

cranes & access

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October 2008 Vol. 10 issue 7

Apex
new products review

Rough
Terrain
cranes

Self
propelled
boom lifts

Outrigger mats

...Manitou buys Gehl ... Palfinger acquires Omaha... Tanfield writes off £75 million ... ALE unveils 4,300 tonner...

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On the cover:

A Grove RT600E (60 US ton capacity) working on the construction of Passante di Valico - a new Autostrada between Bologna and Florence.



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25 Boom lifts



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Rough Terrain cranes 17

Europe - and the UK in particular - has never been a major market for the Rough Terrain crane. Its popularity is however growing albeit from a very low level and at a slow pace. Here we take a look at its early days and chart its progress through to recent developments.



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We take a look at some of the latest new products in the self propelled boom market, including the new tracked machines from Giraf Track and Nagano and models from Skyjack, Genie and JLG.

Vertikal Check 33

This year's Vertikal Check, the eighth, was held at Platformers' Days in Germany at the end of August. Self-propelled Rough Terrain articulated boom lifts with platform heights of between 50 and 60ft (16 to 18 metres) were the machines under the close scrutiny of a very experienced panel of judges.

In the next C&A

The November issue will feature: Big scissors, Push around scissors, Self erecting tower cranes, Remote controls and a review of the SAIE show in Bologna.

Outriggers 38

Barely a week goes by in which there is at least one or more accidents caused purely by the incorrect set-up of outriggers. We ask why this happens and what can be done improve the situation?



APEX 41

APEX has now firmly established itself as the international access equipment show. The amount of new products surprised many, including us, so here is an extended review of the show highlights.

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We take a brief look at SAIE in Bologna, Italy's premier access equipment, telehandler, loader crane show.



HMF 63

Danish Højbjerg Maskinfabrik or HMF as it is more popularly known, has slowly been ramping up its business and has its sights set on being one of the top four global loader crane manufacturers. We visit the factory, talk to ceo Ove Trankjaer and hear about its new models and plans for the future.

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c&a
comment

Credit crunch or credit sense?

When it comes to running a business one of the greatest challenges is cash flow. More companies fail for this reason than any other. In the equipment industry - manufacturing or rental - it is perfectly possible to survive a year or two of losses. Run out of cash however and you're quickly dead in the water. This is made even worse when banks reduce credit lines on a whim, particularly when they notice some decent payments arriving into the account.

Slow payers have been the thorn in the side of the industry since the year dot. However even more devastating are those who don't pay at all. When they disappear or go into administration they can owe thousands or even millions. Even worse when they pop up a day or two later with another name.

Bad debts are the scourge of the Crane and Access rental business. All too often, well-run, service-orientated customer-focused rental companies put cash collection on the back burner and are afraid to refuse to supply 'customers' even though they are not getting paid. The problem then is that the debt becomes far bigger than it would have been had sound cash collection and credit policies been in place.

When times get tight, the situation quickly deteriorates, and it is typical in our industry for a user to move from one supplier to another as his credit finally runs out. The industry has often discussed the pooling of information on these 'Non -customers' in order to help cut down on this practice. In Australia the EWPA has a system set up with an outside contractor and has reported some success. Here in the UK companies such as Top Service with innovative ideas and services that could really develop into a first rate credit information exchange for the industry.

As the credit crunch bites, now is the time make sure cash is collected on time. As the saying goes - look after the pennies and the pounds will look after themselves. If the banks are incapable of doing that, you can be sure that there will be many others in the same situation.

Mark Darwin

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

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An Omaha Standard pick-up service body



Palfinger buys in USA

Austrian-based loader crane and aerial lift manufacturer Palfinger has acquired Omaha Standard a leading producer of truck bodies and tail lifts in the USA.

Established more than 80 years ago, Omaha employs around 450 mostly at its state-of-the-art manufacturing and assembly plant with advanced E coat paint facility in Council Bluffs, Iowa, along with nine body workshops and service outlets across the USA. It also distributes its products through a network of around 400 dealers. Virtually all of its business is in North America, and includes pick up service bodies to which small telescopic cranes are usually mounted.

The company has revenues in the region of €55 million which will effectively double Palfinger's North American revenues to around €100 million or 10 percent of Palfinger group sales.

Palfinger plans to utilise Omaha's production facility to assemble some of its other products in order to provide more protection against currency swings.

The company will become a subsidiary of Palfinger USA with the Omaha facility continuing under its existing management team. The takeover takes Palfinger's manufacturing or assembly locations in North America to four, while the distribution network will increase to ten owned locations, 150 independent dealers plus 500 sales and service centres.

Palfinger's chief financial officer designate, Christoph Kaml, who is currently managing director of Palfinger America said: "In the past few years Omaha Standard has invested heavily in the expansion of its production site which boasts a high-tech plant and efficient production processes. Its standards are truly on a par with those of Palfinger in every respect."

"The ongoing financial and economic crisis in North America has prevented necessary capacity utilisation from being achieved thus far. For this reason both companies stand to profit from this acquisition. Omaha Standard ideally complements our existing operations in this market, in terms of both product portfolio and production and distribution capacities."

Allan Access fails



An Allan Access VT130 Land Rover lift off the tracks

Allan Access - the Market Harborough-based distributor of vehicle mounted lifts has been placed into administration. Phil Allan the owner and managing director of the company has so far declined to comment on the situation. Allan has been active in the UK van and truck mounted market almost since its inception, and is likely to remain active in one way or another. He

is continuing to operate and has another company Allan Access Hire Ltd which had been dormant. The company's products include Niftylift vehicle mounts, Sorage trucks and spiders, Terex Utilities insulated platforms and the company's own range of Land-Rover and van mounted boom lifts.

The company had gone through a difficult period due to the shortage of vans and Land-Rover chassis, which prevented it shipping machines in the second half of 2007, but as these began coming through it began ramping back up to fulfill orders.

Vertikal Days 2009

Vertikal Days 2009 - the UK's only crane, access and telehandler show - will be on Wednesday June 24th and Thursday June 25th 2009 - the dates selected by the majority of exhibitors. Location once again will be at Haydock Park racecourse.

Vertikal days

If you are a potential exhibitor there is plenty of space although the sooner you confirm your interest, the better the space you are likely to have. Pending any unforeseen surprises, the plan is to hold prices at this year's levels, a new exhibitors' manual will be issued shortly.

If you have any thoughts on how the event can be improved, or suggestions for seminars or meetings that might run alongside please contact the organisers.

Spider lifts



The spider on the Concourse Tower

A giant mechanical spider standing 16 metres high and weighing 37 tonnes was found exploring Liverpool during a weekend in September.

Ainscough Crane Hire was called in to move the spider around a number of the City's landmarks.

The job involved 16 different cranes from the Ainscough fleet, ranging from 25 tonnes to 300 tonnes, carrying out an incredible 300 crane lifts.

A 225 tonne Liebherr LTM 1225 with 74 tonnes of counterweight accompanied by a 100 tonne Liebherr LTM 1095, loaded and unloaded the beast from the city's Concourse Tower, while a 300 tonne Liebherr LTM 1300 with 112

tonnes of counterweight lifted the spider into the water at Salthouse Dock.

Various 55 tonne, 80 tonne and 100 tonne cranes were used in the setting up of the shows put on by the mechanical arachnid and were used in the transport of special effect machines that followed the spider on its journey through Liverpool.

The spectacular piece of street theatre was commissioned for the city's European Capital of Culture, which Ainscough Crane Hire says it was proud to support.

Manitou buys Gehl

US based telehandler manufacturer Gehl is to be acquired by Manitou - Gehl's largest single shareholder following several years of co-operation between the two companies in North America. The all cash deal values each Gehl share at \$30, valuing the company at \$450 million.

William Gehl chairman and chief executive of Gehl said: "We are pleased to announce the next step in the evolution of Gehl towards becoming a more significant player in the global compact equipment marketplace." Manitou already owns 14.4 percent of Gehl's equity and Manitou chief executive Marcel-Claude Braud is a Gehl director. The acquisition will add skid steer loaders to the Manitou product line, and give it a share in the North American telehandler market of somewhere in the region of 15 percent. It will also boost revenues at the French company to around \$2.3 to \$2.5 billion.

Cranes & Access Top 30 Hirers

As is almost inevitable we made a few errors and omissions in last month's Top 30 rental companies, many thanks to all that have called, we are carrying the updates and corrections on Page 52.

ALE launches 4,300 tonne lifting machine



ALE Heavylift has unveiled its new AL.SK90 capable of lifting loads up to 4,300 tonnes. The unit has been designed and built by ALE in Holland specifically for a petro chemical contract in Saudi Arabia with a view to being able to lift a 100 metre long, 3,000 tonne item.



4000 tonnes of ballast

With little modification - widening the base - the crane's capacity can be increased to 5,000 tonnes, making it an AL.SK120. The crane can be equipped with a standard winching system for weights up to 600 tonnes and a strand jack system for loads up to 5,000 tonnes. Design began in December 2006 following a negative response for such a machine from the major crane manufacturers.

By the end of 2007 fabrication work involving 65 companies from around the world had begun. At the launch the unit was lifting 3,000 tonnes at 31.5 metre radius on a 130 metre

main boom. Other tests to be completed include 1,500 tonnes at 69 metres and 540 tonnes at 114 metres radius.



Testing 3000 tonnes at 31.5 metre radius



New Liebherr LTM1100



Liebherr has unveiled details of its new LTM1100-4.2 100 tonne All Terrain crane with longer boom and higher lift capacities. The new crane replaces the popular LTM1100-4.1 which was introduced at Intermat 2003, since when more than 350 units have been shipped.

The crane includes a new seven section, 60 metre main boom, eight metres longer than its predecessor, two seven metre long lattice sections can be pinned to the main boom nose in order to provide a 77 metre high pivot point for the 10.8 to 19 metre bi-fold swing-away extension which offsets manually by 0, 20 or 40 degrees... or it can be ordered with hydraulic offset infinitely variable from 0 to 40 degrees from a control in the cab.

When fully rigged the machine offers a maximum under hook height of 91 metres and a radius of up to 58 metres. Capacities, particularly on the fully extended main boom at higher boom angles, are improved by up to 30 percent.

The new four axle crane has a compact chassis - just 10.6 metres long and 2.75 metres wide. Outrigger spread is seven metres, although it can also be set up with a five metre spread to work in confined areas.

Tanfield "adjusts capacity" at Snorkel

Tanfield, owner of UpRight and Snorkel, has announced that it is shutting down its principal US production facility, the Snorkel plant in Elwood, Kansas for one week commencing 27th October in order, according to the company "To bring production capacity in line with current market demand - whilst preserving the installed capability and skilled resource."

The company's customer care team and sales force will be continue to be fully operational throughout the period. The shut down follows a similar one at the Genie Industries plant in Moses Lake in September, which has been followed by further layoffs, and at JLG's us plants in August.



Maniwoc UK

Maniwoc on the move

Maniwoc has opened two new production halls at its Wilhelmshaven plant - a 2000 sq metre dedicated production 'hanger' for the assembly of the Grove GTK1100 heavy duty telescopic tower crane and a 2,600 sq metre hall plus an adjoining office block to manage the complete assembly process for superstructures on the GMK range of All-Terrain cranes. It features two production lines, an engine assembly area and two new cells for boom assembly.

An additional 12,000 square metres of paved area has also been created for testing and storage of the GTK. The company has also opened a new customer handover area for customers collecting their cranes in person.

In the UK, Maniwoc has also completed its move into its new premises in Gawcott near Buckingham.

New Kobelco to Q

The UK's first 110 tonne Kobelco CKE 1100 crawler crane - delivered to Manchester-based Q-Plant Hire - has gone straight to work on a river diversion contract in Bilston, Staffordshire. The unit joins five other Kobelco cranes in Q-Plant's 25 unit crawler crane fleet.

The job - by the Steel Foundations division of Volker-Stevin for

contractor Fitzpatrick - involves the installation of some 6,000 square metres of eight to 15 metre long sheet steel piles to divert Darlaston Brook which runs along the edge of the new site and adjacent to the main A463 Black Country Route.

The CKE1100 slots in between Kobelco's 90 and 135 tonne models, and features a 3.5 metre to 5.3 metre extendable track system. The crane can be reduced to less than 70 tonnes, for road transport by removing the boom and two counterweight sections. Maximum main boom is 70 metres, with a range of fixed off-set jibs up to a maximum combination of 61 metres main boom plus 21.3 metre jib, for a hook height of 72 metres and a working radius of 55 metres.

Q managing director Anthony Quinn said: "There is a continuing healthy demand for crawler cranes in the UK, especially for heavy infrastructure projects. Many main contractors have reduced their own fleets in recent years which has further boosted demand at a time when the benefits and cost-effectiveness of crawler cranes have been 'rediscovered'."

The new Kobelco CKE1100 at work in Bilston, Staffordshire



Three new Chinese truck cranes

Maniwoc will launch three new Dongyue truck cranes at Bauma China next month - the 10 tonne GT-10, 18 tonne GT-18 and the 25 tonne GT-25 - all of which are manufactured at its facility in Tai'an, China.

Gilles Martin, executive vice president for Maniwoc in Asia-Pacific, said: "Although the new truck cranes are currently for the Chinese market only, we are on the road to building international quality truck cranes at this facility."

Maniwoc created the joint venture with Tai'an Dongyue Heavy Machinery Co earlier this year and the new business and products resulting from the partnership are known as Maniwoc Dongyue.

First LTM11200 goes to work

The first Liebherr 1,200 tonne LTM11200-9.1 telescopic crane to be delivered has arrived with Mammoet and went straight to work on Rotterdam's old post office (PTT) tower. The crane has been ordered with the 100 metre boom-off configuration where the boom is transported on a regular truck and four long hydraulic cylinders are swung into place to jack the boom clear of the trailer in a similar way to a self erecting crawler crane.



The new crane arrives and installs its boom - note the four boom jacks which unload it from its carrier and allow the crane to drive in under

The crane is soon ready to go, check out those outrigger mats!

Tanfield writes off £75 million

Tanfield, owner of UpRight and Snorkel has taken a £75 million write down of its assets in its first half results. Aside from the exceptionals the company increased revenues by more than 150 percent to £92.8 million, compared to £36.8 million in the first half of 2007 and doubled operating profits to £10.3 million.

The company says that it has £12 million in cash and that cash flow is expected to improve in the fourth quarter. It also says that it has no debt and is therefore sufficiently funded for the medium term.

Powered access represented 79 percent of revenues at £72.9 million with electric vehicles making up the balance. The effect of the massive write offs was to turn last year's pre tax profit of £5.3 million into a loss of more than £65 million.

The write offs include most, if not all, of the goodwill in Snorkel, acquired this time last year, which resulted in a £33 million hit, a further £15 million in intangible assets, £15 million of inventory, and an £11.5 million write down in its receivables. Virtually all of the write-downs were within the aerial lift business.

First Ruthmann T580 arrives in UK

The first 58 metre Ruthmann T580 truck mounted lift and only the second to be shipped so far has arrived in the UK after being a star attraction at the recent APEX show.

The new lift, one of the highest available on a 26 tonne truck, has entered the AA Access fleet. Proud owner Andy Ainsworth was in Maastricht to see the new unit in his colours and arrange final delivery.



Andy Ainsworth with his shiny new T580

Scarborough heights



(L-R) Shane Wakeford takes delivery of his new Dino 160XT from Mark Caves of Promax Access

A new access company has opened in Scarborough, North Yorkshire. High Reaching solutions is owned by Shane Wakeford, who having worked in the aerial lift market 'was bitten by the bug' and decided to launch his own business. The company is also acting as a work at height consultant, advising companies and

homeowners with work at height problems on the best equipment for the job and then sourcing it from local rental companies.

Tower crane drops its load

A luffing jib tower crane working on a building in York Road, Waterloo, London at the end of September, dropped an air conditioning unit from 30 metres, striking a young woman waiting at a bus stop. The woman, in her mid-20s was taken to hospital and was later released. The Health and Safety Executive is investigating. The accident occurred as a group was marking the second anniversary of the Battersea tower crane accident just a mile or two away.

Big order for Hiab

Hiab has received an order for 428, 133AT-2 loader cranes and 32 Multilift MPH085 hook-lifts, worth €15 million, from BAE Systems Inc for the US Army.

The equipment will be installed on the US Army's Family of Medium Tactical Vehicles (FMTV). Delivery of the equipment will start during the fourth quarter 2008, with most of the deliveries taking place during 2009.

...While restructuring is planned

Hiab's owner Cargotec, has downgraded its full-year forecasts and now expects this year's margins will fall below the 2007 level of 7.3 percent, due largely to lower orders at Hiab.

Hiab's profitability has also been weakened by higher costs and slower start-up of its component factory in Narva, Estonia. As a result Cargotec says that it will initiate restructuring measures which could include laying off around 700 people.

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Instant-UpRight unveils new quartet

Instant-UpRight the alloy tower/non powered access manufacturer unveiled four new products earlier this month at its annual distributor and major account meeting.

The new products are the Instant Step-Up, a podium platform with five different platform heights of to 1.4 metres; the Double Width



The new Instant Step Up podium step platform.



A GRP Snappy

Snappy which offers a more stable and larger working platform; eight components to convert its standard Span 300 or Span 400 towers into stairway towers and it is testing reaction to a fibreglass tower including a Snappy. The company is considering marketing a version of the GRP tower made by Advance Scaffold of Australia which it produces in China.



Malcolm Davies (L) and Simon Michael of Kirkby Tyres

A new crane tyre for the UK

Davies Crane Hire of Carmarthen, South Wales - which runs All Terrains and crawler cranes from eight to 200 tonnes capacity - has become the first significant UK crane company to switch to Double Coin crane tyres as its preferred brand, following an extended evaluation period.

The tyres are being supplied by Liverpool-based Kirkby Tyres & Wheels, the exclusive distributor in the UK and Ireland with Carmarthenshire Tyre Services providing the local support.

Managing director, Malcolm Davies said: "After testing the product over a number of months alongside other more well-known brands, I am now convinced that switching to Double Coin has been the right decision which is already paying dividends in both cost and product quality."

Double Coin tyres are manufactured in China and have been available in the North American truck and bus market since 1992. More recently it has introduced a range of specialist tyres such as the All Terrain crane tyres.

Oshkosh more upbeat

Oshkosh expects earnings for its fourth quarter to be at or above the higher end of its earlier forecasts thanks to the reductions in its workforce and other cutbacks.

The company also expects its debt to be around \$50million lower than it had expected at \$2.80-\$2.85 billion.

...And the subject of a lawsuit

The Iron Workers Local No. 25 Pension Fund has filed a class action lawsuit against Oshkosh, the parent company of JLG and its chief executive Robert Bohn, for violation of federal securities laws.



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Genie breaks ground in China

Genie executives laid the corner stone of the new manufacturing facility in Changzhou, China last month on a site chosen for its ability to be enlarged as part of a future Terex Corporation manufacturing campus.



The corner stone for Genie's new plant in China.

When production begins sometime next year, the initial focus will be Genie AWP personnel lifts, but a full range of aerial work platform products is planned for the local Asian market.

Tim Ford, president, of Terex Aerials said: "This endeavour underscores

our goal of becoming the most global aerial work platform manufacturer, with local production to meet local needs. China will become one of the largest aerial work platform markets in the world. We know it will happen, and we are positioning ourselves for it."

Access Link meets MEC



Aerial lift and telehandler manufacturer MEC hosted the quarterly meeting of the UK's Access Link in Oswestry, Shropshire.

Aerial lift and telehandler manufacturer MEC hosted the quarterly meeting of the UK's Access Link last month at the Lions Quay Hotel in Oswestry, Shropshire.

The Link meeting covered a wide agenda of subjects including discussions on a number of new membership applications.

Skyking mega deal

Skyking, the UK Wumag/Palfinger dealer, has signed its largest ever single order worth more than £5 million which includes six units ranging from 40 metres to 103 metres working height.

The machines are to be delivered to an undisclosed UK customer over the next 18 months and includes the first Wumag WT1000, 102.5 metre lift for the UK. SkyKing has already sold a WT1000 to McNallys in Ireland. This



(L-R) Ted Williams, Martin Cowley and Mark Carrington of SkyKing, Herbert Ortner and Stephan Kulawik of Palfinger and Richard Bryant from SkyKing.

deal takes Skyking's orders over the past 12 months to £10 million.

Skyjack holds steady

First half revenues in the industrial segment of Linamar, which is largely Skyjack, were C\$281 million (\$263 million), marginally up on the same period in 2007.

Operating income however slipped 24 percent to C\$32 million (\$30 million) due to lower sales in Europe. Higher Research and Development costs for the accelerated new product programme, plus higher costs to market the new ranges also eroded profitability. Overall the group performed well, with revenues up around three percent and net profits up by almost six percent.

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Happy 40th

Riwal, the Dordrecht, Holland, based access and telehandler rental company celebrated its 40th birthday at the recent APEX show with a big party on its stand for customers, suppliers and colleagues.

During the party JLG - Riwal's largest supplier - presented a special birthday present - a finely detailed, one-off hand made model of a JLG 860 SJ boom lift - to the company and its owners. The presentation was made by JLG



(L-R) Dick Schalekamp-Jnr, Craig Paylor, Doron Livnat, Jaap Schalekamp and founder Dick Schalekamp

president Craig Paylor to founder Dick Schalekamp and current owners Dick Schalekamp jnr, Doron Livnat and Jaap Schalekamp.

Riwal's history dates back to 1968, when Dick Schalekamp established Richards & Wallington International, the Dutch division of the UK-based crane rental company. The business was renamed Riwal in 1987 when it added an access division. Doron Livnat began co-operating

with the company from this period, buying into the business in 2000. Since then the company has grown rapidly and consistently and now operates a fleet exceeding 11,000 aerial lifts along with telehandlers and other products across 15 countries. It sold the original crane business to Sarens in 2007.

Break out the Sake



Maeda president Shunichi Tsuchiya (L) and Christer

Kranlyft has officially opened its new headquarters in Molnlycke, near Goteborg, Sweden at a ceremony in September, celebrating the event with its principal supplier/partner Maeda Seisakusho. Most of Kranlyft's dealers sent representatives to the event which included the unveiling of two new Maeda cranes - the six tonne LC1385 and the 590mm wide, 1.74 tonne mini MC174.

