

CRANES & access

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knuckle booms** p32



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scissors** p24



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lifting** p18

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C&a CONTENTS



ON THE COVER:

What constitutes a 'heavy-duty' knuckle boom crane? Good question! And one that is not as straight forward in answering as you may think. Categorising this growing sector, in terms of lifting capacity at least, it seems, is something that is very much down to the producer's discretion. Starting on page 32, *C&A* takes a look at just what exactly the various knuckle boom manufacturers call 'heavy'.

For the full story see:

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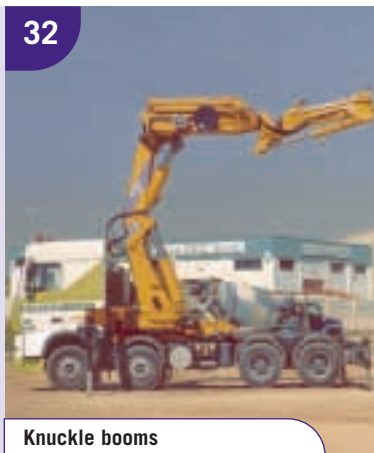
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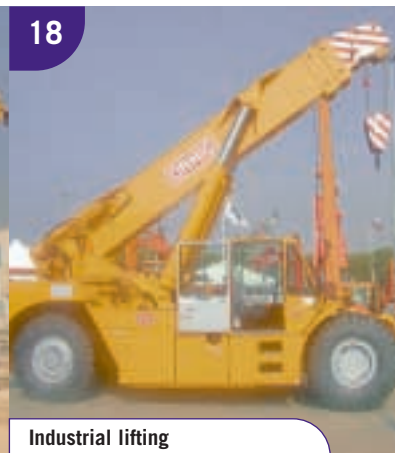
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New England House/Level 5
New England Street, Brighton BN1 4GH, UK
Tel: 01273 884422 Fax: 01273 884477
email: info@vertikal.net
web: www.vertikal.net

In Germany:

Vertikal Verlag

Sundgaualle 15, D-79114, Freiburg, Germany
Tel: 0761 8978660 Fax: 0761 8866814
email: info.vertikal@t-online.de
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ADVERTISING SALES

Classified Advertising Worldwide:

Karlheinz Kopp
New England House/Level 5
New England Street, Brighton BN1 4GH, UK
Tel: 01273 884422 Fax: 01273 884477
email: info@vertikal.net

France

Hamilton Pearman, GMT, 32 rue de la 8 mai 1945
F-94510 La Queue en Brie
Tel: 01 4593 0858 Fax: 01 4593 0899
email: hpearman@wanadoo.fr

Germany, Scandinavia, Austria and Switzerland

Karlheinz Kopp, Vertikal Verlag,
Sundgaualle 15, D-79114, Freiburg, Germany
Tel: 0761 8978660 Fax: 0761 8866814
email: khk@vertikal.net

Italy

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

The Netherlands

Arthur Schavemaker, Kenter & Co,
Postbus 130, Spoorstraat 21,
NL-7470 AC Goor, The Netherlands
Tel: 0547 275005 Fax: 0547 271831
email: arthur@kenter.nl

UK and all other areas

Jake Porterhouse
New England House/Level 5
New England Street, Brighton BN1 4GH, UK
Tel: 01273 884422 Fax: 01273 884477
email: jp@vertikal.net

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C&a COMMENT

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Warren Wadsworth

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IS IT me? Or did 2003 only have six months in it? The year flashed by and we are already bursting into 2004. Yet when you take a look back at all that has occurred in the past 12 months, it is surprising how much has happened, both in our industry and in the world as a whole. Few in our industry would rate 2003 as a good year, certainly the UK crane hirers began to see an improvement in both activity and rates, largely due to the consolidation that occurred at the start of the year. On the other hand, consolidation does not appear to have helped the crane manufacturers. If anything, competition has become more intense and over capacity still seems to be an issue. I predict that 2004 will in fact see further mergers and joint ventures as the industry struggles to size itself for the current market place.

On the access side, 2003 saw the first major shake up of the hire industry with UK and Ireland companies closing, or being absorbed by others. The result, most certainly in Ireland, is that utilization is up and rates are firming. Our recent hire rates survey suggests that 2004 will be a much better year, and certainly the feeling from the UK is positive.

Aerial platform manufacturers have continued to have a tough time, but have most certainly started to turn the corner. I will put my head on the block and predict that 2004 will be a turning year, shifting from a buyers' market to a sellers' one by 2005!

In a few months, we have the construction industry's biggest show, Bauma, and hopefully it will be a great opportunity for the world's crane and access fraternity to meet and rekindle the family spirit that is an integral part of the industries we serve.

Wishing all our readers a happy and very prosperous New Year.

Warren Wadsworth

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

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 Telephone +45 7010 69 70



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EPL takes first Wumags



EPL ACCESS has taken delivery of the UK's first Wumag WT 355 truck-mounted aerial work platforms through Wumag's UK distributor, SkyKing. The two 35.5 metre working height, 25 metre outreach machines are mounted on 18 tonne MAN chassis and each comprise a four-section telescopic boom with fly-boom and extending cage.

Commenting on the purchase, EPL's managing director John Jennings said: "We were

particularly impressed with each unit's ability to work effectively on narrow jacks, which makes the machines ideal for use in confined spaces. Even with the jack legs deployed within the vehicle width, the units can still provide a 12 metre outreach measured from the centreline of the machine, without compromising stability."

The units will be operated from EPL's London and Birmingham depots and will be used for a wide variety of applications such as property, structural and highway maintenance. EPL today operates one of the UK's largest hire fleets of van and truck-mounted platforms. ■

Elevation files for voluntary liquidation

ELEVATION EQUIPMENT Company, until last year one of Ireland's largest aerial work platform rental companies, has filed for voluntary liquidation. Earlier this year, the company's bankers withdrew their support, while several finance companies and manufacturers decided to call time on the outstanding equipment leases and repossess the firm's equipment.

Hundreds of machines were taken back by manufacturers and finance companies, many of which were auctioned off. The net result of the loss of the majority of Elevation's rental fleet, along with the absence of bank support, made it impossible for the company to continue to trade. Staff were subsequently laid off and rental activity ceased.

Elevation was founded in Belfast almost 25 years ago by Robin Ardil, originally with alloy scaffold towers and then powered access. The company was for many years one of the strongest Simon customers in the UK and in 1989 moved to southern Ireland and opened up in the Dublin area. The company had a wide range of access equipment in its fleet, from mast climbers to crawler mounted booms and scissors to suspended cradles and alloy towers. It also added telescopic handlers in recent years. ■

JLG purchases Access Industrie facility

JLG has signed a letter of intent to purchase the inventory and equipment of the aerial work platform refurbishment centre owned by Access Industrie in Tonniens in the southwest of France.

As part of the agreement, JLG will sub-lease the 2,500 square metre facility that houses the rebuild activity. The operation was set up in 2001 specifically for the refurbishment, repair and rebuilding of aerial work platforms. The deal is expected to close early this year.

Israel Celli, vice president international sales, marketing and customer support for JLG stated: "This transaction is consistent with our strategy to bring reconditioning services to Europe during this fiscal year, and build on our JLG equipment services re-manufacturing model in North America." ■



HEWEDEN CRANE Hire supplied all the crane power over an 18 month period to assist in the restoration of 130 year-old Victorian water tower in Lymm, Cheshire. The tower's owner, Russell Harris, is restoring the grade II listed landmark into a family home. As part of the contract, Hewden supplied a 35 tonne Demag (pictured) to lift steel beams to reinforce the structure's floors and also lift a 26 tonne, 157 piece steel framework. ■



Bauma travel plans

WITH OVER 400,000 visitors descending in Munich for Bauma in just a few months time, flights and hotels will be very much in demand. But help is at hand! Bauma

organisers recommend two UK-based travel companies, which hold block bookings of hotels, and which can also organise an all-in package tour.

Three-day, two-night packages, including flights, single hotel room and a three-day pass to the show, cost from £545. Pressplan Travel and Commercial Trade Travel both have packages available, although the latter company has limited availability. Both companies' contact details can be found at the bottom of this article.

ENTRANCE TO THE SHOW: Pre-registering for your entrance ticket helps avoid the queues at the ticket booths and also saves money. A single day pass costs £10 and a three day pass £26. Both options are available from Bauma's UK agent, Pattern (details below).

If you are a buyer, however, you should be able to obtain a complimentary ticket from one of your suppliers if they are exhibiting. Your bauma entrance ticket will also serve as a pass for free travel on the Munich public transport network during the show.

Buses run from the airport to the show.

HOTELS: The Bauma website has a good search engine for finding your own hotel, or alternatively hotel booking may be available as part of one of the above mentioned packages.

LOCAL TRAVEL TO THE SHOW: By far the best way is via the metro system, which has two stops within the exhibition grounds. For cranes and access equipment stands, visitors should take the second stop to save a long walk. From the airport you can take a bus, which will stop at the entrance to the new outside mining area. A medium length walk and you will be amongst the familiar booms of the crane and access area. Don't forget to collect your Vertikal Bauma guide from the Vertikal Press, which will also be available as follows:

- Posted on the Vertikal.net website a few days prior to the show;
- Available to order by special delivery before the show at £10 / €15 within the UK;
- Reserve a copy for collection at the Vertikal stand via info@vertikal.net;
- Collect a copy from the Vertikal Press stand or from one of the distribution points at the show. Please note, however that, we will only have around 10,000 unreserved copies at the show, so first come first served!

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Grove flagship for Krangaarden

DENMARK-BASED crane hire firm, Krangaarden, is now amongst the first European owners of Grove's flagship 450 tonne capacity GMK7450 all terrain crane. The crane was put straight to work on a project in Skive for the dismantling of 110 metre high telecommunications mast, and the erection of a replacement structure. The crane was rigged with 100 tonnes of counterweight with a 30 metre boom extension on its 55 metre main boom, and a 61 metre luffing jib.

Krangaarden now operates a fleet of 14 mobile cranes with capacities ranging from 35 tonnes up to what is now its biggest unit, the 450 tonne Grove. The crane will also be kitted-out with Grove's MegaWingLift lateral boom support attachment for enhancing high-lift capabilities at short radii. ■

CIRIA releases updated crane stability guide

THE CONSTRUCTION Industry Research and Information Association (CIRIA) has published a fully updated second edition of its 'Crane stability on site guide'. The new edition takes into account changes in legislation and best practise and offers information on the various factors which should be considered when planning the use of mobile and tower cranes on site.

Topics covered in the guide include type and choice of crane, loading cases, ground conditions, foundation details and references to other topical material. A new section on the LOLER regulations has been included along with an updated and expanded section on crane types and method statements for climbing tower cranes. ■

Scaninter in management buyout

GERMANY-BASED scaffolding group, Plettac AG, has announced the sale of the majority ownership of its Scaninter Group subsidiary, which manufactures the Scanclimber mast climbing work platforms and personnel/material hoists.

A management buy-out team, comprising of Scaninter Group managing director, Juha Asikainen, and chairman, Markku Simanainen, the original founders of the Scaninter Group and previously minority shareholders of the firm, have together purchased 55 per cent of ownership.

A Scaninter official said that Asikainen and Simanainen decided to purchase the majority of the shares from Plettac, which has been in financial trouble since the beginning of the year, to regain independence of Scaninter and secure future growth.

*The announcement comes just a few days after the purchase of US-based access equipment manufacturer and supplier, Bil-Jax, also from parent company Plettac AG, through a partnership between a Bil-Jax management team and Indianapolis-based Centerfield Capital. ■

FULL STORY ON WWW.VERTIKAL.NET

JCB targets military



THIS NEW 2.3 tonne capacity military telescopic handler was among some of the new equipment on display from JCB at its recent military day at its world headquarters in Rocester, UK. More than 200 military representatives from as far afield as Columbia and Chile were invited to inspect JCB's latest equipment designed specifically for military applications.

The specially adapted 523M Loadall telehandler (pictured above) is capable of speeds of up to 55 miles per hour and has a low profile design for easy cornering and improved travel over harsh terrains. It can also be transported in a Hercules C130 aircraft or by a heavy-lift helicopter. ■

Effer Holding merges operations

AN AGREEMENT between Effer Holding SpA and subsidiaries, Effer SpA and Hydrom Srl has resulted in the merging of the assets of the latter companies into Effer Holding SpA effective from January 1, 2004. Effer Holding SpA is also the holding company of the Effer knuckle boom and Bizzochi aerial work platform brand names.

The move was agreed at a recent meeting between the three companies' board of directors, where Giancarlo Monti, chairman of Effer Holding SpA, also reported that sales in the group's articulating knuckle boom crane sector in the 2003 fiscal year improved by 2 per cent compared with 2002.

"This tops a sales increase of plus 4 per cent during the 2001/2 period that goes opposite to the market trend," said Monti. "The most reliable sources predicted and confirmed a general slowdown for this industry, ranging from 10 to 20 per cent below last year's mark." ■

FULL STORY ON WWW.VERTIKAL.NET

Skyjack closes European base

CANADA-BASED scissor lift producer, Skyjack, has closed its continental European base in Mijdrecht, The Netherlands, and centralised all administration, invoicing and parts activities for Europe at its Oswestry facility in Shropshire, UK.

Only one of the six employees at Mijdrecht has remained with the company. Ron Schreurs, previously a parts specialist, has moved to the post of salesman for Benelux, Germany, Austria and Switzerland.

Skyjack will now locate stock machines at four locations in Europe, including Oswestry for the UK and Ireland, Nordic Lift in Goteborg, Sweden, which will cover Scandinavia, Plataformas Moyma in Madrid, Spain, which will cover southern Europe and a final location in the Benelux region yet to be announced.

Skyjack claims that the move does not represent a withdrawal from continental Europe but more of a "restructuring". Martin Davies who now has overall responsibility for Europe said that this change will allow the company to "bulk up its operation in the UK with all departing roles in Holland being replaced in the UK, possibly with some additional staff on top". ■

Manitowoc to take Kobelco crawlers

THE MANITOWOC Crane Group and Japan-based Kobelco Construction Machinery have signed an agreement which will see Kobelco supply Manitowoc with a range of lattice boom crawler cranes under 136 tonnes (150 US tons) capacity. The Manitowoc-branded cranes will be sold and supported through the company's existing North American dealer network.

Manitowoc said that lattice boom cranes supplied by Kobelco will be clearly differentiated from Kobelco's own lattice booms and that Kobelco will continue to market and distribute its own full lattice boom line, ranging from 55 to 250 tons (50 to 250 tonnes), through its current distributor network in the Americas. Manitowoc is yet to issue model designations for the new cranes, which will be available by the second quarter of 2004. ■

HSE calls on industry for Work at Height guidance

THE HEALTH and Safety Commission (HSC) is seeking views from industry, unions and workers on draft work at height regulations and guidance. HSC chair Bill Callaghan last month opened a four-month consultation period and launched a consultation document that sets out the proposed new regulations and guidance to improve the planning, organising and management of work at height. "Despite recent improvements," he said, "falling from height remains the single biggest cause of workplace deaths and the second biggest cause of serious injuries.

"These draft regulations are designed to ensure that people work at height safely in Great Britain across all industries. The consultation document sets out the draft regulations and guidance and we welcome views from all those with an interest. We have already consulted widely with industry in drafting these regulations in an effort to get them right. But if there are any outstanding issues or concerns about the proposed regulations and guidance, now is the time to tell us.

