



A platform between its equals...



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On the cover:

A Demag AC30 owned by NMT lifts an aircraft engine into position at Luton Airport.





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worldwide access market. Here
we take a peek at some of the
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to try and find the answer and also look at an interesting alternative to City, AT or Truck cranes for taxi crane work

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

SUBSCRIBE ONLINE AT: www.vertikal.net/en/journal_subscription.php

BULK DISCOUNTS: These are available to companies wishing to take out multiple subscriptions. Please contact the subscriptions manager for more details.

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

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Design & Artwork by: bp design Ltd. Tel: 01707 642141 Fax: 01707 646806 email: studio@bpdesign.info

ISSN: 1467-0852

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The Vertikal Press also publishes:



For users & buyers of lifting equipment January / February 2007 Vol. 9 issue 1

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In early January Martin Ainscough, of the Ainscough crane hire family, announced the launch of the UK's first on-line rental auction site. The idea is that someone wishing to rent a crane, telehandler, aerial lift or just about anything, registers on the site and posts their requirement. That enquiry is then directed to

any supplier who has registered to provide that product in that particular area.

Those suppliers can then bid anonymously for the work and the lowest bid will be accepted - rather like e-Bay in reverse.

Reaction to the news from other hirers has ranged from negative to incredulous. We have heard comments along the lines of: "is the man crazy?" and "what does he think he is playing at?"

Love him or hate him, Martin Ainscough is not one to dive in at the deep end without having a careful look first, nor is he one to part with his money on a whim. So what possible reasons could one of the UK's most successful crane hire men have for diving into a venture which to some of the sharpest marketing and business minds in the UK equipment rental industry appears to be a pure folly? The fear of course is that the venture will turn every rental into an on-line 'haggle-fest', dragging down rental rates and setting low-price checks for contractors to use to beat up their rental suppliers.

However, auctions can go either way; works of art and collectables, not to mention mobile phone and broadcasting licences, are sold via auction in order to achieve the best prices. Many people obtain great prices on e-bay for stuff they would otherwise throw away. The difference here, though, is that it is the seller, rather than the buyer, who is bidding.

The specialist rental industry can hardly be held up as a beacon of intelligent pricing; a savvy buyer already holds his own auction among suppliers. The problem for the hirer is he has to take the buyer's word for the competitive prices he claims to have been offered or call his bluff. In an open on-line bidding process at least you can see for certain what others have quoted. It might be surprising to see how many of those crazy offers are a figment of the buyer's imagination?

When business is good and no one has an interest in making a stupid offer, perhaps it will establish positive benchmarks, giving hirers the confidence to shift rates upwards?

On balance we should not be too quick to pass judgement on Ainscough - this venture might just have the opposite effect to what most observers imagine. Perhaps greater visibility of what companies are prepared to do in terms of price will sharpen the industry up. The biggest challenge will be to attract enough serious users to the site.

No matter what your view, it is something new and innovative and should have no effect on a well-run operation, apart from providing more information... which is no bad thing.

Leigh W Sparrow

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



HSE suspends Falcon cranes

As a result of the Liverpool accident coming so soon after the fatal tower crane collapse Battersea, the Health & Safety executive acted swiftly and imposed a prohibition order on Falcon cranes. It ordered Falcon to immediately take all of its cranes out of service, unless they had been subjected to a thorough examination by an independent competent person in the past 12 months.

Those cranes that were taken out of service will be allowed to resume work once they have been subjected to a thorough independent inspection by a third party inspector. Falcon said that it had around 170 cranes throughout the UK which were affected by the order and that Jaso, the Spanish manufacturer of the collapsed crane in Liverpool, had provided a team of four inspectors which were joined by inspectors from a number of UK inspection agencies. Falcon issued a statement on January 22nd (See full text on www.vertikal.net - Jan 22) and estimated that it would be able to complete the inspections within two weeks.

As soon as a crane has been inspected and confirmed as being clear from a Class-A defect, an e-mail is sent to the HSE, which immediately releases the crane back into use. A Class-A defect is classified as one that is likely to affect safety or structural stability.

Doug Genge, managing director of Falcon Crane Hire said, "Safety has always been at the heart of all the company's operations and I am deeply concerned that after 30 years of crane hire without a single tower crane loss, we should be faced with two incidents within five months. Our thoughts and condolences go out to the families and friends of those who lost their lives"

More tower crane accidents

In addition to the Liverpool incident there were at least four top slewing tower crane accidents between mid December and mid January. In Bahrain a 27 year old construction worker was killed when a tower section was dropped during a climb, then in January four tower crane erectors died in Bucharest when the crane they were dismantling collapsed. Strong winds toppled a 63 metre crane at Utrecht university in

Strong winds all over Europe in mid January brought down this crane in Utrecht

Holland thankfully no one was injured. And on the same day a crane driver died in Katowice, Poland when his crane experienced a structural failure in high winds.



Luffing tower crane collapses in Liverpoo

A 40 metre high Jaso J138 luffing tower crane collapsed on site in central Liverpool on January 15th killing a construction worker. The crane driver, 31 year old Barry Walker, was cut free of the cab after being trapped for over an hour. He was taken to the Royal Liverpool Hospital and released the following day.

Walker was probably saved by the fact that the cab came to rest between two buildings before hitting the ground. The cause of the collapse is not clear and is subject to an HSE investigation. Wind was initially blamed but wind levels in the region were under 25 mph at 4pm when the accident occurred. The crane's jib came back over the rear of the crane as it toppled over striking a Polish

employee of main contractor David McLean.

The Jaso J138 luffing tower crane collapsed in central Liverpool on January 15th

The crane is owned by Falcon Crane Hire of Shipdham Airfield, near Thetford, Norfolk, the UK's second largest tower crane hirer and the same company that owned the crane involved in the fatal Battersea accident last September.



The crane driver was trapped in his cab

HSE issues tower crane technical alert

The HSE issued a tower crane technical alert on January 25 warning tower crane hirers and owners of the need to check high tensile bolt connections. The HSE took care to point out that the alert was issued without prejudice to any ongoing investigation.

The introduction to the alert said:

"The HSE is issuing this technical alert to remind those who own, operate and hire tower cranes that they should ensure that high tensile bolt connections, including those on masts, jibs and slew rings of their tower cranes, are correctly installed and pre-loaded (tensioned). Failure to do so could lead to the bolt connection failing, with catastrophic consequences". (The full text of the alert can be found on www.vertikal.net -Jan 25th).

New notes from the CPA **Tower Crane Interest Group**

In the UK the recent accidents have caused concern among members of the CPA tower crane interests group which met before the latest incident, on January 11th. The group has been very active over the past 12 to 18 months introducing a number of new safety initiatives. These have included the publication of 16 Technical Information Notes which effectively set new 'best practice' guidelines for all companies to follow. At the end of 2006 the group added a further three notes:

017 Radio Communication For Lifting Operations

018 Tower Crane Life

019 Contract Lifting and Crane Hire when Erecting, Dismantling and Using Tower Cranes on Construction Sites

A more detailed report on the meeting will be published in our March issue.



New compact Roto 360's from Merlo

Merlo has announced five new compact Roto 360° telehandlers with lift heights of 10, 14 and 16 metres, replacing its existing K and KS series. The new models are based on the KS series, but feature major changes to the cabs and booms. Merlo has added its new cab which it claims is the widest in the industry, providing more internal width and a greater glazed area. The single lever controls uses the company's latest electromechanical joystick, combining direct control of lift and tilt functions with proportional control of boom extension, turret slewing and attachment circuits through thumb-operated rotating switches.

The new range is as follows:

All but the 10 metre model, (which has 5,000kg lift capacity) offer a 3800 kg maximum lift capacity and can raise a 2,500kg load to full lift height. This is a significant improvement over its predecessors and, say Merlo,

most competitors. All machines are fitted with a 74.9 kW turbo Deutz engine, full 'Load-Sensing' hydraulic systems and hydrostatic transmissions. The 'S' models also feature the company's hydro pneumatic suspension, permitting a 40 km per hour top travel speed.

The new booms retain all telescope components internally within the base section, protecting the components from damage and benefiting long boom lift capacities. The company says that other benefits include faster telescope speeds and rapid access to the boom telescope mechanism for service or repair.

Merlo says that it has designed the new models to be simpler than the ones they replace, with 415 degree non-continuous rotation and fold down cab controlled outriggers. They are also 50mm narrower for transport and working in tight areas, however the outrigger spread is 220mm greater than the KS models.

Model	Max capacity	Max lift height	Capacity at max lift height	Suspension
38.14	3800kg	13.90m	2500kg	No
38.14S	3800kg	13.90m	2500kg	Yes
38.16	3800kg	15.70m	2500kg	No
38.16S	3800kg	15.70m	2500kg	Yes
50.10S	5000kg	10.40m	2500kg	Yes





Spierings delivers first seven axle crane...

Spierings, the Dutch based mobile tower crane manufacturer, held a large party in December for its customers to celebrate production of its 500th crane and the unveiling of its new, seven axle SK 2400- AT 7. The first unit was handed over to local crane rental company, Verschoor, which is developing a habit for taking the first units from Spierings.

The SK 2400- AT 7 was announced just over a year ago and was planned with a lifting capacity of five tonnes at 42 metres radius at a hook height of 36 metres, and to take the five tones up to its 56 metres maximum height.

The final calculation and stability testing by Dutch notified body, Aboma/Keboma has confirmed that the crane can in fact lift six tonnes at 42 metres radius with a 38 metre hook height, and to maximum height in winds of up to Beaufort force six. Spierings quickly dubbed it "The crane with the 120 percent load chart", capable, the company says, of replacing a 300 tonne telescopic crane. Maximum lift capacity is 18 tonnes at 16 metres radius.

...And delivers its 500th

The second event of the day was the hand-over of the 500th Spierings crane built so far. The crane, a model SK 1265- AT 6, has been sold to crane hirer, RKB of Ridderkerk, which has an all Spierings fleet, having bought its first of 15 units back in 1987. Leo Spierings handed the crane over to 'his first and most loyal customer' Arie Dijksman, owner of RKB, his wife Anita their son Erwin and daughter Anita.



Leo Spierings toasts Arie Dijksman who holds a photo of the 500th crane with the entire Spierings team, son Erwin is on the far left and his wife, Joke, in the centre

Nationwide changes Strategy

Lavendon's Nationwide Access, the UK's largest platform rental company, has announced that it is restructuring its business, moving to what it calls a 'general management structure'. The net effect is that the company will once again combine its sales and operations, creating seven regional self propelled businesses: London East & West, East Anglia, Midlands, South West, North & North East, North West, Scotland & Northern Ireland, plus two for Skylift truck mounted platforms. Each region will have a general manager who will be responsible for sales, fleet management, deliveries and service will report to Nationwide managing director Peter Whittal.

The Nationwide sales and training operations will move into the new Lavendon UK structure, which also includes credit control and human resources. The company says that the overall aim is to simplify the business making Nationwide an easier company for its customers to deal with.

In a separate move Nationwide is also adding 12 industry sector managers who will focus on specific markets. These include: roofing/cladding, steel, media, telecoms, signage, M&E, main contractor, re-hire, local authorities, utilities, major projects and FM. These 'business sector managers' will report to commercial director Peter Douglas along with the two Skylift managers.

The **TruckMat** Safety System









constructive solutions

Deaths caused by falls from trucks in 2001/2002 were only 3 fewer than falls from roofs.



The use of airbags as collective passive fall protection is now incorporated in the Work at Height Regulations (2005).

The TruckMat Safety System is a

development of the patented AirMat Safety System which is widely used in the construction industry and is designed specifically to address the issues of falls from height when loading and unloading trucks and trailers or when carrying out high level maintenance.

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A Grove YardBoss version of the carrydeck cranes built by Marine Travelift

Manitowoc buys Shuttlelift

Manitowoc has purchased the designs for the Shuttlelift Carrydeck range of pick and carry industrial cranes from Marine Travelift for an undisclosed amount. Marine Travelift currently builds the cranes under the Shuttlelift name for its own dealers and supplies Manitowoc with branded versions under the Grove YardBoss name. It will

continue manufacturing them until the end of 2007 when Manitowoc will take over, most likely building them at Grove's Shady Grove facility. Manitowoc plans to continue selling Shuttlelift branded cranes through its existing dealer network. Marine Travelift will now focus its effort on its boat and mobile gantry cranes.

European move

Japanese crane producer Kato is close to finalising an agreement with the Rigo family to establish a new European crane producer called EuroRigo located at an existing Rigo facility, north of Verona. The new business will have a start up capital of €3 million, 80 percent owned by Kato and 20 percent by the Rigo family. Both Rigo and Kato are vague about the exact product line but it is likely to include re-engineered versions of the current Rigo All Terrain cranes.

The new venture will also begin to design new products developed jointly by Rigo and Kato engineers and likely to be marketed under the Kato brand name.

Universally speaking

Universal Plataformas Aéreas in Spain has been sold to Yardbourne Ltd, owned by Alexander Lawrence Harvey, which purchased the assets of PAS (Powered Access Services) back in 2003. PAS is managed by David Cadman, one of the three directors and a shareholder of PAS Ltd when it went into administration in 2003. Neither Cadman nor Harvey would comment or confirm the news. Conleth Farrell the current general manager of Universal Spain will stay with the business and continue to manage it.

Kalmar buys CVS

Kalmar Industries - the container handling division of the Finnish Cargotec group is to buy Italian CVS-Ferrari. CVS which made crane carriers now specialises in container handling solutions, acquiring reach stacker company Belotti in 2002. The company has revenues of about €85 million and employs 305; in contrast Kalmar has revenues of around €1.2 billion with around 3,400 employees. Kalmar says that CVS will remain a separate entity within the group. Its reach-stackers are sold in North America under the Taylor brand, under an agreement which dates back six years.





for hire rate n-line bidding

Martin Ainscough of Ainscough Crane Hire has launched what he claims is the UK's first on-line hire auction, www.onestophire.com. Customer's enquiries will be sent electronically to suppliers who match the geographical area and product requirement. Suppliers can then choose to bid against each other for the work giving the customer the lowest price available on the day.

onestophire.com Ltd is a totally separate business from Ainscough Crane Hire.