The president of Maeda, Shunichi Tsuchiya, cut the ribbon and then joined Christer Dijnér managing director of Kranlyft in the breaking of the seal on a large barrel of traditional Japanese Sake, which was promptly consumed by all those present.

Just the part

Independent Parts & Service, the Telford based international parts and service provider, has signed a 50:50 joint venture to distribute parts in South Africa.

George Landsberg of Johannesburg based rental company Johnson Access signed the joint venture with IPS business development director Rick Mustillo.



Rick Mustillo (L) with George Landsberg just after the signing

"IPS supplies the systems backup and purchasing with the two companies providing local knowledge," said Mustillo. "No-one in South Africa is currently offering this so it is a good opportunity for IPS to establish itself in a growing market."

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1,200 tonne burnout

A 1,200 tonne Gottwald AK912 belonging to Abnormal Load Engineering (ALE) caught fire in early October near Gabès, Tunisia.

The crane was travelling to a British Gas LPG project in Gabès where it was due to work on an offloading and reception facility. The crane is very badly damaged and could possibly be beyond repair. Regardless it will certainly be out of action for some time.



Shady Grove expansion opened

Manitowoc has officially opened a new 4,600 square metre area in the final assembly building and a 930 square metre addition to the boom assembly area at its Shady Grove, Pennsylvania crane manufacturing plant in a ceremony at the end of September.



(L-R) Craig Rockwell of Rockwell Construction; Glen Tellock; Eric Etchart; Bud Hay and Larry Weyers all from Manitowoc cut the ribbon, inaugurating the new expansion.

The company says the expansions will increase capacity, while improving lead times and quality throughout the plant. It will specifically impact the Rough Terrain and All Terrain crane production lines and has added 170 new jobs.

Eric Etchart, president of Manitowoc Cranes said: "Shady Grove is one of our flagship factories. For our customers it represents everything that is great about our company - tradition, strength, reputation and quality. We want to build on our success here. Grove has enjoyed 60 strong years in the community. We want to lay the foundations now for the next 60 years, and beyond."

The Shady Grove plant produces Grove All-Terrain, Rough-Terrain, truck-mounted and industrial cranes as well as National Crane boom trucks.

Blow the whistle

The National Access and Scaffolding Confederation is stepping up the pressure on construction and building sites by encouraging its members to 'whistle blow' on contractors who continue to opt for non-regulated scaffolding companies. The new facility is available in the members' area of the NASC website and follows publication of its latest annual Safety Report which shows that the number of regulated scaffolding operatives is rising with a corresponding fall in incidents.

Kevin Mouatt, president of NASC said: "Lowest price is still being selected over best practice and regulation in some corners of the construction industry. Sites opting for non regulated scaffolding contractors are turning a blind eye to scaffolding safety and this has to stop! Scaffolding is one of the safest forms of access equipment, as long as it is being used correctly."



The NASC's annual safety report is available free of charge from the NASC by emailing enquiries@nasc.org.uk



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ANSI models shown.



- **Mike Wishart** and Access Rentals, the Telford, based aerial lift rental company that he headed as managing director, have parted company.



Mike Wishart

- **Zip-Up Svenska** the Swedish based access specialist has recently celebrated 30 years in business.

- **Abba Plant Hire** has become the first UK company to purchase the Genie GTH-5022 R 22 metre 360 degree telehandler.



Linda Betts,
Nick Howes,
John Hoyes of
Abba Plant Hire

- Italian crane producer **Locatelli** has appointed St. Petersburg-based Italtechimport as its dealer for Russia and Interbudtechnica as the official agent based in Kiev.

- A new **MEWP operators guide** has been published by the Arboricultural Association.

- **Alimak AB, Sweden, and Hek Manufacturing B.V.** of the Netherlands, will be renamed Alimak Hek AB and Alimak Hek Manufacturing B.V. respectively.

- **Blade Access Hire**, of Bradford, West Yorkshire, UK, has added a 50m Bronto S50HDT to its growing fleet.

- **Hertz Equipment Rental** is opening its first location in Shanghai, China with aerial lifts, compressors and generators, with plans to add cranes later.

- **Unic Cranes Europe** has appointed new spider crane distributors in Greece, Turkey and Cyprus.

- **IPAF** is organising an open forum meeting for all aerial lift manufacturers the day before the SAIE exhibition in Bologna.

- Steel maker **Corus** has been fined £15,000 after a crane operator was struck by a 1.7 tonne section of steel tubing when it fell from a crane.

- A **Unic 706 Spider crane** has been transported to the Pearl 2 gas platform, some 40 miles offshore from Qatar to assist with steelwork construction.

- **John Ball**, the current president of **IPAF** and managing director of **Easi UpLifts** has gained his Pal card operator's licence.

- **A.M.P Access** - the Lavendon regional group member in the South West of England - is now officially under the Panther banner.



Stuart Cohen

- **Stuart 'Stu' Cohen** has joined **Instant-UpRight**, the alloy tower producer to head up its North American sales efforts.

- **Genie** has taken back 21 aerial lifts from **Skylift Hire** of Limerick after the funding was withdrawn in face of the current credit crisis.

- **Vp** the owner of **UK Forks**, the UK telehandler rental company has appointed **Stephen Rogers** as a new non-executive director.

- **Liebherr Nenzing** has delivered its 200th LHM 400 mobile harbour crane to **Patrick Stevedoring**, Australia's largest stevedore.

- **Vestas offshore** is using **Certex** software to track all of its lifting gear on its **Whitstable Harbour** wind farm.

- **JCB Service** has won the **Queen's Award** for Enterprise after increasing its overseas sales by more than 36 percent between 2004 and 2006.

- **New York City** officials have filed charges against two brothers, who were helping to dismantle a tower crane earlier this month when a co-worker fell to his death.

- **AJ Access Platforms** has completed its rebranding with a new logo and image that has been applied throughout the company

- **Marino Crane** of Middletown Connecticut has been acquired by **Barnhart Crane and Rigging** of Memphis Tennessee

- **Havlíkův Brod based Trasek TS**, has been appointed as the **Niftylift** distributor for the Czech Republic.

- **WorldLift Industries**, manufacturers of **Falck Schmidt** and **Denka** aerial lifts - has applied to join **IPAF**.

- The USA Occupational **Safety and Health Administration** has announced that it will go ahead and publish the draft of the new rule for cranes in construction.

- **Manitowoc** has obtained antitrust clearance from the EU and US anti trust authorities for the acquisition of food equipment company **Enodis**

- A man has been injured after the boom of a crawler crane collapsed at the **Point Depot** development in Dublin.

- **Manitowoc** has appointed **BLE**, currently the Grove distributor for Belgium, as the dealer for **Potain** self-erecting cranes in the country.

- **Brian Parker** of **AFI-Uplift** the UK access rental company, has taken on additional Health & Safety, environmental and quality responsibilities.

- More than **\$300,000** in fines are being sought from three companies in the fatal **New York tower crane** accident that killed seven in March.

- The **UK's Strategic Forum for Construction** has launched its tower crane website with advice and guidance for contractors and members of the public.

- **Arnie Dirckinck-Holmfeld** has left **Instant-UpRight** to join German-based powered access company manufacturer **PB**.

- **Verania Costa Rivas** has joined **PSE** the Dutch based access sales company as part of a move into the Iberian market.



Verania Costa Rivas

- **New York-based JPW Riggers** has sold all of its small lifting equipment in order to focus on its growing wind farm business.

- **United Rentals**, the world's largest rental company has reached a final **\$14 million** settlement with the SEC, closing the long running investigation.

- **Manitou South Africa** has signed an agreement to distribute **CVS Ferrari** container handling equipment in Southern Africa.

- **Altrad**, the Montpellier, France-based scaffold and concrete equipment manufacturer, has agreed to merge with **Belle**, the UK-based producer of compact equipment.



Magnus Rosen

- **Ramirent** has appointed **Magnus Rosen**, previously with **Cramo**, as its new president and CEO.

- UK based **cranes2u.com** has added a **Maeda MC285** to its new fleet of spider cranes.

- **Wayne MacDonald**, senior vice president of engineering at **JLG** has announced that he will retire at the end of the month.



Wayne MacDonald

- **Jackie Hanford** is leaving **SED**, the UK construction equipment show after 30 years.

- The **UK Health & Safety Executive** has appointed **Stephen Williams** to the newly created post of director of field operations London and the Olympics.

- The first 1,200 tonne **Liebherr LTM1200-9.1** to arrive in the British Isles will enter service shortly with **McNally/Windhoist** of Ireland.

- **Maxim Crane** has been fined for the fatal big crawler crane accident at a Kansas power station this May.

- **Alex Lee**, previously general manager of **SGB Powered Access** in the UK, has left the company.

- **Paul Gallacher** of **Pop-Up Products** and chairman of **Pasma**, the access tower industry association celebrated his 50th birthday.

- **Lavendon** has secured a new **£180 million** banking facility until 2013 replacing its existing facility that is due to expire in September next year.

- Congratulations to **Andrew Winter** of Manchester, based crane hire company **Winterlift**, and his wife on the birth of a baby boy.

- A man was catapulted to his death in **Rana**, Northern Norway after the boom lift he was working from was hit by an overhead crane, he was not wearing a harness.

- **Imai/Jekko**, the spider crane manufacturer, has appointed **VHS** as its distributor for the Benelux region.

- **Storent SIA**, the recently formed Latvian rental company has ordered 20 **Nifty** trailer lifts.

- **Ian Cusak**, the young son of **John Cusak** of Limerick based **Skylift Hire** was very seriously injured after being hit by a car on September 25th. He remains in a coma and in critical condition.

- **New York City** council has voted to approve three pieces of legislation to improve construction safety at sites where tower and climber cranes are in use.

- **Terex** has revised its full year and quarterly forecasts trimming its revenue predictions by 2.5% and its profits by 7%.

- **Peter Hird** the Hull based cranes and access sales, rental and training company has opened a new depot in **Doncaster**.

- **Kobelco Cranes** has appointed Los Angeles based **Continental Crane** as its distributor for California, Oregon and Washington.

- **Patrice Métairie** head of **Haulotte** group customer services has taken over as manager of **Haulotte France**.

- **Northern Crane Services** has acquired **Parkland Crane Service** of **Stony Plain, Alberta**.

- **Genie** has appointed **Luke Webber** as senior compliance and applications engineer to provide direct customer product compliance and application support.



Luke Webber

- **Manitex**, the boom truck and rough terrain forklift manufacturer has acquired **Crane and Machinery Inc.** and **Schaeff Inc.** for **\$3.7 million**.

- **Tanfield** has announced a one week closure of the **Snorkel Plant** in **Elwood Kansas** in late October, in order to match production to current market conditions.

- Finnish base **Ramirent** has appointed **Grigory Grif**, 43, as its country manager, for **Russia**.

- **Loader crane** manufacturer **Hiab**, has received an order for 428 loader cranes and 32 **Multilift** hooklifts from **BAE Systems** for the **US Army**.

- **Higher Platforms** acquired by **Lavendon** in September 2007 has merged with **Panther** under the new **Panther/Lavendon** branding.

- **US based Amquip** crane rental has appointed **Guy Erwin** as its national crawler crane manager.

- **Palfinger** has appointed **Hubert Palfinger junior** as deputy chairman of the supervisory board, taking over from father **Hubert Palfinger**, who retains a seat on the board.

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

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RT's on the up

Despite its involvement in the birth of the Rough Terrain crane, Europe - and the UK in particular - has never been a major market for this type of crane. The popularity of the RT is however growing in the region, albeit from a very low level and at a slow pace. We chart its progress and look at the recent developments.

Europe has never been a major RT crane market, although a reasonable number were sold here in the late 1970's and 1980's. Preliminary sales figures for this year suggest that total worldwide production will exceed 6,000 units. However less than 10 percent of them will end up in Europe. Most will be built and purchased in North America and Japan. It is surprising therefore, that the majority of RT's sold in Europe are actually built here, mostly in Italy by Terex (Bendini), Grove and Locatelli, with Italy Eastern Europe and France being the major markets.



A typical application for a Rough Terrain crane.

European production of Rough Terrain cranes came relatively quickly after the concept's birth in the USA in the early 1950's (See the birth of the RT page) and later developed in France, mainly through PPM (Potain Poclairin Materiel) which became a major player with

a range of proper, although sophisticated, RT's with long full-powered booms and high pressure hydraulics. Southern Europe and Italy in particular has a long affinity with Rough Terrain cranes. It is by far and away the largest user of RT's in Europe and numerous manufacturers are based there: Terex Bendini in Bologna, Locatelli in Mapelli, Lombardy, EuroRigo in Domegliara near Verona and more recently Grove at the Manitowoc/Potain manufacturing plant in Niella Tanaro near Turin.

The most recent manufacturer producing a RT crane is TCM. Based in Termoli, it is the only manufacturer in Southern Italy.

There has been a modest increase in RT sales into Europe over the past few years and up to the present economic 'crisis', this looked set to continue. Traditional uses for the machines include power station, refinery and offshore construction, all of which appreciate the products compact dimensions and pick and carry capability, not to mention simplicity and cost compared to the more sophisticated and expensive All Terrain cranes.

New kid on the block

A substantial increase in demand for RT cranes in the Russian and Middle Eastern markets since Bauma last year was the major factor in Italian manufacturer TCM developing its product range, including a number of Rough Terrain cranes.



Italian manufacturer Bendini now exports the majority of its products to Europe, Africa, and the Middle East



The company says that it is initially manufacturing a 35 tonne and 55 tonne models but will add 25 tonne and 70 tonne models to the range next year.

The smaller 35 tonne model has very similar specifications and dimensions but has a total weight of 27.2 tonnes with counterweight, a 34 metre lift height with the standard boom, 45.5 metres with hydraulic jib.

40 years of Bendini

During the summer, Terex Italia celebrated its 40th anniversary which included product demonstrations of its latest Terex Bendini RC30 which is scheduled to go into production next year together with the RC60.

Production at the plant has increased enormously since its acquisition by Terex. Bendini SpA was founded in 1968 and the product range now includes lifting capacities from 30 to 60 tonnes including seven RT's and three crawler crane models.

"In the past, Bendini was an Italian crane manufacturer that concentrated

TCM's first Rough Terrain crane, the RT55, will be unveiled at this month's SAIE show in Bologna.



TCM's first RT, a two axle, 4x4x4, 55 tonne unit will be unveiled at the SAIE exhibition in Bologna later this month. Little information is available at the time of going to press, however we are told that it will have a maximum lift height on the five section main boom of 36 metres with up to 46 metres using a hydraulic jib. The crane is a shade over 10 metres long, is 3.35 metres high and 2.5 metres wide. It uses a Dana 24000 transmission giving a maximum road speed of 40 km per hour. Total weight with standard 5.5 tonne counterweight will be just under 30 tonnes. TCM says that its RT range will follow its basic design standard with a very short boom overhang to avoid 'pitching', triple pumps to allow multi function operation, and the ability to tow a trailer with 15 tonne load.

mainly on the domestic market. Today, we export the majority of our products with Europe, Africa, and the Middle East being our main markets," says Fabio Fenzi, Terex Italia sales director.

The new Bendini RC 30 will replace the A300 which was introduced in

rough terrain cranes C&a

1985 (with a lifting capacity of 25 tonnes) as the 25 Beta developing into the A300 with an increased lifting capacity in 1997. The new 30 tonne RC30 features a three section 27.4 metre boom which can be telescoped with partial load. The basic version weighs 24 tonnes, is 2.55 metres wide and is powered by a Tier 2 turbocharged engine, all-wheel steer and drive and six speed transmission. Maximum speed is between 34 and 36 km per hour depending on the wheel size.

Production of the 60 tonne Bendini RC 60 has been running since the end of 2007 and features a 40 metre main boom. Total weight is 41.4 tonnes, the outriggers extension can be carried out from either from the cab or from the ground. The machine features a Tier 3, six cylinder engine giving a maximum road speed of 29 or 31 km per hour depending on the tyre size.

Management and strategy changes

Terex cranes has recently undergone some senior management changes which impacts the Bendini business. Doug Friesen, previously responsible for Terex cranes Waverly, the group's major RT production plant, has taken over the top job at Terex Demag in Zweibrücken. At the same

towards building a single product line for worldwide consumption. "Terex has grown through mergers and acquisitions - Bendini and Waverly included," said Friesen. "Both RT manufacturers have their own engineering, manufacturing and distribution. There has been little conflict between the marques with Waverly in the US and Bendini in Europe. However both compete in the Middle East and Africa so we need to rationalise production for the global market."

A final strategy has not yet been decided but Friesen said that a possible solution might be to manufacture different capacity cranes in different plants. He also stated that the two engineering groups are currently working together on new crane development.

Grove grows in Italy

Manitowoc's plant in Neilla Tanaro, Italy now builds all of the company's two and three axle Grove All Terrain cranes as well as producing the RT530-2 and the latest rough terrain crane, the RT540E for the European, Africa and Middle East regions. The RT540E is also manufactured at the main Grove plant in Shady Grove, Pennsylvania.

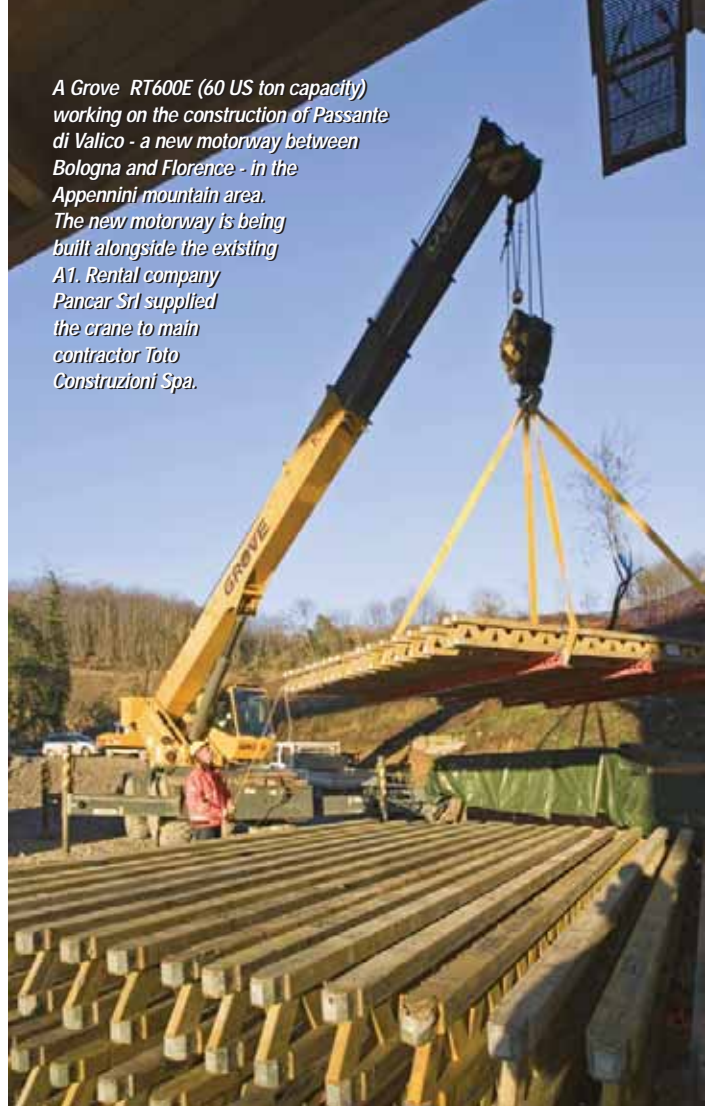
Earlier this month, Manitowoc officially opened two additions to the Shady Grove facility - a 4,600 sq metre final assembly building and a 920 sq metre boom assembly area intended to provide increased capacity and quality improvements specifically for the Rough Terrain crane production lines.

The RT540E features dual-axis, electronic joysticks and a more modern cab. "Operators can easily view gauges for all engine functions on the clean, automotive-style control panel," said Neil Hollingshead, global product manager for Manitowoc's

rough-terrain crane product line. "The joysticks provide smoother control and improved comfort. Because there are electronic controls in the cab instead of hydraulics, no excess heat is brought into the cab through hydraulic lines."

The 40 ton crane has a 30 metre, four-section full-power main boom. An off-settable telescopic swing away extension is also available that extends the maximum tip

A Grove RT600E (60 US ton capacity) working on the construction of Passante di Valico - a new motorway between Bologna and Florence - in the Appennini mountain area. The new motorway is being built alongside the existing A1. Rental company Pancar Srl supplied the crane to main contractor Toto Costruzioni Spa.



The new Bendini RC30 features a three section 27.4 metre boom which can be telescoped with partial load.

time Terex Bendini general manager Marco Gentilini has been promoted to Friesen's old position - vice president and general manager of Terex Cranes North America and has relocated to Waverly, Iowa. Gentilini also retains responsibility for Bendini.

His move is part of a long-term plan to rationalise the group's RT product lines produced at the Bendini and Waverly plants, in order to move



Grove's latest Rough Terrain crane is the RT540E is built in Manitowoc's plant in Neilla Tanaro, Italy for the European, African and Middle East region.

height to almost 47 metres. Power comes from a 160 hp tier 3 Cummins engine and a new load sensing high pressure hydraulic system. There is standard full length steel decking on the crane with anti-skid treatment. Overall width is 2.59 metres.

Link Belt on the way

Another North American manufacturer Link Belt - which entered the European market with its Truck Terrain cranes last year, appointing crawler crane sales and

rental company NRC as its UK dealer - is currently planning a European launch of its RT cranes in the first quarter next year.

The company says it will initially import the RTC-8065 Series II to Europe. The 60 tonne crane is one of its best sellers in the United States and Link Belt says that it is well underway with work to make it fully CE compliant. Link Belt also introduced its biggest Rough Terrain crane ever - the three axle RTC 80130 - at Conexpo earlier this year. The new model combines the benefits of the 91 tonne RTC-80100 Series II, with Link Belt's latching (pinned) boom technology.



The Link Belt RTC-8065 Series II is scheduled for a European launch in the first quarter next year.

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The RTC 80130 - seen here at its launch at Conexpo earlier this year - is the largest Rough Terrain crane Link Belt has ever produced.