"The draft regulations bring together all existing regulations on working at height into one set of regulations and will implement the European Community Temporary Work at Height Directive."

The consultation period will run until 2 April, 2004, after which time final drafting and changes will be made, based on respondents feedback, and it is expected that final proposals will be put to ministers by late 2004. The proposed new regulations are set out in consultation document, CD192, which is available on the HSE website at <http://www.hse.gov.uk/consult/live.htm> ■

FULL STORY ON WWW.VERTIKAL.NET



Nootboom goes mega

THE NETHERLANDS-BASED trailer manufacturer, Nootboom, has come up with an altogether new concept for the transportation of the tower sections and nacelles of wind turbine installations of up to 3 megawatts.

The MEGA Windmill Transporter consists of 2 hydraulically extendable lift adapters that can be universally employed on various vehicle types. During transportation, the tower section or nacelle is clamped between the two 50 tonne capacity adapters (100 tonnes in total), which together can load and unload the tower sections without the need for an external crane.

Each lift adapter is infinitely hydraulically adjustable to fit the diameter of the tower section or nacelle and can be moved in any direction by remote control. The combination length is kept to a minimum, depending on the length of the payload, which in turn is dependent on the country of operation.

According to Nootboom, wind power capacity in Europe will have grown from 15,000 megawatts today, to 60,000 megawatts by 2010. This will not only mean more windmills, but larger structures of anything up to 100 metres or more in height with heavier nacelles, longer rotor blades and larger tower components. ■

FULL STORY ON WWW.VERTIKAL.NET



Manitowoc drops boom and scissor lines

Manitowoc Crane Group has announced plans to restructure its Manlift aerial work platform businesses in order to focus solely on its Toucan vertical mast product range. The firm's plans include the discontinuation of all US Manlift production at the company's US facility at Shady Grove in Pennsylvania, and also all scissor and boom lift product segments in Europe. The Liftflux facility in Dillingen, Germany will be closed.

The development of the Toucan product range, which is produced in France and marketed under the Manlift brand and Toucan product name throughout Europe, will continue to be developed, while all parts and service support network for the eliminated product lines will continue through Manitowoc Crane Care.

This announcement brings an end to 24 years of participation in the powered access market by Grove, and is the end of the line for three original access companies, Selma-Manlift, Liftflux and TKD. ■

FULL STORY ON WWW.VERTIKAL.NET



HAMPSHIRE PLANT recently supplied Winchester cathedral with this 12.36 metre Genie TZ-34/20 trailer mounted boom to help with re-wiring work for the building's sound system. ■

Kobelco opens UK crane HQ

AT THE time of going to press, Kobelco reported to C&A that it will be opening a new office in East Grinstead in the UK, solely dedicated to its crane business. Kobelco Cranes Europe Ltd, will be dedicated to selling, marketing and providing after sales product support for all Kobelco cranes directly to end-users throughout the Europe region. Up until now, Kobelco has centred all of its direct European crane operations, combined with its excavator business, from its Kobelco Construction Machinery (Europe) B.V. headquarters in The Netherlands. More information will be posted on www.Vertikal.net as it is issued. Both companies are wholly owned subsidiaries of Japan-based Kobelco Construction Machinery Co. ■

One to look out for

ON LOOKING into the amended *Special Types General Order* rules, August 2003, it has become apparent to C&A that the revised crane transportation rules will not actually have any major practical impact on most cranes. The effect on larger cranes at first looked daunting, but our research now suggests that most existing big cranes will still be able to travel intact. Watch out for the full report to be issued shortly on www.Vertikal.net and in the February/March issue of *Cranes & Access*. ■

Adorian acquires PAC



FORMER INTERNATIONAL Powered Access Federation (IPAF) managing director, Paul Adorian, has acquired PAC, the specialist EC Notified Body for powered access and related equipment. IPAF's Board accepted an offer made by Adorian, previously the managing director of both companies prior to his retirement from IPAF on the 31 December of last year, for 100 per cent of the equity of the former IPAF wholly-owned subsidiary. Adorian will continue his position as managing director of PAC.

Commenting on the purchase, Adorian said that among his plans for the company is the introduction of numerous new services, such as those in the area of legislation, its interpretation and implications. "I hope that we will be able to make the complex issue of European legislation more discernible, he said." PAC will maintain close links with IPAF and continue to provide technical consultancy and representation on EC and other technical committees, while its technical officers will continue to assess Competent Assessed Persons (CAP) Scheme attendees on behalf of IPAF, which will run the scheme.

Since the initial transfer of the total equity to Adorian, existing persons within PAC have already taken an equity stake in the company. These now include, John Hocking, PAC technical director, and Tim Watson and Peter Reed, PAC technical officers. "It makes sense for those most active in providing the service to our clients to have a direct interest in the company," said Adorian. "In this way, I believe the level of service that we provide can only improve, and I want to assure everyone that our general approach will remain as before." ■

Clapham crane collapse

A GERMAN-made 100 tonne capacity Kirow 810(UK) rail mounted crane belonging to Balfour Beatty Rail toppled over earlier this month, blocking two of the four rail tracks into the UK's busiest station, Clapham Junction, causing chaos for up to 75,000 commuters.

The crane was carrying out routine point replacement duties between Clapham Junction and Waterloo station when it toppled over. No one was hurt in the incident. Specialist engineers from the Kirow factory in Leipzig, eastern Germany, later flew into London to help assess the cause of the accident. It is understood that the crane's computerised load management system which carries a record of all the crane's lifting sequences will hold the clues as to what caused the crane to collapse.

A Kirow official said that once engineers had downloaded data from the crane's computer, it should become clear what was happening when the crane collapsed and whether or not mechanic failure or human error played a part in the incident. ■

FULL STORY ON WWW.VERTIKAL.NET

de Vigier dies at age 91

SWITZERLAND-BORN William Alphonse "Bill" de Vigier has died at the age of 91. He passed away on December 20, 2003. Veterans of the crane and access industries will know his name well from all he achieved, following on from the founding of Acrow (Engineers) Ltd, which went on to dominate the UK crane industry.

Acrow was transformed into a truly global company after de Vigier made it into a public company shortly after the Second World War. Acquisitions included Bailey bridges, scaffolding and formwork before the group was turned into world leading player in the crane business with the acquisition of the Steel Group in 1975. This gave Acrow ownership of Coles Cranes, which incorporated Neal & Co, Taylor & Sons and Priestman brothers of Hull, the bulk of the UK crane industry. In 1985 after several years of difficulties, the Acrow group went into administration and the slimmed down crane division, based in Sunderland, was picked up by Grove. ■

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Basket stays on track

SPECIALIST RAIL access hire company, Rail Access Platforms, has taken delivery of the first batch of specially designed 'road-rail' access platforms custom-built by Italy-based manufacturer, Basket. The 14 metre working height SEL 14 AJX RR platforms were delivered through Basket's UK dealer, Promax Access, complete with full EN280 and CE approval and are, according to Promax, among the first units to be actually designed and built specifically as road-rail platforms.

Each unit features a tilting turret system connected to a plate rather than directly to the platform's carriage to allow platform levelling independently of the chassis. This enables work to be carried out safely on rail cambers of up to 200 millimetres, said to be the most extreme on UK railways.

Promax Technical Director, Mark Caves said: "The only purpose designed and built 'road-railer' with EN280 approval, the SEL14 AJX RR has set the standards for all future road access platforms, surpassing the latest and most stringent VAB requirements. Unfortunately, the existing mix of rail-road platforms include excavators with man cages attached, or use standard access platforms with retrofitted rail gear known as 'cut & shunts', normally resulting in an extreme loss of working envelope. Because the existing road rail machines were never designed for use on rails, they clearly fail to offer the level of rail specific safety and operator features and refinement that are now being demanded, and bring into question the validity of existing EN280 and CE approval when major changes are being carried out." ■



NCC takes new crantage

THE NATIONAL Construction College East, the training division of Construction Industry Training Board (CITB) in King's Lynn, Norfolk has taken delivery of four brand new cranes as part of its ongoing plant replacement programme.

The purchase includes a 10 tonne capacity Liebherr 132 ECH tower crane, a 30 tonne capacity Demag AC30 city class crane, a 30 tonne Liebherr truck mount and an 80 tonne capacity Kobelco CKE800 crawler crane.

The cranes will be used by trainees on CITB crawler crane, tower crane and truck mounted crane courses and on various lifting and slinger/signalling courses at the NCC. ■

Verschoor takes first new Spierings



VERSCHOOR KRANEN of Sassenheim in The Netherlands has taken delivery of the first Spierings "Mighty Tiny" SK1265-AT6 mobile folding crane. Mounted on a six-axle carrier, the 132 tonne/metre crane comprises a three-tower closed boom and a five-section jib which extends out to a total length of 60 metres where the lift capacity is 1.7 tonnes. Maximum capacity is 10 tonnes at a 13.2 metre radius. At maximum radius the unit's jib can also be luffed a further 30 degrees, decreasing the radius to 52.2 metres, but increasing hook height from 60 to 64 metres with a 1.7 tonne load. The whole crane can be set up in just 12 minutes from its folded position.

Verschoor is also expecting delivery of the second SK1265-AT6, which will also be supplied with a brand-new cab, built by Spierings and Belgium-based cab producer Ypcar. Spierings Kranen founder and designer of the Spierings folding crane, Leo Spierings, named the "Mighty Tiny" after his late wife, Tiny, who died in October 2001. ■

Sennebogen boosts SL crawler line

SENNEBOGEN BOOSTS SL crawler line Sennebogen in Germany has extended its Star-Lifter crawler crane line with the launch of a new 110 tonne capacity unit. The 3300 Star-Lifter (SL) crawler closes the gap between Sennebogen's 80 tonne capacity 2200 and the 140 tonne capacity 4400, and is now the 4th model in the range, which is capped at 180 tonnes capacity with the 5500 Star-Lifter version.

Main boom combinations of the crane are 63.5 or 74.7 metres, while an underhook height of 93.4 metres can be achieved with the machine's 41.1 metre main boom and 52.3 metre luffing jib. Also available for the 3300 SL is the option of a 57.9 metre main boom with a 29.9 metre fixed jib and also an auxiliary jib. Maximum capacity when working with the luffing jib is 37 tonnes.

As with all the models in Sennebogen's SL line, the 3300 features the standard self assembly system, incorporating a self ballast system, which allows for a crane set-up time of just a few hours. All boom elements of SL crawler cranes can be telescoped into one another to allow for transportation in a standard ISO container. ■



SEV delivers in Romania

GATESHEAD-BASED SEV Group has delivered its first batch of powered access equipment to its Romanian distributor, Electricom SA. The first order comprised an 18 metre truck mounted platform, three 13 metre truck mounted platforms and one 17 metre truck mount, all of which are destined for the Romanian electricity distribution authority and an additional municipal authority.

Commenting on the purchases, Stefan Ponea, Electricom marketing manager, said: "The Romanian market is growing rapidly but is currently dominated by refurbished machines which do not have full Romanian approval for rent or re-sale to end users. With the help of SEV, we were able to obtain the Romanian authority's ISCIR and Labour Safety approvals for the various models. We are now among those very few who are actually operating legally on the Romanian aftermarket."

Also commenting on the order, Brian Wiggins, SEV export manager, said: "Whilst sales here are very price driven, we believe that we will open up a potentially huge market – certainly for trailer mounts up to 17 metres." ■



WARWICKSHIRE COUNTY Council (WARCO) has taken delivery of the UK's first Versalift ET26NEXS van-mounted platform through Cambridge-based hire company, Risehire. The 9.2 metre working height, 5.5 metre outreach unit is mounted on a 2.9 tonne Vauxhall Vivaro van and has been developed to be operated without the need for stability jacks. The ET26NEXS is available in one-man configuration (120 kilogram platform capacity) without stabilisers, plus a two-man configuration (200 kilogram platform capacity) with stabilisers and a telescopic main boom and fixed fly-boom. ■

Filipov senior retires

TEREX CORPORATION has announced the retirement of its long-standing president and CEO, Fil Filipov, and that he will be replaced by his son Steve. Filipov senior has agreed to continue as a consultant to the company, focusing on restructuring activities and working on special projects.

Initially, Filipov senior and his company will assist with the restructuring, integration and operation of the company's latest acquisition, Tatra, a manufacturer of on/off road heavy-duty vehicles located in the Czech Republic. Filipov will continue his role as chairman of the supervisory board of Tatra.

"Fil has been an important part of Terex and I expect him to continue to make a meaningful contribution to the company in the future as a consultant," commented Ronald M DeFeo, Terex's chairman and CEO. "Fil has helped me over the past 10 years in transforming Terex from a small and financially stressed entity into a first class company. In the last year alone, he has been largely responsible for the successful integration of our acquisition of Demag Mobile Cranes into Terex. He is highly regarded in the crane industry and by everyone associated with Terex."

At the same time as the announcement of Filipov senior's retirement, Terex also announced the appointment of the new crane segment

management team. Filipov's son, Steve, who has served most recently as group president of Terex Cranes International will assume the role of president of Terex Cranes.

"This is a natural transition as Steve has worked in the crane business for over 8 years and has strong customer and industry expertise," stated DeFeo. In his new position, Steve Filipov will oversee the worldwide operations of the Terex Cranes business. "I am pleased to accept this new challenge and look forward to taking Terex Cranes to the next level as an industry leader," commented Steve Filipov.

"We have had a successful and difficult year in 2003, considering the economics in the crane business. Following the acquisition of Demag Mobile Cranes a little over one year ago, we restructured the business and have built a strong base for our segment going into 2004." ■



News highlights

POWERED ACCESS hire firm, The Platform Company, has announced the completion of its acquisition of the Meek Group. The deal brings a further three UK depots to The Platform Company located in Bristol, Heathrow and Liverpool, adding to its existing eight UK sites.

MIC CORPORATION, Japan's largest crane rental company, has put its two new flagship 1250 Uston (1134 tonne) capacity Demag CC8800s straight to work on the construction of a new highway around the city of Nagoya.

ATLAS TEREX has appointed Thistle Marine subsidiary, Thistle Hydraulic Solutions, as its North of Scotland dealer for its range of knuckle boom cranes. Thistle Marine will be responsible for the sale, support and maintenance of Atlas-Terex's range of knuckle booms in the North of Scotland region from its three depots in Aberdeen, Peterhead and Old Deer.

UNIC CRANES Europe has announced the first sale of the recently launched Japanese-built 2.9 tonnes capacity UNIC 295C mini crawler crane. Cambridgeshire-based firm, S&W Process Engineering. S&W, a provider of processing machinery, plant and services to manufacturers of food, beverages and pharmaceuticals, will use the mini crane for installations at its customers' factories and sites.

CATERPILLAR'S BOARD of directors have appointed James Owens, currently vice chairman, as the next chairman and CEO of the company. Owens will replace Glen Barton, who retires on January 31 after nearly 43 years with Caterpillar, five of which he spent as chairman and CEO.

EPL HAS placed an order for a number of Z20 'Sigma/telescopic van mounted platforms from Italy-based manufacturer CTE. The 20 metre working height machines are mounted on the 3.5 tonne Nissan Cabstar E 120 and offer an up and over outreach of 9.5 metres. EPL is now one of three UK access rental companies, including Tobin Plant and Panther Platform Rentals, to add CTE Z20s to its fleet.

