration, seals to keep the worst of the blast material out and the avoidance of areas that might trap it and allow it to pile up.

Some users prefer to fit only the basic essential protection and then



A Genie S125 on an ideal straight boom application.

simply carry out regular rebuilds, seeing this as a more practical and, they claim, a more cost effective way of handling this tough work.

Here are the key specifications of the main straight boom product offerings in the UK and Ireland.

Models Available 40/46ft

Model	Work Height	Max outreach	Jib m/degrees	Capacity Kgs	GVW Kgs	O/A Width
Genie S40	14.2m	9.7m	No	227	5,284	2.3m
Genie S45	15.7m	11.2m	1.5m/135	227	6,709	2.3m
Haulotte14TX	14m	10.17m	No	230	6,040	2.3m
Haulotte16TPX	16m	11.8m	1.44m/140	230	6,800	2.3m
JLG 400S	14.2m	10.36m	NO	230	6,200	2.34m
JLG 460SJ	16.0m	12.34m	1.83m/140	230	7,850	2.34m
Snorkel TB42	14.6m	10.1m	NO	227	4,944	2.4m
Snorkel TB42J	14.6m	10.6m	1.5m	227	5,262	2.4m
Snorkel TB47J	16.5m	11.9m	1.5m	227	6,123	2.4m
Snorkel TB50	17.2m	11.9m	No	227	6,155	2.4m

Models Available 60/66ft

Model	Work Height	Max outreach	Jib m/degrees	Capacity Kgs	GVW Kgs	O/A Width
Aichi SP18AJ	20.7m	15.8m	1.5m/130	227	12,300	2.43m
Genie S60	20.3m	15.3m	NO	227	9,525	2.49m
Genie S65	21.9m	16.8m	1.5m/135	227	10,069	2.49m
Haulotte H21TX	20.8m	16.5m	NO	360	13,100	2.47m
HaulotteH23TPX	22.6m	19.5m	1.8m/140	250	13,750	2.47m
JLG 600S	20.29m	15.9m	NO	230	10,230	2.44m
JLG 600SJ	20.29m	15.34m	1.83m/130	230	12,270	2.44m
JLG 660SJ	22.12m	17.3m	1.83m/130	230	13,115	2.44m
JLG 601S	20.29m	14.93m	NO	230	10,330	2.44m
Snorkel TB60	20.1m	16.2m	NO	227	9,544	2.4m
Snorkel TB66J	22.2m	17.1m	1.8m	227	11,340	2.4m
UpRight SB60	20.3m	16m	2.4m/140	2227	10,750	2.44m

Models Available 80/86ft

Model	Work Height	Max outreach	Jib m/degrees	Capacity Kgs	GVW Kgs	O/A Width
Aichi SP21AJ	23m	17.8	1.5m/130	227	14,300	2.43
Genie S80	26.4m	21.9m	NO	272	15,140	2.43
Genie S85	27.9m	23.4m	1.52m/135	227	16,266	2.43
HaulotteH25TPX	25m	16.9m	1.8m/140	250	13,850	2.49
JLG 800S	26.4m	21.6m	NO	230	14,820	2.49
JLG 860SJ	26.2m	23.4m	1.83m/130	230	16,490	2.49
Snorkel TB80	24.4m	21.74m	NO	227	13,644	2.6
Snorkel TB85J	25.9m	23.4m	1.5m	227	13,680	2.6
UpRight SB80	26.4m	22m	2.4m/140	272	14,750	2.44

Models Available 100ft Plus

Model	Work Height	Max outreach	Jib m/degrees	Capacity Kgs	GVW Kgs	O/A Width
Genie S100	32.5m	22.9m	NO	340	18,008	2.49m
Genie S105	34m	24.4m	1.5m/135	227	18,144	2.49m
Genie S120	38.6m	22.9m	NO	340	20,112	2.5m
Genie S125	40.1m	24.4m	1.5m/135	227	20,248	2.5m
JLG 120SJP	38.6m	22.86m	2.44m/130	230	18,650	2.44m
JLG1350SJP	43.5m	24.38m	2.44m/130	230	20,300	2.44m
Snorkel 120	38.6m	18.9m	NO	227	18,390	2.6m
Snorkel 126J	40.4m	19.2m	1.8m	227	19,119	2.6m

Overall widths = minimum for transport some units have larger working widths.

Hey Ho and up she goes



AFI Aerial Platforms used one of the largest self propelled booms in its fleet to meet a tall order from Dunstan (Ship Repairs) Ltd of Hull. Dunstan's and its specialist sub contractors needed every centimetre of the Haulotte H25 TPX straight boom's reach to allow contractors to work on the lower and mid rigging of the Stavros S Niarchos tall ship. The ship, which is operated by the Tall Ships trust has 45 metre high masts.

The H25 TPX proved particularly popular for this job thanks to the extra versatility provided by its jib which made it much easier for the users to work around the ships rigging.

"Straight booms are an important part of AFI's growing rental fleet said Nick Selley, the company's Corporate Development Director, "Straight booms offer a greater working envelope than a comparable articulating boom and they also provide quicker access for certain applications because you do not need to move the base unit, an example being painting/spraying. Straight booms can also provide excellent productivity because they can be controlled more easily and more quickly than a comparable articulating boom."

Selley stressed, however, that despite those benefits, articulating booms still make up the highest percentage of boom lifts in the AFI fleet, mainly because of their extra flexibility.

HEADING THROUGH EUROPE



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"The new Genie Z135/70 articulated boom towered over the Silver lot"

let the good times roll



Conexpo attendance reached its highest levels for at least 15 years, with some exhibitors declaring that it was the best ever. Certainly the American market for Cranes is on the rebound, while the Access business has rarely seen it better. Ron Dogotch of Tadano went as far as saying that it was "the best Conexpo since Houston in 81, "buyers arrived with their cheque books and finance already in place". The Vertikal Team were there in force for the first time, we bring you a brief overview and plenty of photos.



Joe Wesley and the AmQuip team seal their tower crane orders with the Manitowoc Group top and Terex below.

While the number of visitors reached record levels and most exhibitors were delighted with the business they did, there was very little really new to see or breaking news to report on. New products included the Liebherr LTM1095-1 All Terrain crane, New trailer lifts from Snorkel and JLG, The Kobelco/Manitowoc 12000.