The five-section, 49.3 metre boom has a one double-acting, single stage hydraulic cylinder similar to many All Terrain cranes. Link Belt says that one of this crane's major features is the three metre heavy-lift swingaway type boom extension, for heavy bulky loads. An optional 9.4 to 16.7 metre bi-fold lattice fly, plus three 5.5 metre lattice inserts take the maximum tip height to 84.7 metres and is off-settable to 2, 15, 30, and 45 degrees.

The crane is normally transported in two loads with the base machine with boom, both winches, three-piece extension and tyres weighing less than 43 tonnes. On the right trailer, the load height can be kept under 4.3 metres and, without the counterweights and outrigger boxes, is less than three metres wide. Link Belt says that the counterweight and outriggers can be removed and the machine made ready for transport in an hour with no assist crane.

Rick Curnutte, Link Belt's product manager for telescopic cranes says: "Six years ago at the 2002 Conexpo Link-Belt introduced the RTC-80100 Series II which was the first six wheel, hydrostatically driven rough terrain crane, [Long defunct Finnish manufacturer Lokomo, offered a high speed three axle RT during its hey day.Ed] It quickly redefined the large rough terrain market by being the only large RT designed with transport in mind. We feel that the

RTC-80130 Series II will be just as successful!"

With most RT's in Europe in the 30 to 60 tonne range the RTC 8065 will be an interesting addition. Demand for the larger models on the other hand will probably be limited.



The Italian Italian

Locatelli has been producing Rough Terrain cranes for many years and is one of the few companies with Italian ownership. The company was acquired in early 2007 by the major rental company Venpa which shares cross ownership with the CTE group, the aerial lift manufacturer and distributor. The new ownership has brought in new investment and distribution skills which is helping the company to grow.

The company launched the 30 tonne capacity GRIL 8300T in July with a 25.5 metre, four section boom, new cab and more sophisticated control layout. It is also thought to be introducing an upgraded 35 or 40 tonne Rough Terrain crane - the Gril



The 55 tonne capacity GR550EX from Tadano.

8400T at the SAIE show in Bologna later this month. The new model will, we understand, feature a new 29.5 metre hexagonal section main boom.

Locatelli has also signed a new agreement with two new companies Russia and the Ukraine.

Italtechimport based in St Petersburg becomes its official dealer in Russia, while Interbudtechnica becomes its official agent for the Ukraine, dbased in Kiev.

The leader from the east

Tadano, the Japanese based manufacturer is celebrated its 60th anniversary in late August. The company built its first RT in 1970 and is today, arguably the largest producer of Rough Terrain cranes, most of which are sold in its home market. It has though also made a

tonne GR 300EX, the 55 tonne capacity GR 550EX, with a 42 metre boom and 17 metre bi-fold swing away extension, the most recent addition to the company's European line and the 70 tonne GR 700EXL.

At Conexpo it launched the compact 13.6 tonne, 31.4 metre tip height GR150XL, although more a city crane than a true RT with its low level stowed boom. Powered by a 135hp Cummins engine it measures just 7.43 metres long, two metres wide and 2.8 metres high and offers a road speed of 49 km per hour. The unit is not available in Europe yet although it would be a popular machine here. So although a relatively small market in Europe compared to other mobile cranes, the Rough Terrain is slowly increasing in popularity. The current

Launched this summer, the Locatelli GRIL 8300T has a 25.5 metre, four section boom, new cab and sophisticated control layout.



solid and steadily growing impact in North America, the home of the RT. In Europe it is best known for its Tadano Faun All Terrain cranes but is quietly selling an increasing number of Rough Terrain in the region. The company produces five different models in total, but only markets three of them in Europe, the 30



Not available in Europe, the compact Tadano GR150XL is more of a city crane than true RT.

economic crisis must impact on sales in its traditional markets, but manufacturers are already looking to areas such as Russia and the Middle East where demand is growing.

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The original Western

The first power telescopic boomed cranes came on the scene in the late 1940's and early 1950's and were essentially pick and carry yard cranes, often designed by equipment manufacturers to handle components in their own plants. It did not take too long however for these yard cranes to evolve into the first Rough Terrain cranes in order to cope with poor ground conditions found in most yards. Pick and carry was still the key application and yard work was clearly the principle objective.

Austin Western is widely credited with building the first commercially viable Rough Terrain cranes with the launch of its 4x4 five ton model SP in 1953, followed by the more sophisticated 210 in 1955. A key development in the SP was the location of the operators cab or rather post, at the front of the chassis, rather than behind the boom as on most of the earlier industrial cranes.



The Austin Western SP launched its 4x4, five tonner in 1953.

This concept of cab up front and engine to the rear became the mainstream 'cab down' rough terrain cranes that were built in massive volumes during the 1960's initially as five and 10 tonners. Lift capacity grew, eventually settling into the high volume 15 tonne models built by Pettibone, Galion and Austin Western all manufacturers of graders which used the components in the first RT cranes. Grove in the USA soon joined in while in Europe, Manchester-based Taylor introduced its Jumbo crane which was to evolve into the Coles Hydra Speedcranes and Hydra Husky's. Meanwhile in Italy Locatelli built

cab down Rough Terrains similar to those made in America.

The first RT cranes were used in a wide variety of jobs, from road building to refinery construction

Taylor's Jumbo crane evolved into the Coles Hydra Speedcranes and Hydra Husky's.

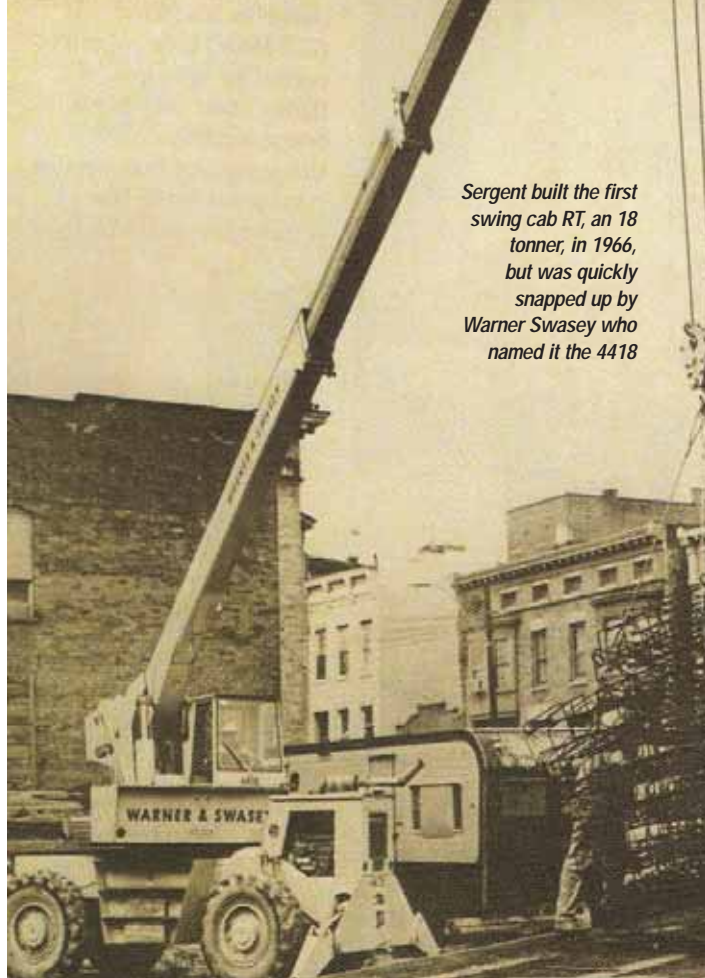


largely replacing industrial type cranes and small mechanical crawler cranes. However most of the explosive growth in sales of such cranes was spurred by the massive post-war construction boom.

It is important to note at this point that while the Rough Terrain crane became the chosen lift crane in North America, Europe was already leaning towards cranes that were less costly and easier to move around. Companies offering cranes complete with operators for



Locatelli built cab-down RTs similar to those made in the USA.



Sergent built the first swing cab RT, an 18 tonner, in 1966, but was quickly snapped up by Warner Swasey who named it the 4418

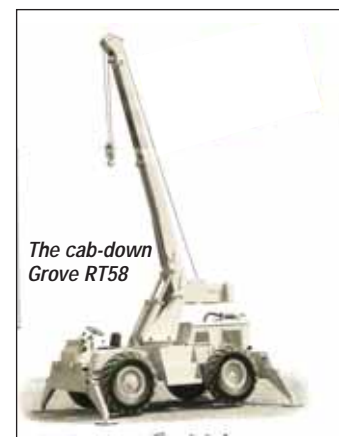
of work, so it was only a matter of time before someone considered mounting a truck crane type superstructure on an RT chassis. The breakthrough was eventually made in 1966 by a little know company Sergent Engineering from Fort Dodge, Iowa, which introduced the 18 ton, 4418 model. The company was quickly snapped up by Warner Swasey, however the company failed to take full advantage of its lead and it was Grove which launched the 25 ton RT625S quickly followed by the 18 ton RT60S that fully exploited the rapid growth in the Rough Terrain "Swinger" market.

The RT60S quickly became 'The' crane and along with the cab-down RT58 and later the RT65S and RT75S Grove gained an almost dominant share of the RT market.

rent were springing up all over to provide the specialised equipment to contractors and they naturally preferred road going cranes which offered more versatility.

In the USA, contractors tended to buy equipment or rent it in without operators on a monthly basis. In Europe the preference was, and still is, to rent cranes for each lift and only when needed and so renting cranes by the day complete with operator. This post war differential is still very visible today, in that Europe prefers All Terrains while America generally prefers Rough Terrains.

As the Rough Terrain cranes became larger, they were more frequently used for cycle work, such as placing steel work or pouring concrete. The restricted visibility of the cab down crane was not ideally suited to this kind



The cab-down Grove RT58

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Boom Boom phuttttt

The self-propelled boom lift has been with us since the early 1960's when John Baerg, a farmer in Dinuba, California developed the Tree Farmer for pruning, picking and thinning fruit trees. He also patented a control system for the machine, consisting of rods and levers. Selma Trailer, based in Selma California took the concept and put the Tree Farmer into production in 1962 and began looking for industrial and construction customers.

The breakthrough, if one can call it that, came when Bob Irving, who owned a rental company in the Los Angeles area, agreed to put four units of what was now called the Tree Master, into his rental fleet. The association with trees was considered to be too agricultural so the word Manlift was adopted. In order to help sell the concept he allowed his salesman - John Parker - to use one of the units as a loan machine to place with difficult customers free of charge. Irving would later found Mark Industries, named after his son Mark.



The Selma tree farmer

The next big step in the development of the modern boom lift was the addition of a telescopic boom. John Grove is widely credited with being the first to do this commercially in 1971 with his first aerial lift product the Condorlift 27-32 with its two-section telescopic boom and 27ft platform height. The 27-32 was soon given a three section boom, eventually becoming the JLG40F - a product that really established the boom lift concept.

The first JLG - the Condorlift 27-32



Genie 30

The next major development was the arrival of the articulated boom. Trying to pin down the true originator of this product is much more difficult and relates as much to the single and dual riser mechanisms as the overall product itself. Anthes Hi-Reach and Gala engineering, which later became part of Simon, have often been credited with the concept. Although Anthes was the first with a complex machine, it was Genie that made all the early running when it introduced its Z30/20, articulated boom lift in 1985 taking the concept into the mainstream market.



The Snorkel LBC Reach Up...Get and Over

The first unit was battery powered with LPG and Diesel following on later. The other company that had considerable early success was Snorkel with its UNO range launched in 1987. It had originally been dubbed the LBC (Light Bulb Changer) but management thought better of it and Up N' Over became the UNO.



Articulated booms were initially designed for industrial and institutional applications, replacing heavy, narrow-aisle zero-tailswing telescopic models that were never very popular. Their benefit is of course lighter weight and/or more compact dimensions - due to their reduced outreach - as well as the ability to reach up and over obstacles. There was a flurry of activity in the market as the articulated boom concept gathered pace with



This lift could be 12 years old, in fact it is almost eight - but very similar to a new one

boom in this year's Vertical Check (See page 33) few people noticed that it was not new.

As the crane fraternity discovered to their cost in the 1990's when new product development slows the market becomes less dynamic, particularly in difficult economic periods. Looking at the last 12 years it is hard to single out any really ground breaking new product in the sub 80 ft boom market. This means that a well refurbished, eight to 10 year old boom lift can rent out for exactly the same rate as a brand new one! The incentive to upgrade to newer models and pass the older machines on to developing markets is just not there. Saying this



Snorkel, Genie and Simon-Gala introducing 30 and then 40/45ft machines. In the frenetic development JLG and Grove, which had acquired Manlift in the late 1970's, were left behind as they looked on the new lighter products as fads that would not last. JLG eventually jumped into the market with the 33HA. Grove decided that rather than go head to head with the others it would jump directly to a 60ft model, which better fitted its heavy-duty crane manufacturing skills, and introduced the AMZ66 a rugged rough terrain articulated boom.

Since those heady days between 1985 and 1996, dramatic developments have been slow. In fact it was interesting to note that when JLG entered a seven year old model 600AJ articulated

there has been a flurry of development in the 80ft boom sector in the past year or two, with Genie introducing its latest product at the recent APEX show.

80ft's slim down

The first volume 80ft boom - built by JLG - had outriggers, which kind of negated the point of a self propelled lift. This was quickly replaced with extending axles, or in the case of Grove, a three metre wide chassis. For many years extending axles have been the standard configuration, allowing 80ft telescopic booms to be relatively light and compact while offering decent outreach. However after the first 80ft articulated booms arrived with their narrower chassis and fixed axles, 'the writing was on the wall' for the telescopic axles on any machine of this size.



The P&H Omega 20 launched in 1977, upset Grove's dominant position.

This position was rocked to the core in 1976 when P&H - whose WS series Rough Terrains had not made much of an impact - unveiled its Omega series to go head to head with the by now dated RT60S. The top of the range Omega 20 had a higher nominal capacity than the Grove and in comparison with the 60S looked like a Volkswagen Beetle compared to a Model T Ford.

successful RT980 and updating the entire line including the venerable RT58. The success of the RT980 encouraged attempts to introduce a larger RT but led to the ill-fated RT1650 on four axles and with hydrostatic drive.

Since then Rough Terrain development has not really progressed a great deal. Certainly cabs and controls have improved beyond recognition, some longer booms are available and lift capacities have improved but in terms of all round performance the current crop of American-built Rough Terrain cranes are closely related to the cranes introduced in the 1980's.

However something changed in the 1980's as Japan began to perfect its take on the Rough Terrain crane and the market began to replace its truck cranes with RT's. The Japanese models built by Tadano,



A Tadano TR200M from 1980

Grove's response was classic textbook stuff...It began by picking apart the Omega, from its front mounted engine to its random sequenced boom and plastic sheaves. At the same time the company pulled out all the stops to introduce a replacement for the 60S. The result - designed, engineered and in production within 12 months - was the RT500 series which eventually ended P&H's run at RT market leadership. Grove - shaken up by the whole affair stepped-up its product development launching the highly

Kato, Kobelco and Komatsu offered decent road travel characteristics thanks to sprung suspension and multi-section booms which retracted into a more compact package with less boom overhang. The smaller models quickly morphed into the modern City crane. During the late 80's and early 90's Tadano became the largest producer of Rough Terrain cranes worldwide and began, thanks to a strong local market, to sell a respectable number of units in North America, although the high specification and thus high price was not to everyone's taste.



The RT500 series, topped by the RT522 and launched in 1978 was Grove's response to the P&H Omega.

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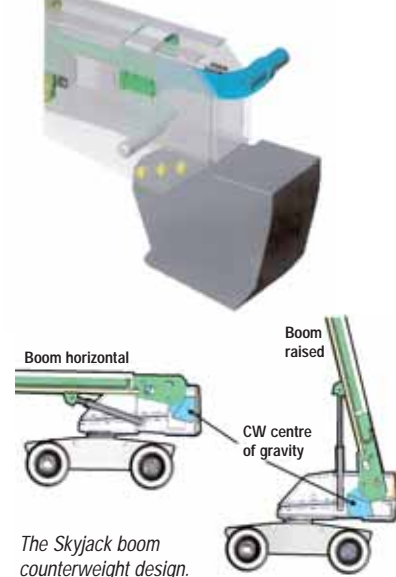
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The JLG 860SJ was the first 80/86ft telescopic boom to dispense with extending axles



The Skyjack boom counterweight design.

JLG was first out of the box this time around eight years ago managing to keep the weight down by fitting a very short articulating riser that raised the boom pivot point and moved it towards the centre of the machine. Some three years ago Snorkel simply made its fixed axle model heavier - over 3,000kg heavier - but thanks to its aluminium boom it had the weight to play with as the original extending axle model was very light at just over 13 tonnes.

860SJ. The effect of this is to reduce outreach when the boom is horizontal, (although it compares favourably with the previous models) while providing extra height at steep boom angles, but most important of all it moves the boom pivot point towards the centre of the machine at maximum elevation, thus reducing the biggest stability problem with telescopic booms, that of rearward stability. Other improvements on the upgraded

almost 15 metres when the main boom is fully extended and elevated. It also has a height of more than 22 metres under the horizontal jib and a tailswing of just 720mm - less than half that of all of its competitors. And all this, seemingly without sacrifice. It is still too early to know if this new twist on the telescopic boom lift will take off or not, much will depend on price and distribution.

machine's centre of gravity towards the centre of the machine in the same way as Genie's 'Virtual pivot point'. The Skyjack system attached a 'hockey stick' linkage to the base of the telescope cylinder which a) allows the cylinder to be shorter - saving cost and weight and b) mechanically reduces outreach when the boom is horizontal, while providing a little extra height when the boom is fully elevated.

How do the new 80ft's stack up?

	Genie S80/S85	JLG 800S/860SJ	Snorkel TB85JFA	Haulotte H 28TJ+
Platform Ht	80/85ft	80/86ft	85ft	86ft
Platform Ht	24.4/25.9m	24.4/26.2m	25.9m	26.2m
Outreach	21.8/23.3m	21.6/22.9m	23.4m	22.6m
O/A Width	2.49m	2.49m	2.6m	2.49m
O/A Length	11.2/12.2m	11.35/12.2m	12.86m	12.25m
Lift capacity	227kg	230kg	227kg	350kg
Weight kg	16,100/17,236	14,820/16,490	17,100	17,300
Jib	1.52m -135°	1.6m -130°	1.52m -135°	5m -140°
Tailswing	1.42m	1.42m	1.50m	0.72m



Genie S85

Most recently Genie became the last big company to dump extending axles on its 80ft boom lifts, with the introduction of its new S80 and S85. The new models are a great deal more compact than the ones they replace. In work mode they have an overall width of 2.49 metres, compared to three metres and they are also slightly shorter when stowed, particularly the S85 which, with jib tucked, is almost a metre shorter than its predecessor. The penalty for the fixed width is around 1,000kg more Gross Vehicle Weight and a slightly wider transport width - the old units were just 2.43 metres wide when retracted - the new 2.49 metres. The sacrifices would have been a lot greater (as we have seen with Snorkel) had it not been for the company's 'Virtual pivot point', first introduced on the S60/S65.

models include updated wiring and electronics with improved lower and upper controls, including large clear pictogrammes (like JLG), improved hydraulic hose routing and a far greater use of steel tubing. This aims to limit rubber hoses to areas where there is movement, making for easier replacement, better cooling and more systematic assembly. Speed has also been improved with a 68 second time to full height compared to the more typical 80 seconds plus.

Something different from France

The other new entrant into the 80 to 90ft market is Haulotte with its H28TJ+. This new boom introduces a telescopic articulating jib to the self propelled market and as such offers a new concept in up and over reach. Launched in March, the unit is just now shipping to end users. On paper the new machine offers several advantages including a higher lift capacity at 350kg, an outreach of

A new 60ft player

Skyjack also launched a new straight boom earlier this year - the 61 and 66ft platform height SJ61T and SJ66T the latter being the former plus jib. The new models are largely traditional, following the no-frills solid engineering approach laid down by its 40/46ft booms unveiled almost two years ago. The 60ft model includes the same axles as the 40ft and the same drive motor, but using two rather than one in order to cope with the extra weight. With 50 percent gradeability, oscillating axle, and direction sensing controls they are strong performers.

In order to keep the machine lightweight and compact without sacrificing performance, the new model incorporates two devices to shift the

In addition Skyjack has attached a pendulum type counterweight to the back of the boom, which provides extra counterweight effect when the boom is at lower angles, while improving rearward stability and less counterweighting when the boom is at maximum elevation.



Skyjack SJ66T

How does the Skyjack stack up?

	Skyjack SJ66T	JLG 660SJ	Genie S65	Haulotte H23 TPX	UpRight SB66J
Platform Ht	66ft	66ft	65ft	67.6ft	66ft
Platform Ht	20.1m	20.1m	19.8m	20.6m	20.1m
Outreach	17.4m	17.3m	17.1m	19.5m	17.1m
O/A width	2.4m	2.44m	2.49m	2.47m	2.5m
O/A length	10.3m	10.84m	9.5m	10.6m	10m
GWW	13,383kg	13,115kg	10,102kg	13,110kg	11,920kg

Tracked invasion?

The first impression of APEX show was the numerous tracked platforms on display, well it was in Holland after all. UpRight was showing a its new 10.5 metre working height crawler mounted scissor, the X28T built by Omega; Giraf Track (see page 30) unveiled its big capacity tracked boom platform/materials handler/crane, and Japanese manufacturer Nagano showed three different tracked articulated boom machines with platform heights of 9.28 metres, 12.14 metres and 18.09 metres all new to Europe.

Nagano Industries manufactures several products including mini excavators up to 7.5 tonnes, tracked access platforms and mini crawler cranes (with 2.6 and 2.9 tonnes capacity). Three of its five model range of tracked access platforms are now being distributed in Belgium and Holland by agent Nagano Hoogwerkers. However, in the rest of Europe - including the UK - the machines will be known by the company's other brand, Hanix, best known for its mini excavators.

Two platforms - the nine metre na90za and the 18 metre

na180ja - are due in the UK this month and will initially be available through the existing Hanix dealer network.

The smallest in the tracked platform range is the 9.28 metre platform height na90za, an articulated telescopic boom lift with large 3.15 metre long by 2.05 metre wide rotating platform. Weighing 7.3 tonnes the unit offers 360 degrees slew and 600kg lift capacity.