"We are not just targeting the plant hire industry but also the labour, car and tool hire industries. In fact, eventually we hope to include anything that it is possible to hire," said Ainscough.

Andy Stafford, a director of the new company added: "This is a totally new concept for the hire industry but we feel there is great potential in the business as it saves customers having to ring around for price and availability and allows suppliers to bid for work based on supply and demand."

More time to appoint persons

The UK based CPCS card scheme has extended the 'Assessed Route of Entry' for experienced Appointed Persons following lobbying from the crane industry.

This means that anyone with suitable experience has a further six months to sit the test to obtain a blue 'competent' appointed persons card without having to attend a full training course.

After 1 July 2007 a full training course must be undertaken and will result in the issue of a red card simply stating that the person has been trained. They then need to pass the test to qualify for a blue card. The candidate may also add Crane Supervisor to the blue card - providing they are sufficiently experienced, have an employer endorsement, and hold a slinger/signaller card.

The experienced route to a crane supervisor card deadline passed in October and is not being extended. Trevor Gamble, chairman of CPCS said: "The extension will allow candidates enough time to take any refresher training and pass the test."

iebherr reaches twin landmarks.

Liebherr recently delivered its 1,000th 55 tonne LTM1055-3.1 All Terrain crane to Polish family-owned crane rental company Warylo. The three axle crane was unveiled in 2001 as the LTM 1055/1, and is now one of the company's most popular models with more than 200 units shipped a year.

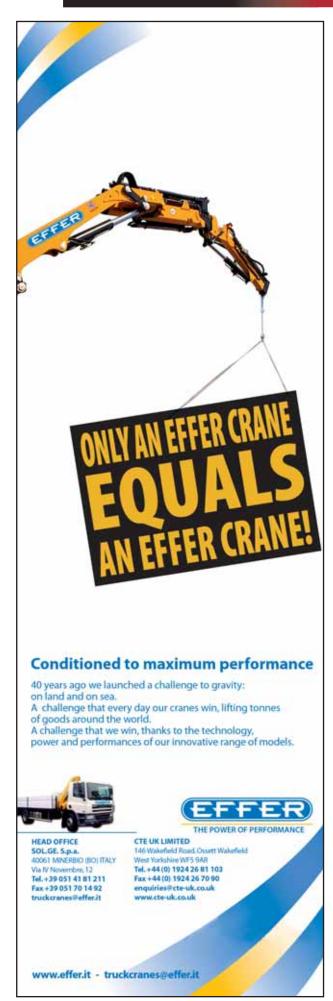
....and the 20,000th Ehingen crane

Liebherr has also delivered its 20,000th Ehingen-built crane - a 100 tonne LTM 1100-5.2 - to Hovago, the Dutch based crane company. Liebherr Werk Ehingen was established in 1969 to produce the company's mobile and crawler cranes previously built alongside its tower cranes in

Bieberach. The Ehingen facility was intended not just to add capacity for growing mobile crane sales, but also to become the group's 'competence centre' for mobile cranes.

Hans-Georg Frey (L) presents the 20,000th crane to Doron Livnat of Hovago: L-R Hans-Georg Frey, Marianne Livnat, Doron Livnat, Dr. Ulrich Hamme, Mario Trunzer and Dr. Hubert Hummel.





news

Interim president at JLG

Following its acquisition of JLG, Oshkosh has appointed its executive vice president and chief financial officer Charles L. Szews as the interim president of JLG. Szews will lead the integration of JLG into Oshkosh as well as continuing in his current capacity. (See our interview with Szews - face to

face page 45)



New Links

Access Link - the group of independent access rental companies that combine to offer a service throughout the UK and Ireland - has appointed two new members: Peter Hird, the Hull-based crane and access rental company and High Level Platforms based in Wareham near Poole in Dorset.

Hird has a fleet of more than 200 lifts and covers the north east of England while High Level Platforms has a fleet of 50 lifts ranging from a 19ft Genie scissor up to the 51ft Genie Z51/30J boom lift and will cover the Dorset and Hampshire area. High Level also says it has placed significant machine orders for 2007 delivery, including the GS5390, 50ft rough terrain scissor and 60ft Genie Z60/34 articulated boom.

Orangutan reduces maintenance costs

The cost of wind turbine maintenance looks set to fall with a new lifting device called Orangutan. If successful, the device will reduce the cost of using large cranes and platforms to maintain the growing number of wind turbines.

Designed by Aberdeen-based Oreada, the lifting device is being further developed with a £2 million boost by ITI Energy. Orangutan consists of two friction clamps connected by a hydraulic structure that allows a caterpillarlike motion as it climbs the wind turbine mast. The device has the capacity to also carry the required maintenance tools.

Maintenance is a significant part of the overall cost of energy from wind and both crane and aerial lift companies have designed large machines specifically for this market. However they are expensive and cannot be used in high wind conditions. The Orangutan lifting device claims that it can overcome these problems.

While using the device on land could save costs, the company says the real commercial benefits will be offshore, where using cranes or big truck or track mounted aerial lifts is even more complicated.

The wind farm industry is currently growing at around 20 percent a year. At the start of 2006 it is thought that there was 35 gigawatts of installed capacity globally, expected to rise to 90GW by 2010, with more than 40,000 operating turbines worldwide.

New Owner at Mateco

Odewald & Compagnie, a Berlin based private equity company has acquired a majority stake in Mateco the second largest powered access rental company in Germany from previous owner Hans Peter Kauderer. Mateco has revenues of around €45 million.



The new Bil-Jax SLT-3632T

Fits the

Bil-Jax the Archibold, Ohio based manufacturer of scaffold products and trailer lifts has unveiled its first self-propelled telescopic boom lift. The 36ft SLT-3632T is the first in a series of up to six models the next

of which says the company will be a 45 foot model. The unit is self propelled only in the stowed position and must set its outriggers before the boom is raised. Top speed is four miles per hour. Features include 4x4 drive, articulated axles and auto-levelling. Bil-Jax hopes that a wider product range will make it a more attractive line for new distributors - particularly helpful for its planned entry into the European market.

SkyKing delivers first GSR E228TJ

Powered access equipment hirer EPL Access has taken the first GSR built SkyKing E228TJ truck-mounted telescopic boom lift in the UK. Mounted on a 7.5 tonnes Iveco 75E17 chassis, the E228TJ offers a 22 metre working height and 17.7 metres of outreach coupled with a 280kg payload.

"Although we operate a number of other 22metre working height platforms,

the E228TJ provides almost a metre more outreach without comprising on safety or stability," said EPL's business development manager Danny Cooper. "We also liked the fact that even when narrow jacked it can still provide a very useful 10metres of outreach and single sided jacking for the most awkward or confined spaces."



UK access companies call for Harnesses in Booms

A meeting of the combined CPA and IPAF Powered Access Interests Group met on December 18th, to agree a high level campaign to encourage harness use in boom lifts. Launching the new Clunk Click

campaign the group called on the HSE and major contractors to support the wearing of harnesses and

short lanyards in boom lifts, moving it effectively towards becoming a mandatory requirement. (Read full report on page 39).

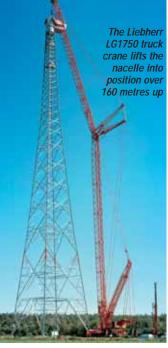
IPAF has printed enough stickers for every boom in the UK and Ireland



A new high

The tallest wind turbine ever with a 160 metre hub height and 205 metre blade tip height was erected near Cottbus, Germany in December. The huge structure was erected by a 750 tonne Liebherr LG 1750, eight axle lattice boom mobile crane owned by Nolte crane rental of Hanover. Initially Rigged with a 91 metre main boom, the heavy lift crane placed lower segments of the windmill's tower, some weighing as much as 100 tonnes. A 77 metre luffing jib was then added to place the upper tower segments.

The same boom and jib configuration was then used to lift the 2.5 megawatt turbine house into position on top of the tower. The housing with hooks and lifting tackle exceeded 61 tonnes and was lifted at a radius of 35 metres.



In order to reach the highest point required to assemble the rotor hub and the 111 tonnes of blades, the LG 1750 had to be reconfigured with an additional seven metres of luffing jib, taking it to 84 metres. This was the first time the crane had been rigged to such a height, providing a 174 metre hook height.

New owner for Alimak Hek

European private equity firm Triton has acquired mast climber and hoist supplier Alimak Hek. The firm focuses on investing in market-leading companies in the Nordic and German speaking areas of Europe and has more than €1.7 billion of invested funds. It paid owners Ratos and 3i SK2.2 billion (£162 million) for the company. ALIMAK HEK

Petter Arvidson, president and CEO of Alimak Hek

said: "Alimak Hek has enjoyed a tremendous development over the past four years and now has a very strong platform for further profitable growth".

alliance >peed

Speedy Lifting, the material handling division of Speedy Hire, has agreed a strategic alliance with GGR-Unic, the European master distributor for Unic mini cranes. The deal will see all of Speedy Lifting's 70 locations including the Lifting Gear Hire outlets acquired in late 2006 - offer its customers mini cranes and vacuum handling equipment from Unic-GGR. To cope with demand GGR-Unic is increasing its UK mini

crane rental fleet to over 50 units and expanding its two premises in Long Crendon, Buckinghamshire and Manchester. Claudio Veritiero, managing director of Speedy Lifting, said: "As pressure for tower crane time on site increases, added to the focus on removing manual handling where possible, we are seeing demand for machines that can operate where access and working space are restricted."



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Hyva takes Amco Veba

The Hyva Group of Alphen aan den Rijn, Holland has acquired Amco Veba of Poviglio, Italy. Hyva, a €200 million business, whose largest shareholder is 3i, owns Kennis, the Budel based loader crane producer which at one time was teamed up with Effer. Amco Veba not only produces its own range of loader cranes of up to 85 tonne/metres but also owns Ferrari which has traditionally built smaller articulated loader cranes. The combined loader crane production



An Amco Veba 936 crane

capability of the merged business could approach 4,000 units in 2007, putting the company among the top half dozen producers worldwide.

Tadano-Faun planning innovative Bauma.

Tadano-Faun has confirmed that it will show its new 360 tonne ATF 360g-6, 90 tonne ATF90G-4, 50 tonne ATF50G-3 and a new 40 tonne ATF40G-2. along with its new GR-550EX Rough Terrain crane and its HK40 commercial mount truck crane. It is also teaming up with KranXpert to offer an easy to use lift planning programme that includes the full load charts and specifications of over 240 cranes, allowing a crane rental company to easily select the best crane for the job from a wide range of new and older crane types.

New Haulotte telehandlers

Haulotte will unveil the first two models in its Top Lift telescopic handler range - the four tonne capacity, 17 metre HTL440-17 and the 3 tonne capacity, 14 metre HTL30-14 - at Bauma in April. It claims that its all new designs will 'revolutionise this competitive market'. Haulotte is giving away no details prior to the show but does say that the new models will lead in terms of compact dimensions, noise and C02 levels and cab comfort.

The units will be produced at the company's new plant in Spain with deliveries beginning by mid year.

Valla moves into Middle Fast

Valla Cranes UK owner Peter Hird has established a new venture. Valla Cranes (Middle East) LLC, in partnership with unnamed local investors. The company will cover Oman, Saudi Arabia, Qatar, Yemen, Egypt and Kuwait, in addition to the United Arab Emirates which Valla Cranes UK already covers. Peter Hird said the intention is to expand from its base in the UAE by adding three locations offering sales, support and training back-up for the full range of Valla cranes.

New Telescopic IGO from Potain

Potain will show an innovative new all lattice IGO self erecting crane at Bauma. The new crane will lift its own counterweight into place when removed and can add its own additional sections to its telescopic tower. More details in the March C&A.

First Glimpse -1,200 tonne Liebherr LTM11200-9.1

A highlight of Liebherr's stand at Bauma will be the new LTM11200-9.1 the nine axle All Terrain with a 100 metre eight section main boom. More in our March issue:

The new Liebherr 1,200 tonne LTM11200



PASMA lifetime achievement awards

PASMA - the prefabricated access suppliers' and manufacturers' association - has for the first time ever, presented lifetime achievement awards to three of its longest serving members. At a recent award ceremony at its council meeting, Ken Richardson and Tony Williams were both presented with the award in recognition of their services to PASMA and the industry. Brian Madden of UpRight Ireland, unable to attend the ceremony, was presented his award at his retirement party

in Dublin a few weeks later.

Ken Richardson, still an active member of the PASMA council has been in the industry for 43 years and a member of the association since its inception in 1974. Tony Williams has also been in the industry for more than 40 years but has recently stepped down from an active role in the association.

Brian Madden headed up the engineering efforts at the Dublinbased producer of Instant, UpRight and Zip-Up towers and systems for as long as most can remember is retiring after 40 years with the company.

The awards at the council meeting were presented by PASMA chairman Brian Houston.



Tony Williams receives his award from PASMA chairman Brian Houston



Brian Houston (L) presenting the Lifetime Achievement Award to Ken Richardson

Allen Access has just moved into new premises which includes these offices and workshop Allan Access gets a lift

Allan Access has been appointed as Bluelift distributor for the UK. Italianbased Bluelift is a relative newcomer into the access market, but now offers a range of seven spider lifts with working heights from 12 – 21 metres. At the SAIE show in October the company launched a 16 metre compact with almost eight metres of outreach on a 780mm wide chassis. While new to the market a sister company has years of experience in the production of

crane and aerial lift fabrications for other manufacturers. It has used this knowledge to produce some exceptionally well designed and built lifts.

Phil Allan, managing director of Allan Access told C&A that the first units ordered for stock should arrive at the end of February/early March. Allan Access, which also handles Nifty vehicle mounts, Socage truck mounts and Altec insulated booms, has recently moved into larger premises on the outskirts of Market Harborough, Northamptonshire.



news

Bluelift at the recent SAIE show in Bologna

IPAF confirms Europlatform

The International Powered Access Federation (IPAF), is to hold Europlatform - a pan-European access conference in partnership with Access International on 11 September 2007 at the Ramada Plaza hotel Basel, Switzerland. The one-day conference will be dedicated to access platform safety and rental management issues, with presentations aimed at executives, senior managers and owners of access rental companies and training providers.

"Europe's access rental business is in a process of high-speed evolution," said IPAF managing director Tim Whiteman. "Europlatform is a superb opportunity for senior management to get the latest information on safety and management issues for that vital competitive edge."