As widely predicted Kobelco and Manitowoc announced the extension to their North American OEM agreement, Manitowoc will now market Kobelco cranes of 110 tonnes and less under the Manitowoc brand, in Europe and Africa. The Middle East is currently excluded from this extension.

The big buyer at the show was Bill Wesley the founder and owner of AmQuip, having recently hired Dennis Bates as VP of its tower crane division it spent \$60 million on Potain and Terex-Peiner tower cranes at the show, split 50/50 between the two.

"The Kobelco built Manitowoc 12000, the first crane jointly designed by the two companies"





"Concentration" Oil&Steel had a number of firsts in March, the first time exhibiting with parent PM and the first time the Octopussy was shown in the USA.



"The JLG-Toucan range set off against fantastic graphics on the inside of the JLG booth, if you missed Conexpo, you can see this stand at Intermat next year"



"Pierre Saubot with Segundo Fernandez, the new Group sales director of Haulotte"



"The all new JLG T500J "Tow Pro" 17 metre trailer lift seen for the first time Conexpo"



"The 100,000th Potain tower crane sold to Amquip by long time Grove dealer Coast Crane"

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"Load Systems International showed a superb modular range of wireless Rated Load Indicators and attachments, the products can be easily retrofitted to any crane or lorry loader"

"Manitou was promoting its unique three wheel Twisco for applications such as landscaping"



"Skyjack's mid range rough terrain scissors introduced last year are now in full production"



"The new Snorkel MHP 13/35 trailer lift was launched at the show, designed and built in New Zealand"

"A surprising entry in the show was the Chinese crane producer XCMG, ex Liebherr licensee, with a 65 tonne truck crane"



"A very unusual 90 degree fork rotator on a Gradall telehandler"

"The New Liebherr LTM1095.1 was sold to Rigging and Digging Inc."





"The 307 telehandler from the growing JLG line up"

"The first glimpse at the JLG-LIFTLUX, the first unit is the 245-25 this is one of five pre-production units"



"A highly unusual additional fork mast on top of a Lull Telehandler"



"Snorkel used a Unique half and half way to show how it refurbishes old boom lifts at its St Joseph plant"



"The new Grove Yard Boss YB77220XL industrial crane"



"Unic Cranes were a surprise exhibitor on the Rayco Wylie stand"

IPAF had a superb show, signing up several new American training centres and receiving a large number of enquiries.



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Refurbishment and rebuilding

A major trend emerging in North America is the reconditioning and even rebuilding of older aerial work platforms, particularly booms and big scissors. We take a look at refurbishment, repairs and rebuilds for Cranes, Telehandlers and Aerial lifts on this side of the pond.



This JLG 40H+6 is eight years old

First of all lets get the wording sorted out. **Rebuilt, Reconditioned, Refurbished, Restored** they all mean roughly the same thing in general terms, although subtle differences apply. A rebuild for example, which is required by law on older aerial lift equipment in some countries, suggests a full strip down, and then reassembly with new or service exchange components. This can be very costly, and only really makes sense on the largest equipment where the steel structure is a very large and costly part of the machine.

The three other "Re" words are, depending on who you talk to, virtually interchangeable. The degree of restoration, as with classic cars, varies enormously depending on the end result desired.

Our research begins with the manufacturers. In the USA Skyjack, Snorkel, JLG and Genie are all now offering some form of production line refurbishments/rebuilds for aerial lifts and in some cases telehandlers. Snorkel and Skyjack carry out factory based rebuilds with Skyjack rebuilding JLG, Genie and Snorkel booms in addition to its own. JLG does some factory

on this side of the pond.



An old Snorkel 60ft Articulated boom before and...



the same unit after the factory refurbishment

rebuild, but also has local rebuild centres within its Service plus business. Genie takes a slightly different approach and tends to work with certain local outlets rebuilding only Genie units.

Cranes lend themselves to ongoing refurbishments and as a result is a long established industry but the business tends to be much less production line based and more local, with few manufacturers providing factory based refurbishments.

In Europe only JLG has attempted to replicate its North American efforts with its rebuild centre in

Tonneins France. We spoke with Walter van Winkel Director of Equipment services at JLG. He is the person responsible for JLG's rebuild/refurbishment programmes in Europe. He told us that up until now most of the refurbishment work that has been carried out has been on machines traded in by JLG distribution companies and then sold in fully or partially refurbished condition.

In North American customers either buy low cost used units at auction or take units from their fleet and send them to the manufacturers for refurbishment, choosing the level of work they want to have done from a fixed price menu. JLG intends to offer this same service from its French base, but acknowledges that it will need to build up the service gradually. Van Winckel also recognises that due to the cost of freight a single location will not be viable for all levels of work for all of Europe.

The units coming out of Tonneins so far have been largely JLG and the quality of the finished product that we saw was exceptional, with seven and eight year old units looking brand new. Whether such a high degree of rebuilding is profitable, only JLG knows but with deliveries of new booms now seriously extended the time might be just right.

NON!

Haulotte as the largest European producer, said that they had no plans to enter the rebuild or refurbishment market and in fact hold strong views that this is a negative development for the aerial lift market. Haulotte prefer to see ongoing improvements in new machine safety and performance force the regular upgrading of rental fleets. The company says that this is not a purely profit or revenue based strategy based on planned obsolescence. Haulotte believe that if rental companies in the western world are commercially obliged to replace aerial lifts on a regular basis in order to keep up with a rapidly developing "state of the art" this will not only help improve safety but will also keep rental

rates at commercially viable levels.

Most importantly, it believes that such a policy provides a stream of relatively young second hand lifts for the developing markets of the world and will thus help expand the world wide market for safer access equipment. Certainly at a faster pace than if developing markets have to rely on new product or very old machines. To this end Haulotte does see a benefit in having some form of refurbishment programme in new EU member states and further east, where costs are lower and skilled labour more readily available.

Regular rebuilds

Certain machines need rebuilds on a far more frequent basis, such as aerial lifts with insulated booms which are often subjected to a strip down inspection every five years. Or Units used in hostile environments such as shipyard blasting work or in certain production processes such as aluminium smelters or steel coking ovens. Versalift the van and vehicle mount producer dedicates several of its UK production bays to customer rebuilds and refurbishments. Samuel Walker, based in Manchester and Glasgow also provides regular rebuilds for machines that are subjected to hostile working conditions.