Largest in the range is the 18.09 metre platform height na180ja articulated boom lift, which features a dual parallelogram riser, three section telescopic boom and articulated jib. The basket is a more normal 1.16 metres by 760mm with 227kg lift capacity and total weight is almost 10 tonnes.

Slotting in between with a platform height of 12.14 metres is the 4.47 tonne, na120a which has a similar layout to its larger brother. We understand that Nagano Hoogwerkers, the distributor for the Benelux market has bought in nine stock machines to get started. Tracked machines are popular in Holland and northern Europe because of the extremely soft ground conditions. It will be

C&a

booms



Nagano launched three tracked machines at APEX

interesting to see how the existing Hanix mini excavator dealers in the UK take to selling a totally alien item of equipment. This is not the first time that Hanix UK, has tried to market a platform here, the company promoted a crawler mounted boom lift with big platform in the late 1980's /early 1990's but had no success.

It is always a challenge for a highly focused earthmoving company to focus on the aerial lift market, especially when the product is such a niche machine. JLG, Genie, Haulotte, Skyjack and Haulotte are hardly likely to be quaking in their boots even though these are some very interesting products.



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Innovate or play it safe?

At the recent APEX show in Maastricht Canadian manufacturer Skyjack unveiled its first articulated boom lift, the prototype of its brand new 45/51ft rough terrain range. This is the largest volume sector in the self propelled boom market and is still dominated by the Genie 45/25 although many companies have taken a run at this market and found the going very hard. We look at Skyjack's new machine and its approach to this market.

Skyjack is no novice to the boom market. The company built up a range of unusual models in the 1990's, including the TK series and popular SJB-33N. However the company quit the market in 2000 and pulled back to its core scissor lift product range. Since then the company's fortunes have been transformed and it is now an important part of the Linamar automotive group. So in 2005, Skyjack decided that it was time to get back into booms. It began with a 46ft straight telescopic and earlier this year launched the 61/66ft models. Both products stick to the same fundamentals as its popular RT scissor lift range, avoiding unnecessary complexity - straightforward products competing in a conservative market.

The 45ft articulated market is a far greater challenge - do you introduce new ideas and innovate

Even though a first prototype, everything under the covers was neat and well laid out.



or play safe? In the end Skyjack decided to take no risks and opted to closely benchmark the Genie 45. Having looked at all manner of boom configurations it found that the Genie layout was the most cost-effective and posed less risk. First impression is that it is a direct copy, however the Skyjack uses matched riser arms to provide a perfectly vertical parallel lift, handy when working on a façade.

Other features which make it stand-out are the company's direction sensing drive and steer controls, 360 degree continuous slew, which the company believes will not only provide greater productivity, but that its simple rotary coupler will have lower maintenance costs and greater reliability compared to twisting and flexing hoses with non-continuous slew. On the chassis the company maintains its axle drive train, but has a manual button-operated differential lock, in order to provide a better turning circle with less tyre scrubbing on hard ground. Most importantly the new lift looks right, with some excellent styling and first class service access.

So how does it stack up?

Well Skyjack is holding back from disclosing detailed specifications. we did all we could to obtain a few key dimensions, but apart from a class leading up and over reach we obtained nothing solid. Skyjack naturally do not want competitors to upgrade in the six months it will take to bring the product to market.



Skjack 46AJ

Manitou moves up

Apex also saw the public unveiling of the latest new boom lift from Manitou. The company has made significant progress in recent years, particularly with its 47ft 160ATJ and 52ft 180ATJ rough terrain articulated booms, which have won a place within a number of rental fleets due to their strong performance and excellent quality of finish.

The company is now pushing to win a slice of the 60ft market with its new 59ft (yes I know- 60ft class!) 200ATJ. At a quick glance it looks like a slightly stretched and upgraded 180, thanks to the strong family design philosophy. However on closer inspection you realise that this is a totally new machine but does though maintain the features and layout of its smaller brothers. Unlike the smaller models the top boom is over-centre, in-line with the dual riser arms, rather than offset, for improved stability and platform rigidity.

The Manitou 200ATJ



Aside from this the new model is just slightly more of everything - slightly longer, slightly wider, slightly higher with a slightly longer jib. It also has a slightly wider platform at 2.1 metres (available as an option on the 180 rather than 1.8 metres) a slightly larger turning circle and slightly larger tyres. Most performance characteristics, from speeds to gradeability are the same, although the 200 weighs a full 2,000kg more and uses the same Perkins engine.



The Manitou control panel.

The new model also incorporates a large number of smaller more detailed refinements including improved controls, many of which are likely to trickle down into the two smaller members of the family over time.

Manitou also unveiled the 150 and 170AETJL Bi-Energy articulated booms with 43 and 50ft platform heights. The new models retain the full battery packs and features of the original electric models - first seen at Intermat 2006 - however they also incorporate a quiet Lombardini diesel engine, coupled to a 100 Amp DC Generator. The generator can not only run the machine without depleting the

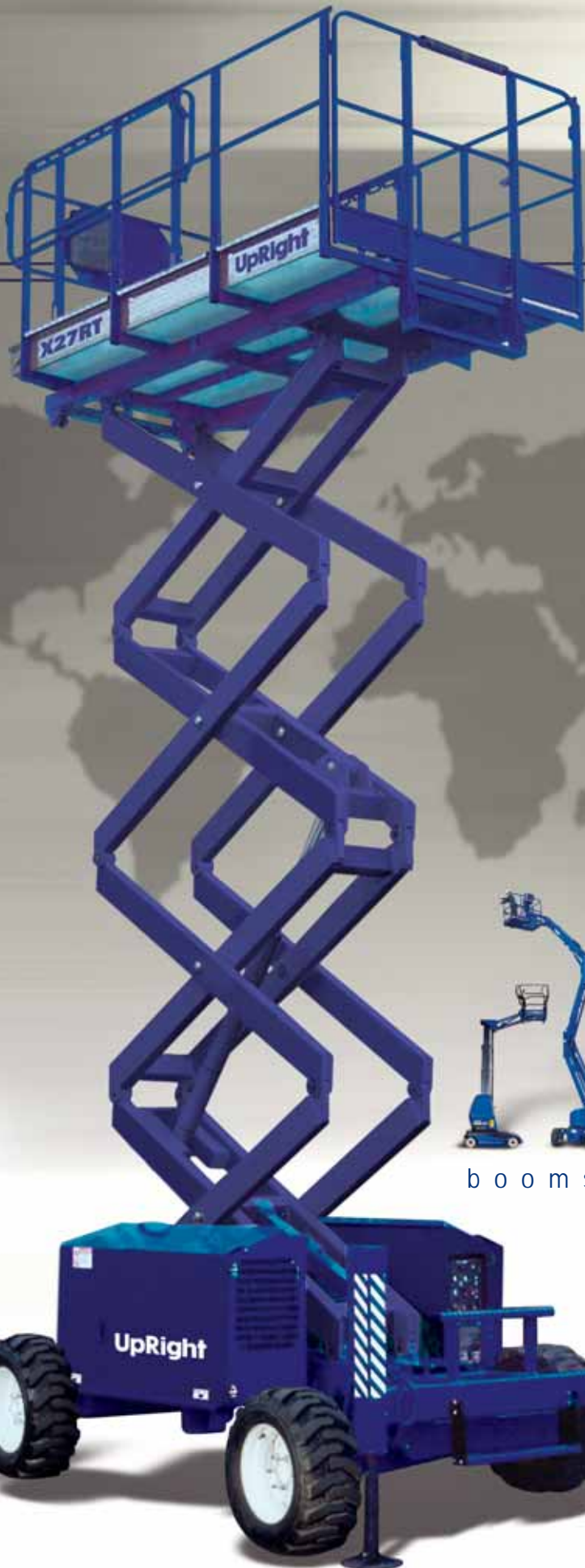
batteries, but can also provide a rapid recharge

when the batteries are low. Larger lugged tyres and a better ground clearance transform the 'gawky' look of the electric models into Bi-Energy models that look right.

The Manitou 170AETJL Bi-Energy.



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A bit of an animal

If ever there was a distinctive boom lift or is it a telehandler? - it is the new Giraf Track from Testcentrum De Lille. The company has two divisions - one is engineering which is responsible for producing this machine, and the second is the Merlo importer for the Benelux region which is why the machine is finished in fluorescent 'Merlo' green.



This is the first ever work platform produced by the company and currently just one model is available - the GT580B. An unusual and versatile item of equipment, the unit is built on a standard undercarriage from a 15 tonne Caterpillar excavator to which additional weight has been added (a slab of steel under the undercarriage frame) in order to lower the centre of gravity and improve stability.

The superstructure frame, along with all fabrication work is outsourced to specialist suppliers, while the boom is a standard three section Merlo telehandler boom which provides a maximum platform height of 15.8 metres with the standard platform. A two metre articulating jib and smaller platform extends this to 17.8 metres. Total machine weight is 16.5 tonnes.

The Giraf accepts all Merlo attachments (winches, forks and buckets) as well as a crane jib and large working platform. With forks fitted, the unit can lift a maximum of 3.8 tonnes to a height of 15.2 metres and 750kg at its 15.5 metre maximum horizontal reach this performance is available, even when working over the side and on a slope of up to 7.5 degrees.

While this lift has a wide variety of potential uses, it was originally designed to offer an easier method of installing horizontal and vertical cladding and glazing panels on industrial and agricultural buildings which have frames designed on five or six metre grids.

In order to perform that task, the Giraf's main basket is over seven metres long, to accommodate both five and six metre long cladding panels with a man at either end. The lift capacity is a substantial - 750kg in order to handle up to 500kg of cladding panels, plus two men and their power tools which can be powered from an onboard electrical socket.



The unit can lift 750kg at 15.5 metres on a slope of 7.5 degrees



The GT580 fitted with small platform and jib attachment

In order to handle the one metre wide vertical panels, the GT580 is fitted with a smaller platform and jib attachment which lifts the panels into position allowing one or two men to fix it in place from the basket. At the moment, two platforms, two men and a crane are normally required to complete this task.

The machine's tracks allow it to cope with wet, boggy sites or just to provide peace of mind from the exceptional stability such a base offers. When working on concrete, rubber faced track pads can be used to minimise surface damage. Giraf export manager Frans Van Dooren said: "This machine has been extensively field tested over several years with two end users and each has been so impressed that they have each put in an order for a new machine. Minor items have been improved over this period of time and the aesthetics of the unit have been enhanced with the addition of a new body. However, the main aim was to produce a machine that was totally reliable as most of its life would probably be working as a rental tool."

The lift is fully CE approved/EN280 compliant, has a full electronic overload systems and has full 360 degrees continuous rotation.

The high specification comes at a price, with an average unit costing around €120,000. While the lifts are produced at the company's Belgian plant, it could be assembled locally if there was sufficient demand.

Distribution has yet to be confirmed, there is the possibility that it could be available through the Merlo distribution network although nothing has been agreed.

"Initially we see a lot of interest from Holland, Northern Germany and France although we have already had enquiries from Turkey," says Van Dooren. "We do not think there is any competitor able to offer the performance of the GT580 and with the savings in man power and equipment, we think this machine will prove very popular."



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Check it out

This year's Vertikal Check, the eighth, was held at Platformers' Days in Germany at the end of August. The products covered were self-propelled Rough Terrain articulated boom lifts with platform heights of between 50 and 60ft (16 to 18 metres) with machines from JLG, Genie, Haulotte, UpRight, Manitou and Airo. The other significant producer of self-propelled articulated booms - Niftylift - did not attend this year's event and so did not have a machine on site to enter. For the sake of a balanced view of the sector we will include the Niftylift HR18 details in our summary comparison.

The models were generally the latest offerings from each manufacturer, however JLG chose to enter a used machine, a 60ft/18m JLG 600AJ from 2002. While being some six years old, few if any of those watching would have known that it was not new. It had passed through the company's factory reconditioning centre and only a very close inspection or look at the serial number plate gave the game away. Genie chose to enter its 51ft/17.6 metre Z-51/30J RT which has been developed from its best selling Z-45/25. Haulotte put forward its well regarded 60ft/18 metre HA20PX, Manitou its 51ft/15.6 metre 180 ATJ, and UpRight the 60ft/18 metre

Snorkel-designed AB60JRT while Italian manufacturer Airo entered a brand new model the 61ft/18.5 metre SG 1850 JD4WD.

In a slight change to the usual format the Check this year focused less on comparing actual specifications with those published and more on subjective opinions of the judges with practical tests. The process was split into three sections: 1) Scrutiny of the machines including a few measurements, but mostly comprising a detailed inspection by the judges, focussing on the build quality, serviceability and built-in features. 2) A practical operational evaluation by the judges, including operating each unit and driving it on the rough terrain test pad with a

was originally launched to go head to head with the first 60 ft articulated boom, the Grove AMZ66. As such it has a single stage riser - a feature it shares with the Haulotte - which limits its up and over reach but does give it significantly more outreach than the dual riser models, along with the required weight that such outreach demands.

The Judges comments included:

"Some details on this machine are no longer state of the art."

"Moisture protection of wiring and components is not up to the latest standards in some areas."

"Access for routine service could be better, including hoses, wiring and engine components."

"The paint finish seems a little rough and ready - not the best."

On the positive side the machine put in a solid performance on the



Rüdiger Kopf (R) of Vertikal with the judges (L-R) Hugo Fasselt, Andreas Münzel and Adrian van der Geer.

focus on ease of operation, smoothness of controls and platform feel. And 3) Completion of an off-road course by the manufacturer's staff with an opportunity for each entrant to present the key benefits of its machine to the judges and audience.

This year's three judges were all highly experienced rental professionals: Hugo Fasselt, for many years the technical director at Gardemann; Adrian van der Geer, technical director of Mateco and Andreas Münzel, technical manager at Weidler Arbeitsbühnen.

Unlike previous Vertikal Checks, this year's entries had wide diversity in terms of technology, ranging from high tech 'all singing - all dancing' models to more basic units with two wheel steer, fixed axles and traditional controls. In addition

some companies such as Genie and Manitou entered 45ft derivatives while others such as Haulotte and UpRight put forward 60ft machines. As a result of this diversity it is important to remember that there is an unusually wide variation in terms of prices for the machines on test.

Judge Adrian van der Geer briefs Roman Heindl of UpRight on the off road course.



UpRight AB60JRT

The UpRight AB60JRT was without doubt the most senior product in this year's Check. Until recently it was known as the Snorkel AB60J which was first launched as the Snorkel ATB60 in 1990 with updates in 1994 and 2000 when the T was dropped from its name. The product has a strong reputation for being a 'tough as old boots' heavy duty, no-nonsense machine which



The UpRight/Snorkel was appreciated for its rugged simplicity.

rough terrain course. Although it was not the fastest nor offered the tightest turning, it coped very well and outperformed many of the more sophisticated models and this without the added complexity of four wheel steering and an oscillating

axle. The judges said: "While this unit is no beauty we liked the steel covers and felt that its down to earth simplicity and 'solid manner' make it easy to work on and will definitely appeal to many buyers and users."

Model	Upright AB60JRT
Platform height	60ft /28.3m
Outreach	13.1m
Up and over reach	6.0 m
Jib length - articulation	1.8m - 90°
Platform capacity	227kg
Platform size	760mm x 1.52m
Length/width/height	8.9m/2.4m/2.5m
Ground clearance	300mm
Gradeability	57%
GVW	11,249kg
Drive - steer	4 x 4 x 2
Oscillating axle	No
Controls	
Slew	proportional
Drive	proportional
Lift	proportional
Telescope	prop - rheostat



The JLG was the only unit with a telescopic riser



The judges felt that the JLG controls were very easy to use.

They did not like the quality of the hose routing though and felt that in some areas it would lead to unnecessary failures. This is an area where the old model would have let JLG down.

Other comments included:

"The paint is not the best."

"The performance during the test drive was in most respects good."

"The unit does not include the latest technical developments such as a platform overload device, although this could be an advantage."

Model	JLG 600 AJ Recon
Platform height	60ft 10"/18.54m
Outreach	12.3m
Up and over reach	8.1 m
Jib length and articulation	1.83m - 130°
Platform capacity	230kg
Platform size	910mm x 1.83m
Length/width/Height	8.82m /2.44m/ 2.56m
Ground clearance	300mm
Gradeability	45%
GVW	10,650kg
Drive - steer	4 x 4 x 2*
Oscillating axle	Yes
Controls	
Slew	proportional
Drive	proportional
Lift	Proportional-Rheostat
Telescope	Proportional-Rheostat

*Four Wheel Steer optional



The Airo impressed the judges but it was not entered into the off road test

Airo SG 1850 JD4WD

Of all the machines entered for the Check the Airo was certainly the least well-known and interestingly caused some surprises. The Airo also qualifies as the most recently introduced product in the test.

Positive comments included:

"This is an easy machine for maintenance."

"The moisture protection for components and the protection of the drive train as well as the controls is good."

"The routing of cables and hoses is okay."

The fact that Airo uses steel tubing wherever possible, limiting the use of flexible hoses to joints and moving areas, was applauded by the judges, in that it kept hose replacement to short easy to handle and less expensive lengths and was more efficient.

"The electrical system and wiring in the central control box is clear and easy to understand and work on."

The judges also appreciated the diagnostic unit supplied for tracking faults.



JLG 600AJ

JLG took an unusual approach with its entry by choosing a six year old model JLG 600AJ which had been subject to its factory rebuild programme. The 600AJ is also no spring chicken, it was the first of JLG's new booms launched in 1996 and is unique among the entries in that it features a telescopic riser giving it the best of both worlds in terms of outreach and up and over capability. When the riser is elevated but retracted it provides an outreach almost as good as the UpRight and Haulotte models with their single stage risers and yet when telescoped it competes head- to head with the dual riser models for up and over reach.

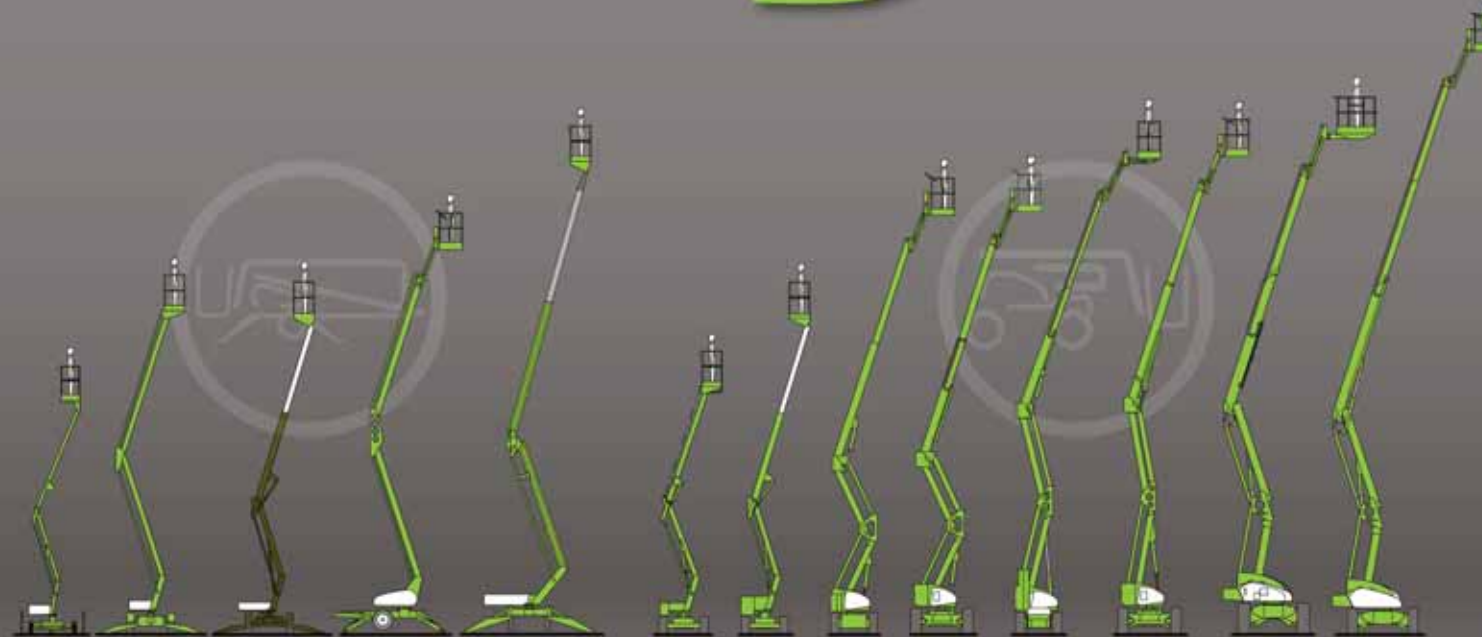
The judges liked the layout under the covers, with easy access to the electrics and hydraulics:

"A joy for any mechanic and very clearly laid out."

"The controls are very easy to operate."

"The boom and the telescopic configuration provide a very stable feel in the platform."

nifty lift



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On the negative side they did not like the 'rough' finish of the cast iron counterweight and the three judges were divided over the 'look' of the machine.

Airo decided not to allow the machine to be used on the off-road course, concerned that a company mechanic was not present in case of a fault or improper use. The judges did say that the machine had a rigid feel in the platform but were unable to comment on any other performance criteria.



The Airo controls were well protected and had a vinyl cover to provide extra protection in wet weather

Model	Airo SG 1850 JD4WD
Platform height	60ft 10"/18.55m
Outreach	11.25m
Up and over reach	9.4 m
Jib - length and articulation	1.83m - 130°
Platform capacity	230kg
Platform size	800mm x 1.70m
Length/width/height	7.96m /2.4m/ 2.65m (6.61/2.4/3.16) ²
Ground clearance	480mm
Gradeability	50%
GVW	12,250kg
Drive - steer	4 x 4 x 2*
Oscillating axle	Optional
Controls	
Slew	Proportional
Drive	Proportional
Lift	Proportional
Telescope	Proportional

* Four Wheel Steer optional

² With jib tucked for transport

The Genie performed exceptionally well on the rough terrain course



Genie Z51/30JRT

Genie chose to enter its Z51/30JRT, a development of its highly successful Z45/25 series. The company also competes in this market with its Z60/34 which would have been at the top end of this height range.