SIMON BAMFORD, managing director of the Rossendale Group, has been elected chairman of the Lifting Equipment Engineers Association (LEEA). Announced at the association's general meeting at the end of last year, the appointment will run for the next two years.

HM WINSON Green Prison in Birmingham has purchased a 14 metre working height Oil & Steel Octopussy 1465 to assist with refurbishment and cleaning work at the facility. The unit was purchased through The Platform Company, which also provided prison personnel with the necessary IPAF training.

2003 REVIEW

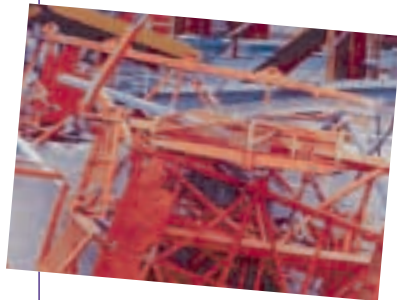


AINSCOUGH BUYS BALDWIN'S FLEET

AINSCOUGH Crane Hire fought off rival bids in late December 2002 to purchase Baldwins Industrial Services crane fleet to give the former company the largest crane fleet in the UK with around 650 cranes.
C&A: Dec/Jan 2002/3

IHI REACHES AGREEMENT WITH TEREX DEMAG

FIVE crawler cranes in the 50 to 200 tonne class were added to Terex Demag's existing European range under an agreement between the company and Japan-based IHI.
www.vertikal.net: January 20, 2003



HSE WARNS ON HAZARDOUS TOWER CRANES

THE Health & Safety Executive (HSE) warned of the dangers of using of climbing frames to "climb" tower cranes following the collapse of a luffing tower crane at Canary Wharf in May 2000, which killed three erection crew workers.
www.vertikal.net, February 20, 2003

GSL SCISSORS DANGEROUS. COMPANY CEASES TRADING

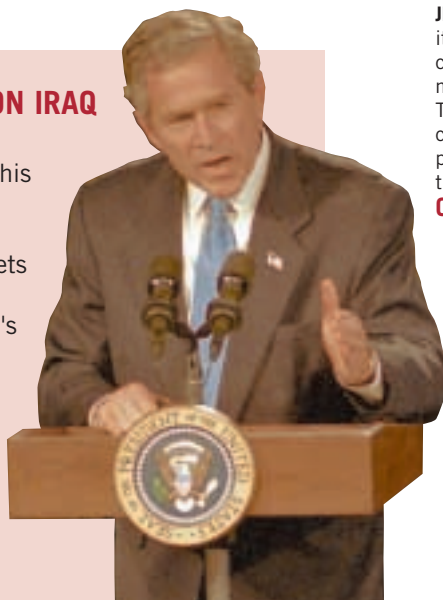
SPECIALIST manufacturer of scissor lifts, German Standard Lift (GSL), told its customers in March to stop using its equipment on safety grounds and subsequently ceased trading. Just a few days later (www.vertikal.net, March 27, 2003), C&A revealed that Gardemann, one of Germany's largest rental companies was aware that GSL knew about the dangerous quality problems affecting its scissor as early as 2001.
www.vertikal.net, March 25, 2003

BALDWIN'S BACK IN BUSINESS

RICHARD Baldwin, founder and chairman of the dispersed crane hire company, Baldwins Industrial Services, bounced back into business with a new company called Baldwins Crane Hire.
C&A: February/March, 2003

BUSH DECLARES WAR ON IRAQ

ON Thursday 20 March, US President George Bush told his fellow citizens that on his orders, coalition forces had begun striking selected targets of military importance to undermine Saddam Hussein's ability to wage war. According to Bush, this was the beginning of a broad and concerted campaign to disarm Iraq, free its people and defend the world from grave danger!



With 2003 now a fleeting memory, 2004 offers a clean slate for many as the new year begins to gather pace. In our 2003 review, we look back to bring you all the major headlines that have made their mark upon the pages of **C&A** and **Vertikal.net** during the past 12 months, plus a few momentous extras.

NB: The publication date of each story has been provided so it can be easily located and viewed in full on www.vertikal.net or the corresponding issue of **C&A**.

20

– a room with

LAVENDON REJECTS MBO

LAVENDON'S executive directors and a private equity partner were involved in management buyout talks with Lavendon's board following the "unsolicited" approach from a potential buyer the previous year.
www.vertikal.net, March 4, 2004

JLG CLOSSES US PLANT

JLG announced a "repositioning of its operations" and the permanent closure of its Bedford scissor lift manufacturing plant in the US. The move was part of the company's ongoing rationalisation plan that cost around 265 workers their jobs.
C&A: February/March, 2003

JLG LAUNCHES PRO FIT SCISSOR RANGE

JLG used the Intermat stage to launch its Pro fit scissor platform range, described by some as, technically, the most radically different scissor design in almost nine years. The 1994 American Rental Association trade fair was the last time such a different product range was launched that changed the market. Will this be the next?

TEREX CLOSSES OLATHE FACTORY

TEREX Cranes announced the closure of its boom truck factory in Olathe, Kansas and that it was relocating operations to its truck and rough terrain crane factory at Waverly in the US.
March 2003

SNORKEL BOUGHT

PRIVATE equity investor, Elwood Holdings LLC became the proud new owner of the Snorkel International product line and business of Textron Inc subsidiary, OmniQuip Textron.
C&A: February/March, 2003

BASKET GOES BIG

Italy-based aerial platform manufacturer produced the world's highest self-propelled aerial platform, reaching a massive 50 metres.

C&A: April/May 2003

Basket's 50 metre 50 AJT.



MANITOWOC TO PRODUCE CRAWLER IN EUROPE

MANITOWOC disclosed exclusively to *C&A* back in May that its first ever European crawler crane would be rolling off its Wilhelmshaven production line by the end of the year.

www.vertikal.net, May 15, 2003

YELLOW ARMY

Two brand new crane models in the 90 tonne capacity, LTM 1090/3 and the 400 tonne capacity, LTM 1400/1 were among the many machines on show at Liebherr's open day at its Ehingen facility in Germany back in April. Plans to unveil the new 50 tonne capacity LTC 1050 compact "city" type crane at this year's Bauma exhibition were also unveiled.

www.vertikal.net, April 14, 2003



Liebherr's 1400/1 all terrain

FRANCE ON STRIKE

VISITORS to last year's Intermat exhibition in Paris were faced with several days of chaos as much of France's public transportation infrastructure was disrupted by strikes held against proposed pension reforms.



GROVE LAUNCHES MEGA WING-LIFT

GROVE ruffled a few feathers at Intermat with the launch of its Mega Wing-Lift boom support system which was displayed on a 450 tonne capacity GMK 7450 at the show.

Right: Grove's Mega Wing-Lift boom support system.



HSE BLITZ TO REDUCE FALLS FROM HEIGHT IN UK CONSTRUCTION

THE Health and Safety Executive began inspecting UK construction sites across the UK during the first two weeks of June as part of a Europe-wide, inspection-led campaign to reduce falls from height in construction.

www.vertikal.net, May 30, 2003

SUMITOMO AND HITACHI JOIN FORCES

THE crane divisions of Hitachi Construction Machinery and Sumitomo Heavy Industries joined forces to form Hitachi Sumitomo for the production of crawler cranes between 30 and 800 tonnes capacity.

www.vertikal.net, June 26, 2003

JOHN L GROVE DIES

IN June, the death of John L Grove was announced. A founder of Grove and JLG, Grove was one of the pioneers of both the hydraulic crane industry and the powered access business.

www.vertikal.net, June 19, 2003

JLG SIGNS \$100 MILLION OMNIQUIP DEAL

JLG signed a \$100 million (€88.16 million) agreement with US-based, Textron, to acquire its OmniQuip telescopic handler business, which included all operations relating to the Sky Trak and Lull brand of telehandler products. The company later acquired (www.vertikal.net, August 6, 2003) the property and related assets of a European compact telehandler line from Belgium-based firm Etablissements Fadeur.

www.vertikal.net, July 8, 2003



NEW MD FOR IPAF

The International Powered Access Federation (IPAF) appointed Tim Whiteman as its new MD. Whiteman took over the reigns from Paul Adorian who retired at the end of last year.

C&A: June/August 2003.

HEWDEN CLOBBERED IN COURT BATTLE

HEWDEN Stuart faced massive damages in August of up to £16.6 million following the Canary Wharf tower crane tragedy - legal argument focussed on interpretation of the CPA's hire contract conditions.

www.vertikal.net, August 8, 2003

03 a view

NATIONAL MOVES TO SHADY

MANITOWOC Crane Group announced that all production of its National Crane boom truck business would be transferred from its original Waverly (Nebraska) location, to its Shady Grove facility in the US, leading to the eventual closure of the Waverly plant.

June, 2004

MASTCLIMBERS BUYS A-PLANT FLEET

MASTCLIMBERS purchased a fleet of around 140 mast climber units, along with ongoing contracts at the time, from the UK subsidiary of the Ashtead Group, A-Plant, for a disclosed sum of £1.4 million.

SELECT MOVES INTO MOBILES

THE UK's leading tower crane rental company, Select Plant Hire, kick-started its move into the mobile crane rental sector with the purchase of nine Demag mobile cranes ranging from 50 to 200 tonnes lifting capacity.

C&A: June/August, 2003.

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TEREX  CRANES

www.terex-cranes.com

PINGUELY-HAULOTTE BUYS INTO FRENCH RENTAL INDUSTRY

PINGUELY-Haulotte signed a €22.3 million (£15.54 million) acquisition agreement for LEV, the access rental activity arm of France-based truck rental company Fraikin. (Read the full interview with Pierre Saubot on www.vertikal.net, November 21, 2003).
www.vertikal.net, September 19, 2003



CHINESE SPACE RACE

CHINA blasted 38-year-old astronaut Yang Liwei (left) into orbit in the Shenzhou V spacecraft from the Jiuquan launch site in the western Gobi Desert to become only the third country after Russia and the US capable of sending humans into space and returning them safely to Earth.

HEWDEN APPOINTS GM FOR CRANES AND CONTRACT LIFTING

HEWDEN announced the appointment of 42 year-old Martin Hender as general manager of its crane and contract lifting business. In November, Hewden also announced the departure of the managing director of its Instant Access business, John Hutchinson, after serving the company for 25 years.
C&A: September/October, 2003

SHUTTLELIFT CHANGES HANDS

STEPHAN Pfeifer and Jim Ashton became the new owners and president and chairman respectively of Shuttlelift, the US marine and industrial crane manufacturer, and part of the Marine Travelift group of companies.

October 2003

NEW PRESIDENT FOR UPRIGHT

UPRIGHT announced the surprise departure of Ian Menzies, president and chief executive officer in October. John Coughlan was appointed as his replacement. (Read the full interview with Coughlan on www.vertikal.net, November 21, 2003).

www.vertikal.net, October 15, 2003

EUROPEAN MINI CRANE LAUNCH

UNIC Cranes Sales Europe and GGR Glass Services began hiring and selling the latest Japanese-built UNIC mini crawler crane.

www.vertikal.net, October 10, 2003

AUTOGRU PM ACQUIRES OIL & STEEL

ITALY-based knuckle boom manufacturer Autogru PM acquired 100 per cent of the capital of aerial platform manufacturer Oil & Steel.

www.vertikal.net, September 16, 2003

MANITOU MOVES IN ITALY

MANITOU Construzione Industriali (MCI) officially opened its new telehandler assembly facility in Castelfranco, Emilia Province, Italy. Operations at the €17 million (£11.83 million) factory will focus on the assembly and distribution of Manitou's MRT, MHT and MVT telescopic handlers.

www.vertikal.net, October 22, 2003



SCHUEY MAKES IT SIX

MICHAEL Schumacher rammed home his scarlet dream machine ahead of the field at Susuka, Japan, claiming his sixth Formula 1 World Championship victory, exceeding Argentinean-born Juan Fangio's record of 5 career titles.

Left: Michael Schumacher takes first place at Susuka and seals his sixth world title.

GOING, GOING...

WILSONS Auctions of Portadown in Ireland was instructed by a major finance institution to dispose of over 150 telescopic and articulated booms and self-propelled scissor lifts, the ex-fleet of Ireland-based rental company Elevation Equipment.

October 2004

AFI OPENS GERMAN BUSINESS

AFI, the UK-based access rental company, headed by ex-Lavendon managing director David Shipman, disclosed its plans to open new rental operation in Germany with a team headed by ex-Zoom managing director Günther Aust.

www.vertikal.net, October 26, 2003

CRANE GIANTS IN COURT BATTLE

TEREX Cranes filed a patent infringement action against Liebherr Echingen over similarities between the former company's SSL boom system and Liebherr's 'Y-guy' boom support system for mobile cranes and simultaneously threatened Grove with the same action. The case is pending.

www.vertikal.net, November 3, 2003



DEMAG OPEN DAY

TEREX Demag's open day at its Dingerstrasse and Wallerscheid production facilities in Germany was one of the company's first public showings of the newly-founded relation between the two former crane groups and its sister company Genie.

C&A: November 2003

FIL FILIPOV RETIRES FROM TEREX

TEREX Corporation announced the retirement of its president and CEO Fil Filipov and that his son, Steve Filipov (pictured left), will be his replacement.

www.vertikal.net, November 14, 2003



ENGLAND BRINGS IT HOME

NOVEMBER, and undoubtedly one of the main highlights for just about all from the green and pleasant land had to be the small matter of England's rugby union boys quashing Australia in a 20 - 17 victory at the 2003 Rugby World Cup. Beauty mate!

Left: England skipper Martin Johnson lifts the Web Ellis trophy.



KOBELCO TO SUPPLY CRAWLER CRANES TO MANITOWOC

THE Manitowoc Crane Group signed an agreement with Japan-based Kobelco Construction Machinery for the supply of a range of lattice boom crawler cranes under 150 UStons (136 tonnes) capacity.

www.vertikal.net, November 17, 2003

AGREEMENT IN SIGHT FOR MEEK GROUP

TROUBLED aerial platform rental company, The Meek Group, appointed an administrator, four and half years after a management buy in team bought out company founder, David Meek. In December, the company announced a deal with The Platform Company to create the UK's third largest platform hire company.

www.vertikal.net, December 2, 2003



Above: Italian producer, Cams Industriale, manufactures self-propelled industrial cranes under the Bencini logo. Pictured is the 15 tonne capacity, overhauled version of its SP150 model.

From the small yard, to the large industrial plant, material handling has changed out of all proportion over the last 25 years. Here we take a look some of the latest equipment at the backbone of industrial lifting.

Industry boom

INDUSTRIAL LIFTING covers a broad range of equipment, from overhead travelling cranes to mobile hoists, from mobile yard cranes to compact indoor cranes and from telescopic handlers to special jacking systems and material lifts.

A good part of the UK crane industry was built on the supply of yard cranes, from UK producers such as, Jones/Iron Fairy, Neal & Co and Coles, however much of what was previously the domain of the industrial mobile crane, is now more-or-less that of overhead cranes, conveyors and loading docks. Occasional mobile crane requirements are generally covered today by hiring in, rather than based on crane ownership.

The continual development of world-class manufacturing facilities with aim of eliminating all mobile material handling elements, has also encouraged the demise of the mobile yard crane in recent years, with the decline of the UK manufacturing economy also playing its part.