The Crane market has for some time had a strong rebuild and refurbishment culture given the cost of the equipment and the need to depreciate it over a longer period. However unlike the aerial lift market which is developing along production line methods with complete makeovers, crane refurbishment is far more of an individual and local affair,



Liebherr has developed a purpose built facility in the UK which will offer a wide range of repairs and refurbishment work

Purpose built crane facility

with refurbishments going in stages, with possibly a slew bearing and hoist replacement or repair one year and a boom overhaul a year or two later. The past few years have seen a rapid development in crane technology with new lighter weight units with longer booms obsoleting certain older models and thus causing companies to look at how much of this on-the-go refurbishment they carry out. A strong export market to developing regions has allowed

Of the three large mobile crane suppliers in the UK Liebherr has invested a vast amount in its new facility in Biggleswade, part of the strategy for this new facility is to be in a position to carry out more rebuild and refurbishment work as it builds its UK operation into a full customer service operation. At present Liebherr only refurbishes and rebuilds its own cranes, apart from work on units that it takes in trade. The longer term plan though is to build this part of the business up in order to offer a refurbishment service for all makes of crane.



"A Manitowoc 4600 recently rebuilt by Adrighem&Barnhoorn"

many crane owners to sell cranes on, prior to any need for refurbishment.

Conventional lattice boomed cranes have always been subject to ongoing rebuilds, while the development of modern hydraulic models some years back made older units less attractive for the rental industry, there is a good market for such machines with smaller ports and end users. In Holland companies like Adrighem & Barnhoorn make a business of rebuilding older cranes for stock, there is a ready market for such units both in Europe as well as further afield.

Versalift carry out regular rebuild and recertification of insulated booms



With its wide range of equipment including large overhead cranes it is ideally suited for larger work and recently completed a slew ring replacement on a 500 tonner within two days.

Liebherr is also planning to offer a wide range of crane training courses starting off with Operator training and expanding into appointed person, slinger/banksman and other programmes.

A seven year old JLG 600S





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Boom and structural repairs are available from a number of specialised suppliers.

All Terrains need to be moved on sooner

The conversion of the UK crane hire fleet from Truck to All Terrain cranes is also causing a change in approach. A number of hirers we spoke to said that ideally All Terrain cranes need to be changed out every five years or so, as this is the age when maintenance costs start to rise rapidly on the expensive carriers. If this practice takes root and proves to be viable the demand for major crane refurbishment work could fall rather than climb. However if the government gets its way and cranes have to start using fully taxed diesel we could see a drop in the mileage that UK cranes rack up, currently the highest in Europe. With lower mileage perhaps the five year cost cross over will go away?

A contrary trend affects some machines that are not easily replaced, for example many companies are holding on dearly to their Japanese truck mounted cranes and will refurbish the better ones for as long as it is practical, given that it is not possible to buy new ones.

This idea of holding on to a loved machine was also raised by a number of the rebuild companies we spoke to. Samuel Walkers said that a good number of the crane and access machines that they completely refurbish are older units from end users. The machine they own is likely to have proved to be ideal for the job and they would rather

A Genie boom arrives for mid life refurbishment at Sam Walkers



spend a high proportion of the new cost to rebuild it.

This mentality can also affect more recent machines especially when a product that is no longer available suffers an accident. A few companies in Holland the UK and Germany are able to handle highly sophisticated structural repairs including dealing with twisted and buckled chassis, re-welding and repairing high yield steel booms and other components, complete with new certification. This makes it possible and practical to repair all but the very worst accident cases. The only question is how much are you willing to spend?

A growing pool of suppliers

One thing that helps make refurbishment or rebuilding an easier task is the number of suppliers now offering services such as structural repairs and major component service exchange. B&C reconditioning for example not only reconditions almost any slew bearing found on lifting equipment but also hold a stock of service exchange bearings for fast change over and can provide new bearings for most cranes, aerial lifts and 360 telehandlers.

Hydraulic cylinders and hoists are also an area where rebuild or service exchange can be the best option, particularly on an older machine or where delivery on a new cylinder might be extremely slow or expensive.

For example large telescope cylinders that are made in North America or the Far East are not only cost prohibitive to ship by air, but most airlines will not or simply cannot carry them. Companies like Samuel Walker and Kohler in Germany will repair even the most badly damaged cylinders.

Refurbishing the paintwork

With most UK rental companies painting their equipment in company colours, one area that comes up for refurbishment more often than users would like is the paintwork. The UK is a relatively inexpensive location for full machine repaints, certainly compared to Germany or Scandinavia. However an increasing problem is the workload that specialist painting companies have. Particularly for cranes and larger truck mounted



A skylift truck mount gets its gloss back after a Dakota shine treatment.

platforms. Not only can the wait be long and the cost high, but the worst case can be the down time. Times of two to three weeks from coming off its last hire to going out again was quoted by several companies for a full repaint of a mid sized crane.

This makes the job exceptionally expensive and in these days of tight margins can blow a machines profitability in one go. Last year Future Products began importing an alternative called Dakota Shine, while nothing like a proper blast and repaint job, it does restore the shine and colour to a faded/oxidised machine. The other benefit is that any touch up work done prior to the application of the Dakota shine, (a practice that usually makes the machine look worse than before)



A Skyjack 9250 after a Sam Walker refurbishment

blends in well with the existing paintwork and is well worth doing. Dakota shine has been adopted and branded by Caterpillar and used in the USA by most of the big crane and access companies including All Erection and Sunbelt. (See *Cranes & Access on site test June/July 2004*)

In summary

We have been very impressed with the quality of rebuild work that the major manufacturers are doing and amazed at how fast the trend has taken off in the USA. Skyjack for example are currently working towards 70 full refurbishments a month and have a huge backlog of units waiting to go through its programme.

Haulotte though also make a good point, perhaps the aerial lift industry should be aiming to get back to a position where it is profitable to turn units over every five years with the intent that lower cost refurbished units can help speed up the development of new markets in Eastern Europe, South America, India and other Asian markets. Interestingly the import of used machines into China is officially highly restricted to the point of an effective ban.

While refurbished booms are currently helping cover the shortage of new units in the USA, several rental companies there told us that rates for large scissors are currently so poor that it is only by buying cheap used machines and having them refurbished that they can turn a profit. This latter practice clearly has a limited time to run and cannot be good for the long term health of the industry.