The judges were extremely positive about the Z51, they thought that the central electronics unit and wiring was very clear, well designed and laid out. They commented that the cable and hose routing was beautifully installed and well protected. They also liked the engine installation with its swing out bracket which made access to the rear of the engine very easy.

Other comments included:

"The controls are adequate and functional."

"The boom and basket components are well protected against damage."

"In terms of performance the machine managed the rough terrain course very well

C&a vertikal check



The Genie controls were described as functional

but the rigidity of the platform, while perfectly adequate, was not as good as several of the other models."

Model	Genie Z51/30JRT
Platform height	51ft /15.62m
Outreach	9.25m
Up and over reach	7.0 m
Jib	1.52m - 135°
Platform capacity	227kg
Platform size	760mm x 1.83m
Length/width/height	7.5m /2.29m/ 2.16m
Ground clearance	390mm
Gradeability	45%
GVW	7,213kg
Drive - steer	4 x 4 x 2
Oscillating axle	Yes
Controls	
Slew	proportional
Drive	proportional
Lift	proportional
Telescope	proportional



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Haulotte 20PX

The Haulotte - the second machine with a single fixed riser - impressed, perhaps even surprised, the judges with its build quality.

Comments included:

"This machine has good hose and cable routing as well as good electronics layout."

"The critical components have good moisture protection."

"The paint finish is excellent even if it is all black."

The majority of the Judges were also complimentary about the controls, the platform rigidity and the smooth telescope and boom lift functions.

However they were unanimous in not liking the fact that the engine was not as accessible as the other models with no swing-out tray to reach rear mounted components.

They were also not impressed by the fact that the steering linkage was exposed in front of the axle. Haulotte's claim that it had not experienced any cases of damage, did not sway their opinion on the matter.

The HA20PX generally performed well on the rough terrain although the judges commented that the lack of an oscillating axle caused a wheel to lift off the ground at one point.



The Haulotte HA20PX scored well, although it did lift a wheel on the course.



The Haulotte controls were one of the few that use joysticks for all functions.

Model	Haulotte HA20PX
Platform height	61.5ft /18.65m
Outreach	13.5m
Up and over reach	6.8 m
Jib - length and articulation	1.58m - 140°
Platform capacity	230kg
Platform size	800mm x 1.80m
Length/width/height	8.93m /2.38m/ 2.67m(6.8/2.38/3.1) ²
Ground clearance	420mm
Gradeability	40%
GVW	11,710kg
Drive - steer	4 x 4 x 4
Oscillating axle	No
Controls	
Slew	proportional
Drive	proportional
Lift	proportional
Telescope	proportional

² With jib tucked for transport



The Manitou controls impressed the judges in terms of their ease of use and protection.



The Manitou 180AJ was the only unit to find unanimous agreement among the judges

Model	Manitou 180AJ
Platform height	51.6ft /15.65m
Outreach	10.1m
Up and over reach	7.15 m
Jib	1.55m - 140°
Platform capacity	230kg
Platform size	800mm x 1.80m
Length/width/height	7.77m /2.3m/ 2.67m (5.8/2.3/2.5) ²
Ground clearance	425mm
Gradeability	40%
GVW	8,090kg
Drive - steer	4 x 4 x 4
Oscillating axle	Yes
Controls	
Slew	proportional
Drive	proportional
Lift	proportional
Telescope	proportional

² With jib tucked for transport

Manitou 180AJ

The Manitou was the only lift in the Vertikal Check that elicited a unanimous response from the three jurors on every single point.

Comments included:

"The CanBus controls are excellent, this is the future with fewer cables running between the platform and base."

"The build quality - including hose and cable routing and protection of components from moisture is first class."

"The paint quality on this machine is of a very high standard."

"The controls are well laid out and protected. They were also easy mastered on the rough terrain and practical test course."

However the judges criticized - again unanimously - the poor accessibility to some of the components pointing out, as with other units, that the engine was not mounted on a swing-out tray.

Overall the Manitou probably scored highest with the judges who clearly had a penchant for sophistication and high-tech solutions.

Summary

The machines this year were quite different and so direct comparisons are not particularly meaningful. However one thing is clear, since we did our first articulated rough terrain boom lift Check back in 2001, the performance and build quality of the products available has risen significantly. Another interesting point is that the number of products on the market has increased during the period, in spite of much talk about consolidation and domination by two or three suppliers.

It is true though that in this market sector, almost nine buyers out of 10 would choose a product from one of the big three - JLG, Genie or Haulotte leaving the others to fight over the rest. If we had done this Check next year it



The judges descend on the JLG 600AJ for the scrutiny section of the Vertikal Check

is likely that the current range of producers will have grown with the arrival of Skyjack and Aichi into the market. The big question is will this, along with the steady, if slow, progress of Manitou in this market eventually wrest more share away from the big three - or will they be forced to join the fight for the remaining 10 to 15 percent?

Given the current economic climate it has to be anyone's guess.



Niftylift did not attend Platformer Days this year so the HR18 4x4 was not entered. In terms of specification it would have been a strong performer.

	Genie	JLG	Haulotte	Manitou	UpRight	Airo	Nifty
	Z51/30JRT	600AJ	HA20PX	180AJ	AB60JRT	SG1850JD4	180 4x4
Outreach	9.25	12.3	13.5	10.1	13.0	11.25	9.5
Up & Over	7.0	8.1	6.8	7.15	6.0	9.4	7.0
Jib	1.52-135°	1.83-130°	1.58-140°	1.55-140°	1.80-90°	2.00-140°	1.55-130°
GVW	7,213	10,650	11,710	8,090	11,249	12,250	6,300
Ground Clearance	390	300	420	425	300	480	503
Gradeability	45%	45%	40%	40%	57%	50%	50%
Oscillating axle	Yes	Yes	No	Yes	No	Yes	Yes





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When will we ever learn?

Barely a week goes by in which there is at least one or more accidents, caused purely by the incorrect set-up of outriggers. Lack of appropriate sized outrigger mats or cribbing is the usual cause and if operators and users would simply get this aspect of crane usage right it could easily cut the number of mobile crane tip-over's by half or more.

In spite of being one of the most basic of areas in which an operator should be well trained and experienced, not to mention the fact that simple common sense should prevent many of the errors that occur, it seems that even some long-serving operators make mistakes.

It is clear that some accidents are down to pure ignorance which raises the question should such people should be trusted with such an expensive and in the wrong hands, dangerous piece of equipment? Another cause is clearly down to laziness - the operator has the appropriate mats but just cannot be bothered to use them.

In such cases where injuries or death results there is a strong

case for the operator, assuming he survives, being tried for manslaughter. And finally there is the rare occasion where a good operator working with a first rate company has an accident related to poor outrigger set up. Such cases are very difficult to understand... did the operator simply have an off-day? Or was he in a hurry and just pushing his luck? Given that accidents with this latter cause are rare we have never managed to find out why...

However there was one such example recently which wrecked a brand new 250 tonne All Terrain crane. As we have gone to press we have been given a very detailed step by step review of what went wrong. We hope to publish this in

This accident caused by the lack of Outrigger mats cost Cheshire Crane hire a £17,000 fine on top of the damage and other costs.



the November issue - it will make a good case study.

There are still many things that can be done to reduce the number of accidents from poor outrigger set up. One is to insist - by regulation - that mats are supplied with all machines, including the provision of



A good sized mat for small truck mounts, spider and trailer lifts.

appropriate storage points. In some countries wheel chocks are still required on commercial vehicles, so why not mats on equipment with outriggers?

The situation is complicated of course in that some manufacturers fit large pads to their outrigger jacks in order to avoid the need for mats on most surfaces. However many think that even if the machine is fitted with big pads or the surface is rock solid, it is still a good policy to use mats so that it becomes second nature. Perhaps the industry could agree a maximum ground bearing pressure for standard use? A bearing pressure/point loading that is low enough to cope with most firm ground conditions. If the bearing pressures are above this then the machine must be supplied with appropriate mats and stowage as standard equipment?

After a recent spate of accidents in the UK and Ireland an editorial was included on the industry web site www.vertical.net which included a vote on whether the use of outriggers mats should be mandatory. The vast majority of replies said they should (787 to 179), however a number of rental companies expressed a concern that if, as they would like to, they insist that customers rent a set of mats with any self drive crane or platform that is equipped with outriggers (or sign a declaration that they have their own or absolutely do not need them) they will open themselves up to a law suit if the customer uses the machine on ground which is too soft for the mats provided and an accident results. Some such companies are therefore currently choosing not to make mats available in order to avoid this perceived risk!

Companies are also concerned about what size of pads they should supply - what if they are too small? Again the adoption of standard point loadings/ground bearing pressures would provide some guidance here. It seems though that some industry associations which could and should be definitive on this are also afraid to be too subscription, lest they then come under fire in the case of an accident with the recommended mats! It is our experience after monitoring this kind of accident over several years that cranes or lifts rarely suffer from such accidents if mats are used, regardless of their size - this is clearly an over simplification, however it is a fact that the vast majority of accidents involving cranes, lifts or concrete pumps

where the ground gave way under the outriggers, the machines were operating without any mats at all. Our recommendation - for what it is worth - having spoken to numerous industry experts, is that on spider lifts, trailer lifts, 3.5 tonne truck mounted lifts and spider cranes a mat of around 350mm square or diameter will cover most applications. Larger mats or additional shoring is only required in special cases, such as on very soft ground, in areas with ground bearing restrictions and on slopes.

For mid-sized truck mounted lifts and cranes a mat of around 750mm square/diameter will cover most eventualities. They are reasonably easy to handle and can be practically stowed on board. For larger equipment such as a 100 metre truck mounts or cranes of 100 tonnes and over etc the outrigger mats and shoring is down to a case by case basis with full ground surveys often required.

As to the risk of a legal battle in the case of a customer using such mats and having an accident, a simple clause or addendum to the rental contract should be possible. We understand that both the CPA and IPAF are looking at this subject.



Excellent on board mat storage, shame they are not in use



Some traditional cribbing, while not ideal, it is better than nothing



Good use of mats on this 80 tonne crane, shame they are not just slightly larger



Excellent steel mats in use with larger cranes, also well suited to the largest truck mounted lifts

An example of the wording might be:

This machine is equipped with outriggers/stabilisers which must be properly set as per the instruction card/manual. We also recommend that you use mats or appropriate cribbing under the outrigger pads. Unless you have your own mats or are using the machine on reinforced and tested ground we will add a set of standard mats to your rental contract. These should be used under the outrigger pads at all times, they will reduce the point loading of the machine and help protect the surface you are setting up on from damage. The mats provided should be sufficient for most firm ground conditions, if however you are using the machine on soft ground or where point loadings are critical, you may need larger or special outrigger mats and may need to have a detailed ground survey.

Polls conducted on Vertikal.net

Should the use of outrigger mats be made mandatory on cranes & lifts?

Yes: 787 No: 179

Do you offer outrigger mats on all self-drive crane and aerial rentals?

Yes: 98 No: 84

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APEX 2008

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APEX has now firmly established itself as the international access equipment show, having changed to a three year cycle to avoid clashing with Bauma and Intermat. The sixth APEX was a success on several levels, with several companies using the event for global product launches while visitors were spread across a wide number of countries. Our review covers the show's highlights.

The first sign of Haulotte's acquisition of Bil-Jax was a single machine exchange between the two stands. Right in the middle of Haulotte's indoor stand was a Bil-Jax 3522A trailer lift, while a Haulotte scissor was prominent on the Bil-Jax stand outside. Although nothing official has yet been released regarding the merging of the products or distribution, it is thought that Haulotte will add the American-built Bil-Jax models rather than its Dinolift-built range, while the successful Bil-Jax distributors will continue as before, these include Promax in the UK and Lift-Profi in Germany. Neither manufacturers showed anything 'brand new' - but Haulotte's latest H28 TJ+ 28 metre boom with six metre telescopic jib does look an interesting addition to the market.



Bil-Jax Haulotte

Andrea Certo, managing director of Oil&Steel announced that 15 platform manufacturers operating in Italy - including Oil&Steel, Pagliero, CTE, Socage, Haulotte, JLG and Genie - have formed an association called ANFIA which is aimed at improving the quality of truck mounted lifts operating in the country.

Certo hopes the association can improve the annual inspections, so that sub-standard machines will not be certified.



A JCHI scissor

First time exhibitor JingCheng Heavy Industry - JCHI - from China was lucky to have all of its four machines on show after transport damage to one of the booms. Fortunately repairs were completed in time and the machines - two scissors, a vertical mast lift and a boom - were all sold to its new, so far unnamed, dealer in Poland. The mystery dealer will also sell the JCHI range of cranes.

Bai Ri of JCHI also confirmed that the company is looking to use one of its own three and four axle crane chassis for a larger truck mounted platform - with a working height of 60 metres or more. The large contingent of JCHI personnel at the show included president Su Jie.

Jim Tolle, president of MEC was in a positive mood on the PSE stand - the MEC master dealer for Europe.



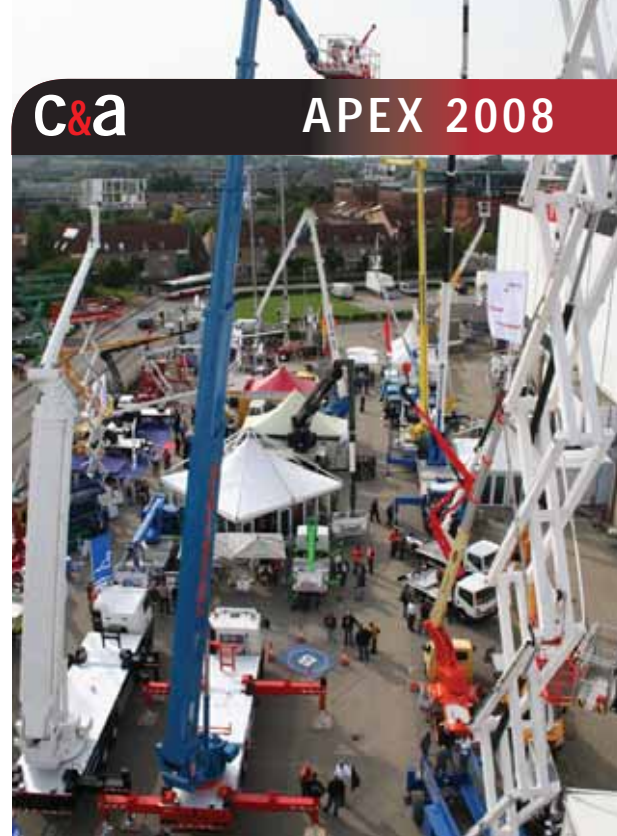
A large contingent of JCHI personnel

He said that the factory is on double-shifts to keep up with demand for its battery powered RT scissor, the 4x4 3772ESHD, with non marking

tyres and 40 percent gradeability. With fuel costs rocketing, he says that the fuel savings with battery machines is attracting buyers.

Genie unveiled two new machines - the 12ft platform height GRC-12, a 'contractors' version of its GR-12 runabout with a steel box section mast replacing the usual AWP aluminium mast. The new model is clearly intended to go head to head with the UpRight TM12 and JLG ES1230. The unit weighs a little more than the standard Runabout and it remains to be seen if the additional features will be enough to take the Runabout into the TM12 market.

The company also unveiled its new S80/S85. While completely redesigned the new model retains much of the running gear of its predecessor. The key difference is the elimination of its extending axles, now a 'No-No' on this size of machine. The new model is far more compact, particularly in working mode and thanks to the adoption of Genie's 'virtual boom pivot' design is only marginally heavier than the old extending axle unit. The parallelogram style boom pivot automatically moves the whole boom towards the centre of the machine as the boom angle increases eliminating rearward stability problems while marginally reducing outreach at low boom angles. Other benefits include a very fast 68 seconds to full height while steel hydraulic lines are used wherever possible in place of long hose runs. The new models are already being shipped with CE models due to arrive in the New Year, priced similarly to the existing model.



As usual, Holland Lift - the Dutch manufacturer of heavy duty scissor lifts - had a very colourful and tightly packed stand, due to the fact that all of its units are sold and in customer colours. The star of the stand was the new 87ft/26.2m narrow -1.3 metres - aisle electric 4x4x4 scissor lift with 750kg lift capacity and optional levelling jacks which also provide it with full outdoor approvals.



Genie S85

Also on show was an unusual 'Green machine' the SP415L-60EL12, a 21ft/6.4 metre platform height scissor, mounted on an electric powered Spykstaal truck. The first unit is sold to an aluminium plant but the vehicle is fully street legal and could prove useful in a wide range of applications.



The colourful Holland lift stand

Almost unmissable in florescent 'Merlo' green was the new Giraf Track GT580B crawler mounted boom lift. Based on a 15 tonne counterweighted Caterpillar undercarriage, Cat engine and hydraulics and a Merlo boom, the 16.5 tonne machine is capable of lifting 750kg with its fully extended 15.5 metre boom and two metre jib - even on a 7.5 degree slope without outriggers. The machine is fully CE approved/EN280 compliant, has full electronic overload systems and 360 degrees rotation. It can also be fitted with a crane jib and to lift materials. All Merlo attachments fit the boom, and the platform is approved for two men plus 500kg of equipment.

According to Frans Van Dooren, Giraf Track export manager, the unit has been extensively field tested over several years with two end users - both of which have purchased the production version. Assembly is currently at the company's Belgium plant, but it lends itself to local assembly.

"The unit is over specified to cope with the rental business," said Van Dooren, "Our sister company is the Merlo importer for Benelux and Merlo was not interested in distributing the machine so we have decided to do it ourselves."



Giraf Track

Another manufacturer showing tracked machines for the first time was Nagano Industries of Japan. Distributor in the Netherlands and Belgium, Nagano Hoogwerkers will be keeping the Nagano name, but for the rest of Europe the machines will be sold under the Hanix banner. Three articulated boom lifts with 9, 12 and 18 metre platform heights, make up the range with the largest offering an outreach of about nine metres at a 10 metre height.



Nagano

In the UK the machines will initially be offered to Hanix mini excavator dealers, with a 9 metre and 18 metre machine arriving at Hanix head office in Manchester in October.

Italian telehandler manufacturer Farasin said that it was saving the launch of two new machines - a 6.28 and a 7.30 for SAIE later this month. Dieci was also waiting for the SAIE show to announce its new machines.

Independent Parts & Service, the UK-based International parts and service provider, signed a 50:50 joint venture to distribute parts in South Africa. George Landsberg of Johannesburg-based Johnson Access signed the joint venture with IPS business development director Rick Mustillo. The company also showed Parts Pal - an easy to transport mobile parts system.



IPS Rick Mustillo and George Landsberg

Leguan unveiled a new prototype, skid steer platform with a 15.6 metre working height. The Leguan 160 should be available next January and will also be available on tracks. Power options include Honda gas, Kubota diesel or electric. The unit has a 1.5 metre jib with platform rotation - features that may well be introduced to existing models. Automatic levelling is not available yet but watch out for it in the future.

In prime position opposite the main entrance, JLG launched a new Toucan the 10E which should be available in February next year. The 10.1 metre working height unit features direct drive AC motors giving a 5.5 km per hour drive speed much better battery life and integrated rapid charge 240 amps per hour power pack.

The largest spider lift indoors was the new, 39.5 metre Teupen Leo 40 GTX, a scaled down version of the Leo 50 GTX. Shown in prototype form, the machine will be available next year and features an upper articulation height of about 23.5 metres with an outreach of 16 metres with 200kg and 13 metres with 400kg lift capacity. The jacked width is just over five metres although this can be reduced to 3.76 metres with one side set up.



The new 39.5 metre Teupen 40 GTX

Italian truck mount manufacturer CTE showed off its new Z21 which is already in production. With a working height of just under 21 metres the 3.5 tonne platform combines a sigma-style dual riser with telescopic top boom and articulating jib with 9.2 metres outreach and 200kg lift



The JLG Toucan 10E



CTE showed off its 21 metre, 9.2 metre outreach Z21



capacity. 360 degree continuous slew is standard. All cables and hoses are routed internally to protect them from damage, while the 1,400 x 700mm basket is made of a 'composite' material, which is said to be far more durable than aluminium, while providing some insulating capability.

Sister company Bizzocchi showed its 51 metre working height KJ-A 510 on its outdoor stand and has its sights set on becoming a major force in the large truck mounted market at least up to 85 metres. It is currently working on the 61.6 metre working height KJ-A 620 which may be ready later this year but will definitely be at Intermat-Paris next year and it continues to develop its 42.5 metre KJ-A 430.

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ESDA is currently looking to expand out of its German base and is looking towards the UK. Its products range from 15 to 26 metres mounted on trailers and 3.5 tonne trucks. The company produces between 80 and 90 lifts a year but is growing steadily.

News at APEX included Arnie Dirckinck-Holmfeld leaving Instant-UpRight to join German based lift manufacturer PB Liftechnik. PB showed its ES series of scissors



The ES series of scissors from PB

with the new 68ft/20.5 metre platform height model with automatic self leveling jacks as well as its narrow, 1.2 metre Top12 range and its compact articulated Dino boom lift range. The company



A narrow HAB scissor

says that it is looking at introducing larger scissors, including a 25 metre and possibly a 29 metre model as well as a special 17 metre All Terrain lift weighing around five tonnes. Look out for the new launches in August 2009.



Iteco's biggest scissor ever - the 17210E

Southern German producer HAB also showed a big scissor lift - the prototype S240-25 4WDS with a 67ft/22 metre platform height - with a 28 metre unit on the drawing



SUP Elefant showed 15 metre and 19 metre tracked machines

board. On its indoor stand the company showed a 43ft/13 metre S154-18E4WDS, RT scissor. HAB currently sells in Switzerland, Austria, Germany and Holland and builds around 60 booms and 100 scissors a year. Conti Corrado of Iteco said that the company is looking to reach UK rental companies with its latest machines the 50ft/15 metre platform height IT 14210 and 56ft/17 metre 17210 - the largest scissor lift it has ever built. The new units are available with either battery or diesel power, feature a two metre deck extension, can be used indoors or outdoors and include over-centre steering for a 90 degree crank angle.



An Aichi SV10CWL scissor

SUP Elefant goes from strength to strength and unveiled its new 18.7 metre working height, 11.7 metre outreach S19 tracked spider lift as well as its compact S15 - a 15 metre working height and seven metre outreach unit. The company is in discussions with a UK dealer at the moment and an announcement is expected at SAIE.