Despite these general changes, some applications, particularly in larger facilities, still require the versatility of a mobile yard crane, the vast majority of which are now produced in Northern Italy, one of the most highly-industrialised and efficient manufacturing centres in Europe. Companies such as Valla, Ormig, Bencini and new entrant, Christiani, produce a wide range of yard cranes up to 60 tonnes capacity, and all have been busy developing new product launches in recent months.

JACK BE NIMBLE....

A KEY attribute of the yard crane is its pick-and-carry capability. Smaller units are able to manage their entire load chart on wheels without the need for outriggers, while some include a carry-deck in order to transport the load safely at greater speeds. Key characteristics include compact dimensions and good manoeuvrability to reach all areas of a facility, sharp angle and rear-wheel-steer give front axle stability and good pivoting capabilities, some applications require superstructure rotation for working in storage aisles.

The aforementioned Verona-based firm, Christiani, recently launched its CT300Y, which features articulated steering, similar to that used on wheeled loaders. The company says that that the 30 tonne capacity unit is designed for heavy handling work in confined spaces and is available as a diesel, electric or diesel/electric hybrid version, the latter two versions providing up to 8 hours operation on a single battery charge.

Various attachments can be fitted to the unit's jib, including forks, a working platform and hydraulic or mechanical jibs up to 8 metres long. With no additional counterweight, the CT300Y can lift 30 tonnes at a 1 metre radius, 14 tonnes at 4 metres and 5.2 tonnes at 10 metres.

Also in Italy, Ormig topped its range of pick-and-carry cranes with its new 60tm model, also available in diesel, electric and diesel/electric format. The unit has been developed for the 60 tonne capacity class and, as with the Christiani unit, various alternative attachments can be fitted, including a fly-jib, self-levelling forks for the handling of 30 tonne container loads free-on-wheel, and additional self-levelling forks for handling loads up to 28 tonnes inside containers.

Two new models in the 5 and 15 tonne capacity class come from another Italian producer, Cams Industriale, which manufactures self-propelled units under the Bencini marque.



THE INCREASED volumes of telehandlers on UK job sites, combined with the crane and industrial-type jobs that they are becoming more commonly applied to has alerted the Health & Safety Executive (HSE) and the Construction Plant-Hire Association (CPA). Earlier in the year, the HSE said that because telehandlers are mainly used for lifting materials at height, they should be subject to the Lifting Operations and Lifting Equipment Regulations (Loler) and so telehandlers could soon be forced to adhere to the same safety laws as mobile cranes. ■

INDUSTRIAL LIFTING



Above: Ormig topped its range of pick-and-carry cranes with its new 60 tonne capacity, 60tm.

The Bencini self-propelled cranes range from 2 to 20 tonnes capacity and are available as either diesel or electric versions with attachment options such as hooks, jibs, forks, crates and pincers. All models in the range incorporate a rugged boom assembled on a central bearing disc, which provides both left and right rotation for carrying longer loads parallel to the crane.



Above: Christiani recently launched its CT300Y with articulated steering, similar to that used on wheeled loaders.

US MOVERS

OUTSIDE OF Europe, a wide range of industrial cranes are still produced in North America. US-based Lift Systems' recently launched its Nimblelift TF4560 telescopic fork lift, capable of lifting 27 tonnes up to 3 metres, and 15 tonnes up to 4.3 metres. By replacing the forks with a Riggers boom attachment, the maximum lift height with the full 27 tonnes capacity is boosted up to 7 metres, and up to 4.9 metres from the front bumper with a 10.5 tonne load. A Mobilift boom attachment can also be fitted, which gives a 6.7 metre lift height with the maximum load, and 13.65 tonnes at 4.3 metres from the front bumper. A jib 'stinger' will add up

Below: Caterpillar has sourced 75 per cent of the parts of DCI's new 8 tonne capacity, RTI63-09 industrial rough terrain mobile crane.



to 4.6 metres of reach with a maximum load of 6.8 tonnes. It can also climb a 15 per cent gradient with a full load, and a 26 per cent gradient when empty, and is capable of a 0.45 metre turning radius with the counterweight retracted and 6.5 metres with it extended.

Also in the US, Finning distributor, DavCrane Inc. (DCI) recently turned its attention to producing an industrial mobile crane with rough terrain capabilities. Its RTI 63-09 is an 8 tonne capacity unit, based on a Caterpillar telehandler, and features a rear-mounted, 17.07 metre, 3-section boom. A front-mounted carrydeck can handle loads of up to 1.977 tonnes, and a fixed 10.67 metre swing-away jib is available as an option, providing a maximum tip height of 26.21 metres. The RTI 63-09 is based on the UK-built TH telehandler line produced by Caterpillar, which sources 75 per cent of the DCI machine. The unit is currently awaiting CE approval for marketing in Europe.

TINY BUT MIGHTY

MORE RECENTLY, a host of highly compact and lightweight mini cranes have entered onto the market, offering new solutions to many industrial lifting problems. With LPG, or even electric power and dimensions of just 60 centimetres wide, these machines can get right in close to the load, while being extremely gentle on epoxy coated flooring, often found in indoor locations. Represented in the UK by Kato Parts & Service Ltd, Maeda has produced a five-strong mini crawler crane line ranging from 0.995 to 4.9 tonnes lifting capacity, of which the company has sold 30 units this year. One of the top-sellers for Kato has been the mid-way, 2.85 tonne capacity M-285 CRM(E) launched last May. Paul Rosevere of Kato Parts & Service Ltd says that the market can expect the launch of new LC version at the upcoming bauma exhibition in March. Dubbed the LC785, the unit will be capable of lifting 4.9 tonnes at a 2.1 metres radius and 0.2 tonnes at 14.52 metres. Maximum boom length will be 15.63 metres and maximum lift height, 16.35 metres.



Shuttlelift changes hands

US-BASED marine and industrial crane producer, Shuttlelift is under new ownership, following the purchase of Marine Travelift, of which Shuttlelift is a subsidiary, by Jim Ashton and Stephan Pfeifer. The Marine Travelift group of companies, which also includes Amerifab, producers of large steel components for the boat hoists and industrial cranes produced by Marine Travelift, was purchased from long-standing owners for 75 years, Gerald and Allen Lamer.

Shuttlelift's two main product lines include rubber-tyred gantry cranes and carrydeck pick-and-carry yard cranes ranging from 15 to 800 tonnes lifting capacity. It also produces utility digger derrick cranes. Marine Travelift produced the world's largest mobile boat hoist in the world, currently located in Singapore where it provides a lift capacity of 800 tonnes. ■



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bauma 2004 1102/17 outside areas

INTRODUCING THE NEW 20 TRX

These are pictures of the new Valla 20 TRX. It is one of the new breed of battery powered mini mobile cranes.

The Standard model is equipped with rubber tracks and is already proving to be a great success in the industrial and construction sectors.

The 20 TRX from Valla provides a powerful lifting solution in confined and restrictive spaces.



CONSIDER THE ADVANTAGES OF THE NEW TRX 20

Lightweight - 2150Kg

Low Ground Loadings

Choice of Track

Battery Powered - NO fumes

NO Outriggers

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Working Area needed is far less than most other Mini Cranes

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FOR MORE INFORMATION CONTACT

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Valla Cranes UK
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Valla

Right: Valla cranes recently updated its 2 tonne capacity, 20E rubber-wheeled mini mobile crane with this rubber-tracked version, which the company says offers an alternative to larger cranes for indoor industrial applications.

Also making the headlines recently was GGR Glass, which along with UNIC Cranes Sales Europe launched an latest attack on the European mini crawler crane market with the Furukawa Corporation-built UNIC 295C mini crawler. Measuring just 0.6 metres wide, and capable of entering through a standard doorway, the 295C is a 2.9 tonne capacity machine with a maximum working radius of 8.41 metres.

GGR Glass managing director, Graeme Riley, said that the company's initial search was for a mini crane for UK consumption that could be used in confined spaces but lift a relatively heavy weight at a good working radius. The company approached Japan-based Furukawa Corporation, which, with the intent of importing into the UK and Europe, but the absence of CE certification, however, had previously prevented the sale of the cranes into Europe, but the standardisation of the range to European specification by Furukawa and GGR, and subsequent input from UK testing and certification group SGS, resulted in the first UNIC unit to hit UK shores in the 15.45 metre working radius, 3 tonne capacity 506C.

A further unit based on UNIC's 2 tonne capacity mini crawler range was subsequently developed exclusively for GGR and resulted in the delivery of two pre-production versions of the 295C for CE-type approval. Further modifications were made to convert the 295C's engine to Liquefied Petroleum Gas (LPG), which is now available on all production models. C&A



Down to the wire

A JOINTLY-funded project between Kinshofer UK, UK manufacturer of steel reinforcement, BRC, and UK fleet operator, Seymour Transport, has resulted in a new grab attachment for handling wire mesh. The specially adapted Kinshofer 923-S grab has been fitted to a new fleet of seven radio remote controlled Atlas-Terex AK 120.2E knuckle boom cranes for loading and placing wire mesh on-site.



According to Kinshofer, the grab eliminates the need for the traditional use of chains for handling this type of material.

The grab is fitted with a hydraulic accumulator to maintain constant hydraulic pressure, while a mechanical dampening system fitted between the crane link and rotator head controls the swing when the knuckle boom is in operation for accurate positioning of the attachment when handling loads..

"Conscious of the Health and Safety Executive's (HSE) on-going campaign to improve working methods in the construction industry, we made the deliberate decision to re-think our entire approach to materials handling," says Hugh Thompson, Seymour Transport's managing director. "Our operators can now work remotely from the knuckle boom in complete safety, using a grab which speeds up and simplifies the whole process of loading and unloading on site. The grab can lift every size and dimension of material from 4.8 to 5.9 metres long, with centres ranging from 100 to 400 millimetres." The total span of the grab's hooks is 1.509 to 2.409 metres, with lateral hook centres of 1.075 metres. ■



Above: Outside of Europe, a wide range of industrial cranes are still produced in North America. Pictured is Lift Systems' 27 tonne capacity Nimblelift TF4560 telescopic fork.

Largest ever order for KCI

KCI KONECRANES has received its largest ever order for rubber tyred gantry cranes (RTG) from the Israel Ports Authority (IPA). The H29 million (UK£20.06 million) order comprises 24 new-generation Konecranes VLC RTGs and the reserve option to buy a further 15 additional units at a further cost. The order is part of IPA's huge US\$900 million (£493.95 million) port expansion program to expand and modernise its Haifa, Ashdod and Eilat commercial sea ports, where it is expected that cargo growth will grow by an annual average of 6 per cent in coming years.

The RTGs will be delivered to the new Hayovel project at Ashdod port, Israel's leading port for the handling of general cargo, minerals and containers, and one of the few deep-water ports in the world to be built in open sea. The first deliveries will be made in April this year with the first ships expected the following July.

The 16-wheel, one-over-four containers high RTGs provide a maximum lift height of 15.24 metres and a span of 22.56 metres and will be six-plus-truck lane wide. "Since introducing our new generation design eight years ago, we have seen rapid growth in our share of the market," says Kikko Uhari, managing director of Konecranes VLC Corporation. "The world market is approximately 300 units per year and during the last 12 months, we have sold 75 RTGs." ■





For your next destination join Club 26-30

Ever found yourself trying to manoeuvre through narrow aisles or small doorways to get to your work destination? JLG have the solution with the new JLG model 2630ES electric scissor lift. With an exclusive 30-inch machine width, you can get to your destination with ease. And, when you arrive, the 2630ES will lift you and your partner to a height of 26 feet*. With such an attractive feature shouldn't you consider joining our club?

Why not try the new JLG model **2630ES and feel free to travel almost anywhere you want.**

* 32 feet (9.75 m) working height

For further information on the new range of JLG ES Series electric scissor lifts contact JLG UK on Tel: 0870 200 7700



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Fax: 0870 200 7711
Email: jlguk@jlg.com



www.jlg.com

With an extra 50,000 square metres of outdoor exhibition space set aside for Bauma 2004, this year's event promises to be the biggest Bauma ever.



For Messe München International, the organiser of bauma, the triennial show is the biggest highlight in the Munich Trade Fair Centre's calendar. And while construction equipment trade fairs tend to be big by nature, they don't get any bigger than this one!

THE SHOW has come a long way from its modest beginning in 1954, when 8,000 visitors distributed themselves among just 58 exhibitors. These days its massive! The last show held back in 2001 was the biggest bauma to date, attracting nearly 2,500 exhibitors and over 400,000 trade visitors from 152 countries around the world. And all this against a backdrop at the time of a particularly weak domestic economy across the host nation. Combined with Austria and Switzerland, however, these three neighbouring nations produced over 335,000 of the total number of visitors in 2001, while around 8,000 journeyed north from Italy and almost 5,000 made the trip from both France and the UK.

"Bauma may not be able to boost the general economic situation, but it has always been a barometer of trade, a kind of gauge for the level of investment interest in the sector worldwide," says Udo Köstlin, managing director of the Fachverband Bau – und Baustoffmaschinen im VDMA (German Trade Association of Construction Equipment and Building Materials Manufacturers confederated with the VDMA – German Machinery and Plant Manufacturers' Association. "Also, as an innovations platform, it sets out the state-of-the-art in technology for the coming years."



BAUMA 2004

The **BIG** one


SO WHAT'S IN IT FOR YOU?

FOR FIRST TIME visitors to Bauma, nothing quite prepares you for the enormity of the show. For the 2004 event, an extra 50,000 square metres of the Munich Trade Fair has been set aside compared with three years ago, taking the total exhibition space to in excess of half a million square metres and to what promises to be the biggest trade show of any kind anywhere in the world. And it could have been even bigger still due to the fact that the show's patriotic organisers have sacrificed much requested additional exhibitor space to make extra resources available for construction work for the 2006 soccer World Cup, also being held in Munich.

The outside areas of the show will once again be jam packed with lifting and access equipment producers, while new for the 2004 event will be the bauma mining area, which combined will be home to the very latest construction and mining machinery equipment from the world's manufacturers. And they will all be there!! Bauma is a great opportunity to meet the movers and the shakers from large and small equipment producers alike.

You can also visit component suppliers and talk to them about the new products they are putting to the equipment manufacturers for inclusion in the machines of tomorrow.

As is now tradition, *Cranes & Access*, its German sister magazine *Krane & Bühne* and *Vertikal.net* will be providing full coverage before, during and after the event. In the issues leading up to the show, *C&A* will be bringing its readers all the latest information from the industry's lifting and access equipment manufacturers, including all new product launches to be expected and where to find them. The *Vertikal Press* will also be producing its now well-established comprehensive guide to all that you will need to know while attending the exhibition, *Vertikal Bauma*, of which a minimum of 10,000 copies will be distributed at, and throughout the event (see separate article at the bottom of this page).

If you haven't already started making plans for the trip over to Munich in March, then time is running out if you don't want to get left out in the cold. And if your interests lie with construction equipment of any kind, then the New Munich Trade Fair Centre really is a must from March 29 to April 4, 2004. The Bauma web site can also help you find a room or a package trip to the show. 

Vertikal bauma

PRODUCED BY the *Vertikal Press*, *Vertikal Bauma* is a bi-lingual (German/English) specialist guide for those primarily interested in all the very latest crane, telehandler and access platform equipment to be exhibited at Bauma 2004. Included in the guide will be reference-style listings of all the manufacturers of lifting equipment and ancillary equipment that will be exhibited at the show, and a comprehensive narrative on all the very latest equipment and technology that matters to the lifting and access communities.