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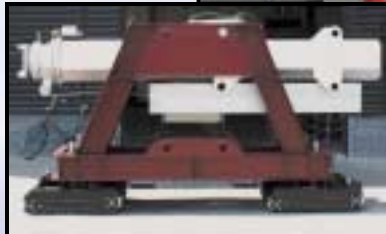


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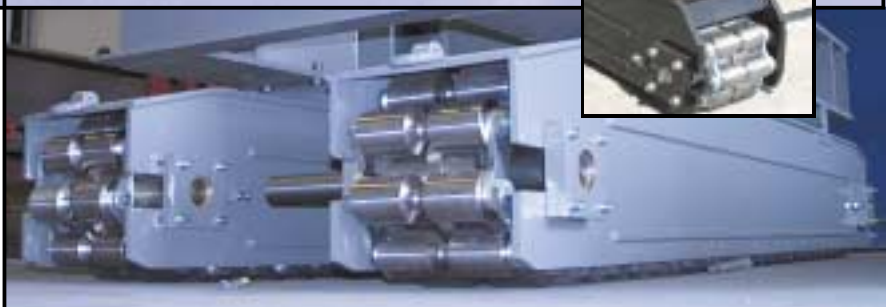
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Answering the demand of the market we've developed a completely new Skid Roller System. It is based upon a self propelled Hillman roller operated by frequency invertors and electric motors. Thanks to the low footprint load it can be used on practically all Skidtracks.

Hydrospex rollers can be applied under our HSP1000 Spindle Jack, Towerlift systems and in regular skidding jobs.



Rated Load indicators does BS still apply?

For some time now we have been aware of some confusion regarding the standards for rated load indicators on tower cranes. In the UK the HSE are quite firm that tower cranes must be fitted with a Rated Overload Indicator that meets BS12077-2.

This states that the crane must be fitted with an overload indicator that provides the operator with a warning, visible/audible at every control station, when the crane approaches its maximum capacity to give him sufficient time to react prior to the controls locking out at 100 percent. An actual load and actual radius readout is also required with an indication of the maximum load possible at that radius and the maximum radius possible with the load on the hook.

The cost of fitting this level of indicator particularly to the remote controller can cost as much as £3,000 to £6,000 more than the simplest systems available. No problem on larger cranes but a hefty additional cost on the smallest self erectors. Still if it applies to all cranes then the market finds a way to absorb it. Problem is that at the moment it doesn't. It seems that small tower cranes approved in some parts of Europe are inspected and approved by notified bodies and given a CE mark with a very basic overload indicator, sometimes with just simple overload warning lights usually mounted to the cranes mast/tower.

The confusion arises in that a properly CE marked machine is supposed to be free to be used in any European country and yet here in the UK the HSE insist that tower cranes must meet the British standard, seemingly a restriction of trade. So what is the answer? Why is there this discrepancy and what sort of overload device should you insist on?

Seeking clarification on this issue proved to be very challenging, and our investigations only seemed to throw up more confusion. Finally though we do seem to have got to the bottom of it.

The harmonised European Standard for rated load indicators for cranes, BS/EN 12077-2, is quite clear and seems remarkably similar to the old British standard. An indicator must provide a readout of the actual load radius and the actual load on the hook along with the maximum capacity possible at that radius. When 95 percent* of the maximum lift capacity is reached an audio and visual indication must be provided which is visible and audible from every control station and then at 100 percent of the rated lift capacity



Check the overload warning device on your small tower crane, it might not be strictly legal!

a different light and warning signal must sound continuously and the controls must lock out.

However the indicator standard is subject to the detailed standard for each crane type, and this is where the confusion arises. Unlike mobile cranes, the European standard for tower cranes is just reaching the final draft stage, and is not harmonised. The final draft is likely to include a full reference to the indicator standard, so once it is harmonised then all tower cranes sold in Europe will need to have radius and load readouts.

Until then each country references different national standards in order to confirm compliance with the machinery directive and thus qualify for a CE mark. Cranes that are CE marked are supposed to be allowed to work unhindered throughout the EU. Individual

countries can however in some cases insist that certain local safety rules are met and this is the direction that the HSE are coming from.

However there are no gates or inspections at the border so every year tower cranes are sold in the UK that do not comply with what the HSE considers to be the minimum standards.

So what should you do if buying or renting a small tower crane? We recommend that you check that it has a BS/EN 12077-2 Rated Load Indicator. In the event of an accident, a crane fitted with anything less could cost you dearly.

*In order to allow for a margin of error the approaching overload warnings are often set to activate at between 90 and 92.5 percent with the overload cut out coming in at 97.5 percent.



Summit 2005

**Conference, AGM, champagne reception and dinner
Whittlebury Hall, Northants, UK 2pm Monday 16 May 2005**

access industry + 16 May 2005 = IPAF Summit

IPAF Summit + YOU !! = Growing business

The new Work at Height Regulations came into force on 6 April. Will there be more revenue, more restrictions or just different work practices?

These are the questions that industry leaders will be addressing in the impressive setting of Whittlebury Hall, the location for this year's IPAF Summit and dinner on Monday 16 May.



The Summit is free and it is not just for IPAF members. Anyone with an interest in powered access or concerns about working at height is invited to attend, free of charge. Simply call IPAF to register (see panel for details). It starts at 2pm and closes at 6pm. Delegates are invited to the IPAF champagne reception which follows.

"This event is free to non-members as well as IPAF members because we want to get the message about the importance of safe working at height to the largest number of people possible," says IPAF managing director Tim Whiteman. "I am asking IPAF members to bring along customers as well as colleagues. It is important that everyone involved in working at height learns about the new regulations and their implications.

We have lined up a panel of expert speakers for this occasion."

The Work at Height Regulations implement the European Temporary Work at Height Directive (2001/45/EC), which is the second amendment to EC Directive (1989/655/EEC) on the provision and use of work equipment (PUWER).

The Work at Height Regulations (WAHR) will change the way that hire companies and their customers do business. "By bringing your customers to the IPAF Summit you, and they, can prepare for these new challenges and opportunities," says Mr Whiteman.

The regulations can be summarised thus:

- working at height should be avoided wherever possible - with a little planning many activities can be conducted safely from the ground.
- If not possible, then steps should be taken to prevent falls by either working from a

permanent, safe place of work at height, or by selecting the most suitable temporary equipment.