In a break with tradition Aichi unveiled five new products including prototypes of a 15/19ft 'elevator' micro scissor range and a 26/32ft midi scissor range. Both of the new scissors are based on the recently launched SV06/08 - 20/26ft scissors that the company launched earlier this year. The micro models - SV05

Finally the fifth new model takes the superstructure from the company's new 46ft self propelled boom lift and places it on its well-proven crawler chassis. Aichi's European staff said that in a recent trip to Japan they were challenged to try and 'break' the new boom lift on a very rough tough test track. In spite of a full five full days of trying they failed.

Aichi claims an almost 80 percent market share in Japan and sells 3,000 units in Europe, currently most units are sold in the Benelux and Germany, it is expected to announce the appointment of Promax as its UK distributor shortly. Expect to see larger scissor lifts and its first articulated boom lift early next year.

Whilst the atmosphere at the show was generally positive it was rare to find any volume manufacturer in a fully upbeat mood. Stefan Weber, sales director at truck and van mounted platform manufacturer GSR was an exception.

The company unveiled its E140TJV - a 14.3 metre working height, 8.3 metre outreach, telescopic van mount with 350kg lift capacity. Insulated boom and 'No-Jacks' models are also available.

"The market for these van mounted machines is not dependent on the construction market and therefore our forecast is optimistic," said Weber. "The UK is a major market for us and we have a sizeable order in the pipeline for the new van mount and other machines. We are optimistic for next year and will add more models to the 16 metre range. The 29 metre truck mount has also been a best seller this year."



The GSR E140TJV telescopic van mounted platform

If one had to choose a 'best exhibit' at the show Skyjack would be right at the top of the list. The company unveiled its first articulated booms, the 45ft/51ft diesel Rough Terrain models SJ46 and 51AJ. The new models will go head to head with sector leader Genie and as such Skyjack has taken a relatively conservative approach, while introducing some useful new ideas to the sector. If the old adage "if it looks right it probably is right" holds any water then these new models will come close to perfection. The boom structure at first glance looks as though it was modelled on the Genie, however it offers a better up and over reach and a 300mm more lift height not to mention its perfectly parallel lift profile when using the dual risers. Other features include 360 degree continuous slew, direction



SJ12/16



Several new models were seen on the Skyjack stand



Denka DLX15

sensing steering controls, operator controlled differential lock and axle type 4x4 drive.

The other all new product on display was the SJ16 Concept, the higher of a two model self propelled steel box section mast type lift with 12 and 16ft platform heights. The product is aimed directly at the UpRight TM12 and JLG ES1230 but in addition to the

higher model, introduces a number of new ideas, while staying true to the concept. The most unusual is a traversing deck that will offer up to 600mm outreach while also allowing access to the machines internal components without the need for slide out trays or side doors. The company has also moved the steering axle to the opposite end to

the mast, in order to allow full 90 degree steering. Skyjack president Ken McDougal said that the new models will go into production within in the next 12 months or so.

Denka introduced two new trailer lifts, the 12.3 metre DK12 MkII and the 15 metre DLX15 MKII.

A beefed-up chassis on the DK12

hydraulically operated axle which not only takes the overall width down to 880mm wide, to pass through doorways, but includes a lockout that prevents the machine from being towed until the axle is extended. Transport length is just 5.5 metres while outreach is 7.9 metres.

The company also introduced three



One of the two outdoor areas seen from the 103 metre high Wumag WT1000



Mark Carrington (L) of Skyking shakes hands with Palfinger's Herbert Orner after receiving a £5 million order

provides a 200kg platform capacity, and the DLX15's movable jib, nine metre outreach and 200kg basket capacity add to its versatility.

Dinolift also launched new trailer lifts, including the 'narrow' Dino 120TN which features an ingenious

battery powered versions of its existing models, the 135TB, 150TB and 180TB. Large truck mounted manufacturers were out in force with Palfinger making the most of its recent acquisition of Wumag by having the world's tallest platform -



Dinolift's new 120TN with the 135TB in the background

the 103 metre WT1000 in Rival livery - on its stand and continually giving interested parties, potential customers or just sightseers a magnificent view of Maastricht and the surrounding countryside.

Mark Carrington, managing director of Wumag's UK distributor SkyKing was in a particularly good mood having received a £5 million order for six units ranging from 40 metres to 103 metres. The machines will be delivered to the undisclosed UK customer over the next 18 months and includes the first Wumag WT1000 sold in the UK. SkyKing has already sold a WT1000 to McNallys in Ireland.

The Ruthmann stand had a very UK feel to it with its new machines painted in AA Access (Ruthmann T580) and Nationwide Skylift (T275) colours. The company seems to be hitting the spot with UK based truck mounted users.

The main focus of attention was the new Steiger T275 - the upgrade to the T270 - which has a working height of 27.3 metres and an outreach of 21 metres in a package just 7.85 metres long. The T275 can be mounted onto a 7.5 GVW truck with horizontal-vertical jacking or onto a heavier chassis with vertical jacks.

Ruthmann claims that its 58 metre working height - 40 metre outreach T580 is now the leader in its sector. The latest development is the 47 metre working height, 32 metre outreach T470 on an 18 tonne, two axle chassis, followed by a T450 to replace the old machine of the same name. Ruthmann says that it has doubled its revenues over the past five years to €55 million which



The new Ruthmann T275



Manitou stand

compares to Wumag Palfinger Bison's €75 million.

Big truck mount market leader Bronto showed several machines including the new, 78 metre S78XDT the world's largest straight telescopic boom lift. The company is currently working on its 104 metre unit that will be seen next year. UK-based hirer Facelift has a 90 metre Bronto on order which will be delivered early next year.

Hinowa, introduced its new 23.2 metre

spider lift, first seen at Platformer's Days in Germany. The LightLift 23.12 offers 11 metres outreach with 120kg lift capacity.

Multitel, which builds more truck mounted units than any other manufacturer, launched its MX130, a 13 metre working height version of its highly popular MX200 on a 3.5 tonne truck without outriggers. With no changes to the standard chassis suspension the unit has an outreach of 6.5 metres.

Manitou showed a number of new machines that it launched earlier this summer the star of which was the all new 60ft/18 metre 200AJ with new 'in line' dual riser and two Bi-Energy versions of its 150 and 170 AETJL boom lifts which dramatically improve on the standard electric machines. Also on display was the totally redesigned VJR 100 mast boom and the UpRight TM12 badged as the Manitou 60V. One thing that the majority of visitors to the stand would have missed was that all of



Socage DA320



The Bronto S78XDT



Platform Basket's impressive stand



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Matilsa showed off its new Parma 21D platform



UpRight X28T



Something different on the Rival stand

the scissors on display were built at Manitou's plant in China. Platform Basket had a large stand with the focus on a new spider lift the 18 metre variable width Spider 18.75 the machine retracts to 750mm to pass through the narrowest of doors then extends to over a metre wide to ensure good stability while

travelling on uneven ground. Platform Basket has quietly carved out a very respectable market share for its spider lift models, particularly in the UK, where distributor Promax has done particularly well.

Spanish boom and trailer lift manufacturer Matilsa also had a substantial stand with its new Parma 21D - 63ft/19 metre platform height self propelled boom the centre of attraction. As with its Parma 16D, the 21 offers the unusual option of self-levelling outriggers. The other new product on display was the Parma15T articulated boom trailer lift with articulating jib.

UpRight unveiled five new products at the show, the most impressive of which was the 80ft narrow aisle diesel powered scissor lift, the X80ND - built by Omega lift in Holland for UpRight as is another of the new launches the crawler mounted X28T. Another joint venture was the 24ft trailer mounted scissor from PLE in the USA, which UpRight will assemble at its UK plant, finally the



The outside area showing truck mounts was generally very busy

company unveiled a new budget priced 12 metre trailer mounted lift.

There were a few non access products at the show including Maeda and Unic cranes, Maeda unveiled its new addition to the bottom of its range the 1.72 tonne MC174 along with the new LC1385 compact crawler with two tonnes pick and carry capacity, 16.26 metre boom and optional fly jib.

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Bologna here we come!

The year has flashed by so rapidly that SAIE is upon us once again. Italy's premier construction equipment show - held every year in Bologna - will this year feature tower cranes which only attend the show on a bi-annual basis.

In recent years, an increasing percentage of the cranes, access equipment, lorry loaders and telehandlers sold in Europe are designed and built in Italy. We always recommend the show as the one to go to particularly if your interest lies in loader cranes, truck mounted and spider lifts or pick and carry cranes.

Why? Well for one thing you will rarely see a wider selection of product from manufacturers that you will rarely encounter elsewhere. Also Italian engineers tend to be the most innovative and Italian manufacturers tend to keep their new launches for their big show.

So this year may be a good time to visit the show and take in a bit of Italy at the same time. Here is a brief round up of some of the new equipment that we know about. A full review of the show will appear in next month's issue. Ciao.

Fassi will debut the F30CITY, its first compact loader crane, ideal it says, for vehicles that have to travel in particularly narrow city streets or width restricted areas. The F30CITY model will be available in versions with up to three hydraulic extensions.

The loader crane has a stowed width of just 1,600mm and can reach 6.3 metres while lifting 335kg. It can be equipped with proportional multi-function remote controls an electronic limiting



Fassi F30 CITY

device and a wide variety of attachments such as clamshell buckets, forks or grabs. This new product is now the fourth of the Fassi models available in the under three tonne/metre range.

Oil&Steel will be showing the brand new Snake 2010 Compact - a 20 metre platform mounted on a 3.5 tonne chassis as well as several other models which it claims are best sellers on the Italian market, including the Octopussy 1412 Twin and the Octopussy 1715 Twin



Bizzocchi KJ-A510



Oil&Steel's Snake 2010 Compact



C&a

SAIE 2008

spider lifts. Its lightweight truck mounted platform range will be represented by the Scorpion 2012, Snake 2112 Smart and Snake 189 Smart. Two large truck mounted models will also be on display - the Eagle S 4230 and the Eagle S 6232. Shown at APEX last month, the new Snake 2010 Compact utilises a dual pantograph riser and telescopic boom mounted on a Nissan Cabstar 3.5 tonne chassis. First units are scheduled for delivery next month. Claimed to be the most compact 20 metre platform in the world, the unit

has the innovative, patented Gecko stabilising system which is rapid to set up while coping with different gradients. The dual riser arms are perfectly symmetric to allow a parallel vertical movement. The chassis is covered in aluminium which offers protection to components below.

"Oil&Steel wanted to change the standards in the market," says Andrea Certo, CEO of Oil&Steel. "The Snake 2010 Compact incorporates numerous technical innovations which will enable it to become the 20 metre platform with the highest performance in the truck mounted platform industry. The market has already given a really good response and we are really proud of this brand new model."

Italian telehandler manufacturer Faresin will be launching two upgraded machines - the 6.28 and the 7.30 Compact. The current models are already among the Breganze-based company's best sellers, but now offer improved design, components and operator comfort.

The 6.28 and 7.30 Compact have always featured four speed transmissions with a maximum speed of 40 km per hour. A new engine layout in which the engine



The new Faresin telehandler.

has been rotated through 180 degrees allows greatly improved lateral visibility for the operator, with the highest point of the side cover now below the line of the boom. It also gives better access for maintenance. The handler's wheel base has also been lengthened to 2,900mm, making it possible to equip the machine with 24" radial tyres, considerably improving its stability. Modifications have also been made to lighten and strengthen the chassis.

The in-line positioning of the radiator enables a good horizontal flow of air to the radiator rather than the previous downward flow eliminating the problems of dust and increasing the effectiveness of the cooling system.

Both models are available either with Deutz power or the Iveco Nef 94 kW Tier 3 engine, which offers more power, reliability, and fuel savings. The boom has been redesigned with a new, higher performance geometry while a new suspension system is said to cope better with uneven terrain.

Dieci is keeping its cards close to its chest but did tell us that it will have some important announcements at the show.



The Ormig 45TMEIMG

The unit is also fitted with a new generation electronic control unit optimised for the crane capability and safety. The hydraulic system is fed by a variable delivery pump, connected to the electric motor which controls boom up/down, telescope, winch or the hydraulic fly-jib. The crane also has a number of attachments such as jibs, forks, hooks and jaws.

Access manufacturer Lionlift says it will definitely have a new 12 metre telescopic lift on its stand but also look out for a new 30 metre spider lift.

Telescopic crawler crane manufacturer TCM will be unveiling its first Rough Terrain crane, a two

a 34 metre lift height with the standard boom and 45.5 metres with the hydraulic jib.

Locatelli is thought to be introducing an upgraded Rough Terrain crane..

The crane has a lift capacity of 35 tonnes and has a 29.5 metre hexagonal boom. Terex Bendini also says it will be showing its 34 tonne capacity RC 34 Rough Terrain crane for the first time. All the Italian access manufacturers - such as CTE Bizzocchi, Iteco, Hinowa, Palazzani and GSR - all of which showed new product at last months APEX show in Maastricht will no doubt show off their new machines (see APEX review page 41).

Loader crane producer PM will unveil two models in a new crane series - the PM 15S and PM 16.5SP, with double linkages to allow jib articulation up to 15 degrees above horizontal. The company hopes that the new models will help it compete better on the world stage and feature new CanBus controls linked into a new moment control device. The cranes have also been designed for simpler installation with tilt back manual or hydraulic stabilisers with three alternate widths. All hoses, hydraulic tubes and wiring is protected with ABS covers and where possible routed internally.



Iteco's largest scissor ever

Look out for a new Locatelli RT crane



Italian industrial 'pick and carry' manufacturer Ormig, formed in 1949, will have cranes with capacities from 5.5 to 60 tonnes with a choice of diesel or electric power on its stand along with the new compact, electrically powered 45tmE crane which has a 45 tonne maximum lift capacity.

axle, 4x4x4 drive, 55 tonne unit with a maximum main boom tip height of 36 metres extended to 46 metres with a hydraulic jib. A smaller 35 tonne machine is to be introduced soon, and has very similar specifications and dimensions but has a total weight of 27.2 tonnes with counterweight,



PM will unveil two models in a new crane series



The new Palazzani Ragno XTJ42



SUP Elefant 15 metre spider

The new cranes have relatively low hydraulic pressures at 295 bar, and offer up to six hydraulic extensions giving up to 23 metres of reach.

Also look out for all of the major international crane, telehandler and lift producers they will all be out in force.

How to get there?

If possible fly to Bologna airport, but be warned that Ryan and some other budget airlines fly to Forli which is a good €100 taxi ride or convoluted bus and train ride away. You need to fly to Bologna Marconi airport code BLQ. You can also fly into Milan and drive or take a train to Bologna central station, frequent buses run to the show.

Basic information

Where ?	Bologna exhibition centre (Fiera Bologna)
When ?	15 - 18 October 2008
Opening times	9:00 to 18:00. 9:00 to 19:00 on Friday and Saturday
Cost of admission	Free entrance for overseas visitors by registering at the international entrance.



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Mea Culpa

It is rare that we feel obliged to dedicate a half page to correcting our work, but in this issue we do. Not that we have become sloppy, but due to the fact that far more people are studying the information and caring that it is correct or noticing if they were missed. In fact more than one caller said "I spotted the mistake and thought: "Oh well its not a big deal, but then over the subsequent days I received several calls asking us for clarification so thought I had better do something". The good thing with such feedback is that it helps us with the continual improvement that we look for.

Jaso not Comedil

Prior to the Top 30 corrections we were also alerted to a very serious slip in one of our news items last month. On page seven we covered the HSE's technical report on the tower crane accident in Liverpool and somehow we referred to the crane being a Comedil, when in fact it was a Jaso! Oddly we have reported on this story on line and in the magazine from the day it occurred and have always got it right, but some Freudian slip this time caused this error, maybe due to the colour scheme? We do of course apologise unreservedly for the error and any problems it may have caused, we have no rational excuse for it.

Bronzeshield has not sold its 300 tonner!

We correctly reported that Bronzeshield Crane Hire's largest crane is currently a Liebherr LTM1300-1 however then went on to say it was a 130 tonner when we should have been perfectly aware that it is a 300 tonner. Bill Frost, calling to point out the mistake, also confirmed that the company will shortly take delivery of a new 500 tonner.



Sarens

Over the past two years we have not received any input from Sarens, and this year was no exception. In the past we have taken the last returns and then called as many people as possible that might know what has changed and then estimated its fleet size. This year we were as keen as mustard to have some definitive information from the company itself and then promptly left them out altogether! The good news is that they did contact us confirming that their largest mobile crane in the UK is the 2,000 tonne PC9600, the largest crawler the CC6800 rated at 1,250 tonnes and 28 big cranes are currently working in the UK, with a further eight cranes out of the country on jobs. Worldwide the company has over 1,000 cranes, along with a host of towers and heavy transport equipment.

Quinto

Quinto crane - which is usually good at sending in its information - did not this time and our calls and reminders failed. The company called to say we had made some errors, but we will pick these up when we issue the 2009 Top 30.

Access Hire Nationwide

On the access side we had fewer calls, although John Wood called from Access Hire Nationwide pointing some significant underestimation on our part. We had failed to get a reply and had taken last years number from Aquarius and added in what we knew the new company had purchased. Wood's corrections are carried in the letters column page 64.



There were a few other calls pointing out suspected cases of under or over-reporting, and it certainly looks like we underestimated Baldwins Crane Hire this year.

Once again many thanks to all who participated and sincerest apologies to those affected by the errors - our office junior who was single handedly responsible for all the mistakes has been dismissed without compensation.




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A fine pair

E2S, Europe's leading manufacturer of sounders and beacons has developed two new products recently - the B100 panel-mount beacon and the electronic Hootronic.

The beacon is available with static or flashing filament, Xenon strobe or LED light sources and is ideal for use in applications such as status lights, warning lamps and safety indicators.

The beacon is available with static or flashing filament, Xenon strobe or LED light



Using a standard PG29 thread size, the beacon has pluggable terminal connections to make installation quick and easy, while the tamper-proof lens allows the user to change the bulb without needing access to the panel.

All versions are protected to IP65 and the LED option has much lower life costs than a traditional filament lamp, particularly in status lamp applications where the beacon is illuminated continuously.

Optionally available with an audible as well as visual output, the Spectra family includes panel mount warning buzzers which give sound outputs up to 95dB and, when used with the optional neoprene gasket also give protection to IP65. All Spectra models are available in red,

amber, blue, clear, green and yellow and are a major addition to the E2S range of high weatherproof and explosion proof sounders, beacons and loudspeakers.

The new Hootronic has been successfully trialed at the Port of Felixstowe, where the cranes cannot operate without a functioning warning device. The cranes currently use traditional electro-mechanical hooters, which have several moving parts and are prone to mechanical failure. In the trial, hooters have been replaced by the electronic Hootronic, which overcomes this problem by having no moving parts, eliminating downtime and increasing productivity.

Using the latest in SMD class D amplifier technology and digital to

With no moving parts, the electronic Hootronic is maintenance free.

analogue conversion, the E2S Hootronic can faithfully replicate sounds in one product with the reliability and performance of a modern electronic sounder.

It is continuously rated, has low inrush current and has a very high output up to 124dB(A) at 1 metre. It has a large termination area with multiple cable entries if required, generates no back EMF and can be configured with a choice of five first stage warning sounds, each with two additional remotely selectable alarm stages.

The unit is available in two formats and can be combined with Xenon, LED or filament bulb beacons for complete audio-visual signalling.



ATEX force transducers

In more and more applications force transducers are used in areas where measures are necessary to avoid explosions such as in the chemical and petrochemical industries, offshore installations, and mining applications. In applications, where explosive dusts may occur, similar measures have to be taken.

For these kind of applications tectis GmbH now offers all force transducers with thin film sensor and integrated amplifier (output 4 -20 mA) with ATEX certification which approves the use of the force transducers for zones 1 and 2 (gases) according to ATEX directive 94/9/EC. The certification was approved with ignition protection class "ib"

(intrinsically safe). The ATEX certification is important for markets in Europe. For other markets in America and Asia the force transducers are also approved according to IECEx.

In more and more applications measures are needed to avoid explosions. Tectis now offers ATEX certification.



Speedy prevention

Speedy Hire has launched a new locking system aimed at making scaffolding towers safer and to combat theft. Speedy's Towerlock system increases the safety of working at height by preventing tampering and potentially unsafe disassembly of scaffolds. The system also combats theft and could save contractors thousands of pounds in equipment replacement costs and lost working time, according to its manufacturer Birchwood Products.

Andy Connor, senior supply chain manager at Speedy Hire said: "Equipment theft costs the construction industry between £600 million and £1 billion every year and scaffolding tower parts - which are often left unattended on sites overnight or during weekends - are a common target."

"As well as savings in replacement costs and lost work time, proactive theft prevention may also reduce insurance premiums."

The heavy-duty lock, available exclusively from Speedy Hire depots, is made from 5mm powder-coated steel and allows standard diagonal and horizontal scaffolding poles to be secured together with a simple padlock and pin mechanism.

The heavy-duty lock is made from 5mm powder-coated steel and allows standard diagonal and horizontal scaffolding poles to be secured together with a simple padlock and pin mechanism.



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 5WV, or alternatively by e-mail to: info@vertikal.net with 'Innovations' typed in the subject box.

Annual General Meeting in Edinburgh

The Ladder Association's Annual General Meeting (AGM) will take place this year on Friday, 7th November 2008, at the Barcelo Edinburgh Carlton Hotel.

The chairman, Don Aers, will report on a year of considerable progress that has seen increased awareness of the need for professional ladder training, the launch of the 12-page LadderBook and LadderCard poster,



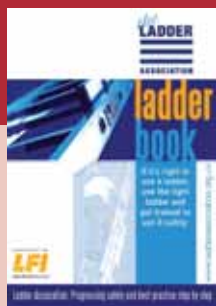
This year's AGM will be held at the Barcelo Edinburgh Carlton Hotel

the introduction of the new ladder inspection training course and even closer co-operation with the Health & Safety Executive. He will also report on the association's robust

defence of ladders and stepladders as invaluable items of workplace equipment for working at height. More information at www.ladderassociation.org.uk

Open book

The 12-page LadderBook has met with universal approval. Taking as its theme "If it's right to use a ladder use the right ladder and get trained to use it safely," it champions safety, training and best practice.