Fully-detailed plans and maps of the Munich Trade Fair Centre and exhibition with route guides will ensure that your visit to the show is as productive as it possibly can be. When the gates of the show draw to a close each evening, then local area information, including restaurants, bars and how to get about in Munich included in the guide will also ensure that you get the best out of your stay in one of Germany's most historical and cultural centres. If, however, you do not manage to get your hands on a copy of *Vertikal Bauma* before Bauma 2004, all is not lost as a minimum of 10,000 copies will be distributed at the main entrance to the outside areas at the show itself. Alternatively, come and pick up your copy from the *Vertikal Press* stand, details of which will be published in the next issue of *C&A*.

ELECTRIC SCISSORS

Right: Haulotte's latest offering, the Compact 10 N, falls into the 'skinny mini' scissor lift category. The unit provides an 8 metre platform height and can pass through a single doorway.

With platform heights in excess of 7 metres and widths of around 750 millimetres, the micro electric scissor lift is now the access sector's highest volume product. C&A has scoured the market to see what is available in the UK and what direction each manufacturer has taken with its own machines.



Coming of age

MICRO SCISSOR lifts are those generally accepted to be able to pass through a single door and have an overall length of under two metres. They are today the most popular of all aerial lifts in terms of units produced, and during the last few years, the popularity of these units has exceeded that of the traditional 20 foot (6.1 metre) narrow electric scissor, the so-called "Skinny Mini" in US parlance.

Included in the following survey is a unique micro scissor unit produced by Italy-based manufacturer IPM, which is currently not marketed in the UK. This unit is a traditional micro scissor, but measures only 1.43 metres long - the shortest of any scissor product in the category - yet the unit offers platform heights of up to 7.1 metres which is by far the highest in the sector. How do they do it? Good question! C&A will be looking to review this unit in a future issue.

MICRO SCISSOR LIFTS

MICRO SCISSORS are typically between 1.6 - 1.8 metres long, just 760 millimetres wide and appreciated for their ultra compact size. Most units offer a zero degree inside turning radius, while the extra narrow widths allow easy passage through standard office doorways. On fast-track construction projects, these small lifts are often allotted on a one-to-one basis with each technician having a unit for his sole use, counting as simply another 'tool' to increase productivity.

When micro scissor lifts first became popular in the mid-90s, the ideal unit offered a gross weight of under 1,000 kilograms, a length of around 1.6 metres and a width of 760 millimetres or less. This allowed each unit to move into very confined areas, travel in a standard 1 tonne capacity elevator (in fact the scissors were often

MICRO SCISSOR LIFTS

Highly compact scissor lifts, under 2 metres long and 820 millimetres wide.

called "elevator lifts") and be easily transportable. Increasingly tough regulations and stability criteria, however, have just about eliminated this specification for the 19 foot (5.791 metre) models, so you will notice that while the specifications of each manufacturer's machine are similar, detailed specifications have drifted apart. In Europe, for example, some units are for indoor use only, while others offer limited or full outdoor approvals.

In the following table (Mast Lifts), we have also included six 'micro' platforms with mast-type lift mechanisms. These units provide an even shorter overall platform length, mostly under 1,400 millimetres, and a gross vehicle weight of well-under 1,000 kilograms, ideal for travelling in even the smallest hotel lift. Typical platform height is 4 to 4.5 metres, allowing work at up to 8 metres.

With the 'bulking-up' of the micro scissor, this type of product is increasingly taking over the "elevator" applications. Originally conceived in Japan, their popularity varies from region to region. They are most popular in Scandinavia, where thousands of them populate local rental fleets. In the UK, however, rental companies, and therefore users, have not yet taken advantage of these lifts as much as those users in the far north of Europe.

MANUFACTURER	MODEL	PLATFORM HEIGHT	O/A WIDTH	PLATFORM CAPACITY	MINIMUM LENGTH	GVW	SPEED U/D
HAULOTTE	Optimum 6	4.45 m	760 mm	270 kg	1,880 mm	1,340 kg	20 / 35
ITECO	IG4080	4.45 m	785 mm	265 kg	1,595 mm*	940 kg	16 / 20
UPRIGHT	MX15	4.50 m	760 mm	250 kg	1,600 mm*	1,343 kg	19 / 20
GENIE	GS-1532	4.60 m	810 mm	272 kg	1,820 mm	1,238 kg	16 / 17
SKYJACK	SJ111 3215	4.60 m	810 mm	272 kg	1,780 mm	1,089 kg	23 / 25
HAULOTTE	Optimum 8	5.76 m	760 mm	230 kg	1,880 mm	1,425 kg	23 / 32
JLG	1930ES	5.72 m	760 mm	230 kg	1,870 mm*	1,565 kg	22 / 28
ITECO	6080	5.77 m	785 mm	230 kg	1,595 mm*	1,380 kg	24 / 16
SKYJACK	SJ111 3219	5.80 m	810 mm	249 kg	1,780 mm	1,170 kg	25 / 27
MANITOU	78XE	5.75 m	810 mm	230 kg	1,890 mm	1,380 kg	17 / 22
SNORKEL	S1930	5.80 m	762 mm	227 kg	1,680 mm	1,336 kg	12 / 24
UPRIGHT	MX19	5.80 m	760 mm	227 kg	1,600 mm*	1,406 kg	19 / 18
GENIE	GS1932	5.80 m	810 mm	227 kg	1,820 mm	1,503 kg	16 / 23
IPM	78	5.90 m	790 mm	200 kg	1,430 mm*	1,048 kg	28 / 30
IPM	90	7.10 m	790 mm	200 kg	1,430 mm*	1,170 kg	32 / 35
HOLLAND LIFT	Z-45EL8	4,50 m	800 mm	220 kg	1,700 mm	1,060 kg	15 / 24

* Length with ladder removed.

MICRO MAST LIFTS

All the features of a micro scissor lift, but with a mast lift structure.

MANUFACTURER	MODEL	PLATFORM HEIGHT	O/A WIDTH	PLATFORM CAPACITY	MINIMUM LENGTH	GVW	SPEED U/D
GENIE	GR8	2.54 m	760 mm	227 kg	1,350 mm	658 kg	15 / 20
GENIE	GR12	3.58 m	760 mm	227 kg	1,350 mm	748 kg	18 / 20
UPRIGHT	TM12	3.83 m	760 mm	227 kg	1,360 mm	776 kg	18 / 25
GENIE	GR15	4.62 m	760 mm	159 kg	1,350 mm	975 kg	20 / 20
JLG	15DVL	4.67 m	750 mm	230 kg	1,360 mm	950 kg	N/A
JLG	20DVL	5.94 m	750 mm	160 kg	1,360 mm	950 kg	N/A

Below: The first 'micro' scissors entered the market during the early 90s but didn't really begin to make their mark until the launch of the UpRight's MX19 at the 1994 ARA show.



Manitowoc drops scissors

MANITOWOC CRANE Group announced right at the end of last year plans to restructure its Manlift aerial work platform businesses to focus solely on the Toucan vertical mast products.

The move means the discontinuation of all US Manlift production at the company's Shady Grove, Pennsylvania, facility and also the eradication of all scissor and boom lift product segments in Europe. The Liftlux facility in Dillingen, Germany will also be closed.

The restructuring has been moulded around plans to develop the Toucan vertical mast boom product range, which is produced in France and marketed under the Manlift brand and Toucan product name throughout Europe. The announcement brings an end to 24 years of participation in the powered access market by Grove, and is the end of the line for three original access companies, Selma-Manlift, Liftlux and TKD. ■

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MINI SCISSOR LIFTS

LONGER THAN micro scissor lifts with a length of around 2.5 metres to provide a full length platform of around 3.4 metres with decks extended, this product sector includes compact scissor lifts with two main chassis widths. The 'skinny' units for standard doorways, and the standard width of around 1.2 metres for double doors, with a variety of platform heights depending on the number of scissor stacks used. Most manufacturers make up their ranges from two chassis widths and three lift heights to offer up to five different models.

Below: Manitou targeted the 'skinny' chassis, 6 metre category with the launch of its 6.1 metre platform height 81XE, while it's smaller counterpart, the 78XE, is a 5.75 metre machine which competes in the micro scissor class.

If it ain't broke...?

AS WE STATED earlier in this article, the highly popular Micro scissors lifts are typically appreciated for their ultra compact length, light weight and extra narrow widths, which allow easy passage through standard doorways. So what has Genie Industries achieved by replacing its popular long-standing GS-1530 and GS-1930 Micro scissor lifts with two wider, heavier models, the GS-1532 and GS-1932? It seems that the main motive behind the changes is to meet EN280 with a full outdoor use rating. Other manufacturers have either certified their units for indoor use only (thus avoiding the need to factor in the effect of winds) or with a reduced rating for outdoor use such as one person only. The new models also include a load sensing system as per the requirement for all newly designed lifts.

Genie points out that the chassis and platform width on both new machines has not been changed from the original measurement of 762 millimetres (30 inches) and that it is the inclusion of wider tyres, that increases the width to 810 millimetres (31.89 inches). This, according to the company, gives the GS-1532 and GS-1932 manoeuvrability advantages over other 820 millimetre (32 inch) machines.

Other improvements on the updated models include larger hydraulic motors for increased gradeability, changes to the pothole bar linkages for better protection and higher, wider forklift

tubes for better access and stability when being transported by forklift. New lift attachment points have been added to the chassis and the steering system features an improved cylinder and tie-rod type design. All fittings below the hydraulic oil tank fill lines on both machines have been eliminated to reduce leak potential, while a new wiring harness system utilises sealed connectors and colour coded wires for reliability and easy maintenance.

Improvements aside, however, and the bottom line remains that although the changes point towards altogether more stable machines, they are heavier and wider than their predecessors. This then begs the question; Has the ability of the GS-1532 and GS-1932 to pass through standard doorways – an integral characteristic of this category of scissor lift – been jeopardised? Only time, and of course sales, will tell! ■



SKINNY MINI 6 METRE PLATFORM HEIGHT SCISSOR LIFTS

Scissor lifts mounted on a 'skinny' chassis, measuring under 820 millimetres wide, allowing easy passage through a standard doorway.

MANUFACTURER	MODEL	PLATFORM HEIGHT	O/A WIDTH	PLATFORM CAPACITY	MINIMUM LENGTH	GVW	SPEED U/D
ITECO	IG 6084	6.05 m	890 mm	365 kg	2,270 mm	1550 kg	31 / 28
SNORKEL	S2033	6.10 m	840 mm	363 kg	2,310 mm	1,701 kg	20 / NA
JLG	2030ES	6.10 m	760 mm	363 kg	2,300 mm	1,700 kg	30 / 30
GENIE	GS-2032	6.10 m	810 mm	363 kg	2,440 mm	1,589 kg	30 / 26
SKYJACK	3220	6.10 m	810 mm	408 kg	2,320 mm	1,592 kg	33 / N/A
MANITOU	81XE	6.10 m	810 mm	340 kg	2,300 mm	1,700 kg	N/A
HAULOTTE	Cmpt 8	6.18 m	810 mm	350 kg	2,420 mm	1,730 kg	35 / 40
UPRIGHT	X20N	6.10 m	820 mm	340 kg	2,350 mm	1,736 kg	30 / 30
HOLLAND LIFT	Y-64EL8	6.40 m	850 mm	350 kg	2,800 mm	1,860 kg	36 / 33

FULL WIDTH 6 METRE PLATFORM HEIGHT MINI SCISSOR LIFTS

6 metre working height scissor lifts mounted on 1.2 metre wide chassis.

MANUFACTURER	MODEL	PLATFORM HEIGHT	O/A WIDTH	PLATFORM CAPACITY	MINIMUM LENGTH	GVW	SPEED U/D
UPRIGHT	X20W	6.10 m	1,220 mm	454 kg	2,350 mm	1,938 kg	40 / 30
SKYJACK	4620	6.10 m	1,160 mm	499 kg	2,320 mm	1,678 kg	36 / N/A
GENIE	GS-2046	6.40 m	1,168 mm	554 kg	2,438.4 mm	1,937 kg	30 / 28
MANITOU	80 XEL	6.00 m	1,200 mm	570 kg	2,700 mm	2,200 kg	N/A
HOLLAND LIFT	Y-64EL14	6.40 m	1,420 mm	300 kg	2,800 mm	2,380 kg	38 / 30

ELECTRIC SCISSORS

UNTIL ONLY two years ago, the highest single doorway scissor lift was the original 20 foot (6 metre) unit. Today, most manufacturers offer 26 foot (8 metre) units, including the first 760 millimetre wide unit from JLG.

THESE MODELS offer a lot more space on the platform than the 'skinny' units and will still easily go through double doors and into many aisle ways. With a nominal width of 1.2 metres or less, these standard width units can still use the descent interrupt method of scissor arm guarding according to EN280.

THIS PRODUCT started as a stretched 8 metre unit to become a very popular segment of the mini scissor category. With compact dimensions and high reach capabilities, they are ideal for light-duty, indoor work.

MID SIZED ELECTRIC SCISSOR LIFTS

MANY OF these units have been developed from the 'mini' scissor range with greater width and more ground clearance (this has become critical as the 'micro' and 'mini' scissor products have developed in the past nine years into pure "slab" machines, i.e., they require a hard, smooth and level floor on which to operate). They generally are under 1.7 metres wide to allow passage through standard double doors. They are also able to cope with "off slab" ground conditions to allow work around the outside of buildings as well as internally.

SKINNY MINI 8 METRE PLATFORM HEIGHT SCISSOR LIFTS

8 metre working height, single doorway scissor lifts.

MANUFACTURER	MODEL	PLATFORM HEIGHT	O/A WIDTH	PLATFORM CAPACITY	MINIMUM LENGTH	GVW	SPEED U/D
JLG	2630ES	7.77 m	760 mm	227 kg	2,300 mm	2,155 kg	40 / 40
ITECO	IG 8089	7.80 m	890 mm	365 kg	2,270 mm	1,775 kg	48 / 35
SKYJACK	3226	7.90 m	810 mm	227 kg	2,320 mm	1,876 kg	56 / NA
GENIE	GS-2632	7.92 m	813 mm	227 kg	2,440 mm	2,504 kg	37 / 24
UPRIGHT	X26 Ult-N	7.93 m	820 mm	340 kg	2,350 mm	2,358 kg	42 / 40
HAULOTTE	Cmpt 10 N	8.0 m	810 mm	230 kg	2,420 mm	2,150 kg	45 / 45

STANDARD WIDTH 8 METRE PLATFORM HEIGHT MINI SCISSOR LIFTS

26 foot (8 metre) scissor lifts with average widths of 1.2 metres.