- Any remaining risk of a fall should be minimised, for example by using fall arrest equipment.

This does not mean, of course, that ladders are now outlawed and only powered access machinery is acceptable. It does, however, mean that working at height must be properly planned, and the decision making process regarding what equipment to use has to be more rational and embrace risk assessment techniques.

The new approach to risk assessments implicit in the regulations has been criticised by some as potentially overly bureaucratic. Others say that the legislation is justified and long overdue. According to the Health & Safety Executive, each year 50 to 60 workers are killed as a result of a fall from height and around 4,000 workers suffer serious injuries, representing the biggest cause of death and the second biggest cause of serious injury at work.

There was much debate about the so-called 'two metre rule', but after an additional consultation period at the end of last year, during which reservations were expressed by some parts of the construction industry, the Health & Safety Commission announced that it would not retain the 'two metre rule' for construction in the Work at Height Regulations.

The full impact of the WAHR will be spelled out at the IPAF Summit by

Chris Gallagher, a field inspector with HSE Safety Unit. He will address the issues of ladders, lifting personnel with crane baskets, risk assessments and other practical implications.



Tim Whiteman



Chris Gallagher



Gordon Leicester

The demand that fall arrest equipment (safety harnesses) be used to minimise risk will be thoroughly explored at the Summit. Gordon Leicester, managing

director of access hire company Facelift, is a strong supporter of the use of fall arrest equipment. "It should be like seat belts in cars – you just wear them," he says. They should be worn in boom lifts, truck mounts and trailer mounts, he says, but he makes an exception for scissor lifts. In scissor lifts a harness can itself present a hazard. It is important that the right type of harness is worn for the particular situation. Certain types of fall arrest equipment, used in the wrong application, can stop you hitting the ground but kill you anyway.

The correct use of safety harnesses will also be addressed by Gil Male, who is head of the transport and maintenance section of the HSE's Technology Division. Male has been closely involved in the development of a new British Standard



Gil Male

that is provisionally called 'The code of practice for the safe use of MEWPS'. He will explain what this standard will contain and what it says about fall arrest equipment.

Of course, what the access industry really wants to know most of all are the business implications of the regulations. In general, these are likely to be positive, since the use of powered access equipment is likely to increase at the expense of ladders.



Leigh Sparrow

The business opportunities for rental companies will be explored at the Summit by Leigh Sparrow,

publisher of Cranes & Access, a former IPAF president and former senior vice president of Upright International. In addition to increased demand for hire companies, training centres should also expect an upswing in business as employers take on board the full scope of their new responsibilities. Their risk assessment capabilities will need enhancing and their employees will need to understand fully how to select the right fall arrest equipment and how to use.

It is not just about making money, Sparrow says. There is also an opportunity to save money. Companies held liable for employees falling from height have incurred massive financial penalties. By embracing WAHR, this risk can be minimised.

John Robertson is an independent consultant with Time Consultancy, specialising in the



John Robertson

field of roped access. At the Summit he will explain how his clients are preparing for the new regulations and he will share the advice that he is offering them. Among Robertson's clients is the Metropolitan Police Service, with whom he works on special operations. For example, he worked with the marine response team that helped foil the Millennium Dome diamond robbery attempt. He has acted as roped access advisor to the head of the Counter-Terrorist Search Department and the Met's head of health and safety.

Robertson also works with ropes when off duty: he completed the first British ascent of Jogin 2, a 21,500ft mountain in Garhwal Himalaya.

Special guest speaker at the Summit is John Nichol. Nichol served in the RAF for 15 years, firstly as an engineer and then as a Navigator on Tornado aircraft. He became one of the most famous faces of the first Gulf War in 1991 when he was shot down,



John Nichol

captured and held as a POW for 7 weeks. He is now an author, broadcaster and journalist. His capture was clearly an awful experience, but as an engineer by

background, Nichol believes it offers lessons for anybody confronted by demands for mechanical excellence and dynamic change.

The IPAF Summit is not just about education, however. There is also plenty of opportunity to relax and socialise. All Summit delegates are invited to the IPAF Champagne Reception which follows the Summit and is an excellent opportunity to network with fellow attendees, meet the IPAF team or perhaps pin down one of the speakers to learn more or exchange views.

This is followed by the IPAF Annual Dinner, for which tickets are available (see How to Book) with after-dinner entertainment from Bob "The Cat" Bevan — part-time golfer, cricketer and



Bob "The Cat" Bevan

goalkeeper, and one of Britain's most celebrated after-dinner speakers. IPAF members are invited to bring partners, customers and/or colleagues to this event and consider taking a whole table (10 seats or more per table).

For those wanting to make a weekend of it, to take advantage of all that Whittlebury Hall has to offer, there is an IPAF Golf Day at the adjacent Whittlebury Park Golf & Country Club on the day before the Summit. Contact IPAF for details.



agenda

- 14.00** Welcome Tim Whiteman, managing director, IPAF
- 14.10** WAHR + HSE = Improved safety
- Chris Gallagher, field inspector with HSE Safety Unit. What impact will the Work at Height Regulations have in the field? Can ladders still be used? If so, where? Is it illegal to lift personnel with crane baskets? Who should do a risk assessment? How long does it have to be? These and many more practical implications are only now being spelled out.
- 14.45** WAHR + platforms = More business
- Leigh Sparrow, managing director, Vertikal Press
Leigh Sparrow, a former IPAF president and former senior vice president of Upright International, explains why the WAHR means more business for rental companies.
- 15.30** WAHR + BSI = New work practices
- Gil Male, HM principal specialist inspector and head of the transport and maintenance section of the HSE's Technology Division. Gil Male has been closely involved in the ongoing development of a new British Standard called 'The code of practice for the safe use of MEWPS'. He will explain what this standard will contain and what it says about fall arrest equipment.
- 16.15** WAHR + harnesses = Saved lives
- Gordon Leicester, managing director, Facelift.
Selecting the right fall arrest equipment, and using it in the right way, saves lives.
- 16.40** WAHR + maintenance/cleaning = More business!
- John Robertson, consultant, Time Consulting
John Robertson specialises in roped access. He explains how his client base is preparing for the new regulations and shares the advice he is offering them.
- 17.00** Questions + Answers
- The panel is open to questions.
- 17.15** WAR + capture = New way forward
- John Nichol
Flight Lt John Nichol became one of the most famous faces of the first Gulf War when his Tornado was shot down and he was captured by the Iraqis. He was held for seven weeks. As an engineer, he believes this awful experience offers lessons for anybody confronted by demands for mechanical excellence and dynamic change.
- 17.45** Closing remarks
- 18.00** Close
- 18.30-19.30** Champagne Reception
- 19.30** IPAF Annual Dinner
- Guest speaker: Bob 'The Cat' Bevan**



IPAF GOLF DAY

For the first time, IPAF is holding a Golf Day on Sunday 15 May, the day before the Summit. This four ball tournament is open to golfers of all standards but early booking is recommended as places are limited.