Skyjack and hydraulic division form new Linamar group

Linamar, the owner of Skyjack, has converted its hydraulic components production business into a new Fluid products division, which will be part of a new Industrial Group with Skyjack its principal customer. The aim is to strengthen sales to external customers in the agricultural, drilling/mining, material handling,

construction and industrial equipment markets. The company named Ken McDougall, currently vice president of operations for Skyjack as group president of the new Group, which is largely Skyjack. Lloyd Spalding, previously group president-industrial, continues as president of Skyjack.

Bircham Newton looses appeal

The CITB has lost its planning permission appeal to build 225 houses at its Bircham Newton training centre. The intention was to use the funds raised from the development to fund redevelopment of the National construction industry training college which is badly in need of upgrading, expansion and improvement. The college now says that it has exhausted all methods of raising

funds and may have to close if around £14 million cannot be found.

UpRight reveals strategies

UpRight's new UK production facility in the north east hosted about 100 distributors recently to discuss the company's longer term plans and strategies. Over three days, distributors learned of additions to the current production line-up, increased production to reduce lead times and improved parts and service.

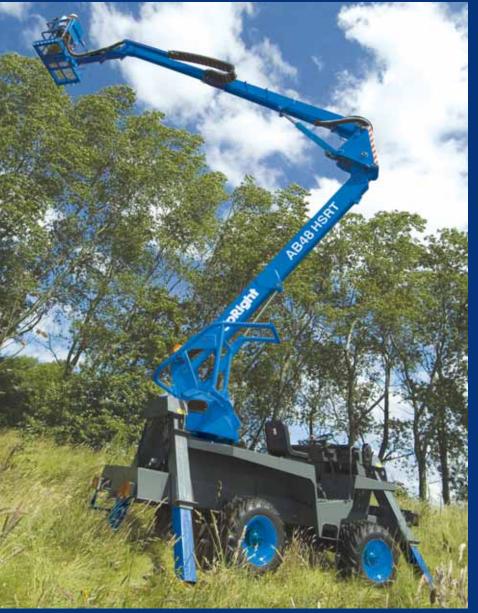
The company says that it is in the final stage of negotiations on two potential production facilities in the USA, with work on the chosen site commencing soon.

A full line-up of medium to large self propelled booms for the worldwide market will be produced at the new plant, primarily for the domestic American market.

Darren Kell, CEO of UpRight's new owner, Tanfield, said: "Our business has grown rapidly in line with our strategic plans, and now is the right time to launch full line production in North America. This will be a large factory that is capable of producing significant numbers of larger, high quality booms alongside our high volume scissor lifts."



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News HIGHLIGHTS

- Joe Collinson, a well known, respected and popular service engineer working with JLG, Nationwide and APS, suffered a fatal heart attack just before Christmas. He was 55.
- Use The late Joe Collinson
 Clements Plant & Tool of
 Coventry has completed an MBO acquiring the business from the Deeley group. He becomes chairman and is joined by Jim Longstaff as MD
- Fraco, the Canadian based mast climber manufacturer has opened Fraco (UK) Ltd in Hampton Middlesex. It is managed by Ken Beesley who also owns a minority shareholding.
- Manitowoc Crane Group has announced record revenues, earnings and cash flow for 2006 sales jumped 38 percent to \$2.2 billion.
- Merlo UK has appointed two new construction dealers - Clive Barford Ltd with six outlets from Cornwall to Kent and new company, Professional Machinery Solutions of Aldermaston
- PopUp has launched the PopUp+ with a metre more working height than the original model.
- Palfinger, the loader crane producer has announced record revenues and earnings for 2006 with revenues up 12.5 percent and earnings up 18.2 percent.
- Caterpillar achieved new records for 2006 achieving \$41billion in sales and expects to exceed \$50 billion by 2012.
- Manitou has announced revenues for 2006 of €1.1 billion, an increase of 14.5 percent on 2005, a new record.
- Dino Lift has demerged into two new companies, Dinolift Oy the operational business and Dino Lift Premises Oy which will own the real estate.
- PAT-Krueger parent Hirschmann has been acquired by Belden cable from previous owner Hg Capital
- Unic Cranes Europe has appointed the access equipment manufacturer the Clow Group as it distribution and rental partner in Scotland.
- Harsco, owner of SGB has approved a two for one stock split.
- Orlaco the Dutch based crane boom camera company has appointed Cranesafe as its UK distributor.
- Maxim Crane has approved a share repurchase programme to build shareholder's equity.
- Congratulations to Gill Riley and Craig Parkin who were married on December 8th.
- New regulations are being drawn up for the erection and dismantling of tower cranes in Bahrain following a tragic accident last month at a Bahrain City Centre site.



Gil & Craig

- Airtrax, the omni-directional fork-truck maker, has said that it is due to begin testing the prototype of its King Cobra self propelled scissor lift.
- James Woodward previously chief financial officer of JLG has joined mining company Joy Global
- Penny Hydraulics is set to launch a new one tonne crane at the CV show.
- Irish fencing and scaffolding group Siteserv has reported €2.6 million profits and acquired Easy Access for a maximum of €23 million.

- Youngman has joined OSEM the system scaffold organisation whose aim is to curb the copying and mixing of scaffold components.
- Konecranes is to start manufacturing straddle carriers based on the system developed by Consens Transport Systeme.

Snorkel has appointed Roman Heindl to head up its European product support efforts.

Southern Hoists Services has opened a new depot in West London.





- Kingfisher Access is providing a free harness, helmet, safety glasses and Hi-Vis vest on its IPAF courses.
- AFI has taken delivery of 60 PopUp push around scissor lifts and ordered 10 Snorkel AB60 articulating boom lifts.
- Spanish rental company GAM, has placed an order for 600 Haulotte aerial lifts for delivery in 2007.
- Frank Bernhard, previously sales manager with MAN Wolffkran, has joined KSD, producer of Pekazett cranes.
- Tat Hong Holdings the Singapore-based crane rental company - has announced a new tower crane joint venture in China.
- Manitowoc Crane Group has appointed Bob Hund as the new vice president of worldwide marketing.
- Finnish-based Cramo group has acquired Hamar Liftutleie an access rental company based in Hamar Norway.



 Spain Crane has won the Unic Cranes Europe dealer of the year award for 2006.

- Hyva the Dutch based group that owns Kennis loader cranes has completed its acquisition of Amco-Veba following approval by the EU anti competition authorities.
- Fernando Bazo the international sales manager has left ADI, the used platform company and moved to RSC one of the largest rental companies in North America.
- Colin Robertson has resigned as executive VP of operations of Terex
- Malcolm Bowers and son Ben have established their new aerial lift rental business, Lifterz Ltd, in Ossett, West Yorkshire UK.
- Bernie Kiekebosch of Haulotte Australia has taken over as president of the Elevating Work Platform Association of Australia.
- The Hire Association Europe (HAE) has named Graham Arundell as its new managing director.
- Hiab has won a €30 million service contract with the Dutch Army.
- Terex is to spent \$200 million on a share buy back programme. It has also appointed Robert G. Isaman as president of Terex Construction.

- North American crane hirer All Erection & Crane Rental is adding 150 new cranes to its fleet.
- Skyjack's Brad Boehler has been appointed to chair the ANSI A92.6 sub-committee
- Lifting Solutions, the Thurnscoe based company has moved to new premises and is 30 years old.
- Finning International expects 2007 revenues to increase by up to 10 percent above 2006 with net income up 16 percent.
- Scaffold and formwork company Peri has opened a design and sales support office in Bristol
- Terex has sold its South African distribution business to Imperial Holdings of South Africa.
- Kohlberg Kravis Roberts and Siemens plan to sell their 33.2 percent stake in Demag Cranes worth €245 million.
- Haulotte exceeded €500 million in revenues in 2006, an increase of 34 percent on 2005.
- Versalift, the vehicle mounted aerial lift producer is expanding its field service and in-plant refurbishment capacity.
- Brand Energy & Infrastructure Services, the largest provider of scaffolding services in North America is to be bought for \$1.1 billion (£580 million) by a private equity firm.
- Hewden Access has implemented a 100 percent testing and recording regime for cables and chargers on electric scissor lifts to meet PAT rules.
- Ipswich-based Sky High Access hoist division has taken the UK's first five metre platform conversion kit for the Geda 1500 Z/ZP.
- A crane-safety conference following the Seattle crane collapse has agreed steps to improve safety and restore confidence.
- The Greater London Authority is pressing ahead with its plans to demand the fitting of diesel particulate filters on construction equipment. The UK's CPA has published a helpful guide.
- High Level Platforms of Wareham, has joined the UK's Access Link.
- Lavendon has issued its trading statement indicating an increase of 23 percent on 2005.
- Andy Wright, previously with Aggreko is to join Lavendon UK in January.
- Around 1,500 visitors joined Spierings, the Oss-based mobile crane manufacturer, to celebrate the unveiling of its latest model and the completion of its 500th crane.
- The draft order that clarifies which equipment can use red diesel in the UK was laid before parliament yesterday.
- Bob Bruijsten has left Spierings to join his family's crane rental company Kuiphuis Kraanverhuur.



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

2006 review

2006 seemed to flash by even quicker than normal - probably because it was such a busy and eventful year. Here we look back at some of the industry highlights together with news that made the headlines around the world.

A look

January

RK and Cramo two of Scandinavia's largest rental companies merge, with Pon of Holland becoming largest shareholder. The merged group became Cramo Plc later in the year.

UpRight closes its Mexican production facility barely a year after the new facility was opened.

Dutch based Riwal employs Jacques Catinot and establishes a new rental business in France.



A whale stranded in the Thames is lifted with an Effer marine crane onto a barge and taken out to sea. It did not survive the voyage.



Samuel Walker the

crane and access service company for Grove and PAT/Ascorel distributor appoints an administrator and very quickly appoints a liquidator.

New Pop-Up push around scissor lift launched at the London hire show.

Charles Kennedy hands over leadership of the Liberal party to Menzies Campbell.

February

David Symon and Roger Taylor get back into business with Nigg Plant selling used cranes and aerial lifts.

Sennebogen launches a 360 degree telehandler called the Multicrane.

Oil&Steel establish direct sell operation, appointing Martin Davies as sales director.

JLG sells Gradall excavator business



Lavendon buys Panther Platform Rentals establishing it as a separate UK business to its Nationwide operation. Barely two weeks later Lavendon snaps up Kestrel hire in Bristol.



Nifty launches an RT version of its long standing HR12, the HR12 4X4.

Independent Parts and Service establishes a new operation in France.

Peter Hird wins the 3B6 distributorship for the UK and Ireland and sets up 3B6-UK.

Dino appoints Erkki Hokkinen as managing director

boom lift range at the ARA show, and announces that it of straight telescopic and articulated booms.

Skyjack launches new intends to introduce a full line up



backat



Bob Francis buys first Manitowoc branded Kobelco crawler crane in Europe.

Nationwide re-brands Skylift as Nationwide Skylift.

Peter Hird and Locatelli part company.

Wolseley buys Brandon Hire merging it with its Hire Centre chain rebranding them all as Brandon.

Omme launches mini 12 telescopic trailer lift.



Tower crane veteran Paul Phillips joins Arcomet to sell and promote all of its products in the UK.

Palfinger upgrades its long boom PK16000L and 19000 ranges

Squadron Battery, the Trojan battery distributor for the UK, re-brands as Energy Batteries Ltd.

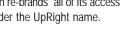
Tanfield, the owner of Aerial Access buys UpRight powered access. The company then re-brands all of its access activities under the UpRight name.

AFI buys Alan Drew and absorbs the fleet and locations into AFI.

Weldex places £3.6 million order with Liebherr for four, 160 tonne LR1160's and two, 200 tonne LR1200 crawler cranes.

Haulotte buys design rights to the Holland Lift EL12, 14 and

16.5 narrow aisle electric scissor lifts.





Manitou

launches new concept telescopic scissor lift, the 150TP at Intermat.

2006 review

March



The new Russon **Access**, owned by Alan

Russon opens its doors as the new Mani-Access and Holland Lift distributor for the UK.

Axle and transmission producer Dana files for chapter 11 as part of a restructuring programme.

Butler Capital Partners buys out Access Industries in France.

Geoffrey Marsh appointed to chair the CPA Crane Interest group.



The Platform Company enters the telehandler market and places order for 70 JCB Loadalls.

Drug trial goes wrong seriously injuring participants.

Raimondi merges with S.I.M.E, after many years of co-operation rental company S.I.M.E acquired control of the

tower crane manufacturer.



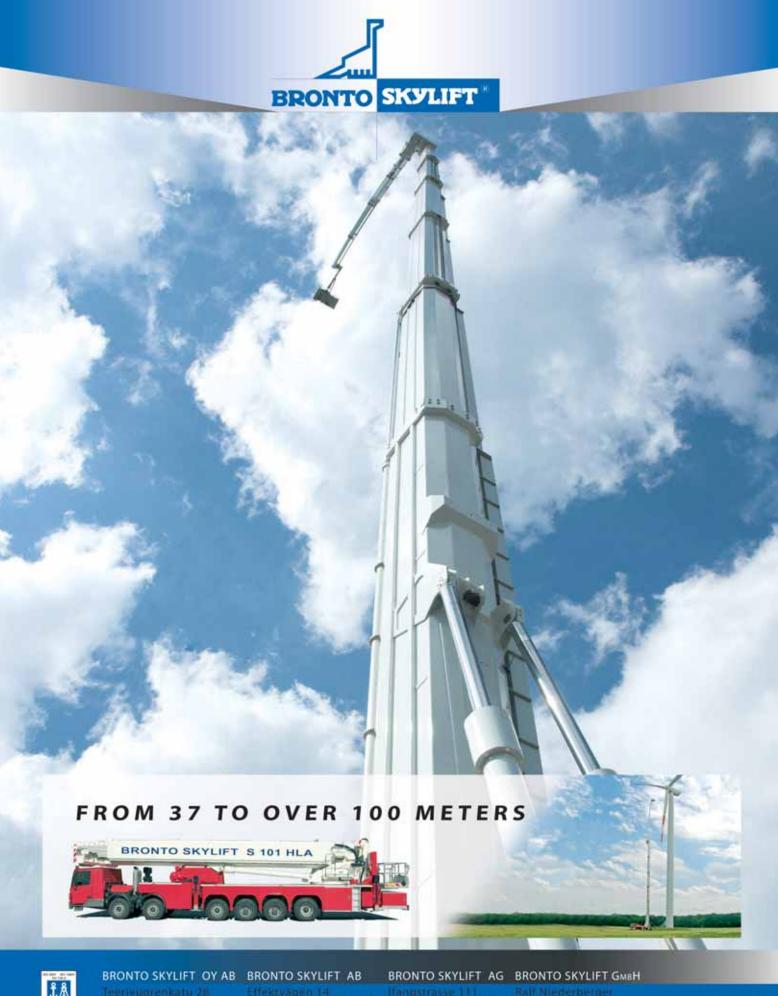
Major scaffold collapse

in Milton Kevnes miraculously only injures three, one of whom died later. After extensive delays the scaffold is replaced with mastclimbers.