MANUFACTURER	MODEL	PLATFORM HEIGHT	O/A WIDTH	PLATFORM CAPACITY	MINIMUM LENGTH	GVW	SPEED U/D
HAULOTTE	Cmpt 8W	6.27 m	1,200 mm	450 kg	2,310 mm	1,950 kg	30 / 29
SNORKEL	S2545	7.60 m	1,140 mm	385.6 kg	2,410 mm	2,132 kg	25 / N/A
SKYJACK	46S26	7.90 m	1,160 mm	386 kg	2,320 mm	2,241 kg	58 / N/A
GENIE	GS-2646	7.92 m	1,168 mm	454 kg	2,438.4 mm	2,055 kg	30 / 24
JLG	2646ES	7.92 m	1,170 mm	454 kg	2,500 mm	2,163 kg	40 / 40
UPRIGHT	X26N	7.93 m	1,220 mm	454 kg	2,350 mm	2,153 kg	45 / 40
HAULOTTE	Cmpt 10	8.14 m	1,200 mm	450 kg	2,420 mm	2,330 kg	40 / 45
MANITOU	100 XEL	8.20 m	1,200 mm	450 kg	2,700 mm	2,420 kg	N/A

10 METRE PLATFORM HEIGHT MINI SCISSOR LIFTS

1.2 metre wide chassis scissors.

MANUFACTURER	MODEL	PLATFORM HEIGHT	O/A WIDTH	PLATFORM CAPACITY	MINIMUM LENGTH	GVW	SPEED U/D
JLG	3246ES	9.68 m	1,170 mm	454 kg	2,500 mm	2,168 kg	50 / 50
SKYJACK	4832	9.70 m	1,210 mm	318 kg	2,320 mm	2,676 kg	64 / N/A
UPRIGHT	X32N	9.75 m	1,220 mm	340 kg	2,350 mm	2,486 kg	65 / 40
GENIE	GS-3246	9.75 m	1,170 mm	318 kg	2,440 mm	2,800 kg	N/A
HAULOTTE	Cmpt 12	10.0 m	1,200 mm	300 kg	2,420 mm	2,630 kg	45 / 50
MANITOU	120 XEL	10.2 m	1,200 mm	320 kg	2,700 mm	2,760 kg	N/A

MID SIZED ELECTRIC SCISSOR LIFTS

Under 2.95 metres long / under 1.8 metres wide.

MANUFACTURER	MODEL	PLATFORM HEIGHT	O/A WIDTH	PLATFORM CAPACITY	MINIMUM LENGTH	GVW	SPEED U/D
ITECO	IG 8150	7.70 m	1,500 mm	465 kg	2,270 mm	1,935 kg	54 / 32
GENIE	GS-2668	7.90 m	1,730 mm	567 kg	2,670 mm	2,986 kg	30 / 35
SKYJACK	6826	7.90 m	1,720 mm	544 kg	2,520 mm	2,440 kg	65 / N/A
SKYJACK	6826E	7.90 m	1,730 mm	544 kg	2,520 mm	2,658 kg	59 / N/A
ITECO	IG 8130	7.93 m	1,310 mm	465 kg	2,270 mm	2,100 kg	52 / 32
HAULOTTE	Cpt 10RTE	8.20 m	1,800 mm	565 kg	2,650 mm	3,330 kg	35 / 35
HOLLAND LIFT	Y-83EL12	8.30 m	1,160 mm	400 kg	2,950 mm	2,400 kg	38 / 26
HOLLAND LIFT	Y-83EL16	8.30 m	1,660 mm	400 kg	2,950 mm	2,830 kg	40 / 24
HOLLAND LIFT	Y-64EL8	8.40 m	850 mm	350 kg	2,800 mm	1,860 kg	36 / 33
HOLLAND LIFT	Y-64EL14	8.40 m	1,420 mm	300 kg	2,800 mm	2,380 kg	38 / 30
MANITOU	110 ELX	9.10 m	1,500 mm	450 kg	2,800 mm	3,078 kg	N/A
SKYJACK	6832E	9.70 m	1,730 mm	454 kg	2,520 mm	2,794 kg	60 / N/A
SKYJACK	6832	9.70 m	1,720 mm	386 kg	2,520 mm	2,576 kg	60 / N/A
ITECO	IG 10130	9.92 m	1,310 mm	465 kg	2,270 mm	2,580 kg	70 / 38
GENIE	GS-3268	9.75 m	1,730 mm	454 kg	2,670 mm	3,425 kg	50 / 37
HOLLAND LIFT	X-105EL12	10.50 m	1,190 mm	500 kg	3,500 mm	4,620 kg	45 / 36

LARGE ELECTRIC SCISSOR LIFTS

IN THE UK and Ireland, large electric scissors are yet to gain a strong foothold partly due to lower rise commercial developments and the fact that contractors are happy to allow the use of diesel powered units even for indoor applications. In Germany and The Netherlands, however, these machines' high capacities, low noise levels and fumeless operation make them an extremely popular choice of access equipment. It is not surprising then that Germany and The Netherlands-based manufacturers, such as Holland Lift, have dominated the large electric scissor sector. The company is now planning to enter the UK and Ireland markets later in the year.

The UK sector has, however, been growing steadily in recent years, where Russon Access has carved out a niche with the Liftlux range of large scissors regularly produced up to 21 metres platform height. Due to a recent announcement to cease production of Manlift/Liftlux scissors, however, we have removed them from this study.



LARGE ELECTRIC SCISSOR LIFTS

Mounted on chassis over 2.95 metres long.

MANUFACTURER	MODEL	PLATFORM HEIGHT	O/A WIDTH	PLATFORM CAPACITY	MINIMUM LENGTH	GVW	SPEED UP/DN
SKYJACK	8831E	9.4 m	2,210 mm	1,134 kg	3,490 mm	4,797 kg	62 / N/A
UPRIGHT	LX31SD	9.45 m	2,290 mm	907 kg	4,000 mm	4,586 kg	50 / 52
JLG	3369LE	10.06 m	1,750 mm	450 kg	3,100 mm	4,427 kg	38 / 42
HAULOTTE	Cpt 12RTE	10.14 m	1,800 mm	450 kg	2,650 mm	3,830 kg	35 / 35
HOLLAND LIFT	X-105EL12	10.50 m	1,190 mm	500 kg	3,500 mm	4,620 kg	45 / 36
HOLLAND LIFT	X-105EL16	10.50 m	1,560 mm	500 kg	3,500 mm	4,820 kg	46 / 36
ITECO	PE 110 EX	11.20 m	1,920 mm	320 kg	3,860 mm	4,200 kg	55 / 60
JLG	4069LE	12.19 m	1,750 mm	360 kg	3,100 mm	4,863 kg	54 / 50
UPRIGHT	LX41SD	12.34 m	2,290 mm	680 kg	4,000 mm	5,298 kg	57 / 60
SKYJACK	8841E	12.50 m	2,210 mm	680 kg	3,490 mm	5,520 kg	67 / N/A
ITECO	PE 120 EX	12.80 m	2,200 mm	500 kg	4,130 mm	5,150 kg	70 / 60
ITECO	PD 120 EX	12.80 m	2,230 mm	500 kg	4,360 mm	5,150 kg	40 / 60
MANLIFT	S130-20E	13.00 m	2,000 mm	500 kg	3,550 mm	5,550 kg	60 / 65
HOLLAND LIFT	Q-135EL24	13.50 m	2,390 mm	500 kg	4,640 mm	7,380 kg	65 / 42
HOLLAND LIFT	Q-135EL18	13.50 m	1,800 mm	500 kg	4,640 mm	7,100 kg	63 / 44

Left: JLG's five-strong ES Series narrow electric drive scissor lift range includes the Model 2630ES, which, according to the company, is the world's first 760 millimetre wide platform capable of offering up to 7.92 metres platform height.

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For sale or rent

The American Rental Association's (ARA) 48th annual convention is set to take place next month in Atlanta in the US. *C&A* looks ahead to what The Rental Show's organisers claim is the largest event of its kind in the world.

THE RENTAL Show's organisers also predict that approximately 700 exhibitors will line the aisles of the Georgia World Congress Theatre in Atlanta, which will also be home to 7,000 to 10,000 visitors during the three days of the show. Since its modest beginnings, the show now covers more than 300 rental categories ranging from dance floor hire to seating arrangements.

The show's roots can be traced back to Kansas City, Missouri during a time when Eisenhower won the US presidency by a landslide, the first Republican to win a re-election since 1900, two airliners crashed into the Grand Canyon in what was the worst commercial disaster in history at the time and Elvis Presley was on the rise. A year later in 1957, the first official convention held in Omaha, Nebraska attracted 100 people, 53 of which were United Rent-All dealers, with the remainder being independent dealers. Just five manufacturers were present, and while no equipment was displayed, rental store operators were hosted in hotel suites.

The show experienced major growth in the 1990s and today averages 10,000 attendees and 700 exhibitors. Today, the ARA describes The Rental Show as a "buying" trade show where transactions take place on the floor, with a concentrated and industry-specific audience. And a recent survey carried by the ARA suggests that spending will increase at this year's show. In excess of 70 per cent of survey respondents believe that rental business conditions in the US will improve this year, while 58 per cent reported that their own business revenues were better in 2003 than in the previous year.

"Many rental operators are anticipating a boost in business in 2004," says Christine Wehrman, ARA executive vice president and CEO. "That translates directly to The Rental Show, where 75 per cent of attendees either purchase equipment on site, or view equipment for future purchases."

Among those companies of interest to the lifting and access sectors will be Haulotte with a range from its aerial platform and telehandler line and also its 3 tonne capacity GH 12-30 Easy Crane. JLG will be displaying its recently introduced 1250AJP Ultra Boom aerial platform, which is an 38 metre platform height articulating and telescopic unit. The unit features JLG's JibPLUS jib boom which rotates 130 degrees vertically and 125 degrees horizontally, while the QuikStik boom allows the platform to be lowered to the ground while the tower boom is fully raised and extended.

Terex and Genie Industries will also be showing of their latest wares directed at the rental markets during the Rental Product

Premiere event which takes place between 6 and 9 pm on the Thursday of the show.

From Terex comes a new 5.75 metre lift height, 1.18 tonne capacity telehandler, allocated the TX55-19, while Genie will be unveiling the newest member of its trailer-mounted articulating boom family, the TZ-50, and also a new Runabout stock picker platform.

Making its very first appearance at the show will be the International Powered Access Federation (IPAF), which will be sharing a stand with its US subsidiary, Aerial Work Platform Training (AWPT) Inc "IPAF's first ever appearance at The Rental Show follows on from the recent launch of IPAF training in North America," says IPAF managing director, Tim Whiteman. "IPAF will be present at the show with AWPT Inc, which recently opened the new IPAF training centre in Pennsylvania, making it the first ever IPAF centre

to be opened in the US."

If you are planning to make the trip over to Atlanta next month, then all travel and hotel reservations can be made on The Rental Show's official website at www.TheRentalShow.com, where visitors can also register for the show and find a complete event schedule.



WHEN?
26 – 29 February, 2004

WHERE?
Georgia World Congress Theatre,
Atlanta, US

OPENING TIMES:

Friday 27 February:	10 am to 5 pm
Saturday 28 February:	9 am to 5 pm
Sunday 29 February:	9 am to 3 pm

EXHIBITORS OF INTEREST TO THE LIFTING AND ACCESS INDUSTRIES

COMPANY	BOOTH NUMBER	PRODUCTS
BIL-JAX	3132, 3232, 1134	Scaffolds and accessories, telescopic and boom personnel lifts.
BOBCAT	5116	Telehandlers.
CARELIFT EQUIPMENT	4254	Telescoping rough-terrain forklifts ranging in size from 2.72 to 13.15 tonnes.
GEHL	4458	Extendable boom forklifts.
GENIE INDUSTRIES	4616	Portable material handling equipment to boom lifts with working heights up to 36.88 metres.
HARLO PRODUCTS	4738	Rough-terrain vertical mast forklifts.
HAULOTTE	5132	Aerial work platforms, telehandlers and lower capacity lifting equipment.
HIDRO-GRUBERT	5112	Trailer mounted platforms.
JLG INDUSTRIES	4649	Mobile aerial work platforms, telescopic material handlers and hydraulic excavators marketed under the JLG and Gradall trademarks.
JOHN DEERE	4338	Various construction and grounds-care equipment, including telehandlers.
LDC INDUSTRIES	4318	Telescopic and articulated trailer-mounted aerial lifts, designed for use as a personnel lift or universal crane.
MANITOU	4224	Rough-terrain telescopic handlers, vertical-mast lift trucks and aerial work platforms.
MUSTANG MFG	4810	Telescopic forklifts, and related attachments.
NIFTYLIFT	4572	Trailer mounted aerial work platforms.
SKYJACK	4362	Aerial work platforms
STAR INDUSTRIES	4238	Forklift attachments, loader buckets and attachments, replacement forks.
SKY TRAK	4649	Telehandlers manufactured by JLG.
TEREX	4416	Telehandlers, rough-terrain forklifts, front-end loaders, generators and light towers.

HEAVY DUTY KNUCKLE BOOMS

A common definition from the world's many knuckle boom crane producers as to what constitutes a 'heavy-duty' knuckle boom is not an easy thing to come by. C&A takes a look at the various interpretations.

Swollen knuckles

"IN THE past, a good rule was any crane above 50 tonne/metres," says Giancarlo Manzano, marketing manager at Italy-based producer, Effer. "This formula did, however, upset countries like France or North America, where a 20 tonne/metre crane was already considered a rather large crane.

"Then came the age of the Slewing System Radio." According to Manzano, the rule for a long time was that any crane using slewing systems with racks was still a medium-size crane. "Only those units with slewing systems utilising reduction gear units and slewing rings might dare to call themselves large," he says. "This formula was found acceptable by most of the Italian manufacturers, but not by those of Northern Europe that were using either continuous slewing on small cranes, or slewing racks on large cranes, thus, making the Italian rule totally wrong."

Looking at the various major manufacturers' knuckle boom product ranges, they are generally

split into three segments, those being light, mid and high capacity, but there doesn't seem to be any common logic across the board. "For Hiab," continues Manzano, "a large crane is any unit greater than 20 tonne/metres, for Palfinger and Effer, any crane greater larger than 30 tonne metres, for Fassi over 40 tonne metres and for HMF, any crane over 50 tonne/metres is deemed a large knuckle boom crane.

"At Effer, we still follow the continuous slewing rule in that we define large knuckle booms as those models that feature continuous slewing by a slewing motor.

EUROPEAN DEMAND

According to Manzano, the company has noticed a general increase in demand for its higher capacity cranes, which have shown an 11 per cent sales from 2002 to 2003. "Europe is still the biggest market in the world," he says, "counting for 70 per cent



All new large Effer knuckle boom feature continuous slewing, which Effer says is how it defines its large knuckle boom cranes. Pictured here is its 135 tonne/metre 1350 model.

Lift & shift

TH WHITE, UK distributor for Palfinger knuckle booms, teamed up The Netherlands-based Broshuis Trailers to produce what it has described as Europe's largest de-mountable knuckle boom mounted on a 4-axle extendible semi low loader for UK-based AET Transport Services.

The 90 tonne/metre PK 90002 mounted knuckle boom, the second largest capacity unit in Palfinger's heavy crane range, is rear mounted to maximise its 22 metre hydraulic reach and is detachable and position-located by double action hydraulic locking pins. The crane also features Palfinger's Power Link Plus system, which provides up to nine degrees reverse angle movement from the king post, and hydraulic front stabilisers integrated into the main beam.



The Broshuis extendible trailer is capable of transporting 20 foot (6.1 metre) and 30 foot (9.1 metre) containers and has a live hydraulic neck and suspension, which enables the trailer's ride height to be altered for the transportation of sensitive plant and equipment. ■

of total sales. Our biggest markets are Italy, Denmark, Greece, Spain and The Netherlands, which together account for 50 per cent of our total sales in this sector.