Phone IPAF on **015395 62444** to sign up.

Time: Meet 13.45 Sunday 15 May

Location: Whittlebury Park Golf & Country Club (adjacent to Whittlebury Hall)



THE VENUE

Whittlebury Hall, Whittlebury, Towcester, Northants NN12 8XW

Whittlebury Hall is one of Britain's leading management training and leisure facilities, in the heart of the Northamptonshire countryside, close to the Silverstone motor racing circuit. It has a first-class pool, gym and health spa complex. It is within 30 minutes of the SED show site in Milton Keynes. SED starts on the day after the IPAF Summit and the SED organisers are laying on a free shuttle to transport IPAF Summit delegates to and from the show on Tuesday.

For further information, to book accommodation, or to get directions, visit www.whittleburyhall.co.uk



HOW TO BOOK

Attending the IPAF Summit is free to anyone interested. To register, simply pick up the phone and call IPAF on 015395 62444. Alternatively, email your details to: info@ipaf.org

To book accommodation contact Whittlebury Hall on 01327 857857 sales@whittleburyhall.co.uk or www.whittleburyhall.co.uk

Tickets for the IPAF Dinner must be booked in advance and the cost per person is £49.95 + VAT. Book a table of 10 get and get an extra ticket free. Total price for 11 tickets is £499.50 + VAT. Book a table for 25 get a 15% discount. Please call 01539 562 444 or email info@ipaf.org

REASONS TO ATTEND

1. Hear expert speakers from across industry and the HSE
2. Discover the implications of the new Work at Height Regulations
3. Network with clients, and colleagues
4. Get involved in the powered access industry's trade association
5. Learn more about how the industry works, what drives it and what impacts upon it
6. Relax at IPAF's Annual Dinner, the industry's social event of the year
7. Laugh along with Bob 'The Cat' Bevan, the after-dinner speaker
8. Take part in the first ever IPAF Golf Day on Sunday 15 May at Whittlebury Hall
9. Get a free ride to the SED show on the next day
10. You will enjoy it and learn from it.



IPAF steps up campaign to reward proof of training checks

A one month extension to IPAF's campaign to reward site managers who ask platform operators to provide proof of training, has been announced to coincide with this month's introduction of the Work at Height Regulations.

IPAF's 'Premiership Promotion' campaign has been running since the start of the year, offering site managers the chance to win free tickets to a Premiership football match if they ask powered access operators to show their Powered Access Licence (PAL) Card.

The 'Premiership Promotion' competition was initially planned to run for three months, but with the introduction of the Work at Height Regulations on 6th April, IPAF has decided to extend it. April winners will be able to choose tickets for a match next season.

To win the tickets, all site managers need to do is ask operators of Mast Climbing and Mobile Elevating Work Platforms to show their PAL Cards and then send details of the Card holder to IPAF. His or her name is then entered in the month end draw. If they win, the operator whose details are submitted also wins a pair of tickets. Six pairs of tickets are up for grabs this month – three for site managers and three for the operators. Competition rules are available from IPAF or on-line at www.ipaf.org.

IPAF's Tim Whiteman said: "It is crucial that site managers get into the habit of checking the credentials of platform operators. Too many people fall into the trap of thinking that just because powered access equipment looks easy to operate, they can use it without proper

training. This is simply not the case. Training is essential to safe working."

He added: "Correct training is a key plank of the Work at Height Regulations, so with this new legislation in place it is now more important than ever. The Health & Safety Executive has made it clear that site managers have a responsibility to ensure that operators on their sites have received training to recognised industry standards. I hope that this 'Promotion' gives site managers an extra incentive."

More than 40,000 PAL Cards were issued last year. Training courses leading to the award of a PAL Card are only available from IPAF-approved centres. Courses generally last one day and thanks to IPAF's on-line processing, PAL Cards are dispatched within 24 hours of the operator satisfactorily completing the course.

Details of your nearest IPAF-approved training centre can be found at www.ipaf.org.

Football ticket winners in the March draw, were:-

Stuart Mitchell, IMS Manager for Carillion Plc, Sheffield, who checked the PAL Card of Timothy Hanslip of O'Donnell Site Services.

Harry Smith, Safety Advisor for H. Malone & Sons Ltd, Newcastle-upon-Tyne, who checked the PAL Card of Darren Downens.

Edward Hawksey, Health & Safety Advisor for Morris & Spottiswood, Warrington, who checked the PAL Card of David Hay.

The final draw for the next six winners will be held in early May, so there is still time to enter.

IPAF operator training achieves ISO 18878 certification

IPAF has received formal confirmation that its training programme for operators of Mobile Elevating Work Platforms (MEWPs) meets the new international standard ISO 18878.

ISO 18878:2004 Mobile elevating work platforms - Operator training (driver) was published in September 2004.

The standard was produced by the ISO Technical Committee TC 214, with strong involvement from IPAF. The committee was chaired by Dennis Eckstine, vice president of IPAF's North American subsidiary, AWPT.



ISO commands international respect; so too will its newly approved operator training standard ISO/FDIS 18878:2004.

"International standardisation of operator training is a hugely significant step for the industry as well as for IPAF," said Kevin Appleton, CEO of Europe's leading access rental company Lavendon Group. "It confirms that a PAL Card signifies not only that the holder has received training – training certified to recognised international standards. No other scheme has this credibility."

IPAF's training programme and procedures were certified as meeting ISO 18878 by TÜV, the highly-

regarded German certification agency, on 23 February.

ISO 18878 does not provide detailed course plans but covers the framework of contents and procedures to which training needs to conform. It states that trainees must satisfy the trainer of their competence in both practical skills and theoretical knowledge.