Terex acquires a 50 percent interest in truck crane maker Sichuan Changjiang Engineering Crane Co, based in Luzhou, Sichuan Province, China





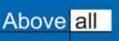






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Fork Rent places record order for 1,000 telehandlers with JCB then adds 25 Manitou boom lifts.

SkyKing agrees to distribute aerial lifts from Belgium based SkyHigh in the UK

Jost agrees to build the Jost series JT 112.8 tower crane in Holland with Kranenbouw under an OEM licence agreement.

Lloyds British Testing,

acquired the goodwill and assets of Rota Handling of Dudley, from managing director Ian Payne.

Liebherr introduces the 35 tonne. TF 1035-3.1 and 45 tonne LTF 1045-4.1 truck mounted cranes

Loxam buys Dutch access rental company Spreeuwenberg.

> City Lifting adds mini cranes to its fleet.

Crane hirer, **Quigley United** Kingdom appointed an administrator, who promptly sold the business to the directors, the two Quigley brothers and their new company Quigley UK. Finance companies repossessed the fleet leaving the new company to rely on re-hire.

Kramer launches new telehandlers at SED.

Mantis unveils trailed self erecting tower crane at SED.

John Deere quits the telehandler market after having carried out a detailed market study. The last units rolled off its German production lines in October.



June

Telescopic handler production begins at Liebherr's plant in Telfs, Austria although official launch is still planned for Bauma 2007.

The Platform Company places £30 million, three year order with Genie

Liebherr opens new maritime cargo crane plant in Rostock Germany,



IMAI launches a new range of mini cranes under the Jekko name, the first unit being the SDP265C.

Aichi announces major expansion strategy outside of Japan, targeting both Europe and North America for Scissors and Booms.

Lavendon buys A.M.P and adds it to its growing network of regional rental companies run independently of its Nationwide business.

Demag Cranes' Initial Public Offering disappoints raising less than half what it had hoped.

EGI the French based insulated aerial lift producer is acquired by Gimaex, the owner of Echelles-Riffaud.

Liebherr announces a new five axle 130 tonne All Terrain crane with a 60 metre main boom, the LTM1300-5.1 at a big open day in Ehingen.



Allan Access mounts the first 20 metre lift on a Ford Transit 350, a Socage Appache DA20.



Platforms, the London based access rental company calls in the administrators. The business was eventually wound up with Facelift taking on two of its depots and some of its staff, keeping the name alive as a trading name.

Tanfield appoints IPS as its master distributor in the UK while retaining the right to sell direct to major rental companies.

Hewden changes crane strategy, focusing on cranes of under 100 tonnes capacity available from its overall depot network but managed from three regional offices.

Ashtead bids for Nations Rent making it the second largest rental company in the USA once completed.

August

Italy wins the World cup in Germany

Paus appoints GGR-Unic as its **UK** distributor

Ainscough opens in Cambridge, its first new depot in years

A-Plant announces £32 million spend on its access fleet



Kesla exits powered access, selling its designs to Nostolift Oy.

Ainscough celebrates 30 years in business.

Genie announces Dubai sales and service operation.

Panther achieves IPAF Rental + quality standard.

Gibson arrested



Grove adds 60 metre boom option to its GMK4100, creating the GMK4100L.

Loader crane company, IMT

- Iowa Mold Tooling - is acquired by Oshkosh Truck.

Terex-Demag announces new nine axle AC1000/9 All Terrain crane which will be available from early 2008.

Roger Federer beats Rafael Nadal to win his fourth Wimbledon Isreal bombs Lebanon in retaliation for cross border attacks by Hezbollah.



Ormig launches new 16 tonne pick & carry crane

Favelle Favco floats on the Malaysian stock exchange

The Platform Company opens its first location in Scotland.

The first 100 metre **Bronto** truck mounted lift is completed.

HSS drops CEO Paul Nolan, in favour of new man Chris Davies.

Alleged plot to blow up aircraft by making a bomb on board with liquids causes chaos at UK airports.



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The leader of the pack presents its latest cranesational innovations: in the "Gallery of Originals" at the bauma 07. Welcome!



September

SafeWorks, the parent company of Power Climber is acquired by Wynnchurch Capital Partners, a Chicago-based private equity firm.

AFI merges with UpLift

to create AFI-UpLift to create the second largest powered access rental company in the UK.



October

Terex sells Czech truck maker Tatra to Blue River for approximately \$58 million.

Tadano Faun expands its All Terrain crane plant in Lauf Germany by over 6,000 square metres.

Terex has appointed Tim Ford as president of its Aerial Work Platform business largely Genie aerials and telehandlers.



Teupen of Germany establishes a Joint Venture company with its distributor in China, Wuhan Fachman

Kranlyft and Maeda unveil the MC405CRM, its largest pedestrian type mini crane to date with a maximum lift capacity of just under four tonnes, and announces a new UK rental venture 'Hire Maeda'.



JCB completes its 100,000th telescopic handler a Loadall 530-140 and announces that it is doubling its telehandler production capacity.

Yongmao one of China's largest tower crane producers moves into the European tower crane market through Jin Long of Brussels. It appoints Sean O'Sullivan to head up its sales, marketing and distribution efforts.



Grove introduces the RT535E an all-new, 35 ton capacity roughterrain crane.

A 50 metre high tower **crane collapses** in Battersea south west London killing the driver along with a man working on his car in the street.

Tony Blair announces that he will step down from his post as Prime Minister within the next 9 months

Finning sells the material handling division of Finning (UK) to Briggs Equipment UK.

Mark Butler and Andy Ainsworth

form Mammoth. a new truck mounted rental company purchasing a number of **Bronto Skylifts** including a new 90 metre model.



Oshkosh Truck acquires JLG for \$3.2 billion.

The HSE issues a tower crane safety alert following the Battersea accident



sales manager for Genie



the Grand Prix

Tanfield issues new shares

to raise £20 million for further expansion of its UpRight and SEV businesses.

JLG builds its 100,000th American boom lift.



Jewson orders 400 new Atlas loader cranes

SHV raises its stake in

Mammoet to 75 percent.

City Lifting acquires the Vanson crane tower crane rental fleet.

North Korea tests Nuclear bomb

Retiring in 2006



Paul Rosevere from Kranlyft (Kato UK) Jorma Nysolla from Rami rent **Boyd Hamilton** from NRC

George Burnett from Ashtead Bill Lasky from JLG.

2006 review

November

Omme expands its production plant by over 70 percent in order to keep up with demand.

Bus kills aerial lift operator after hitting his boom lift ejecting him from the platform and then running over him.

BT Fleet orders top 1.000

100kg loader cranes from Penny Hydraulics, the cranes are mounted to the rear of its vans.

Lavendon acquires Gardemann, increasing its leadership in the German powered access market

Liebherr confirms that it will exceed €6 billion in 2006.

Snorkel opens an additional scissor lift plant in Elwood Kansas.

ecember

Facelift takes over **Universal** operation in Basildon and moves into its facility in Birmingham.

On the day **Oshkosh** takes over at JLG. Bill Lasky, Bob Woodward and Tom Singer are let go.

Hull-based Peter Hird joins the Access Link

Five prostitutes are murdered in Ipswich



The Terex Group appoints Thomas J. Riordan (50) to the new position of president and chief

operating officer.

A 60 metre tower crane collapses in Seattle causing massive devastation and killing the resident of an apartment. The driver survives.

UpRight International,

the alloy scaffold tower producer based in Park West Dublin appoints John Nevin as its general manager.



IPAF appoints Romina Vanzi as its first

representative for Spain and Portugal

Zoomlion and XCMC ship their first mobile cranes to Europe.

Odewald & Compagnie of

Berlin acquires a majority stake in Mateco Germany's second largest powered access rental company.

UK powered access companies meet to agree rapid action on the wearing of harnesses in boom lifts. Clunk Click campaign launched.



Malcolm Bowers and son Ben, establish a new access rental company - Lifterz Ltd with premises in Ossett, West Yorkshire.

Kalmar acquires CVS the Italian reach-stacker manufacturer.

Sadam Hussein hanged

Departures in 2006

Australia

win the

Ashes

Andrée Braud matriarch of Manitou 96 Steve Brown of SE10 crane editor 39

Danya Ahern daughter of Don 20

Don Dymond of Kohering and P&H

Peter Oram exceptional HSE crane man 69

Cob Stenham chairman of Ashtead group 74

Alfons Moog inventor underbridge platform genius 54

Ken Scott of Energy cranes and Sparrow Offshore 55

Danielle Ribiere / Fabry 70's FD Stime manutention

Joe Collinson, service engineer with APS and Nationwide 55

Steve Irwin 'crocodile hunter' 44

Charles Haughey Irish PM 80 Steve Irwin



Shelly Winters Actress 85 **Desert Orchid** equine champion 27 JK Galbraith author thinker 97

Elizabeth Schwarzkopf soprano 90

Augusto Pinochet Chilean dictator 91



Diana Copland actress 74

Ferenc Puskas Hungarian footballer 79 Desmond Dekker reggae star 64

Gerald Ford 38th president of the USA 93 Moira Shearer actress 80

Alan Freeman of Top of the Pops 79 Alexander Litvinenko former Russian spy 44



Rental in Atlan

This week sees the North American rental industry meeting at the annual convention of the American Rental Association and its adjoining Rental show - at one time a hugely significant event in the worldwide aerial lift industry. The show is still massively important in the North American aerial lift calendar, but it now attracts far fewer international visitors. In spite of this it is still a major show for the worldwide powered access market given that most aerial lifts are still designed and built in North America. As such it is the event at which most new concepts and products are first rolled out, not to mention a traditional venue for making big corporate announcements.

This year's event, which has sadly moved from its original venue in New Orleans after the devastation of hurricane Katrina to more winterv Atlanta, will be as important as ever. Genie plans to unveil some exciting new products, including the GS3232, a 32ft narrow aisle electric scissor lift and the Z40N. a 40ft electric boom lift which promises to introduce some radical new technology possibly including direct AC electric drive. The new boom will incorporate a modified Z45/25 boom assembly with a chassis based along the lines of its 30 and 34N units.

Snorkel promises to impress with its new 80ft articulated booms

progress it is making with its new boom range although it is not expected.

Snorkel will show off two new articulated boom lifts, the 80ft AB80J and the 85ft AB85J, both of which incorporate a single riser big outreach and rotating jib design, the company's first. It will also be talking about its expansion plans which include a new European operation on Holland. Skyjack will be updating on the

progress it is making with its new boom range although it is not expected to have its 60/65ft booms on display, potentially having a surprise for us in the scissor lift area.

UpRight powered access will be hoping to provide more

details on its longer term plans for a larger US production facility and demonstrating the dealer led improvements it has been making to its scissor lifts.

Everyone will be looking to Skyjack to see how far it has progressed with its boom product line



adding locations in Chicago and Houston to its existing outlets in Hanover, Maryland, Atlanta, Georgia and Fresno, California. The branches will largely be centred on product support but are also likely to carry demonstration and general inventory. The trailer lifts on its stand are built by Dino Lift which it is distributing in the USA under the Haulotte brand.

Live Auction

Haulotte has also donated one of its 19ft Optimum1930E micro scissor (Optimum 6 in Europe) to the live auction on the first day of the show in aid of the ARA foundation.

The foundation aims to develop and implement programmes within the rental industry that create educational opportunities and aid the industry overall.



opportunity for many customers and distributors to discuss the changes brought on by the Oshkosh takeover in December.

Haulotte is donating one of





Charlie Szews the interim president will be present on the JLG stand and who knows, he might just be ready to announce who is to become the next president of JLG within the Oshkosh truck group. (See face to face page 45)

British-based Niftylift, now a long term participant in the ARA, will be out in force. The show has turned into an important one in its calendar given that it built up its American presence with smaller Mom&Pop rental stores and smaller regional players who use the Rental show as their annual buying fair. This type of

The Nifty HR18-4X4 will become the SP53 in the USA

customer is a prime target for Nifty's trailer lifts and small to mid range boom lifts. This year it will be showing its 12 metre HR12-4x4 (SP34RT in USA) for the first time along with the HR18-4x4 which becomes the SP53 in the USA. Bil-Jax will be giving customers

their first, in-the-

iron look at its first self propelled boom lift, the 11 metre SLT-3632T with low weight boom with outriggers that can be driven when fully stowed. It will also show a new 26ft trailer lift, the 2622T and update its dealers on its long term ownership plans.

In addition to its electric scissor lifts MEC will show the largest unit of a new three product Rough Terrain range of scissors. The 41ft, 4191RT is a 2.3 metre wide lift which will also have 25 and 33ft derivatives. It is a year now since the company purchased its telehandler designs from Volvo so visitors will be looking at its progress and plans.

Custom Equipment will once again be exhibiting with its Hybrid 1030 due to arrive in Europe shortly. Another producer of smaller self propelled lifts, attending for the second time only is Italian producer Bravi with its Leonardo. The company was very pleased with the progress it made last year in North America and is hoping to build on this in Atlanta. Another niche player attending is Reachmaster, the wholly owned Falk-Schmidt distributor. It has had a good deal of success with the company's higher atrium lifts and is looking to extend this into specialised rental operators. The company has also taken on Hinowa products including its track mounted Goldlift.



A new exhibitor this year will be Aichi. In the past 12 months it has reopened a North America office and intends to win a share of the market over the next five years. At present the company is focusing on the niche products, largely its crawler mounted straight telescopic boom lifts.