"In the UK, legislation in terms of a truck's GVW and weight distribution per axle still makes the concept of large knuckle boom cranes relatively unpopular. We have, however, recently sold two 100 tonne/metre models and are currently actively quoting half a dozen larger units in the 120 tonne/metre category."

All new large Effer knuckle booms feature slew rings for continuous rotation, Effer's DMU and DMUX Can-Bus audio/visual load sensing systems, fly-jibs that rotate through 180 degrees, and 'Wind and Drive' winch systems, which obviate the need to remove or de-rig a unit's winch components prior to folding the crane.

The company most recently boosted its larger knuckle boom range with the introduction of four

HMF's 72 tonne/metre knuckle boom, dubbed "Odin".



The booms and fly-jibs on all four models are manufactured from Weldom 1300 high-grade steel to produce the best lift capacity to weight ratios. According to Mark Rigby, director of TH White and manager of the Palfinger knuckle boom crane division, of which TH White is the UK distributor, this is a vital design element on higher capacity units.

Rigby says that the company has seen its sales of Palfinger knuckle booms in the 30 tonne/metre and above class double annually in the UK for the past three years. "More and more progressive plant and machinery operators are seeing the need to always specify above present requirements as lifts continue to get bigger," he explains. "A lot more building site operations now require longer reach capabilities for the delivery of materials, such as roof trusses, direct to the area of work. They require a big crane to give the long reach, say 20 to 25 metres, albeit that the actual lift may only be 1 to 2 tonnes."

The company offers Palfinger's heavy knuckle boom line, which is defined by, and starts at the 31.5 tonne/metre PK 32002, through to the 105.7 tonne/metre PK 120000. Two additional models are expected to be added later this year, with further additions scheduled from 2005 onwards.

▶ 34

new models at the SAIE exhibition in Italy at the end of last year. Starting at 75 and 85 tonne/metres respectively, the 750 and 850 models offer boom lengths of over 20 metres with up to six-section, 12.68 metre fly jibs.

According to the company, sales of these larger cranes very quickly exceeded its market expectations, which prompted Effer to undertake an aggressive manufacturing programme to increase product volume to a customer base demanding these larger knuckle boom cranes.

Moving up the scale is the 1750, a 140 tonne/metre unit capable of a 24 metre horizontal outreach that can be extended up to 40 metres if fitted with a 6-section fly-jib. The telescoping speed of the extensions can also be increased through Effer's HSS (High Speed System), while any extension oscillation that could be potentially caused by a sudden stop at the end the extension stroke is prevented by Effer's Pro.Dec (Progressive Deceleration) system. The smaller 135 tonne/metre 1350 version features most of the specifications of the 1750 version and offers a 20 metre hydraulic outreach in its basic boom configuration, which is extendable up to 32 metres with a 6-section fly-jib.



This 150 tonne/metre F1500AXP from Fassi is available in three basic versions and is now company's largest knuckle boom unit.



Truck loader or crane?

MAIN CONTRACTOR, HBG Construction, called on the help of this new rig, owned by D & F Gorrett, for lifting duties as part of a £4.56 million contract to build a new three-storey office block for Mid-Devon District Council in the UK. The 70 tonne/metre F700XP.26 knuckle boom, fitted onto a 580 horsepower Scania truck, provides a 25 metre horizontal reach and a lifting height of 29 metres. Comprising six hydraulic booms and fly-jib with a further four extensions, the crane also utilises a substantial sub-frame fitted behind the truck's cab. The combined rig weighs in at 22 tonnes.

"When we couple up to the 40 foot flat bed trailer, we are normally moving site cabins which, even when they are pre-fitted welfare units, will not

weigh much more than 7 tonnes," explains Darren Gorrett. "This not only means that we are well within the gross weight limit, but it also gives us the lifting power to double-stack cabins and to position them at a much greater distance away from the trailer and site access roads.

"The rig is also used solo as a crane for which," claims Dorrett, "is much faster at travelling between sites than a conventional mobile crane and can be operational within minutes, and off site just as quickly. It is typically used for lifting steel beams, roof trusses and concrete bins weighing 500 kilograms and locating them at up to third or fourth floor level." According to Fassi, the rig is the only combination of its kind in the world. ■

HEAVY DUTY KNUCKLE BOOMS

Palfinger's 'heavy' knuckle boom line ranges from the 31.5 tonne/metre PK 32002 up to the 105.7 tonne/metre PK 120000. Picture is its second largest unit, the 90 tonne/metre PK 90002.



Italy-based knuckle boom producer, Fassi, also used the SAIE show to showcase a new knuckle boom model, which is now the firm's largest capacity unit. The 150 tonne/metre F1500AXP is available in three basic versions, plus two models that can be used with an extension with four or six telescopic extensions. The first unit was delivered to Vagn Poulsen of Denmark through Fassi Kraner based in Copenhagen. Fassi says its larger knuckle booms have been good sellers in the country, where the transportation of prefabricated components for the assembly of industrial warehouses, as well as for private housing, is a hugely active market sector, which also involves neighbouring Germany.

The knuckle boom market is expanding rapidly, claims Fassi, especially in Germany, France, Spain, the UK and Greece. The latter country specifically, although rather limited in terms of unit sales at present, is set for marked and constant growth in the larger knuckle boom sector due to an exceptional boom in construction caused by preparation for the upcoming Olympic Games, the need to align the country with the infrastructures of the European Union and tourism development. On the islands in particular its larger cranes are being used for a broad variety of applications from traditional construction applications, to the lowering of pleasure boats into the sea and their retrieval for storage during


the winter months. The company claims to have taken 12 per cent of the global knuckle boom market in 2002, accounting for 5,300 crane sales and a turnover of approximately €90 million (UK£62.6 million).

For Fassi and many of the world's knuckle boom producers, outside of Europe, it is the US that leads the rest of the world in terms of the larger capacity market expansion, a factor that lead US-based manufacturer, Iowa Mold Tool (IMT), to nearly double the rated capacity of its knuckle boom line. Although at the lower capacity end of the large knuckle boom sector, IMT launched its 11.8 tonne capacity 52/380 and 16.12 tonne capacity 72/516, recommended for use on a minimum 29.94 tonne GVW chassis, due to "growing needs in the field."



US-based IMT, almost doubled the rated capacity of its knuckle boom line with introduction of its 11.8 tonne capacity 52/380 and 16.12 tonne capacity 72/516. Pictured is the latter model.

"Because these cranes fold into the 'figure-four,' you don't have a crane boom that infringes on load-carrying capabilities," explains Jim Darr, IMT product specialist. Both units are designed for use with two to eight hydraulic extensions. With eight extensions, both models have a horizontal reach of 20.6 metres and a vertical reach of 23.47 metres. Optional hydraulic jibs provide an extra horizontal reach of 13.4 metres and 11.3 metres vertical reach on the larger 72/516, while both measurements are increased to 28.68 and 31.09 metres respectively on the smaller 52/380 version.

"The market is taking us there," continues Darr. "The requirements for handling heavy equipment components, such as dozer blades and loader buckets, had become heavy enough and were beyond our capabilities to handle them. Handling pre-cast concrete products also played a part in the addition of these models that can handle typical loads, which are getting heavier as applications evolve." 

Effer's recently launched 1750 model is a 140 tonne/metre unit capable of a 24 metre horizontal outreach.



Chart toppers

DANISH CRANE manufacturer HMF tipped the scales of its top-end knuckle boom range with the addition of two beefed-up models in the 52 and 72 tonne/metre category. Moving away from its standard model nomenclature, the two models are being marketed under the project names, Thor and Odin respectively.

Both versions are equipped with many standard features, including over-bending jib, HMF's oil regeneration system and integrated radio remote, through which all the cranes stabiliser beams and legs can be operated. The two versions are available with up to eight extensions giving Thor a maximum outreach 20.31 metres and a maximum capacity of 2.56 tonnes. An extra additional six extensions fitted to Thor via the fly-jib, taking its lift and reach capacities to 33.4 meters and 0.41 tonnes.

In terms of cost, "such specialised equipment can demand a premium price," explains Tony Biddlestone, product specialist at HMF UK. "Odin and Thor, for example, have many standard and unique features, which cannot be found in some of our competitors' ranges. Therefore, if it cannot be offered by the competitors, then it should demand more money.

Highlighting the more complex nature of operating of the larger capacity cranes, Biddlestone is also keen to point out that "the larger range of knuckle boom, i.e. above 50 tonne/metres, should only be used by fully trained personnel. Some of the larger knuckle booms can replace mobile cranes, whose drivers are certified and trained to high levels, the reason being that operating a 20 tonne/metre knuckle boom with two extensions is totally different to operating a Thor K5 72 tonne/metre unit with five extensions.

"Knuckle booms cranes are being used worldwide for a wide variety of different jobs, from delivering building materials to hoisting air conditioning units storeys up, the unique advantage being that loads can be both delivered and unloaded by the same vehicle." ■



HMF's "Thor"

GET THE INSIDE STORY

Look inside your lift equipment. Chances are, you'll see Trojan. Top AWP manufacturers and rental yards power their equipment with Trojan deep cycle batteries. After all, reliability is everything in the lift business, and Trojan batteries keep equipment running so there's no unexpected downtime. Want greater efficiency, higher profits and less worry? Trust our brand to power your brand.



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Batteries represent a tiny percentage of a machine's purchase cost, but are often the highest single item of a machine's annual cost and the biggest contributor to lost income! Leigh Sparrow reports.

THE STARTER battery for a crane or diesel-powered lift represents just a fraction of a per cent of the total cost of a piece of equipment or plant, yet a cheap or poorly maintained battery can easily put a machine out of action and cause a loss of income.

The price differential between a cheap battery and a really good one is modest to say the least, especially when compared to the potential cost of a single failure. Yet in spite of this fact, many owners will insist on cutting corners with this critical component! Why?

Certainly one battery looks similar to another, causing many machine owners to fail to understand why they should pay more for a similar looking product. A good battery costing 10 to 15 per cent more than a cheap battery can easily last twice as long under average usage and maintenance regimes, longer if looked after properly.

SO WHAT ARE THE DIFFERENCES?

FIRSTLY, BATTERIES are designed to suit different applications. A starter battery needs to be able to deliver high bursts of power for short periods of time, while a deep-cycle battery should deliver a steady stream of power over a long period and then be able to handle a heavy daily discharge and recharging cycle. A third category is the dual purpose battery, which is designed to handle a little bit of both, and is most often used where a machine has a heavy ancillary demand in addition to its starting role.

Look at batteries in detail and you enter another world. For cranes and access equipment, most problems and costs are associated with the deep-cycle applications for powering electric machines such as scissor lifts, which will be the focus of the remaining article. The principles, however, apply to all batteries.

So, you need to replace the deep-cycle batteries on your scissor lift. What choice do you have? Firstly, starting with the least expensive, there are three main types; the regular lead acid deep cycle battery, the spiral wound lead acid battery and the deep cycle gel battery.

The regular lead acid batteries are far and away the most popular in the UK and Ireland, but there is significant price and quality spread.

At one extreme, you will find totally unsuitable products, described by one manufacturer as "car batteries with a deep-cycle label slapped on the side." This product will be totally unsuitable to the application and will rapidly deteriorate.

Moving up to batteries that have been designed for the job, the price differential between a poor battery and a really good one seems to be in the region of 10 per cent or, £5 to £7 (€7 to €10) each. In other words, £20 to £30 (€28 to €40) per machine.

So, what do you get for the extra cost? Well, the first tangible difference is the design of the battery casing. You need a strong robust case, ideally with lifting eyes or lugs. Vibration from your equipment will can cause a cheap, lightweight casing to crack or rub through. The best ones are made from high impact ABS or polypropylene.

Secondly, a battery's "plates" are where the greatest differences occur. A "plate" is made up of a rigid metal grid onto which a lead oxide "paste" is applied. This is then cured to form the lead "plates" that make up the core of the

battery. A good battery will have robust heavy-duty, full-frame grids made from an alloy that is well suited to the application. The paste type and composition also varies widely. The best batteries use a high density paste, often strengthened with glass fibres. A cheap battery will use a standard low-cost paste, which will start to flake and shed

from the start, forming a sludge at the bottom of the battery, which will eventually cause it to short out. Plates made with superior and more resilient pastes, will last much longer, although eventually they will transform to a similar consistency to the cheap plates and then go through the same degradation process.

Thirdly, each battery plate is covered with a "separator", which in the case of cheap batteries will be a basic plastic version. A quality battery, on the other hand, will have plates wrapped in a glass fibre matting and use a specifically designed multi-ribbed separator made from polythene or other durable material. The design of the separator varies, with the best giving good flow-through characteristics and being rugged enough to outlast the battery itself.

Finally, a good battery is filled with a quality de-mineralised electrolyte for longer life.

SPIRAL BOUND AND GEL BATTERIES

STEP UP from the high-quality regular batteries, and you come to the exalted special batteries, which can offer an even longer life, minimum maintenance and no chance of electrolyte spills.

Spiral technology was firstly developed by Optima batteries, now part of Varta, and is similar to the very best of the regular lead acid batteries, except that it uses two thin plates wrapped into a spiral cell. The overall appearance of the battery is quite different. Optima claims that the benefits include less sensitivity to temperature, a greater resistance to vibration, longer life, reduced degradation from storage and maintenance-free characteristics.

Available at a higher cost, gel batteries offer similar advantages to Optima's spiral batteries and do not gas, so are ideal in hostile environments. Also, they will not suffer from stratification or ever require equalising.

WHERE TO BUY YOUR BATTERIES

ONCE THE facts are known, no one in their right mind will elect to buy a cheap battery. "Only the rich can afford cheap batteries" is a quote often heard. Savings can be made without compromising quality, however, depending on where you buy your batteries. So shop around!

It is still possible to call an official dealer for your machine and buy your battery with the manufacturer's name and part number on it, and pay more than double than you would for the same battery elsewhere! Most manufacturers though do now offer competitive alternatives.

The key points to watch out for are the rating, performance, and vitally important for batteries going into aerial work platforms, is that the weight



Above: Trojan claims that its heavy-duty, deep-cycle lead acid battery gives a longer productive life.

is the same as the previous battery. AWP batteries form part of the counterweight and will void your CE approval, so care is needed.

A price check and comparison can be made with a specialist spare parts supplier. With a focus on parts and parts sourcing, they might offer you a better deal, but once again, you need to make sure that the quality is the same. A good battery that has passed through fewer hands or mark-ups will be a genuinely good bargain, while a cheaply produced battery will always be a costly mistake.

A third price check point is a battery specialist, which will often be an official distributor for battery manufacturers. If you are sourcing for an aerial lift however, difficulties may be had confirming the right match in terms of size, weight and power.

Also, do not assume that an original battery manufacturer distributor will automatically have the best price for that make of battery. Batteries arrive in this country from numerous sources.

Equipment manufacturers' local outlets (particularly in the US) will at times buy batteries direct from the producer at production line prices, which can lead to very competitive local prices, sometimes seriously undercutting the official battery maker's distributor.

VOLUME PURCHASE

A PALLET load purchase will yield a better price and save unit delivery cost over buying batteries one at a time. However, if a pallet load represents more than a few months demand, forget it! Most "wet" or "flooded" batteries do

not store well. Also a volume supplier's batteries should be fresher. You can store "dry" batteries for much longer without degradation, but then you will need to get them filled and it is simply not worth the hassle these days.