The book includes a foreword by the Health & Safety Executive and is increasingly recognised as an invaluable reference for ladder and stepladder knowledge, information and facts.

For a free copy visit www.ladderassociation.org.uk

Chairman lays down the law

Following a recent court case in which a school caretaker successfully claimed damages against his local authority employer, successfully arguing that its failure to train him in the proper use of a stepladder was a major contributory cause to the injuries he sustained, Don Aers issued a press statement highlighting the link between training, safety and competency, and reiterating his previous call to all employers to address the need for training when using ladders and stepladders.

For the full statement visit www.ladderassociation.org.uk

You can say that again!

Wise words when it comes to ladders and stepladders:

... "It looks like a simple piece of equipment, but people aren't looking at selecting the appropriate ladders"

... "You shouldn't decide if a ladder is the right piece of equipment when you're climbing up it"

... "We all think we can use one, but it's surprising the number of people who are very experienced that go on Ladder Association courses, including the 20-year user, who have come away having learned something new"

Step forward



than 30 minutes? Can you achieve safe ascent and descent and maintain a firm handhold? Consider the loads created by your work activity and their effect.

Equipment: Do you have, or can you get, the right ladder for the job? Is it the right class? Depending on what you're doing, are alloy, timber or GRP ladders the best choice? Is it the right height and type to get you to the work area?

People: Do you have enough physically capable people with the right PPE on site to manoeuvre, position and secure the ladder and, most importantly, are they competent by virtue of experience, knowledge and training?

CONTACT DETAILS

Ladder Association, PO Box 183, Leeds LS11 1AG
Tel: 0845 260 1048
Fax: 0845 260 1049
Email: info@ladderassociation.org.uk
www.ladderassociation.org.uk

The Ladder Association advocates a very simple STEP methodology to identify hazards and assess risks to determine the suitability of ladders for a given task, or series of tasks, at height.

Site: Can the ladder be correctly positioned and stabilised; can you protect other people from the effects of your activities and are the weather conditions suitable?

Task: Consider the duration of the task (or series of tasks) - is it less

Don't let a dodgy ladder shatter your life



The Ladder Association has again lent its full support to the HSE's Ladder Exchange initiative, taking the view that anything that takes damaged and therefore potentially dangerous ladders out of the workplace has to be a good thing for all concerned.

The campaign message is clear: Make sure your ladder is in good condition and don't risk using it if it's broken, damaged or bent. If it is, you can part-exchange it for a safe, new one at selected Ladder Association supplier members while the campaign lasts.

For more information visit www.ladderassociation.org.uk or www.hse.gov.uk/falls/ladderexchange

Irish National Safety & Health at Work Exhibition

C&A

PASMA focus

In support of its members in Ireland, PASMA will be exhibiting at the seventh National Safety & Health at Work Exhibition at the RDS, Dublin, on 22-23 October 2008. It will join over 100 exhibitors and promote safety, best practice and training in the mobile access tower sector in Ireland.

PASMA managing director, Peter Bennett said: "PASMA is keen to raise awareness and understanding of its role in this important market and the exhibition will provide the ideal opportunity to reach safety professionals from a variety of industry backgrounds."

PASMA members in Ireland currently include:

Access Consultancy & Training
Highway Plant
HSS Hire Service Group
Instant UpRight
National Safety Centre
Ridgeway Training Centre
Work at Height Training

Top Shop

www.pasma.co.uk is a top shop for safety-related guides, posters, pocketcards and DVD's connected with mobile access towers and safe working at height.

Recent additions to the range include the new tower inspection pocketcard and associated poster that give specific advice on how to inspect a mobile access tower and record the details of that inspection in accordance with the Work at Height Regulations.

Also available are a series of guidance notes covering various aspects of working with towers.



Continuing Professional Development (CPD)

Anyone successfully completing PASMA CPD activity now receives an official certificate. According to PASMA managing director, Peter Bennett, CPD is now an integral part of the way the association ensures its members and trainers are kept abreast of the latest legislation, trends and developments in the fast moving access sector. "It is essential to maintaining professional standards and the integrity of the association's various training programmes," he says.



Low level access training



PASMA training for this increasingly popular form of access is now available from PASMA approved training centres throughout the UK and Ireland. Successful completion of the course results in delegates receiving the familiar PASMA photocard and official training certificate.

For details of those centres delivering low level access training, please go to www.pasma.co.uk

More lead instructors needed

As PASMA continues to raise the standard for novice training instructors via the implementation of the mentoring scheme, the existing team of 12 regional lead instructors is working to full capacity to keep pace with the flow of novice instructors coming through the instructor training programme. To meet this increasing demand, PASMA is looking to appoint further lead instructors/mentors in specific locations. Accordingly, applications are invited from suitably qualified instructors in Ireland, London and the Midlands. For more details go to www.pasma.co.uk



Access in Action

Don't Fall For It!

The two approved methods of assembling and dismantling towers agreed by PASMA in co-operation with the Health & Safety Executive are referred to as the 3T or Through the Trap method and the Advance Guardrail method. Both involve the use of additional components over and above the minimum required by the product standard to allow users to position guardrails ahead of themselves, so that by the time they come to stand on the platform, collective fall prevention measures are already in place.

The two methods are shown in a DVD produced by PASMA, in co-operation with the HSE, aptly entitled "Don't Fall For It!" and are illustrated in the HSE Information Sheet, CIS 10, both of which can be obtained from the association's website, www.pasma.co.uk

This is in stark contrast to the previously accepted methods of assembling and dismantling towers which saw users standing on unprotected platforms throughout the assembly process and precariously at risk of falling during the tower erection process.

Top tips

Assuming you have done your risk assessment and selected a tower as the most appropriate equipment for the job and, of course, your operatives are competent to work at height, there are three things you should do:

1. Because this is going to be a 'live' site where equipment and tools are being handed up and down and therefore there is a risk, however small, that something could fall, you should set up a danger or exclusion zone around the towers using physical barriers to keep unsuspecting passers-by out of harm's way.
2. Have a copy of the manufacturers' instruction manual to hand. All reputable suppliers will provide a copy of this when the equipment is delivered. If you do not have a copy, the latest editions of all PASMA manufacturers' instruction manuals are available as downloads from www.pasma.co.uk
3. Lay out all the components and make sure that you have all the parts that you need and that none of them are damaged. If they are, request a replacement from your supplier.

Contact details



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Upcoming ALLMI General Meetings

October will see general meetings taking place for ALLMI's manufacturers and service agents, as well as fleet owner members through the Operators' Forum division. Manufacturers and service agents will be given the usual updates on ALLMI's trading activities, Technical Committee projects, and its work with the British, European and International Standards committees for loader cranes. In addition, Mike Hodson of the British Standards Institution will be delivering a presentation on standardisation and legislation, and the part that the UK industry plays in the generation of standards.

The Operators' Forum general meeting will include updates on the activities of the Forum executive committee and the technical standards committee, along with presentations from Liquid Management Solutions on Safe And Fuel Efficient Driving (SAFED), and the Road Haulage Association on driver CPC and graduated fixed penalty legislation. Operators' Forum chairman, Steve Frazer-Brown, said: 'The Forum general meetings always provide an ideal

opportunity to update members on the work that's being done on their behalf, but in addition to that, we always try and bring in guest speakers to present on subjects that are relevant to the current issues in the industry. With escalating fuel costs, a SAFED presentation couldn't be more timely, and with the introduction of the Driver CPC next year, it's important that members understand its implications.'

Britcom reaps the rewards of ALLMI membership

Following its approval as an ALLMI member in March this year, Britcom International has wasted no time in making full use of the services provided by the association. Following completion of ALLMI's HSE commended operator training course, Engineers John l'Anson and Richard Foster undertook the two day ALLMI Thorough Examination and Load Test training programme, which further sharpened their skills and allowed them to achieve certification. Britcom operations manager, Brent Carmichael, said: "We've always

operated to very high standards, but using ALLMI's training programmes has cemented our foundations in these areas and allows us to offer a fully accredited service to our customers."

John l'Anson(L) and Richard Foster.



A Tribute to the late Eric Hawkyard

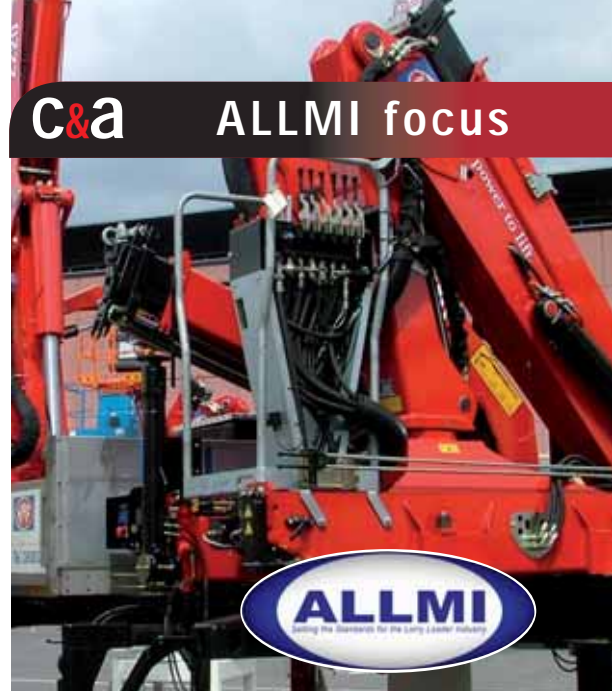
We were sorry to hear the very sad news that ALLMI's long serving technical director, Eric Hawkyard had passed away following his battle with cancer. A staunch servant to the lorry loader industry, Eric was involved with the Association since the early 1980s and in recent years had played a pivotal role in his capacity as technical director and technical standards committee chairman. ALLMI chairman, Mark Rigby, said: "Eric made a significant contribution to ALLMI's progress over the past 25 years, and in spite of his recent health problems he continued to work tirelessly on behalf of the members, having recently led the revision of the ALLMI Code of Practice and the development of the

ALLMI training scheme for Thorough Examinations and Load Tests. He was a credit to the industry, and on a personal level he was a true gentleman who was well liked by all



who knew him. He will be sorely missed."

The late Eric Hawkyard.



Engine Management Systems Update

Over the past year, ALLMI has been working with crane manufacturers, installers, bodybuilders and truck manufacturers, with a view to resolving the problems surrounding the wiring into and the programming of Engine Management Systems (EMS).

The key to the success of this project is the EMS specialist working group, which held its first meeting on the 9th September at Scania's UK Headquarters in Milton Keynes. The first item on the agenda was the issue of collating truck, crane and PTO electrical information so that it is easily accessible from a single source. It was agreed that a series of web links and PDF files will be uploaded to a secure, password protected area of the ALLMI website. A series of email bulletins will help ensure that interested parties are continually updated on the material available. The working group has drawn up detailed lists of all the information required from each party involved in the process, and work on collating this is now well underway.

Agreement was also reached on the development of a new ALLMI Guidance Note, which will provide information for customers on what specifications to ask for when purchasing a chassis for loader crane use. The content of a feedback form was also discussed, the purpose of which will be to assist in communication between the crane installer and the truck dealer. The first draft of this form is due to be presented at the next working group meeting in November.

The final issue was to look at the production of chassis electrical looms/harnesses for connecting cranes. Here it was noted that a standard is currently being developed for the exchange of information between chassis manufacturers and bodybuilders, a subsection of which is the electrical and hydraulic components of loader cranes. ALLMI is working to ensure that it is directly involved in this revision.

Following a very productive meeting, ALLMI's service director and EMS project leader, Ismo Leppanen, said: "I'm pleased with the progress we've made. Everyone in the working group has a strong desire to see this project through and to come up with practical solutions that will help all parties involved with the installation of loader cranes and the programming of engine management systems."

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

See www.ipaf.org for full listing

GGR opens a 'Centre of Excellence'

GGR-UNIC has opened the first CPCS-accredited testing centre at its Thame HQ for the new A66 operator training category for compact cranes under 10 tonnes. The testing centre has been designed and built to comply with the new guidelines and provides state of the art facilities for theory and practical assessment. The new centre will also offer permanent online testing facilities for anyone wishing to take the CSCS Health and Safety 'touch screen' test, which is a mandatory requirement for all individuals requiring any form of operator card issued by ConstructionSkills.

The centre will also provide a range of compact crane training courses tailored to the needs of the individual from novice to experienced operator.

Each course will aim to equip trainees with sufficient skills and knowledge for them to pass the CPCS Technical Test in the compact crane category. The A66 category was added to the list of CPCS operator training categories on 1st August and provides the first

nationally recognised, competence-based operators card for compact cranes.

GGR-UNIC managing director Gill Riley said: "We've worked closely with MCG and ConstructionSkills to help develop the new training category and a lot of effort has gone into making sure our training and testing centre is a centre of excellence within the industry. Mini cranes are user-friendly machines,



C&a

training

GGR training manager Kevin Fairholm (L) with CPCS monitor John Landers outside the new centre



The online testing facilities for the CSCS Health and Safety 'touch screen' test.

but there are inherent dangers in all lifting operations. Safety has always been our number one priority and the new training scheme will ensure anyone operating a mini crane has been thoroughly trained and tested."

The centre will also offer training for operators of vacuum lifting equipment in conjunction with compact cranes.

When training does not work

Construction company William Birch & Sons of Link Road Court, Osbaldwick has been fined £12,500 plus and £15 victim surcharge for an accident in which two men were thrown out of the basket of a 3.5 tonne truck mounted aerial lift, leaving one man, Chris Cook, 44, in a coma for a month - this in spite of having trained the operator.

The accident happened in Bootham road York in August 2007, when the men were working on the brickwork at the first-floor level, the knuckle of the Niftylift truck mount they were using, was extended out into the road, there was no attempt to cordon-off the working area.

As a result a passing truck clipped the boom catapulting both men to the ground. Neither men were wearing a harness.

An off-duty police officer passing the scene shortly before the crash was so appalled by the lack of cones and warning

bollards round the aerial lift that he described it to investigators as "an accident waiting to happen". Another witness said that prior to the accident a van swerved to avoid the lifts boom, causing it to career onto the wrong side of the road narrowly missing another vehicle.

Paul Robinson, prosecuting for the Health and Safety Executive said: "Had the vehicle's owners, William Birch, provided its operator with a checklist of safety procedures to carry out, including a risk assessment, the accident could have been prevented."

The company said it had provided training for the lift operator, Karl Thackrah, 37, and provided safety equipment to control traffic round the vehicle. The company pleaded guilty to not ensuring Cook's safety. Managing director Chris Birch said afterwards: "This has been a deeply regrettable incident for a long-established family business with an otherwise excellent safety record. Lessons have been learned to ensure that this will not happen again."

Thackrah of Pottery Lane, York, denied an offence of not ensuring Cook's safety and elected to go for trial by jury. His case was adjourned for committal proceedings.



Council in court for lack of training

The Health and Safety Executive is taking Plymouth City Council to court following the death of an employee while using a forklift as a work platform in February last year. It is prosecuting the council for five breaches of Health and Safety regulations including failing to ensure the safety of employees and failing to provide proper training.

Rory Littlely, 22, had been standing on the raised forks of the forklift so he could reach and untie wheelie bins stored on the back of a truck. The forklift lurched forward and he was crushed between the truck and the forklift. A coroner's inquest returned a finding of death by misadventure. Plymouth City Council has entered no plea to the five charges and the case has gone to trial.

Who trained him then?

A man cleaning gutters out on a five storey building in Oranienburg near Berlin has clearly not been trained in the best equipment for the job.





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Ringling endorsement for PAL Card

IPAF's PAL Card (Powered Access Licence) won a strong endorsement from Skyjack group president Ken McDougall at September's APEX conference.



Skyjack group president Ken McDougall is one of the proud holders of the estimated 300,000 valid PAL Cards around the world.

In his keynote speech, McDougall urged manufacturers to take a lead on operator training to make the access industry safer.

"The best way to ensure we have training implemented on a consistent basis is by having a standardised and accredited training programme globally," said McDougall. "I received my PAL Card in 2006 and I am proud to say that Skyjack supports the IPAF training programme worldwide."



Manufacturer Forum at SAIE

Manufacturers are invited to the IPAF open forum for powered access manufacturers just prior to the SAIE exhibition on 14 October from 12:00 to 17:00 at the Savoia Hotel Regency in Bologna, Italy. Details are available from Gerhard Hillebrand, IPAF-Italia on +39 02 93581873 or www.ipaf.org/events

This year's IPAF Professional Development Seminar (PDS) for instructors attracted a record turnout of more than 200 attendees. Updates to the training programme and documents were presented. Attendees were also given insight into risk assessments/rescue plans, the new Driver CPC, and common MEWP accidents and how to avoid them.

Wanted: Talented apprentices

An IPAF engineering apprenticeship that leads to a "technician" level qualification is being developed by a sub-group led by Roger Bowden, chairman of Niftylift and chairman of IPAF's Manufacturers' Technical Committee.

A suggested module syllabus, which covers a theory base and related practical activity, has been drafted and is being reviewed by the group.

"There is still much to do, but we hope this scheme will be an effective means to attract capable people to the industry," said Bowden.

The scheme was announced at APEX as part of IPAF's campaign to attract young talent to the access industry. The Job Access challenge in partnership with Intermat among colleges in Europe was also launched (www.ipaf.org/jobaccess).

Safe use guide for tree surgeons

IPAF welcomes and recommends the Arboriculture MEWP Operators Guide (AMOG) 2008: Safe Use of Mobile Elevating Work Platforms (MEWPs) in Arboriculture, which has been published by the arboriculture association Arboretum Internationale. The new guidance sets out procedures and techniques that are accepted as good practice for the use of MEWPs in arboriculture and helps those in the field to meet their legal obligations and operate safely. It is the product of close collaboration with the industry, including input from IPAF, and contains valuable information from research work undertaken by the Health & Safety Executive (HSE). The guide can be purchased at the arboriculture association website.



European research presented

Access platforms rentals account for about 20 percent of Europe's €23.5 billion construction equipment rental industry, according to preliminary results from IPAF and European Rental Association (ERA) research released at the Europlatform conference in Maastricht.

The preliminary results were announced by IPAF managing director Tim Whiteman, who also chairs the ERA Statistics Committee. The IPAF access rental market will be published, together with a similar study from the USA that IPAF has conducted with the American Rental Association (ARA), will be available in early 2009. IPAF members can purchase the report at special discounted prices.

Access industry gets its glamour awards

The IPAF Summit on 2 April 2009 in Dublin will take on a new look with an awards dinner to celebrate the global access industry. The awards will reward best practice, focusing on professionalism, innovation, safety initiatives and outstanding individual achievements.

Details of the categories, entry rules and sponsorship opportunities will be announced soon. The awards will be open to members and non-members.

The Summit will be held at the Crowne Plaza Northwood and will be preceded by an informal networking event on the evening of 1st April at the Guinness Brewery in Dublin. IPAF has arranged special room rates at the Crowne Plaza Northwood and the Holiday Inn which is just next door. The special rates expire 1 February 2009. For booking details, see www.ipaf.org/events

Driver CPC training package

IPAF has arranged a special course in collaboration with the Hire Association Europe (HAE) for IPAF members who require the Driver Certificate of Professional Competence (CPC). The course is open to IPAF members at a special price of £75 plus VAT per person. It is a seven hour course that includes the upload of data onto the Driving Standards Agency (DSA) national database. More information on the course can be obtained from Susan Foster, IPAF's UK training administrator. IPAF's guidance on the Driver CPC for MEWP users is at www.ipaf.org



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IPAF Summit 2009 on 2 April in Dublin

Plant Hire Investment Report

Catherine Stratton has released her latest analysis of the leading UK rental companies. Naturally crane, access and telehandler rental companies dominate making up over half of the 75 companies that are covered in detail.

The accounts used are for the 2007/2008 tax year so they are as up to date as these things can be, although for those companies such as

Lavendon whose fiscal year is the calendar year the information is a little historic. Stratton does update though in the detailed look at each company and refers to the company's latest interim and trading statements.

Unlike some of the rubbish for sale masquerading as serious reports on the industry, Stratton knows what

she is talking about and provides detailed analysis on each and every company. Very little gets past her sharp eye and her research includes calls to many of the companies to discuss items she has spotted. If you are looking for an overview of the UK rental market this is the one to go for. Catherine Stratton has

agreed a £100 discount for Cranes & Access readers, reducing the cost to £399. Copies can be ordered on 01249 700778 or by emailing mandy@executivehirenews.co.uk.



Haulotte threesome

The standard scale for construction models is 1:50 but in recent years there has been a trend among access platform and telehandler producers to migrate to larger scales. Haulotte's latest range of models however stays true to the 1:50 scale. The company has three such models which cover its scissor lift, articulated and telescopic boom ranges.



Scissor lift stands tall

The scissor lift is the H15SX and is produced by the German model maker NZG, although the model is made in China. This machine is in the middle of the Haulotte scissor range with a platform height of 43ft/13 metres. The model is small but quite heavy as it is almost all metal, is fitted with rough terrain tyres and has neat screw down outrigger pads. The platform has metal

handrails which are a little on the large size, but the floor has a nicely patterned non slip surface.

The scissor mechanism works well opening up straight and true and the hydraulic cylinder is stiff enough to hold the platform at any height. The platform extension is also extendible. Overall the scissor lift is pleasant enough, although perhaps a little lacking in detail compared to some modern models.

The articulated boom model is the HA20PX which in real life has a platform height of 60ft, just over 18 metres

(See Vertical Check - page 33). This model is also made by NZG in China. The chassis is good, featuring two steering axles with chunky rough terrain tyres and pleasingly they can be set to a very hard lock. The body of the machine is simply represented and would benefit from some replica warning notices to improve the detail.



H43 TPX - the big brother



Unloading the H15 SX

Articulating the boom requires some energy as it is stiff, but this ensures that it can be set at any angle and remains there.

The quality drops off a little at the end of the boom as both the telescopic section and the basket are plastic and unfortunately it shows. This does keep the weight at the end of the boom down and means that the model is not in danger of tipping over at any boom angle or extension.

Again some more detailing would enhance the model.