Telehandlers

The rental show has not traditionally been a great show for telescopic handlers, being close to or beyond the top end of most local rental stores product ranges. However it has grown with an increasing number of exhibitors showing telehandlers as they become ever closer associated with aerial lifts. Naturally JLG, Genie-Terex - which is launching its 17 metre/4,600kg American style

GTH 1056 - and MEC will have telehandlers alongside their aerials, but also attending will be Manitou, JCB, Carelift, Gehl, Mustang, Ingersoll-Rand and Xtreme with its new 12,000lbs, 67ft, XRM1267 model. The company also sells Dieci telehandlers in the USA under the Xtreme label.

Next year?

The Rental show is early this year running from February 8th to the 10th, if you are reading this after the show, you might want to note down

the dates for next year, it is February 11th to 14th in Las Vegas.





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Dancin gin the City

City cranes - a fad or useful tool? We look at their raison d'etre and history and cast an eye on the current crop of City cranes. We also interview a man with an interesting alternative.

Japan's obsession for compact construction equipment is the result of necessity. Lack of space lead to the first compact or City crane in the late 80's. Kobelco started it all with its two axle, 7 tonne capacity RK70 in 1989 initially labelled as a high speed Rough Terrain crane. Within the year Tadano and Kato had followed with their own 7 to 10 tonners.

Indeed it was the RK70 that introduced many of the features that still distinguish the breed today. The single cab and steeply angled, multi-section 'drop-nose' boom that allowed the driver improved visibility while lowering the centre of gravity for improved roadability. Some of these features date back to the PPM14:07ATT, in 1974 (see story right).

The new design was seen by some as an evolution of the All-Terrain (AT) crane, or a mix of the Rough Terrain (RT) and AT crane, blending the speed and boom length of the AT with the compact dimensions of the RT. However in order to travel at speed without excessive bounce, required the City to have a minimal boom overhang, forcing the use of a greater number of shorter boom sections to reach the same height. This though helped create an even more compact crane for manoeuvring in tight areas while the short retracted

boom was ideal for lifting in limited headroom environments.

Niche market products are never cheap and it took a while before the 'expensive, for their capacity'

The 14 tonne PPM 14:07ATT was an unusual beast, being short, with coil spring suspension minimal boom overhang and a high road speed. Apart form the fact that it retained the high boom of the Rough Terrain it could be argued that it was the first city type crane.



7 - 10 tonne cranes were exported overseas. In 1992 the concept was taken up in Europe and developed by Concept Truck. This new, Swiss-based company, established by Franz Lutz, raised the capacity to 35 tonnes and gave the machine a boom length and road speed to challenge the conventional AT crane. By doing so, it propelled the City concept into the mainstream market. High prices and concern over the company's long term



major European manufacturer -Mannesmann Demag - with its 25 tonne capacity AC75 in 1996 that the concept became more universally accepted, particularly in the UK. Accepted to a point that is. Demag - now Terex-Demag - is still the only major crane manufacturer with a range of European City cranes. Demag's success led Liebherr to introduce its LTC1055 -3.1. Although a compact crane, the unit has not been popular in the UK or Ireland. This is perhaps due to its hydrostatic drive system, high weight and multi piece boom

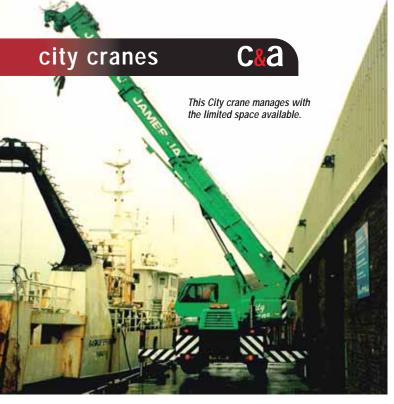
for City type cranes and that it is a view and have instead concentrated on making its ATs.

city cranes

In the 1990's, the Japanese market for larger capacity cranes began to change from truck cranes to All Terrains. By 1992 Tadano, in co-operation with its newlyacquired German business Tadano-Faun, produced its first AT crane, the 100 tonne capacity AR-1000M. The company also continued development of Rough Terrain units and three years later introduced the Crevo (the name deriving from a combination of 'crane' and 'evolution') City type crane.







The first two models were the 20 tonne capacity Crevo 200 and 10 tonne Crevo 100, followed later by the 50 tonne Crevo 500. All used lightweight, hexagonal booms with low slung boom pivot points and featured a slow stop function for boom extension and slew, while the carrier used hydro-pneumatic suspension. In 1996 a 35 tonne

version - the Crevo 350 - was launched which had even better roadability. However it took another three years before a unit made it to the UK - a few years after Kato's popular CR250. Tadano's 20 tonne capacity 200EXC was slightly smaller than other City cranes but had many advanced features. Weighing less than 20 tonnes

road-ready, it carried a six-section 27.5metre fully-powered boom plus a 3.5metre offsetable extension giving a maximum under-hook height of more than 31 metres and a maximum radius of 24.9 metres. Overall width was just 2.2 metres and even its huge mirrors were powered to fold within these dimensions. Its safe load indicator was an advanced LCD unit and had the capability of programmable work spaces. Unusually the 200EXC had five position outriggers compared to the normal three, along with the ability to operate with each of its outriggers in different positions - a very useful feature for a crane whose life is spent in tight situations.

The power unit was a 158kW Mitsubishi six-cylinder turbo - charged diesel coupled to a four-speed automatic transmission with high-low ranges allowing the Crevo a maximum of just 55km per hour - one of its few faults.

It is perhaps testament to the advanced features and build of this unit that not only are Crevo cranes still working in the UK, but operators are eager to get more, and the demand for second hand units is strong.



Marsh Plant bought two, 20 tonne capacity Crevo cranes about six years ago to replace Jones Iron Fairy units. The company has since added four Demag AC30 city cranes and is currently looking to add a further two new City cranes. Marsh, along with several other crane users and hirers, is very disappointed that Tadano is not supplying a small crane in the UK at the moment. Companies wanting these cranes have toyed with the idea of direct imports and CE marking them for use in the UK but have now resorted to lobbying the manufacturer to bring in EU compliant machines. Crevo's low boom pivot





city cranes



point avoids the typical droop snout of the City crane and provides the crane lifting potential as soon as the boom is raised from the travel position making it ideal for machinery installation.

Another firm believer in the City concept is Terranova which has eight City cranes ranging from its 10 tonne Kato to the new 70 tonne Demag AC70 City.

"The smaller crane sector has changed enormously over the last 10 years," said Terranova's Alec Glover Snr. "We do a lot of work in London and a crane that is two to

manufactured for the home market? Chinese producers such a Zoomlion and XMGC are able to approve their road going cranes for EU use in a short space of time, while Japanese manufacturers appear to be stumped by the challenge?

So what we have in the UK is an ageing and diminishing fleet of small city cranes from Kato and Tadano, with no sign at all that the manufacturers will respond to the demand. Or is there? As C&A went to press, we heard that Tadano is planning on introducing upgraded versions of its ATF30 and ATF45



three feet smaller makes a colossal difference. City cranes certainly have a place in a mixed fleet."

Terranova's 10 tonne Kato is still working hard all over the country. "The Kato is a great machine that is reliable and has really good performance. Its only fault is that it has a slow maximum speed on the road. However, if it is working any sort of distance away from the depot, we put it on a trailer and transport it directly to site."

Given the genuine demand for these small Japanese cranes in the UK, why are they not available - particularly as many are still

at Bauma. However their replacements are 40 and 50 tonners leaving a 'convenient' gap for a 30/35 tonne City crane. This is the size that potentially has most demand in the UK.

Tadano has a range of eight city-type 'Crevo' cranes for the Japanese and 'non European markets. These range from the 4.9 tonne GR120F to the 60 tonne GR600N. There are however rumours that an updated European city crane might be available in 2008. Watch this space.

The same applies to Kato.

Distributor Kranylift says that it receives enquiries all the time for City cranes. Between 1997 and 2000, Kato was probably the most popular City crane selling more than 80 of its 25 tonne CR250's.

Kato currently manufactures mobiles from 8 - 500 tonnes capacity including AT and City cranes. Unfortunately the range is not available in the EU. The word on the street is that Kato is reviewing its line-up of models and it says it will soon be presenting models for Europe. And what of Kobelco? It sells a 25

tonne RK250 and 51 tonne RK500 domestically. Its growing partnership with Manitowoc provides a glimmer of hope that it might be extended to these small cranes. We understand that this has 'unofficially' been discussed between the two companies, but as yet, nothing more - a firm 'no comment' was all we got when we asked!

Liebherr as outlined earlier and Grove both have 'compact' two cab All-Terrains but both have refrained from entering the City market, pooh-poohing the City crane idea in favour of their small AT's and working to make those models ever more compact.

Grove's smallest ATs are the two axle 35 tonne GMK2035E which it builds in Italy, the three axle 50 tonne GMK3050-1 and 55 tonne GMK3055. The company claims customers prefer the capability of the compact AT rather than a City crane. On paper at least the gap between a 55 City and AT is not enormous (see table on page 29). The Terex Demag AC55 City and the Grove GMK3055 offer the same 60 metres maximum boom length,

same maximum lift capacity, similar engine output and maximum speed (80-85km/hr) and standard drive configuration (6x4x6). The main difference is that the Groves is 2.5 metres longer overall with a 1.4 metre longer carrier length.

Unlike Terex-Demag, Grove also produces Rough Terrain cranes, the eight model RT series includes the 25 tonne RT525E, 30 tonne RT530E and 35 tonne RT535E should a compact site crane be required. They are not of course road going cranes so are only useful for longer term contracts.

Liebherr maintains that it does not see the advantages of a City crane and says that its best selling crane - the 55 tonne LTM1055-3.1 of which over 1.000 units have been delivered since its launch in 2001 is extremely manoeuvrable and has the flexibility to satisfy the vast array of requirements in the UK market.

The reason the larger manufacturers adopt this attitude might stem from the fact that building a good City crane is actually harder and more costly than it looks. It requires the perfect combination of materials, to make the multi section booms perform as well as those with longer base sections while also keeping the weight down and maintaining good capacities, long reach and smooth roadability all in a compact design. Assuming you can rise to the challenge, the price premium available is not much greater than 10 percent and you run the risk of spreading your existing sales volume over a wider product range effectively 'canibalising' production volumes.



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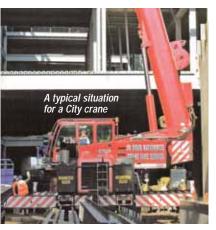
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It is easy to understand therefore the strategy to 'stay focused' and play down the 'niche' market to concentrate on the larger volume sectors.

Demag now has 20 years experience in the sector and builds four specific City cranes, the AC30, AC40, AC55 and AC70. Some argue that the 70 tonner is too large for a city crane moniker but a fair few have already been delivered and it is suited to specific applications. Demag says that its City cranes are 'big' in the UK and the machines suit the way the



industry operates, this in spite of the fact that UK crane hirers run far more mileage in a year than continental companies. They are also not a cheap option, Demag's smaller city cranes are slightly more expensive than their AT equivalents. Comparing specifications such as lift capacity, maximum boom length, carrier length, total machine length reveals that the latest ATs from some manufacturers are not so much larger than City cranes. However it is the outrigger spread, counterweight radius and overall machine weight that make a difference in tight spaces. Half a metre here and there can be all that's needed in certain applications.

Italy is the other main area manufacturing such small cranes. Companies such as Locatelli and Marchetti have produced a range of City cranes from 12-20 tonnes since the late 90's. However the most recent entrant into the City arena is Mister Gru. The Tadano-Faun distributor for Italy which launched its good-looking 20 tonne capacity City crane at the SAIE show in Bologna in 2005, following it up with a 25 tonne high speed version of the battery electric/diesel powered crane in October. The first non Italian buyer for this new model is Peinemann the Rotterdam based crane forklift and access rental company.

The smaller version has a 25.6 metre, six section boom which can be extended with a three section telescopic luffing jib giving a maximum tip height of around 32 metres. A six cylinder diesel provides the main power but this is supplemented by a 30kW electric motor when working in sensitive areas. Four wheel drive and steer is standard, with an



overall length of 6.46 metres, width of 2.19 metres and height of 2.9 metres it is very compact. Maximum travel speed is 40 km per hour and GVW is 18 tonnes.

Given the interest in city cranes of 25 tones and under it is odd that neither Locatelli nor Marchetti have managed to get a foothold in the UK or Ireland. Some say that this is down to confidence in the manufacturer and its commitment to the market. After all, the specification and performance is only part of the equation, far more important is the after sales service, parts availability and resale values. Peter Hird spent a year with Locatelli but in spite of a strong belief in the concept found that with limited support from the manufacturer, it was simply too hard.

The city crane sceptics do not believe that the concept sits well

with the mentality and working practices of the UK crane hire industry. Most UK mobile cranes, subsidised by cheaper 'red diesel' prices, spend a lot of time on the road often travelling large distances to and from contracts - not a City cranes' forte. The City crane is an ideal concept where cranes operate within large cities or old towns where the benefits of their inbuilt advantages are clear and significant. Alternatively there are markets such as New York where one cab means one driver, two cabs two drivers. Their popularity is then helped by a simple case of economics!

Whatever view you take, it is clear that there is potential in the UK and Ireland for the return of the smaller city crane with a big name behind, perhaps the deal between Kato and Rigo which is close to finalising some form of merger will deliver?

Specs	Demag AC55 City	AC55-1	Liebherr LTM1055-3.1	Liebherr LTC1055-3.1	Grove GMK 3055	Grove RT700E
Max lift cap/radius	55 tonnes	55t@2.6	55t@2.5m	55 tonnes@2.5m	55tonnes	50-55tonnes
Main boom	7.7-40.0m	10.3-40.0m	10.2-40.0m	7.9-36.0m	9.7-43.0m	11.0-33.5m
Max o/al length	60m	55m	56m	54m	60m	65m
o/a length	8.96m	11.63m	11.38	8.47m	11.41m	13.47m
Carrier length	7.71m	9.32m	9.36m	7.41m	9.10m	8.05m
Engine/power	Daimler240kW	Daimler 260kW	Liebherr 270kW	Liebherr 350kW	Daimler 260kW	Cummins 179kW
Max speed	85 km/hr	80km/hr	80km/hr	75km/hr	80-85km/hr	37km/hr
Drive/steer	6x4x6 (6x6x6)	6x6x6	6x6x6	6x6x6	6x4x6(6x6x6)	4x4
Tyres	14.00(16.00/17.5/20.5)	16.00(14.00)	16.00 R25 14.00R25 20.5R25	14.00 R25	20.5 R25	29.5x25-28PR earthmover
Max gradability	60%	55%	58-70%	46%	72-82%	75%
Max counterweight	8.9tonnes	11.6tonnes	12.0 tonnes	10.4tonnes	11.6tonnes	5.53tonnes



city cranes C&a And now for something completely different....