As a fleet user, the best thing to do is to calculate your annual battery usage and negotiate a fixed price based on your annual battery needs with one good competitive supplier who can deliver quickly and inexpensively.

BATTERY CHARGERS AND CHARGING

BATTERY CHARGERS for electric powered machines are generally automatic, with the latest ones capable of sensing the level of charge the batteries require before fully charging. The best battery chargers include a fourth "equalizing" stage.

Lead acid batteries should have this "equalizing" charge, which is essentially a controlled over charge. After every ten cycles or so, the effective battery life and capacity will be significantly extended.

Before putting a new battery pack in for service, the batteries should receive an equalizing charge to balance the voltage variation between cells and between batteries. Some fleet owners have developed battery equalizing bays to do this

before fitting them.

Lead acid batteries do not develop "memory". Batteries perform the best and last longest when the daily discharge is between 20 and 50 per cent, followed by a full recharge. Thus, spending two or three extra pounds on a 250 AH in place of a 220 could pay for itself in terms of longer life and fewer problems.

The worst thing for a battery is repetitive under-charging or extensive periods of inaction. This will result in stratification, where the electrolyte becomes stronger at the bottom of the battery than at the top, literally corroding the battery from the inside as well as a build-up of sulphate crystals on the plates, which also erodes battery performance.

C&A



Optima's spiral cell batteries cope with extremes of temperature and are maintenance free.

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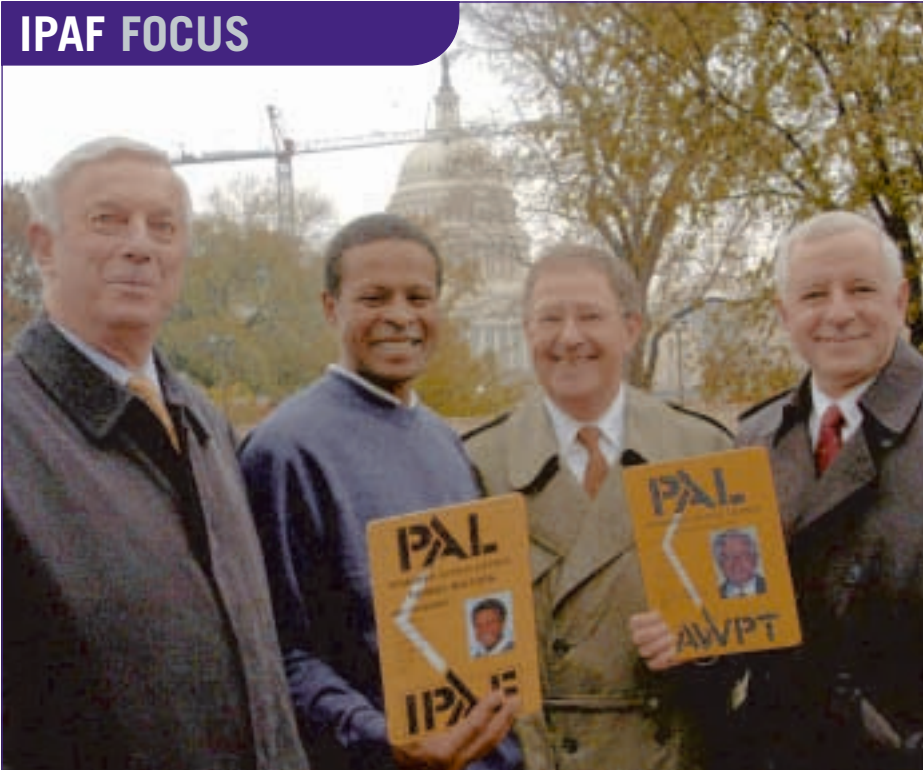
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DENKA LIFT



IPAF hits the US

IPAF SUBSIDIARY, AWPT Inc, has opened an IPAF training centre in Pennsylvania, making it the first ever IPAF centre to be opened in the US. The centre will be operated by Eckstine & Associates, whose president, Dennis Eckstine, helped develop the training programme for AWPT.

Eckstine is pictured here (right) holding AWPT's first PAL card, which was presented by Dennis Watson (second from left), holder of IPAF PAL card number 100,000. IPAF's Paul Adorian (left) and Roy Forey, first secretary trade at the British Embassy in the US, join in welcoming the expansion of IPAF operator training into the US. ■

UK contractors agree ongoing recognition of IPAF's PAL card

THE UK'S Major Contractors' Group (MCG) has confirmed that IPAF's PAL card will continue to be accepted by its members. While this announcement does not on the face of it seem significant, the agreement to recognise an independent "licensing" scheme by the Major Contractors group is a genuine milestone.

In a letter to IPAF, MCG's John Bradshaw makes the position absolutely clear: "IPAF is included in the list of MCG Accepted Record Schemes, and I am not aware of any proposals to change this at present."

"Although we have an outline agreement that would bring the PAL Card within the ambit of CSCS, the practical details still need further discussion," explains IPAF's Paul Adorian. "So, until we have a fully workable arrangement, the PAL card will naturally continue to be recognised throughout the construction industry just as it always has been."

"Whatever is ultimately decided upon with CSCS, we do not see this changing IPAF training, the award of the PAL Card is the natural choice for platform operators working in the construction or any other industry," stressed Adorian. ■

Full story on www.vertikal.net.



ALL ENQUIRIES SHOULD BE ADDRESSED TO:

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End of an era

THERE IS hardly the need for a tribute to Paul Adorian, nor the space available here, as he moves over for Tim Whiteman to take his place as IPAF managing director. Over the past twenty years, developments that have taken place in the industry that Adorian has helped IPAF to shape, including the establishment of operator training in the UK, stand as permanent reminders of his work.

Nor is there a need to wish him well in retirement. What retirement? It will come as no surprise to those who know Adorian that he will certainly not be leaving the industry - rather re-focussing his involvement.

Firstly, Adorian will still be a part of IPAF through the membership of his own consultancy company, Paul Adorian Associates. Secondly, he will also be continuing his managing directorship, and now ownership, of PAC Ltd, a company that undertakes inspection, certification and technical consultancy work within the access industry.

So, whilst Adorian may no longer be in the front line, he will hardly be far away. ■

Site Safety Guide for Mast Climbing Work Platforms

IPAF HAS also announced the launch of its latest publication, Site Safety Guide for Mast Climbing Work Platforms (MCWPS). The new 36-page guide, which follows on from the already established Operators' Safety Guide, which relates to the use of MEWPS, is available as a comprehensive reference source for those involved with MCWPs - either on the user or supplier side.

Drawing heavily on the extensive experience of IPAF's MCWP Committee, the Guide covers all the major elements of the guidance provided by BS 7981, whose publication last year made a major contribution to defining the standards surrounding MCWP application.

The Guide is available direct from IPAF's Operator Training Administration Centre and as with the Operators' Safety Guide, member companies can have the Guide printed in their own covers. ■

One door closes...

WITH 2004 now well-underway, IPAF's new managing director, Tim Whiteman, comments on his first seven months with the federation.

"I've needed to spend time meeting as many members in as many countries as possible," states Whiteman. "The international membership of IPAF is fundamental to what we can achieve, not only globally, but also within each individual country, because our worldwide standing greatly enhances our influence everywhere.

"I've been particularly impressed with the growing enthusiasm for training in southern Europe as reflected in the forum we held at SAIE, and the launch of our training in the US. I see this important wind of change across at least two continents as being good news for our industry and its users."

Commenting on the potential impact of increased legislation and regulation, Whiteman is keen to highlight his long-standing belief that the implementation in national legislation of 2001/45/EC – the Temporary Work at Height Directive – is going to have a major effect throughout Europe.

This, including Britain's implementation of the Directive – the New Work at Height Regulations – will be covered at this year's Access Summit, which has become a regular feature of IPAF's AGM and Luncheon. This year's event is being held on 22 April at the London Heathrow Marriott Hotel.

The Summit will also examine international legislation and regulation for those who work at height, the opportunity it offers the powered access industry and how users can also turn it to commercial advantage rather than be disadvantaged through being ill prepared to meet tougher legislative requirements. ■

RIGHT: TIM WHITEMAN adds the 26 metre working height category to his PAL card at Facelift's IPAF Training Centre in Hickstead. Whiteman also uniquely holds the equivalent US qualification, the AWPT PAL card, having attended the first of the training sessions run by Eckstine & Associates in Pennsylvania who now operate North America's first IPAF training centre.



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That's a wrap

SGB SAYS that it has eased time-consuming and costly scaffold structure enclosure with its EnviroWrap polyethylene shrink film material. According to the company, when grit-blasting, painting, removing asbestos or simply providing protection against bad weather, scaffold must be clad with one of a number of proprietary sheeting materials, which often requires the extra stiffening of the scaffold, special anchoring components and modification to the scaffold design.

The EnviroWrap material simply wraps itself around the scaffold structure, and being independent of the structure, it requires no special fixings of anchors. The material has a multi-layered structure, including a fire resistant layer and a UV inhibitor that gives up to three-year degradation resistance. EnviroWrap is supplied in 15 x 5 meter or 20 x 5 metre rolls and can be cut to size on site. ■



Please send in all your product and technological innovations to either ww@vertikal.net, or alternatively to our UK Head Office address at Innovations, The Vertikal Press Ltd, New England House/Level 5, New England Street, Brighton BN1 4GH, UK.

Close call

CATRON-THEIMEG, primarily known for the production of radio remote control system, has introduced two collision avoidance systems for overhead cranes, the UltraGuard and LCAS (Laser Collision Avoidance System). The former system is a self-contained, zone-adjustable range detection system, which utilises advanced ultrasonic technology and digital processing to warn of potential collisions and ultimately stop the crane's movements before the collision takes place. The system can work in three different modes, depending on the required intensity of obstacle detection and has been designed for self-diagnostics and continuous verification of performance.

The LCAS uses reflective Class 1 laser technology, which detects either stationary or moving objects and is field adjustable to enable the crane to be slowed or stopped at any user-selected distance. The system can be programmed for alarm and stop functions at any specific distance and with a range of 50 metres, it is capable of precision distance changes to a resolution of 3 millimetres. ■



Level-headed

THIS FAMILY of robust AccuStar clinometers is now being distributed throughout the UK by Sherborne Schaevitz of Basingstoke.

A clinometer is an electronic angle sensing element which, when used with material handling equipment such as self-propelled aerial platforms, for example, can provide monitoring of the safe levels of tilt.

With self propelled systems, the operator can drive the platform while it is in its extended position, so manufacturers build in a shut down system which disables the drive function of the machine if the operator puts the platform into a potential tip-over state.

Sherborne Schaevitz's AccuStar II DAS 20 dual axis clinometer measures both the extension of the platform and the angle of the unit's main chassis, enabling the set-up of the tip-over protection system, while other uses may include platform levelling, wheel alignment and automatic levelling systems.

The company also says that for OEMs who plan to incorporate a basic angle element in their own electronics, then its less complex AccuStar II DAS30 clinometer can be supplied as a cost effective option. ■

Dummy-proof

CERTEX UK has launched a range of personal protective equipment (PPE) for use in the lifting industry. The range, manufactured by UK-based Checkmate, includes what Certex says is the world's first all-composite harness and shock absorbing lanyard, the FBH10/11 (pictured). Unlike traditional harnesses, which utilise steel fittings, the new product is made entirely of composite materials for use in areas such glass tanks, for work on special surfaces and for use in close proximity to high electrical charges.

The full range includes 15 full body harness versions, as well as shock absorbing and retractable lanyards, fall arrest blocks, tripods, davits, modular temporary and permanent lifeline and rail systems, and personnel evacuation devices. Each piece of PPE equipment in the range meets the latest EN safety standards and is independently tested. ■





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MANUFACTURER	MODEL	YEAR	CAPACITY	LOCATION
GROVE	AT 422 E	1992	20 to	Germany
GROVE	GMK 2035	1998	35 to	Germany
GROVE	GMK 3050	2001	50 to	Germany
LIEBHERR	LTM 1060	1993	60 to	Germany
GROVE	GMK 4070	1999	70 to	Germany
GROVE	GMK 4075	2001	75 to	Germany
DEMAG	AC 205	1998	80 to	UK
GROVE	GMK 5130	1998	130 to	Germany
GROVE	GMK 5180	2000	180 to	UK
GROVE	GMK 6200	1997	200 to	Germany
GROVE	GMK 6250	1999	250 to	Germany
GROVE	GMK 6300	2002	300 to	Germany
DEMAG	AC 300	2000	300 to	UK



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Tadano	TS-75 ML	Truck Crane	1997/8	8 tonne
Kobelco	RK 200-3	City Crane	2000	20 tonne
Tadano	TC250E	Truck Crane	1993/5	25 tonne
Demag	AC 75	City Crane	1997	25 tonne
Tadano	AR300E	All Terrain	1993	30 tonne
PPM	380ATT	All Terrain	1992	35 tonne
Liebherr	LTM 1040/1	All Terrain	1992	40 tonne
Kato	KA 400E	All Terrain	1992/5	40 tonne
Kato	NK500EV	Truck Crane	1997	50 tonne
Tadano-Faun	ATF50-3	All Terrain	1996	50 tonne
Liebherr	LTM1050/1	All Terrain	1994	50 tonne
Tadano-Faun	ATF90-4	All Terrain	1995/6	90 tonne
Liebherr	LTM 1120/2	All Terrain	1997	120 tonne
Demag	AC120	All Terrain	1998	120 tonne
Leibherr	LTM1160/2	All Terrain	1998	160 tonne
Grove/Krupp	GMK 5180	All Terrain	2000	180 tonne
Demag	AC300	All Terrain	1999	300 tonne
Liebherr	LTM 1400	All Terrain	1998	400 tonne

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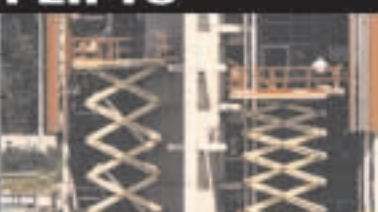
ELECTRIC SCISSOR LIFTS

Brand/model	Year	Qty.	Description
JLG 2033e *	1997	4	non marking tires; fold down rails
JLG 2046e *	1998	6	non marking tires; fold down rails
JLG 2658e *	1998	8	non marking tires; fold down rails
HL 105EL12	1998	4	non marking tires



ROUGH TERRAIN SCISSOR LIFTS

Brand/model	Year	Qty.	Description
JLG 33RTS	'97/'98	8	4x4; osc.axle; jacks; wide tires
JLG 40RTS	1998	6	4x4; osc.axle; jacks; wide tires
JLG 500RTS	1996	1	4x4x4; osc.axle; jacks; wide tires, dd



TELESCOPIC BOOM LIFTS

Brand/model	Year	Qty.	Description
JLG 40H+6 *	1998	8	4x4; oscillating axle; jib
JLG 600S	'97/'98	7	4x2/4x4; oscillating axle
JLG 660SJ	1998	5	4x4; oscillating axle; jib
JLG 80HX+6	1998	6	4x4; oscillating axle; jib



ARTICULATING BOOM LIFTS

Brand/model	Year	Qty.	Description
JLG 600A *	'97/'98	4	4x4; oscillating axle
JLG 600AJ *	'97/'98	4	4x4; oscillating axle; jib
Grove AMZ86XT *	1998	2	4x4x4; jib



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Brand/model	Year	Qty.	Description
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