The telescopic boom model is the H43TPX and is made by the Spanish company

Joal. The real platform has a platform height of 135ft/41 metres and this is reflected in the model, which is much larger and heavier than the other two. It does not feature the extending axles of the

original, but the steering and underbody stabilisers work well. The four section telescopic boom is very stiff to raise but it holds well in any position. Although the basket is plastic it does have a



Don't look down

detailed control panel. With the boom fully extended this is an impressive model and is well finished at a very reasonable price.

These three 1:50 scale Haulotte models pose well on their own or with other models and are worthwhile additions to any collection. They are available from the Haulotte webshop. To read the full review of these models visit www.cranesetc.co.uk



Three from Haulotte

Cranes Etc Model Rating

Haulotte H15 SX	60%
Haulotte HA20 PX	61%
Haulotte H43 TPX	65%

The power to lift

In a typically understated Danish kind of way, Højbjerg Maskinfabrik (HMF) has slowly been ramping up its business and has its sights set on being one of the top four global loader crane manufacturers.

World leaders - Palfinger followed by Hiab and Fassi - have broken away from the other manufacturers, so for the foreseeable future, fourth position is, in reality, leading the huge chasing pack.

Like several other construction equipment manufacturers, HMF was formed in 1945 by Arne Bundgaard Jensen as a small bicycle workshop, naming the company after the suburb of Aarhus where its head office is situated. After progressing into agricultural trailers it produced its first truck mounted crane - mounted on a Bedford truck - in 1953.

Today it is one of the largest engineering companies in Denmark and is situated on one of the highest points in the city (the highest point in Denmark is only 173 metres above sea level) in park-like gardens with sculptures. Group managing director Ove Trankjaer even jokes about the time some Japanese tourists were found wandering around the grounds and taking photographs of the sculptures - they thought they were in the grounds of the art museum!

The privately owned company employs about 800 and has two manufacturing facilities one of 75,000 square metres and one of 34,000 square metres with an additional 3,400 square metre painting and boom fabrication area under construction.



Ove Trankjaer

It also owns five body building/service facilities in Denmark as well as HMF sales subsidiaries in Denmark, Germany, UK - started in Peterborough in 1987 - and Sweden. As well as having about a 40 percent share of the Danish loader crane market, HMF exports to 50 countries around the world.

The company now manufactures a comprehensive range loader cranes ranging from 0.5 to 72 tonne/metres along with complete transport systems in Denmark, Scandinavia and Germany including cable and hook lift systems, tipping bodies, trailers, cranes, tail lifts and customised projects.

HMF has invested 150 million DKK (€20 million) in the new paint facility which will be operational at the end of this year. Money has also gone on new robotics to improve



The 72 tonne/metre Thor is the largest machine produced by HMF, here seen lifting parts for a food processing plant in the port of Aarhus. The machine is fitted with the EVS stability system.



C&a

IPAF focus

efficiency and increase capacity for smaller cranes from 0.5 - 2.7 tonne metres, and R&D for the new 13-24 tonne metre cranes and other models to be launched in the near future.

The new eight model, mid-range units - from the 1300-K to the 2430-K - are available in two versions - 'single power plus' which features a single linkage on the jib while the

A wide range of options match any application and include ground, platform or top seat operation, independent radio remote control, hoists, two fly jibs and three manual extensions. The cranes also feature the brand new RCL 5300 loader safety system, replacing the RCL 5100 and RCL 5200 controllers with better protection against overload. Combined with HMF's EVS stability safety system - which uses electronic sensors to monitor front to back and side to side inclination - the crane's capacity may be improved by using the truck body and load as counterweight.

The use of high-pressure swivel couplings as well as routing the hoses internally in nylon drag chains help to maximise economic life-span and a sturdy boom system while curved extension profiles provide lateral strength to the boom systems for work with winch and fly-jib or when the vehicle is working on a slope.

The new cranes are available with 4.5, 5.6 and 6.5 metre stabiliser spreads as well as an optional fixed, manual or hydraulic swing-up stabiliser on each side. All models have an over horizontal capability of 15 degrees between the main boom and the jib with extension cylinders positioned alternately to help the balance when used at long reach.

According to HMF UK managing director Richard Everist, the company has achieved strong sales in this country, generally between 200-250 units with the 12 tonne metre 'muck away' sized machine the most popular. It offers 24 hour, 365 days per year service and has a workshop facility with over £500,000 of spares in Peterborough as well as a fleet of mobile engineers.

The competition behind the 'big three' is intense, but HMF's latest models will appeal to those looking for well designed and well built equipment.



Richard Everist



An early version of the new 2200-K being put through its paces by a local contractor. The unit has been designed with fast, heavy duty applications in mind

'double power plus' version has a dual linkage on the column and jib. The 1300 to the 1730 models have up to six extensions reaching to 17.2 metres and the 1800 to 2430 models have up to eight extensions and a reach of 21.7 metres. By using ultra high tensile steel and a light arm profile, HMF has achieved lifting capacities at maximum reach of 340 to 500kg.

Hi Leigh,

I'm sorry I didn't get to see you at APEX. It's the first time I've been to this show and I thought it was very good. The only thing that I was surprised at was the lack of harness's while people were up in machines. The only company that looked to be following the IPAF Clunk Click was Wumag. I watched Ruthmann, Bronto, Multitel and Oil Steel taking people up in their machines without restraint. I think it is poor at such a high profile show. When I mentioned this to Ruthmann they said that they had no harnesses and said that it was perfectly safe as there were no moving vehicles at the show??!! Can you not shame some of these companies as they are not setting a good example?

Kind regards

Name withheld on request

We wrote back to the person concerned who owns a successful truck mounted lift business and agreed that we too were disappointed in the lack of harnesses being used at a specialist show which ought to be highlighting best practice. We also pointed out that on at least one stand, that of Bronto, they had all been wearing harnesses when passed by, we also asked if we might use his name. Our respondent replied:

I'm almost sure I was looking down on a Bronto machine from the 103 metre Wumag and noticed that the guys weren't wearing harness, although I was probably about 60 metres above them at that point. I also looked back at the picture I took on my phone but I can't tell so maybe I am mistaken. Bronto aside though, it is poor that the major manufacturers don't follow the general trend. Had I had any of our operators with me at the show I would have been trying to explain why they have to wear harnesses and yet at a show there are different rules. I would be happy for you to publish the letter. I would prefer it to be anonymous only because I have a long time to work in this industry and I'll probably end up buying from these companies in the future (When they adopt a harness policy)!
Yours.....

Dear Sir,

Not trying to nit pick but you may have made a small error on the test lift weights to be completed soon, (article on line re the new ALE crane) 15,500 tonnes at 69m sounds very impressive but could be a problem for a crane that only lifts 4,300 tonnes. Other than that I love the article and the photos and have been looking forward to seeing more information since I read about it in the last cranes and access.
Thanks for doing a great job, especially with your passionate concerns for a safer industry, I wish more people on the jobs could be as passionate as yourself.
Keep up the great work.

Warwick

Dear Sirs,

Re: Fleet Statistics - published
August/September 2008 (Vol.10)

I read with interest your August/September issue in which you rank the various access companies on pages 29 and 30. You have our fleet size as being 181, where it is currently 292, comprising 242 Van mount, 8 truck/4x4 mounted vehicles and 42 crane Lorries.

Further orders are placed for November & February deliveries amounting to 12 vehicles being 5 truck mount, and 8 van mount units. We envisage the disposal of 5 - 10 Van mount units between Oct/January leaving a net fleet position of between 295 and 300 in January 2009.

Could please update your records on our behalf.

If you wish to discuss or require further information, then please do not hesitate to contact me.

Kind regards,

John Wood
Managing Director
Access Hire Nationwide Limited

We inevitably make some errors, and had to go to print before receiving the input from some companies and are obliged to estimate. See page 52

Dear Sir,

NMT Jumpers

I read what NMT say about how carefully they manage Base Jumping activities. But in one of the images, is that the boot of someone standing outside the cage on top of the guard rail?
Regards,

Name withheld as we were unable to reach him for approval

The letter refers to one of the photo's in the on-line version, in which a foot does suggest that a man is standing on the guardrail, although in this case there is an upper frame and harness points. Ed

Dear Sir,

Please take a look at the enclosed video, good to see us Irish are keeping health and safety up to scratch!! The tower crane is lifting a Doka shutter in high winds. Unfortunate to say this is a very common sight these days with the downturn in the construction industry and threat of jobs being held over heads.

Please keep name private.

To see the video go to:

<http://www.vertikal.net/en/stories.php?id=6489>

Letters to the editor:

Please send letters to the editor: Cranes&Access: PO Box 6998, Brackley NN13 5WY, UK. We reserve the right to edit letters for length. We also point out that letters are the personal views of our readers and not necessarily the views of the Vertikal Press Ltd or its staff.

A lively affair

This year's CPA Crane Interest Group open meeting was a lively affair with many of the 60 or so attendees animatedly stating their opinions. Held at the Nuthurst Grange Hotel, Hockley Heath in Warwickshire, the meeting dealt with several 'hot' issues that divided the delegates.

Speakers included Tim Watson, Ian Simpson, Colin Wood, Kevin Minton, Wayne Crumpton, Mark Francis and Peter Brown and all were kept on their toes with some lively banter/ heckling from the interested/ concerned audience. Here is a flavour of the mood and subjects discussed.

Thorough examination

First up was Tim Watson on 'The thorough examination and testing of mobile cranes'. Under the Operations and Lifting Equipment Regulations 1998 (LOLER) it requires a 'thorough examination' of equipment every 12 months - six months if lifting people - by a competent person. However the practice of the four yearly, 125 percent load test, a requirement before LOLER, is still commonplace and generally expected which caused for concern among many attendees.

Watson outlined the arguments in favour which included: Clients requiring it for a sense of comfort; the time out of service provides the opportunity for a thorough service and it is particularly useful when buying a secondhand crane as many buyers believe that it shows the unit is structurally sound.

There are also a number of negatives: Some crane manufacturers (such as Liebherr) do not recommend overload tests and inspection bodies and insurers are not in favour as repeated overload tests may lead to fatigue and therefore have an influence or cause an accident.

One attendee made a comment regarding a crane that failed during the four year overload test and that and the insurance company was trying to get out of covering the cost of repair. In a show of hands, all of those attending the meeting still carried out the four year overload test.

Watson outlined a possible way forward which was to introduce a CPA Best Practice Guide (BPG) on Maintenance, Inspection and Thorough examination which would hopefully be endorsed by various bodies including the HSE, SAFED, Construction Confederation, MCG and manufacturers. He also added that BS 7121-2 is scheduled for revision and is likely to reflect the BPG.

One major, national crane rental company has already developed a detailed and rigorous examination scheme which was shown to



Should cranes be subjected to the 125 percent load test? That was one of the discussions at the CPA meeting.

everyone at the meeting. It included independent examination, model specific information to enable accurate categorisation of nominal load spectrum, data logging to record and analyse lift events, annual non destructive testing, oil sample analysis of all major components, manufacturers specific data on crucial load/stress areas to be examined, ASLI calibrated with certified load, cranes maintained in accordance with manufacturer's recommendations and owner's procedures, 12 monthly brake examination with component dismantling, independent six monthly tyre audit and cranes speed limited.

The general view of those attending was that many companies - particularly those not at the meeting (of course) - would not bother trying to follow such thorough procedures and improve the maintenance and examination of their cranes giving a further financial disadvantage to those who did.

"People not complying would get caught," said Bill Frost. "No-one (the HSE) ever visits our sites, so how will they catch those who don't comply with it," retorted Bob Francis.

BS7121 Part 4 (Loader cranes)

Ian Simpson of the HSE outlined the various updates to BS7121 with each of the five parts revised on a rolling cycle. Next to be updated is Part 4 (Lorry Loaders) which was last reviewed in 1997. Simpson said that there had been so much development in this sector over the past 11 years that it needed to be reflected in the update and revision - the current Part 4 does not even mention LOLER or PUWER. It was also thought that it should be more risk based and not a 'one size fits all'.

"You would expect to do more paperwork for a complicated lift than an easy lift but guidance at the moment says the same amount for both," said Simpson. "In reality, companies carrying out hires cut corners with paperwork whereas with contract lifts, the paperwork is generally good."



Ian Simpson

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An interested CPA audience

He added that the larger lorry loaders were now competing for work with mobile cranes and that therefore there needed to be a level playing field being risk based for both. Factors such as load and environment needed to be taken into consideration and he outlined three areas in the new proposed revision - Basic Lift, Standard Lift and Complex Lift.

"The Basic Lift is an operation where the weight of the load is known and there are no hazards within the area of operation," said Simpson. "The Standard Lift is where there are significant hazards either in the working area or the lorry loader or access route. And the Complex Lift is where the loader is handling complex loads or lifting and then placing a load."

A loader crane would fall into the mobile crane territory when carrying out Standard and Complex Lifts.

"For example, unloading roof trusses from a lorry would be a Basic lift however placing them at a high level which has additional hazards would be a Complex Lift. Another example might be delivering temporary buildings - which might range from a Basic lift to a Complex lift if double stacking and stairs etc are included."

The update and revision began in January this year with input from the HSE, CPA and ALLMI. By the end of this year the document will hopefully be ready to pass to the BSI working group which will have a new draft by May 2009 with publication by November 2009.

There were several comments from the audience regarding 'cowboy loader crane operators' carrying out work without the required paperwork.

Calls for more Health and Safety inspectors on the ground were dismissed with Ian Simpson saying the HSE had no intention of increasing the numbers of inspectors.

Hire desk training

Perhaps the most debated point was during Wayne Crumpton's presentation on the 'CPA Best Practice Guide for Crane Hire and Contract lifting, Hire desk training and Crane user's responsibilities'. A principal inspector of the HSE, Crumpton had put on a different hat when helping crane operators in the North West get together to discuss issues driven by several high profile accidents in the area over the last few years.

Last November the HSE invited about 40 companies to its Bootle headquarters to discuss a wide variety of issues particularly affecting the companies operating at the 'sharp end'. The HSE was looking for clarity in what it was reasonable to expect company owners to do when renting out cranes on a simple hire, and it was concerned about the lack of a consistent approach.

Crumpton said that the meeting was very interesting but it was clear that many people were not clear on their legal duties. So a working group of eight crane hire companies and the HSE got together and the main points that came out of it was that hire desk staff need more training and that when hiring out a crane, proof of competence should be given (a fax of relevant documentation) by the Appointed Person on site. While many agreed in principal, several thought that proving competence (experience) might be tricky without formal

qualifications and certificates. It was also pointed out that the CPA's Best Practice Guide of six years ago already recommends doing this, so this was nothing new. Asking for proof of the AP's competence should be a national request not just in the North West.

The HSE's view on this was that in the event of an accident, it would be looking at the company systems and the general way the company operated. After some heated discussion, Ainscough's Neil Partridge said he thought it should be down to the hirer to decide and therefore down to the experience of the hire desk controller.

High profile sites

The CPA's Kevin Minton gave an update on the Greater London Authority's BPG on the control of dust and emissions, stating that hirers were still not being asked or required to have diesel particulate filters fitted when working on the Capital's high profile sites. He said that the CPA would continue to argue that cost and technical issues made the fitting of these filters on cranes impractical.

Bob Francis suggested that the industry as a whole should say NO to the filters and that all the hirers should stand as one against it. Ainscough's Partridge thought the opposite - "fit them and work or don't fit them and don't work." In a show of hands, just two companies openly indicated that they were working on installing particulate filters.

Working time directive

Colin Wood outlined the proposed revision to the Working Time Directive which reduces the average number of hours worked by an operator from 78 hours each week to 60 hours. Currently going through the European Parliament, it may be passed by 2010.

CPCS

Finally Peter Brown from Construction Skills gave an update on the CPCS scheme but felt the full force of the crane hire companies in the room when it became clear that it was no longer necessary to prove you could erect a fly jib to qualify. Comments such as 'The fly jib is the biggest killer in the industry and that more than 90 percent of cranes are supplied with jibs or extensions' and that it should be a crucial part of the test' were made. Brown



Kevin Minton



Bill Frost



Colin Wood

stated that the jib test had been removed after consulting the industry "not us" went the cry from the floor, but would consult again to see if it needs reinstating.



Peter Brown

Whats on?

SAIE 2008

Bologna Fair, Italian Building products exhibition. October 15-18, 2008
Bologna, Italy
Phone: +39 051 282111
Fax: +39 051 6374013
E-mail: saie@bolognafiere.it



Big Five 2008

Middle East construction show in Dubai
November 23-27, 2008 Dubai, UAE
Phone: +49 (0) 89 949 22 0
Fax: +49 (0) 89 949 22 350
E-mail: info@imag.de

Bauma China

Bauma in Shanghai
November 25-28, 2008
Shanghai, China
Phone: +49(0)89 51070
Fax: +49 (0)89 5107506



ARA / Rental Show 2009

ARA / Rental Show 2009
Atlanta Georgia March 3-5th
Tel: +1800 334 2177
Fax: +1309 764 1533
E-mail: info@therentalshow.com

Baumaschinenmesse Bern

Switzerland's largest construction equipment show March 17th - 22nd 2009
Bern, Schweiz
Tel: +41 (0)31 340 11 11
Fax: +41 (0)31 340 11 10
E-Mail: baumaschinenmesse@beaexpo.ch

MAWEV-Show 2009

Austrian equipment show
March 25th - 28th 2009 Enns, Austria
Tel: +43 / (0) 1 216 65 26 0
Fax: +43 (0) 1 216 65 26 22
E-Mail: office@praesenta.com

IPAF Summit

Annual Summit for International Powered Access Federation
April 2, 2009 Dublin, Ireland
Phone: +44(0)1539562444
Fax: +44(0)1539564686
E-mail: info@ipaf.org



Intermat 2009

International construction equipment show
April 24-29, 2009 Paris, France
Tel: +33 1 49685248 Fax: +33 1 49685475
E-mail: info@intermat.fr

SED 2009

UK's premier construction equipment exhibition
May 12-14, 2009
Rockingham Speedway,
Corby, UK
Phone: [44] 020 8652 4810
Fax: [44] 020 8652 4804
E-mail: jackie.hanford@rbi.co.uk



Safety & Health Expo

Health and safety show
May 12-14, 2009
Birmingham, UK
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Fax: +44 (0)207 921 8058
E-mail: tbond@crmpinformation.com

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Web: www.vertikaldays.net



Platformer Days

German access equipment meeting
August 28-29, 2009 Hohenroda, Germany
Phone: +49 (0)5031972923
Fax: +49 (0)5031972838
E-mail: 2009@platformers-days.de

Conexpo Asia

An American show in China
November 16-19, 2009 Guangzhou, China
Phone: +1-414-298-4123
E-mail: pmonroe@aem.org

Bauma 2010

World's largest construction equipment show
April 19-25, 2010 Munich, Germany
Phone: +49 (0)89 51070



Conexpo 2011

The leading American equipment show
March 22-26 2011 Las Vegas, Nevada, USA
Phone: +1 414-298-4133
Fax: +1 414-272-2672

E-mail: international@conexpoconagg.com

Apex

International powered access fair
September 2011
Maastricht, The Netherlands
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Fax: +31 (0)547 261 238
E-mail: Joyce@ipi-bv.nl

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CRANES FOR SALE

ALL TERRAIN-CRANES

Make / Type	y. o. m.	Drive	Boom / Fly Jib
20 t Krupp KMK 2020	1994	4x4x4	20,50m + 3,80m
30 t Kato KA 300 E	1990	4x4x4	26,40m + 7,30m
30 t PPM ATT 335	1997	4x4x4	27,40m + 15,00m
35 t PPM ATT 400-3	2003	4x4x4	30,40m + 15,00m
35 t PPM ATT 400	1998	4x4x4	30,40m + 15,00m
35 t Terex-Demag AC 35 L	2004	4x4x4	37,40m + 8,00m
40 t Faun RTF 40-3	2001	6x6x6	30,00m + 15,45m
40 t Liebherr LTM 1040-1	1994	6x4x6	30,00m + 8,00m
50 t Demag AC 155	1993	6x4x6	40,00m + 17,60m
50 t PPM ATT 590	1996	6x6x6	40,00m + 15,00m
50 t Faun ATF 50-3	1997	6x6x6	38,00m + 16,00m
60 t Faun ATF 60-4	2000	8x6x8	40,00m + 16,00m
70 t Grove TT 865	1997	8x6x8	38,00m + 18,50m
75 t Grove GMK 4075	2001	8x6x8	43,00m + 17,00m
80 t Liebherr LTM 1080/1	1999	8x6x8	48,00m + 17,00m

TELESCOPIC - TRUCK CRANES

Make / Type	y. o. m.	Drive	Boom / Fly Jib
25 t Tadano TL 250 E	1997	6x4x2	30,00m + 7,50m
25 t Tadano TL 250 E	1997	6x4x2	30,00m + 7,50m
25 t Kato NK 250 E	1997	6x4x2	30,00m + 7,50m
25 t Kato NK 250 E	1998	6x4x2	30,00m + 7,50m
40 t S.C.M. T40	1983	8x4x4	32,00m + 10,00m

REACHSTACKER

Make / Type	y. o. m.	Drive	Boom / Fly Jib
40 t PPM 40 GMI	1991	4x2x2	4 th height

BOOMLIFTER

Make / Type	y. o. m.	Drive	Boom / Fly Jib
3 t JCB Telehändler 535-95	2003	4x4x4	9,50 m
3,5 t Caterpillar TH 355 B	2004	4x4x4	12,50 m
3,6 t Caterpillar TH 360 B	2005	4x4x4	14,00 m

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20M working height



Snorkel TB60 Diesel Stick Boom

4 wheel drive
20M working height



Snorkel TB42 Diesel Boom

4 wheel drive
14.5M working height



Upright SL26 Diesel Scissor

10M working height



Skyjack 40C Electric Articulated Boom

14M working height



Skyjack 6832 Electric Single Deck Extension Scissor

11.8M working height



Skyjack 4626 Electric Single Deck Extension Scissor

10M working height



Snorkel 4084 Diesel Single Deck Extension Scissor

4 wheel drive jack legs
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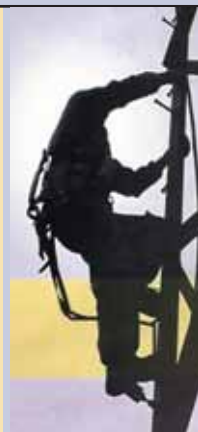
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