Whatever the industry, whatever the sector, there is always one company that does it differently. Cranes & Access talks with Darren Gorrett about his rapidly growing company D&F Hiab Haulage, and finds out why it is so different.

Crediton-based D&F offers lifting services primarily for house-builders in the South West of the country. Nothing unusual there. The company concentrates on lifting roof trusses, concrete beams and erecting steel buildings. Its largest crane can lift 1.25 tonnes to 28 metres.

However, unlike most other companies offering this service, D&F uses a fleet of loader cranes mounted on large Scania tractor units rather than the more usual small All terrain or city cranes. Same service - at about half the price!

Gorrett's background is in haulage, branching out into tipper work and then into transporting and installing site cabins using a small lorry loader.

The idea of using a large loader crane on house building sites started formulating about five years ago. To check if it was viable, Gorrett visited all the major housebuilders in his area - Persimmon, Barretts, Charles Church and Redrow to name a few – for their initial thoughts.

They were obviously positive as Gorrett went the Fassi factory in Italy and promptly ordered a 70 tonne/metre Fassi F700XP loader crane.

Large lorry loader cranes are not new but mounted on a large tractor unit and used primarily as a crane has raised a few eyebrows - particularly from local crane hirers.

An eyecatching 580hp Scania T580, 6x2 Topline tractor unit - painted bright yellow - was chosen for the chassis. The whole crane/chassis design and build package was co-ordinated by Kevin Stanley of Fassi UK and carried out by GP Services of Templecombe in Somerset.

The proof is in the eating

Once built, the unit had to prove itself to the various builders, a number of them organised demonstrations with their construction staff and safety officers to ensure that it complied with their safe working methods and policies.

"Persimmon was one builder that organised a full demonstration to see the unit working," said Gorrett. "They watched the lift and checked all the paperwork so that they were happy with the equipment and the method. What they all liked was the fact that using a crane with remote control, the operator could be alongside the lift giving better control and precision."

With his method approved and workload increasing, Gorrett purchased another four loader cranes, this time the slightly smaller Fassi F450AXP.25 units with the compact, high speed L324 fly jib. Again, all were mounted on bright yellow 6x2 Scania tractor units. The 450's have a lifting capacity of 3.2





tonnes at 12.2 metres and 1.3 tonnes at 20.1 metres and a gross weight of 5.35 tonnes with the fly jib.

"All the tractors are regularly used solo as a crane on construction sites lifting steel beams, roof trusses, chimneys and concrete panels up to the third and fourth floor levels as well as for transporting cabins and security containers to and from sites," says Gorrett.

The need for a bigger loader crane

Unfortunately the largest crane Fassi produces at the moment is the F1500AXP - not quite big enough. However if Fassi does not produce a larger unit in time, Gorrett will purchase another two smaller units similar to the F700.



Transport and contract-Lifting versatility

Often a rig can drop off its trailer and load before going on to do several lifts, picking up another load before coming back to base in Crediton. This means that a very competitive lift price can be offered - half the price of a traditional contract lift using an AT or City crane.

"All my lifts are contract lifts," adds Gorrett, "for a crane we are usually half the price for the same job using the lorry loader, and that includes an appointed person, banksman and the lorry loader!'

Basic economics means that the business has gained acceptance very rapidly with the house-builders so that Gorrett is looking to purchase more equipment this year.

"I am looking for a Fassi F1800AXP or similar with a double ram fly jib that can lift more at about 30 metres," he says. "The tractor will be a Scania 8x2 620 Topline, a unit that is popular in Europe, but this will be a first in the UK."

"If the bigger crane is available I want to go for four more extensions - probably an eight extension boom with six extension fly jib with a double winch rope on remote control," says Gorrett. "This should be able to cope with the bigger lifts I am being asked to do. The total fleet should be about eight cranes and my £1.8 million turnover this year should double again."

The company has invested a large amount in equipment and built up strong contacts with all the housebuilders in the South West. As they say, the first into the market has a huge advantage, and one that Darren Gorrett is not going to give up easily.







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Electrifying 1645

When we talk of electric powered scissor lifts most people think of 19, 20 and 26 ft narrow aisle machines. Certainly these are by far and away the most numerous and popular lifts on the planet. However in the past year most development has been elsewhere.

Looking at the market in Europe and North America there are around 20 companies producing electric powered self propelled scissor lifts. However fewer than 10 of those represent 99.9 percent of all production, with the top four, Genie, JLG, Skyjack and Haulotte producing over 80 percent of all shipments.

As the market has matured the products that those companies build has grown increasingly similar, at least in terms of dimensions and general performance.

The last big new product development was the introduction by JLG of direct electric drive on its ES19, 26 and 32 models. Engineers generally estimate direct electric drive systems to be around 65 percent efficient compared to only 30 to 35 percent for electro-hydraulic drive-trains. The benefit of course is longer battery life and the significant improvement has proved popular in a number of particular applications.

IT 12122

However the benefits are not so great that the other manufacturers have felt impelled to rush out and follow JLG's lead. In fact more than four years later the only company that has followed JLG's lead is Iteco. This is most likely down to the production costs of direct electric drive on such a small front wheel drive machine. Some argue that the time proven hydraulic motor drive-train, coupled with smooth motor control operation is both quiet and relatively energy efficient. Plus it offers low cost rugged reliability.

Both arguments have merit. When it comes to pure battery life the direct drive has it, particularly if the application involves a good deal of travel.

What the difference in strategy does illustrate is that this type of scissor lift has now been accepted as a general workhorse and as long as the machine is compact, reliable, reasonably quick and will run a full shift - and then some - the detailed specification is, for most users, not critical.

In fact one or two of the models offered by at least one of the top producers is very old fashioned and does not stack up too well when it comes to comparing turning radius, gradeability and battery life. However, they are extremely reliable, the parts are readily available, they are easy to work on, a single battery charge will last all day, they are

Iteco has followed JLG with direct electric front wheel drive



attractively priced, are readily available and most importantly are easy to buy. As a result in many markets they outsell the technically superior products offered by the top two companies in the business.

So if product development in the middle market has slowed, if not stagnated, what have all the engineers been working on? The most exciting new developments are at the smaller end of the market, and conversely at the larger and more specialised end.

Small is beautiful

The smaller end of the electric scissor lift market has always been the most dynamic, however what constitutes small has changed over the years. At one time small was a 20ft platform height scissor lift, 820mm wide and around 2.4 metres long. By the mid 1990's 19ft, 750mm wide, 1.6metre long was considered small and the market had shifted permanently from 20ft scissors to 19ft scissors. The 19ft's are more compact, easier to transport, lighter and easy to manoeuvre.

19ft scissors lifts are far more manoeuvrable

A lower 15ft version of the 19 has always been available, but with no benefits in terms of price or dimensions, these units have never caught on. However there has clearly been demand for a smaller electric lift, UpRight has sold thousands of its TM12 over the years although the big appetite for this product has been limited to certain markets such as Scandinavia.

2006 review





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More recently Genie has done exceptionally well compared to others with its Runabout range with 12 and 15ft platform heights, but it has hardly dented the 19ft scissor market. Haulotte has a 12ft product the Star 6 but it too has been less than a runaway success.

Enter JLG, it launches its new ES1230 at the ARA rental show this week. Will this be the machine that changes the market and takes volume away from the 19ft segment? JLG does not have a great track record when it comes to pioneering small scissor lifts but this time it might have got it just right?

We spoke to a good number of small scissor lift users and there is



no question that there is an increasing level of work at 18ft or lower well within the reach of a 12ft platform height machine.

While the European work at height rules have been in place for almost two years now, we found that many trades have still not decided on what equipment they will use in place of ladders. Many companies know that if they follow the strict interpretation of the WAHR they could be carrying out their work with safer equipment such as powered access. In the UK the HSE is now concentrating on work at lower levels and will begin to lean on companies to adopt safer equipment to carry out work.

So why buy or rent a 12 of 15ft machine when a 19ft will cover a wider range of work? The three key reasons are:

1. Weight: The 12 ft mast type machines weigh around 750kgs and



Not all 19ft scissor lifts are certified for outdoor use. Genie increased its width to 820mm to achieve this.

travel easily in a 1,000kg elevator (or even a 680kg elevator if you remove the batteries,) or with a one tonne forklift.

- 2. Space: These units are over 300mm shorter than a 19ft scissor and so easier to store, easier to transport and easier to manoeuvre.
- 3. Entry height: The 12 ft mast type lifts offer a single step into the cage and can be driven through a regular door without having to leave the platform, very handy if you are passing through doorways all day.

The new JLG ES1230 will be launched officially this month.



electric scissors

So will the new JLG make a difference? Possibly - its direct electric drive and low weight should allow it to be used not only as a platform for working at height, but also as a form of transport. The unit can be loaded with a tool box and other items and then used to take them and the technician around a production facility, office complex, hotel, school, museum or whatever, even when working at height is not called for. When work is higher though, a press of a button and he can reach up to 5.5 metres or so, whether it be to replace a light fitting, clean the walls or reach fire alarms.

If you want all the benefits of the mast type lifts but you need a larger working platform, Custom Equipment might have what you are looking for. It has virtually



The Hybrid HB1030 should arrive on the European market fully CE approved, very shortly

completed the CE approval process for its Hybrid lift HB1030 a fully spec'd 10ft platform height self propelled scissor lift. The benefits of the Hybrid include a low platform entry height of only 500mm, a low weight of 550kgs, a 780mm overall width and yet it offers a platform that extends to 2.3 metres long and offers a 340kg platform capacity. Another unique feature are its dual front wheels which allow it to perform a static turn on carpet without scrunching it up.

Not small enough?

For some even 12 to 15 ft electric lifts are unnecessarily high - perhaps you are looking for a low cost lightweight easy to use lift to cover work up to three metres for example, where the HSE says a large number



The Pop-Up has proven to be far more successful than it originators had anticipated.

of accidents occur, if so the Pop Up might be what you are looking for?

Introduced at last year's Hire show in January, the PopUp is not self propelled, it is a push around scissor lift. With a weight of only 272kgs though, it is easy enough to handle. Once in place and the castors



The Pop-Ups arrive in packed in cardboard boxes.

are locked it works like any other scissor lift, push the button and up you go to a 1.63 metre maximum platform height covering work up to 2.6metres high. In the 12 months since its launch the product has sold exceptionally well, to the point where it has been moved into a stand alone company - PopUp Products Ltd. The PopUp is made in China and shipped in cardboard boxes to the UK with roughly 50 or so to a container.

electric scissors

The other end of the scale

In addition to developments at the smallest end of the market there have been interesting introductions at the top end of the market, both in terms of size and highly specialised niche machines. In the past 12 months Holland Lift, which nowadays counts the UK and Ireland among its top three markets, has introduced a range of heavy duty, narrow aisle electric scissor lifts with platform heights of up to 86ft/26 metres. The top of the line N265EL13 4WDS provides a working height of up to 93ft with a width of only 1,300mm, barely wider than most 26ft mini scissors! This monster lift was first seen at the end of August at Platformers Days, with the first unit sold to German rental company Gerken.

Not only does this massive machine offer a truly narrow base, but it also offers up to 750kgs of lift capacity, incorporates four wheel drive and four wheel steer - rarities on electric scissor lifts. It does though weigh a whopping 11.5 tonnes.

This new model tops out what is proving to be a very popular narrow range from Holland Lift with platform heights of 16 and 19 metres (53 and 63ft). In order to cope with increasing demand for such scissor lifts, which are used in high rise warehouses and airport type applications, Holland Lift has almost doubled the size of its production facility in Hoorn and sold the rights for the smaller end of its N - narrow electric scissor range to Haulotte. Haulotte will produce models in the 12 to 16 metre (40 - 53ft) platform height range. It has yet to start producing these units, but when it does it will produce both Haulotte versions for its company stores and



rental fleets as well as building versions for Holland Lift to sell to its growing distribution network.

And now for something completely different...

Staying at the larger more specialised end of the market a company called OmniMove has introduced the Triple-Lift 8000 and other models that utilise telescopic boom sections in place of a traditional scissor stack. The 8000 offers 1,000kg lift capacity and up to eight metres platform height. Other models include a unit with 4.3 metre platform height and 2,000kg lift capacity and an eight metre single mast type lift (similar to the JLG ES1230/ UpRight TM12) with 500kg lift capacity. All models use omni directional wheels similar to that used by Airtrax and MEC on the Phoenix lift. The wheels allow the lift to move sideways as well as forward and reverse and can also turn on the spot by counter rotating the wheels.



OmniMove has already been successful in selling these highly specified units to aviation companies such as Airbus and Turkish airways, where they are used in the production, paint and service areas. They can include ATEX zone-one explosion proof certification and a number of other special application related modifications. If you think you have seen this type of lift mechanism before you may well be right, Snorkel had a product in the 1980's called the 4000 which used the same general concept and in Japan

A 4.3 metre OmniMove working on a Turkish airways Airbus.



rental company Niken favoured this type of lift mechanism and designed several models which it had made by subcontractors working to its designs.

The principal benefits for the users are a very strong and rigid platform, a smooth and even lifting cycle with little to no 'bounce' and an extraordinarily low platform entry height which also makes the unit ideal for passing under very low obstacles and working on low level work. The cost of these machines will prohibit them from the mainstream access market, but they should prove popular for very specialised applications such as aviation maintenance.



The OmniMove has the lowest closed height of any lift.

Will there be a shortage?