Significantly, the standard draws a clear distinction between training and 'familiarisation'. The latter, it points out, is to introduce already properly trained operators to the specific details of an individual machine.

Tim Whiteman, managing director of IPAF, said: "This new international standard offers - for the first time - a clear yardstick on how MEWP operator training should be delivered. It represents the distilled wisdom regarding best practice from both sides of the Atlantic.

"TÜV has independently confirmed that the IPAF training programme meets all the requirements of the standard. This means that wherever people see a PAL Card, they will know that the operator has received training that meets internationally recognised standards. IPAF is the first organisation in the world to be certified as conforming to this standard" he added.



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Easy does it

IE International of San Francisco has introduced a new remote controlled load release device with up to 3 tonnes capacity. Using two units in tandem the capacity can be increased to nearly seven tonnes.

it to be pulled free, thus avoiding the need for workers to climb to high points just to unhook the load.

The device has a fail safe locking mechanism which prevents any possibility of release while any load remains on the hook. The hook mounted unit is fitted with regular batteries that have a typical life of around two years. The remote controller battery will last at least 12 hours of heavy repetitive cycle work, but can be recharged from the cigarette lighter of a car. In case of a battery failure it is fitted with a manual override.

The device was developed in Austria and has been extensively tested and approved by TÜV and carries a 400 percent factor of safety. The remote control system has been developed with Hetric.

A load is connected to the unit via a chain link or a ring hook, both of which can be applied with one hand, once the load is in position and the unit is relieved of any load a press on the remote control button will drop one end of the chain allowing



A touch of comfort

With the need to wear harnesses while operating boom lifts finally coming to the fore, there will be greater focus on harness comfort and fit in order to help prevent objections to their use. To this end Sala has launched a new cushion pad that can be added to almost any harness in order to improve the fit and comfort. The Delta Pad, is attached to the harness webbing to provide a wide padded area for the shoulders and upper back areas. In addition to making the harness far more comfortable, the Delta Pad also makes the harness easier to put on and helps it hold its shape better.

For those who like to attach a large number of tools to their harness, the pads help distribute the extra weight more evenly across the shoulders. The Delta pad is made from washable 600D nylon with lycra on the inside and uses Velcro fasteners.



Load charts in your pocket

LSI has introduced a new accessory for its range of wireless Rated Load Indicators and crane scale products such as the LS420 and LS425. Dubbed the "Palm Pilot Genie", a fleet owner/manager can store the load charts from all of his cranes on the Palm pilot and in the case of a loss of data simply upload the chart for that particular crane from the Palm Pilot Genie via the standard infra red port in around a minute. In a situation where there is a complete failure of the indicator, or time does not allow proper diagnostics, a standard off the shelf LS 420/25 can be fitted to the crane with the relevant load charts being uploaded as before.

The Palm Pilot Genie can also be used to download logged data from the LS420/25 in the same way, thus making the regular collection of such data quick and easy without the need to cause any disruption to the cranes working cycle.

The Palm Pilot Genie is also compact enough to be couriered to or from cranes that are working in remote locations.

The LSI range of crane products are all completely wireless and built from high grade stainless steel. Sold largely in North America until now they will shortly be available in Europe.



A Rambo hand held PC

With hand held computers increasing in popularity and increasingly being used on job sites to download data, record information and carry our diagnostic work on equipment as well as a communication tool. Rugged Solutions has introduced the PDF a Palm PC that will thrive in any job site conditions. The PDF is part of a range that includes Lap Top PCs and tablets all built to the military MIL-810 standard and with IP ratings of at least 54, so you can be sure they will take more than a bit of neglect or rough treatment .



The PDF has full wireless connectivity and includes GPS/GPRS, it uses a standard Windows operating system, with a good deal of memory and has built in expansion slots. With a price that might surprise you these devices can be used in a variety of applications where the fragile nature of standard PC products has until now held up their adoption.



enquiries ↓

To contact any of these companies simply visit the "Industry Links" section of www.vertikal.net, where you will find direct links to the companies' web sites for up to five weeks after publication.

To have your company's new product or service displayed in the "Innovations" section of C&A, please send in all information along with images to either; Innovations, Cranes & Access, PO Box 6998, Brackley NN13 5WY, or alternatively by e-mail to: info@vertikal.net with "Innovations" typed in the subject box.

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In reality the basic rules are the same, however in recent years the CPA and its members have developed a code of practice that categorises crane jobs as either a contract lift or straight crane hire. The original idea was that unless the person/company hiring the crane had a competent appointed person and slinger/banksmen and were qualified to carry out a proper risk assessment and lift plan, the hire company should insist on a contract lift.

Cranes or Loaders what rules apply?

At the end of last year the CPA on behalf of its crane hire interest group began to lobby for larger lorry loaders to be treated as mobile cranes. Some members are concerned that these larger loader cranes are not required to meet the same rules as mobile cranes and have an unfair advantage.

Some crane hirers then began crying foul when, having refused a straight crane hire, lost the job to other hirers who would allow a regular crane hire. The HSE has now taken the unusual step of issuing a highly prescriptive letter to crane hirers stipulating that a written lift plan be required and the qualifications of the customers appointed person be checked out by the hire company.

While this might be sound advice for many lifts carried out by mobile cranes, there are a large number of jobs every day that are little more than offloading work for which the paperwork trail would seem excessive. In fact the HSE has argued itself that it is better to have a well planned lift with sound practical risk assessments than a strong paper chain covering the hirers back.

The question is that where do you draw the line? Is there truly one rule for one type of crane and another rule for others? Peter Oram of British Standards attempted to clarify the spirit and intention behind BS7172 part 4 the current standard for lorry loaders. In doing so however, he suggested that this standard never envisaged

the large loader cranes now on the market, and that it only covered the unloading of cargo to a point close to the vehicle. He seemed to suggest that loader cranes that had little or no cargo carrying capacity or that did more than just place the cargo on the ground should be treated as mobile cranes.