The aerial lift market continues to grow, estimates indicate that in 2006 over 100,000 new lifts were shipped for the first time and is set to grow by at least a further five percent in 2007. The growth has extended lead times significantly which is not all bad. However significant additional production capacity is now coming on stream.



Will Aichi start to import CE versions of its scissor lifts this year?

Tanfield has moved its UpRight production into its massive new plant in the UK and the brand is making a solid comeback in Europe. Snorkel has opened up a new scissor lift plant in Kansas, Haulotte is opening two new plants in the first half, neither of which is targeted at small scissors, but which could



Snorkel has opened a new scissor lift facility to keep pace with growing demand

have a knock on effect. JLG has reorganised its plant in Tonneins, France and says that it has the potential to build a significant number of the new ES1230 in addition to its Toucan products, Genie will start to build lifts in Italy and Holland Lift has more than doubled its production capacity. So it looks as though the industry will at least keep pace with electric scissor lift demand this year.

Checking out the Motorbike museum

When ES Electrical was called to carry out the annual inspection for public liability insurance at the National Motorcycle museum in Birmingham this year it called AFI and rented a Haulotte Star 6 for the job. The job involves the inspection of cables and fittings many of which are located above the false ceilings. This test is particularly sensitive for the home of the world's largest

How safe are your electrics?

With an increasing number of small electric scissor lifts fitted with AC power to the platform as standard equipment and more users looking to use it, some companies are taking steps to make sure that they comply fully with current legislation and guidelines. Hewden Instant Access claims it is the first national company to adopt a systematic testing regime. It has implemented a 100 percent test on all electric lifts as part of its Pre Delivery Inspection prior to each rental contract. It is using Seaward PAC 1500xi test units to check the 110 volt cable to platform and battery charger lead. The inspections check for proper earthing, cable insulation and polarity, none of which can be properly checked with a visual inspection alone.

So what are the regulations?

In the UK electrical safety is covered by a number of Regulations:

- · The Health and Safety at Work Act 1974
- The Management of Health and Safety at Work Regulations 1999
- The Provision and Use of Work Equipment Regulations 1998
- The Electricity at Work Regulations 1989

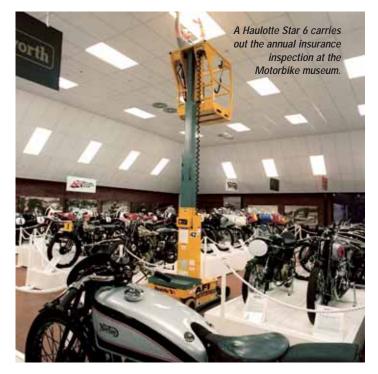
The Provision and Use of Work Equipment Regulations 1998 (PUWER) requires every employer to ensure that equipment is inspected as necessary to ensure it is maintained in a safe condition.

The Electricity at Work Regulations 1989 state that all electrical systems and equipment shall be maintained so as to prevent, as far as reasonably practicable, any danger. The Regulations state that it shall be a defence if it can be proved that all reasonable steps were taken and all due diligence was exercised to avoid an offence under the regulations.

The IEE Code of Practice for In-Service Inspection and Testing of Electrical Equipment recommends a regime of inspection and testing as a means of demonstrating due diligence.

Although there is no requirement in the Electricity at Work Regulations 1989 to keep records of inspections and tests, the Health and Safety Executive Memorandum of Guidance on these Regulations advises that records of maintenance, including tests should be kept throughout the working life of equipment.





motorbike collection, given that it was devastated by a fire in 2003 which destroyed over 75 percent of the building. The museum was founded in 1984 by Roy Richards of Richards and Wallington crane fame.

Casino moves from ladders to lifts

The Platform Company has supplied London casino - Palm Beach, with a 12ft Genie Runabout GR12 to help staff with maintenance work. The lift replaces step ladders which have been used until now. The work includes electrical maintenance, and cleaning and setting of CCTV camera and vent grills.



"The GR12 was the perfect solution, not only to meet new working at height regulations but also to boost productivity," said Lee Perry, sales director for The Platform Company. Palm Beach casino has high ceilings and access was needed above fixed gaming machines and tables. The GR12's working height is 5.5 metres and its extendable deck helps gain access over obstacles. At 750mm wide and 1.57 metres high it passes easily through doors and takes up relatively little storage space."

Liz Styan head of commercial operations at the casino, adds: "We have just replaced all of our transformer lights and the GR12 made speedy work of this task. The process was simple, safer and there was no clearing up to do afterwards, as the Genie's nonmarking tyres left the casino's cream carpets in pristine condition."

Supermarket refurb

Given the competitiveness between supermarket chains, the refurbishment of retail space is now a regular occurrence and one that demands speed and minimal disruption. A good example of the approach that contractors now take is the refurbishment of two Waitrose stores in Edinburgh. The electrical contractor, T Clarke Midlands, rented 20 small electric scissor lifts from AFI for the job, along with a number of small boom lifts. Most of the scissor lifts used were 19 ft Skyjack 3219 units, ideal for the job given their size, and manoeuvrability. This might though have also been a good application for 12ft mast type self propelled lifts.



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Clunk Click on every boom

The UK powered access industry has launched a major campaign to encourage everyone using a boom lift to wear a full body harness and short restraint lanyard as a matter of course. The campaign was agreed and launched at an extraordinary open meeting of the IPAF/CPA Access Interest Group (PAIG) on the 18th of December.

The meeting, held at AFI's new offices near Derby, was attended by most major access rental companies representing around two thirds of the total UK powered access rental fleet. The stimulus for the event was the increasing number of incidents around the world, in which the operators of boom type lifts had been catapulted out of the machine's basket to their deaths. In most of the recent cases. which were caused by passing traffic hitting the aerial lifts, a harness and properly adjusted lanyard would have kept the occupants in the platform and most likely saved their lives.

In a recent case where a bus struck the basket of an articulated boom lift, the operator had left his harness in the cab of his vehicle! While IPAF and most, if not all, manufacturers have been recommending the wearing of harnesses for many years, too many users leave them off on the basis that an accident will never happen to them. The promotion is similar to the popular 1970's 'Clunk click every trip' campaign to persuade people to wear seat belts in cars.

Industry calls on Contractors and HSE

The Group specifically called on the Health & Safety Executive (HSE), manufacturers, hire companies and main contractors to support this campaign to save lives through preventing ejection of users from boom platform baskets.

John Bradshaw, health and safety implementation manager at the UK's Major Contractors Group (MCG) told C&A that he "thought the campaign was a good thing", he also said that the MCG member sites already insist on this requirement but that he had written to all members highlighting the campaign and suggested that sites might be reminded of the need to enforce the wearing of harnesses with short lanyards. He said "the MCG was pleased to see it (the campaign) happen and will be actively encouraging its message." He also said: "Given that most users of aerial lifts are not plant operators, and only use platforms from time to time as a tool to carry out their work, they might need to be reminded more frequently of the importance of using such equipment."

A set of three different sized stickers are available to be fitted to boom lifts.

Clunk Click! Wear a full body harness with a short lanyard in boom type platforms

This poster sponsered by charge in this issue.

12 major UK companies is included free of

The HSE has noted the campaign and will be supporting it.

The campaign kicks off with a poster featuring the strong message -

Clunk Click... wear a full body harness with a short lanyard in boom type platforms.

12 of the companies, attending the PAIG meeting along with the CPA, IPAF and the Vertikal Press, publishers of Cranes&Access, immediately agreed to help sponsor the printing of over 12,000 posters, a copy of which is included in this issue of Cranes&Access. Other large companies are printing up their own versions of the poster with artwork supplied by IPAF and will be distributing them free of charge to sites in their areas. A series of stickers which carry the same message have been designed to be applied to boom lifts. IPAF has already printed enough small stickers to cover every single boom lift in the UK and Ireland which it is making available free of charge. Sets of three stickers, one large, one medium and one small can be ordered at a subsidised price of 19p from Atlantic Studios Ltd on 01271 374209, or by visiting the IPAF website. Nationwide Access, Facelift and AFI have already

ordered enough sets to cover all

of their boom lifts.

"We have enough stickers printed for every boom in the UK," said IPAF managing director Tim Whiteman. "It's time for action. If you have got a boom type platform, make sure you get a sticker and put it on the relevant machine. It could save a life."

Companies attending the

December 18th meeting and

endorsing the message included:

AFI-UpLift AMP Active Rental A-Plant Powered Access AA-Access EPL Access Facelift Nationwide Access Panther Kestrel The Platform Company **SGB Rapid Platforms**

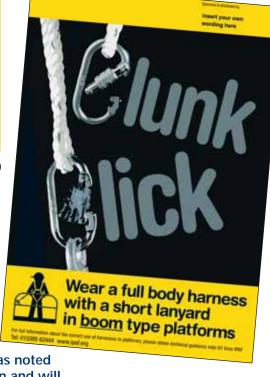
> **Higher Access** Kimberly Access

Peter Hird Ltd

Prime Serve Solutions

Along with

IPAF CPA and The Vertikal Press



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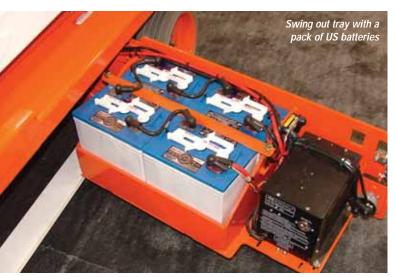
Aerial lift owners in the UK and Ireland have a dreadful reputation when it comes to battery care. Putting a stop to the abuse and neglect can prove to be a major cost saving.

Batteries are a critical component of well over two thirds of all aerial lifts. Thankfully they are very reliable partly due to the fact that their design and basic technology has hardly changed over the past 100 years. This reliability is probably the reason why so many users and fleet owners still tend to overlook them when it comes to a maintenance programme. With proper care and attention the working life of the battery can easily be doubled, while ensuring that it performs at near peak levels throughout that time.

Companies that have implemented routine battery inspection, testing and maintenance regimes have achieved significant results.

Some managing to halve their battery replacement costs, more than paying for the extra work involved with the maintenance programme. The benefits however are even more substantial with fewer service call outs or complaints over poor battery life, a reduction in the labour replacing the batteries and the fact that most batteries are now changed when the lift is in the workshop during a routine service rather than on site in an emergency which always costs more.

Add to this the reduction in credit notes and down-time caused by such disruption, along with a happier customer and it is incredible that more rental companies do not focus more on this part of the business.





The end user

Not all aerial lift owners have large fleets of course, and an increasing number of companies own one or two electric powered lifts for their own in-house use. If you are one of these and have your lifts on a maintenance contract, make sure that your supplier has included a proper battery care element in the contract and ask what testing and topping up you should do in between the planned visits.

However be careful. According to the HSE, 25 people each year are seriously injured when using batteries. Larger units can explode so ensure than anyone working on a battery has been properly trained. (The HSE has issued a useful document 'Using electric storage batteries safely' which outlines the 'dos' and don'ts' when working on a battery).

If your lifts are subject to long periods of inaction, give someone the responsibility to keep the batteries topped up with a full charge, at least on a weekly basis. Most aerial lifts are now fitted with automatic chargers which make it simple to plug the unit in for a few hours once a week. It should not, however, be left plugged in.

Not following simple procedures will shorten the battery life. Batteries hate low voltages and even more critically the moment you need the machine urgently you can be sure that the batteries will have little charge in them and your investment in a permanent machine will have been wasted.

The best thing you can do is to use the machine regularly - batteries like to be cycled and recharged. Keep them fit through work.

Battery suppliers in the UK and Ireland

There was a time, not so long ago, when replacing the batteries found on the average aerial lift was a nightmare. The machines and their batteries were all built in America and of course were fitted with American batteries. They were not only made differently to European batteries, but were also of different dimensions. Few companies sold them on the replacement market and if they did they were prohibitively expensive.



A pull out tray from Haulotte with Trojan pack

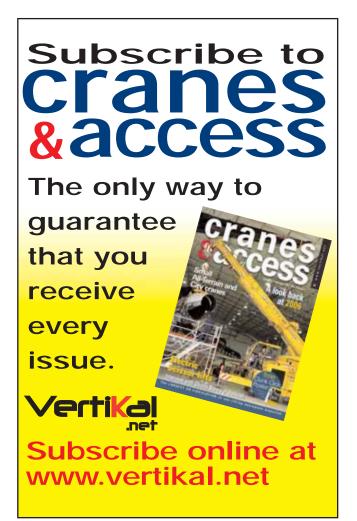
Aerial lift owners resorted to buying local batteries but for a given size they often had more than 10 percent less output. The net result was that they barely lasted a year, compared to two or three or even more with the originals. Thank goodness that has now changed. All volume produced aerial lifts now use batteries designed for aerial lift and golf cart applications and they are available all over Europe at very keen prices.

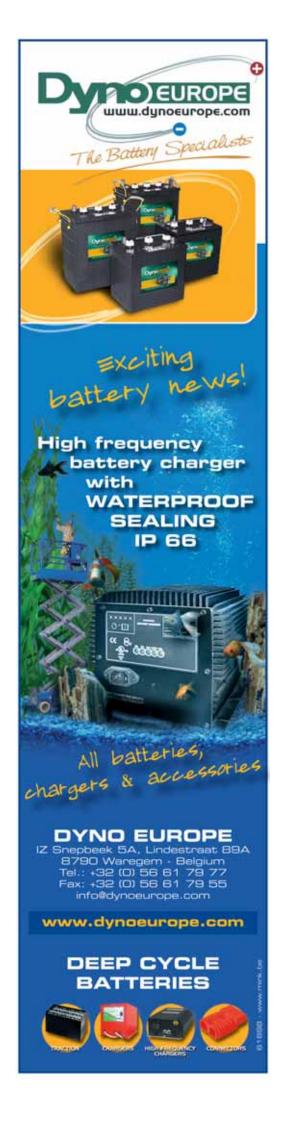
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The two big players

The two big manufacturers both for original equipment and in the replacement market are Trojan and US Batteries. Both build an excellent product and both are available in the UK and Ireland from a number of sources. In the UK, Energy batteries - previously known as Squadron handles Trojan, which is distinctive in that it uses a heavy duty maroon /brown box. Energy, which was established some five years ago, claims to be the fastest growing battery company in the UK and offers every type of battery from simple AAA for your radio to large lithium, lead acid and gel batteries.