Alan Johnson, Chairman of Allmi recently wrote an open letter in order to clarify the Allmi position on this. The main text of that letter is as follows:

1. *BS7121 part 4 actually defines a lorry loader as "a combination of a loader crane fitted to a commercial vehicle or trailer which normally has a load carrying capability" It does not state that it must or should be commensurate to the load carrying capacity and the word "Normally" is quite pertinent in view of the fact that although larger cranes of this type are becoming more common, a conservative estimate would be that this is still no more than 3-5 percent of the loader cranes in service within the whole of the UK.*
2. *The operators that carry out work with this type of vehicle/crane are operating on sites where the same rules are applied for all contractors carrying out lifting operations. i.e that they must carry out risk assessments/method statements and have appointed persons etc.*
3. *Since 1995 all lorry loaders have had to comply with the machinery directive which requires them to be fitted with rated capacity indicators and emergency stops – the same as any other type of crane.*

In view of the above we as an association regard there to be a "level playing field" and consider the current wording of BS7121 Part 4 to be perfectly adequate in relation to this particular issue. These points have been made to Mr Oram at a recent ALLMI technical sub committee meeting that he attended. We agreed in this meeting that ALLMI would play a considerable role in any future review of this standard as has been the case in the past.

Alan P.Johnson
Chairman

Allmi stand at SED



Tina Morgan

For the first time ALLMI will be represented in its own right at the SED Show, from the 17th to the 19th May in Milton Keynes.

The ALLMI stand, number 159P will be manned by the General Manager, Tom Wakefield and new member of staff, Tina Morgan. As well as

promoting the HSE commended training scheme and technical literature. Allmi will also be promoting the planned expansion of its activities for the coming year and the enhanced benefits that this will provide for Members and Training Providers alike.

New Developments at ALLMI

Allmi and Allmi training Ltd are to merge into a single Ltd company this year and will be introducing a range of new programmes, one of which will be a new membership classification for Fleet owners of lorry loaders in order to create a forum for the exchange of ideas while giving the industry as a whole a stronger voice. Other plans include training courses for competent persons on examinations and load testing, more on this and other developments next month.

Final thought

The mobile crane hire industry is currently lobbying to maintain its right to use cheap red (rebated) diesel while all Lorry loaders use white, tax paid diesel and must be MOT tested. The level playing field comes back to mind?

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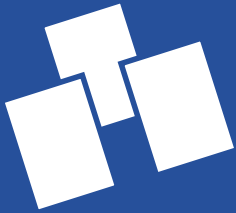
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4wd Perkins diesel teleporter. 4m work height, 2 tonnes max lift. Choice
2000 - £ 15,000 (€22,500) 2001 - POA 2002 - POA

Manitou MT1330

4WD teleporter. Perkins diesel. Jacks. 45ft work height (13m). 3 tonnes max lift. Choice 2003 - POA

Skyjack SJ9250

4wd Kubota diesel scissors. 56ft (17m) work height. Hydraulic outriggers.
1998 - £ 13,500 (€19,950) 1999 - £ 17,750 (€26,000)

Upright XRT33

4wd diesel scissors. 39ft work height (12m) Deck extension. Choice 2000 - £ 9,000 (€13,500)


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Telescopic AT-Cranes						
capacity	manufacturer	type	year	drive/steering	boom/jib (m)	delivery
90 t	Liebherr	LTM 1090	1991	10 x 8 x 10	45 / 20	direct
80 t	Krupp	KMK 4080	1994	8 x 6 x 8	43 / 13	direct
70 t	Liebherr	LTM 1070/1	1995	8 x 6 x 8	40 / 15,8	direct
70 t	Liebherr	LTM 1070	1992	8 x 8 x 8	42 / 18	direct
70 t	Krupp	KMK 4070	1991	8 x 6 x 8	38 / 16	Dec. 2004
70 t	Krupp	KMK 4070	1990	8 x 6 x 8	38 / 16	direct
70 t	Krupp	70 GMT AT	1988	8 x 8 x 4	37 / 16	direct
60 t	Krupp	KMK 4060	1989	8 x 6 x 8	35 / 16	direct
55 t	Demag	AC 125	1987	6 x 6 x 6	30 / 14,5	Dec. 2004
50 t	Demag	AC 155	1997	6 x 6 x 6	40 / 17,6	direct
50 t	Demag	AC 155	1993	6 x 6 x 6	40 / 17,6	direct
50 t	Faun	ATF 50-3	1995	6 x 6 x 6	38,6 / 16	direct
45 t	Krupp	KMK 3045 (3x)	1990	6 x 4 x 6	32 / 13	direct
40 t	Demag	AC 40-1	1999	6 x 4 x 6	31 / 13	direct
40 t	Liebherr	LTM 1035-3	1989	6 x 4 x 6	30 / 8,3	direct
35 t	PPM	400/3 ATT	2001	4 x 4 x 4	30,4 / 15	direct
35 t	PPM	380 ATT	1989	4 x 4 x 4	30,4 / 7,5	direct
35 t	PPM	380 ATT	1986	4 x 4 x 4	30,4 / 7,5	direct
35 t	P&H	S 35	1989	4 x 4 x 4	25,9 / 13	direct
35 t	P&H	S 35	1986	4 x 4 x 4	25,9 / 8	direct
35 t	Krupp	35 GMT	1986	4 x 4 x 4	26 / 8	Dec. 2004
35 t	Krupp	35 GMT AT	1985	4 x 4 x 4	26 / 1	direct
25 t	Liebherr	LTM 1025	1990	4 x 4 x 4	26 / 8,2	direct
25 t	Liebherr	LTM 1025	1990	4 x 4 x 2	26 / 8,2	direct
25 t	Krupp	KMK 2025	1994	4 x 4 x 4	23 / 13	direct
25 t	Krupp	KMK 2025 (4x)	1992	4 x 4 x 4	23 / 13	direct
25 t	Krupp	25 GMT AT	1987	4 x 4 x 4	23 / 9	direct
20 t	Krupp	KMK 2020	1990	4 x 4 x 4	20	direct



Rough-Terrain Cranes						
capacity	manufacturer	type	year	drive/steering	boom/jib (m)	delivery
35 t	Pinguely	TT 386	1979	4 x 4 x 4	31 / 9	direct

Telescopic Truck Cranes						
capacity	manufacturer	type	year	drive/steering	boom/jib (m)	delivery
60 t	Grove	TT 865 E	1993	8 x 6 x 8	38 / 16	direct
50 t	Grove	TM 750 E	1988	8 x 4 x 4	38 / 16	direct
50 t	Grove	TM 750 E	1985	8 x 4 x 4	38 / 16	direct
25 t	PPM	C 280	1990	6 x 4 x 2	30/9	direct
25 t	PPM	C 280	1990	6 x 4 x 2	30	direct

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