The company offers overnight delivery of most of its range with a collection service for the old batteries, an increasingly important issue.

US batteries is represented by the UK's largest battery company Man Bat which also offers an overnight delivery service and has a network of depots around the country to service its customers on a local level.

A further player in the market although not so much in the UK replacement market is Dyno which is distributed throughout Europe by Dyno Europe in Belgium.

Manufacturers elbow in

A number of manufacturers including Genie and JLG now also offer replacement batteries at very competitive prices as they look to build up their after-sales business.



Genie tends to offer Trojan, while in the past JLG has offered Douglas, which is produced for them by US batteries. However we understand that JLG will also begin offering the Trojan batteries. The company has signed a major deal with Trojan to supply all of its European production needs and intends to extend this to its replacement business. Haulotte is another manufacturer that increasingly fits Trojan in its scissor lifts, but so far has not been as aggressive when it comes to the replacement market, although this may well change.

The third way

A third possibility to source your batteries is the specialist parts supply companies such as IPS in Shropshire. The company currently offers US batteries in a partnership arrangement that it has with Man Bat. The net result of this is a highly competitive and open market, in spite of the limited number of battery producers really focusing on the aerial lift market. The benefit to lift owners is demonstrated in that in spite of a 270 percent increase in the price of lead over the past 18 months, from \$650 to over \$1,700 a tonne, the price of a battery for an aerial lift has remained within 20 percent of what it was two years ago.

What is the alternative to Acid?

Battery technology in certain consumer electronics, such as mobile phones has changed out of all recognition, so we asked 'when will we see such developments in the aerial lift market?' Perhaps lithium technology, now being used in large scale electric road vehicles, will benefit from increasing volumes and be practical for aerial lifts?



The response was a resounding No! Never! It seems that the underlying cost of material will never allow lithium to get anywhere close to that of the lead acid battery.

In spite of its archaic design, the lead acid battery is still the most cost efficient reliable battery for the application by a long way. Amazing for a 150 year old design!

Clean and easy

One alternative finding favour in spite of some limitations is the Gel battery - visually similar to a lead acid battery except that it is virtually maintenance free. Currently it is twice the price of a lead acid battery and has a lower performance and shorter overall life. However, health and safety officers are increasingly refusing to allow lead acid batteries to be used in certain applications

The swing out originator Skyjack with US batteries





such as food production areas, hospitals and even airports. In such cases gel batteries are the prefered

So given the rising volumes can we see them become more competitive with lead acid? Apparently not, at least not in the short term. They cost more to produce and a good deal of that cost is not volume contingent.

In spite of what looks like poor selling points, gel batteries have been popular with aerial lifts in some markets such as Germany where the reduced maintenance and environmental benefits have more appeal than

If you consider that they are easier to handle, cleaner and do not require maintenance in order to keep them in tip top condition then the labour savings might well pay for the extra purchase and replacement costs... not to mention the different battery charger?



A maintenance free gel battery, clean and easy to handle.

Newton has the drop on emissions

Lead-acid battery technology has always limited the performance of road-going vehicles to commercially unacceptable levels. However Smith Electric Vehicles (SEV) - part of the Tanfield Group which includes UpRight platforms - claims its new sodium nickel chloride battery (Zebra) technology has raised performance to a level that is attracting

SEV's new sodium nickel chloride battery (Zebra) technology has raised performance for road going electric vehicles

customers such as TNT Express, Sainsbury's Online and The Co-operative Group. The system was recently launched in the form of the Smith Newton, a 7.5 tonne delivery vehicle which uses Zebra Z5, 278 volt, 76 amps per hour batteries and 120kW AC motor.

Other vehicles will include a 10-11 tonne chassis and the Edison - a 3.5 tonne van. All models in the range could be used for truck mounted platforms while the battery technology might be adaptable for existing electric-powered platforms.

SEV claims that the Zebra battery is both physically smaller and significantly lighter than a lead-acid battery and outperforms it at all discharge rates, delivering up to twice the energy. A complete truck installation is 80 percent lighter, allowing designers to provide additional range or payload. Batteries are maintenance free with no gassing and zero self-discharge.

SEV is now producing batteries more than 1000Wh per kg for the complete system - cell pack, battery housing, cooling and management system. This allows pure electric vehicles to have ranges greater than 120 miles and with the present power densities of more than 150W per kg, have a performance similar to internal combustion vehicles.

With increasing tax on emissions (and congestion charges) figures



suggest that payback for the vehicle is four years in London and 5 years outside congestion

Zebra battery technology allows pure electric vehicles to have ranges greater than 120 miles and performance on par with internal combustion engines.

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corporate management layer that

As to other layoffs, we have let a

few other staff go, but very few

inevitable part of our integration.

C&A: Is it your aim to remain as

president of JLG for the mid term

CS: No it is our intention to appoint

a president of JLG, hopefully from

within the current management

team, although if that does not

work we will go outside to find

someone. I would hope to be able

or will you be appointing a

new president?

certainly less than 20, and an

was not required as a division.

Transition

The surprise acquisition of JLG by Oshkosh was completed in December. As soon as JLG ceased to be a public company and ownership transferred to Oshkosh, it's 'integration team' moved in and began working to transform JLG into a division of the Wisconsin based conglomerate.

The 100 strong integration team is headed by executive vice president and chief financial officer of Oshkosh Truck, Charles L Szews, who became interim president of JLG after the three senior JLG managers Bill Lasky, president and chairman, Bob Woodward CFO and Tom Singer legal counsel were 'let go'.

Charlie Szews (pronounced schevs) 49, joined Oshkosh in 1996 from Fort Howard Corporation having started his career at Ernst and Young. His arrival at Oshkosh coincided with the completion of a restructuring programme in which it divested itself of a number of ill-fitting businesses acquired during an earlier acquisition trail.

No sooner had Szews climbed aboard, Oshkosh embarked on a 10 year period of strong and consistent expansion. This was acchieved through acquisitions funded by strong growth in a buoyant defence market, which until now has represented the bulk of the company's revenues.

In early January Cranes&Access spoke to Szews about his plans for JLG.

C&A: What was Oshkosh's rationale for buying JLG, given that until now all of its businesses have been related to road going vehicles, while JLG is very much off highway?

CS: We don't look at it that way, you could equally say that most of our products are wheeled vehicles with similar technology and skills required. In 1996 we shed a number of businesses that included road going vehicles, such as a bus chassis producer and an RV manufacturer. Acquisitions since then have included Pierce a fire truck manufacturer, which almost doubled our size at the time, and more recently we have bought Jerr-Dan which makes wrecker cranes and IMT which produces service and loader cranes.

JLG also involves lifting and working in the air and like us it has been a pioneer. It requires similar engineering skills and faces the same issues in 2007 as most of our other businesses.



Additionally the more we looked, the more we saw that it had a common culture to us.

In addition JLG will provide some further diversification from the defence business which had represented around two thirds of our sales. It will also give us greater scale globally.

C&A: On completing the deal you let the three senior officers go, is this your normal approach on acquiring a business? And are any other 'layoffs' planned?

CS: No, the guys at IMT and Jerr-Dan for example are still there, the difference here is that JLG was a Public company and as such had a spring. I will then return to my job as CFO of the group, something I currently have to do in addition to this!

C&A: You have made a great deal of noise about synergy benefits, do you really feel that the purchasing power of a \$6 billion company is significantly different from a \$3 billion dollar business, given that you share few components?

CS: We said that our initial synergy savings will be around \$75 million, 25 percent of that came from back office savings at JLG that has already been put in place. The rest will come from procurement. We will be doubling our steel and fabrication spend, we also share a

good number of suppliers, in some cases we found that JLG was buying at lower prices than us and in other cases it was the reverse. So yes we are confident that we will achieve this.

C&A: Did last year's deal between JLG and Caterpillar have any bearing on your decision to go for JLG? Do you see any benefits of this relationship for other parts of the group?

CS: We liked the approach JLG followed with CAT which is our kind of company. It is too early though to contemplate any other benefits.

C&A: Have you considered using the JLG brand to market some of your other products?

CS: No this was not on our radar nor is it at this time.

C&A: You paid a substantial premium for JLG, buying at or near the top of the market. How have you justified this to your shareholders?

CS: JLG is a great company with a big name in its marketplace, it has exceptional growth prospects and I believe that we have paid a fair price for such a business. Our shareholders will have to wait and see how that price looks over time. Some really 'get it' while others have concerns, but we have a long track record now so most have adopted a 'wait and see' attitude. It is over to us not to put our heads down and prove what we have said.

C&A: In your completion notice you mentioned that three key executives, Craig Paylor, Peter Bonafede and Wayne P. MacDonald were expected to stay with the business. While they have worldwide responsibilities. they are US based; you made no mention of any international executives.

CS: These three have global responsibilities, so this extends to all key executives. We have been very pleased with the international team. We have already visited the European HQ in Amsterdam and highly value Isreal Celli and his team.

C&A: Is there any particular message you would like to send to JLG customers and distributors?

CS: Only that we are behind everything JLG was doing, we are committed to its ongoing quality programmes, its commitment to first class aftermarket service and to listening to its customers. That is the Oshkosh way.

polls & forum C&a Make your thoughts known

As it approaches its sixth birthday Vertikal.net is evolving from a pure news and information source into a fully interactive resource for the lifting industry.

New features for 2007 include a discussion forum, polls on issues of the day and video hosting. Ever since Vertikal.net was launched at Bauma 2000 it has aimed to be the source of information covering cranes, hoists, aerial work platforms, non powered access and telescopic handlers. We have worked hard to improve the flow of news to the English and German speaking lifting world and has now reached a point where an average of five news stories are posted in our news columns every working day. Our aim is to be the first with the news. In January of this year almost 60,000 visits were made to Vertikal.net and over 430,000 pages viewed. In a typical day between 2,000 and 2,700 visits are recorded.

Get it off your chest see what others think, ask for advice, opinions or help.

The new discussion forum is growing steadily with over 100

articles posted in the first 10 days. However so far, most visitors have chosen to watch rather than participate. If you register it becomes far more rewarding, you can post your opinions on issues of the day, debate them with like-minded lifting people from around the world as well as seeking advice or feedback on just about anything. We hope that once the forum gains a critical mass in terms of active participants it will quickly grow into a hugely valuable resource for the industries we cover. If you have not already registered then do so today, it will literally take no longer than

Poll 1 - Harnesses

60 seconds.

We kicked of our on-line polling service in December with a two week poll on the wearing of harnesses and short lanyards in boom lifts. In the two week period from 15th December, 621 votes were cast, the results are: **Question:** Should the wearing of harnesses with short lanyards be a legal requirement in boom lifts?

Votes cast: 621 Yes 479 No 142

Poll 2 - Mini cranes

The following poll asked people to define a mini crane from the following three statements: any crane under 10 tonnes, any crane under 5 tonnes and a small spider crane with tracks.

As we go to press it has run for just over four weeks, the vote was surprisingly high for the crane industry, with 968 votes cast. We think that a body of users who favour a definition of under 10 tonnes might have organised a distortion of the result with mass multiple voting. The results shifted over the first weekend from roughly a 30-20-30% split that had remained fairly constant during the first 12 days to as high as 60-15-25% split. The results as of Feb 1 are as follows:

Question: As operator training courses are developed for compact/mini cranes, what best defines such a crane?

Votes cast 968 (as of Feb 1)

Any crane under

10 tonnes 51%

Any crane under 5 tonnes 19%

A small spider crane with tracks 30%





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Can your lorry loader stand its ground?

The latest safety systems have without doubt reduced the number of accidents with loader cranes. However there are still many instances of lorry loaders overturning whilst carrying out lifts due to poor ground conditions.

When a crane picks up a load it generates a load moment that has to be resisted by an equal and opposite force if there is to be a state of equilibrium. This 'reaction' moment has to come from the ground resisting the force the stabilisers place upon it. Whilst overload devices can help prevent all sorts of overloading, there is no electronic way of guaranteeing that the ground is capable of withstanding the stabiliser force that will be imposed upon it.

So in order to have a safe lift, sound mathematics and common sense have to be applied. The Association of Lorry Loader Manufacturers and Importers (ALLMI) is in the process of producing Guidance Notes on the calculation of stabiliser forces and ground pressure. If there is any doubt about the ability of the surface under the stabiliser feet to withstand the applied pressure, the Guidance Notes will provide a valuable source of information. A summary of that advice is provided below.

The first step is to ascertain the force that the stabilisers will apply to the ground during the lift. The Manufacturer's manual for the loader crane should give the maximum stabiliser loadings in kilo Newtons (kN), if not then they should be obtainable from the crane



Always use outrigger mats and if in doubt select larger ones to lower ground bearing pressure.

manufacturer or importer. It should be noted however that the actual loadings can be affected by many factors such as:

- · Loaded condition of the vehicle
- · Condition/inflation of each vehicle tyre
- · Type of vehicle suspension system
- · Torsional resistance of the vehicle chassis
- · Force with which the stabilisers are deployed - has the vehicle been jacked clear of the ground?
- Sloping ground
- Swinging of the load when lifted

If stabiliser loadings are not available from the manufacturer and need to be calculated then the moment generated by the lift must be found. The manufacturer should at least be able to provide the 'gross lifting moment', but if not then a formula in the Guidance Notes will help in calculating this.

The reactive moment generated by the stabilisers will be equal to the lifting moment but it will be shared between the number of deployed stabilisers. The calculation to provide the loading on each stabiliser must take into account its location relative to the column of the loader crane. Typically one will be located close to the column of the crane and this will carry a higher proportion of the reaction loading.

Once the loading of each stabiliser has been found it is vital to establish if the ground will support this loading. To do this the loading must be converted to a pressure - the loading divided by the surface area of the stabiliser pad or mat. Obviously the larger the pad the lower the ground pressure.



At this point it is best to work backwards from the ground pressure that the ground in question can withstand. The following table is taken from the DIN standard 1054 and contains invaluable information regarding the load bearing capacity of different ground conditions in kiloNewtons per square metre.

Permissible pressure on the ground (load-bearing capacity of the ground) to DIN 1054

Filled ground, not compacted 0 - 100 kN/m² 200 kN/m²

- Established, evidently undisturbed ground 1 Mud, peat, marshy ground 0 kN/m²
- 2 Non-cohesive, adequately firmly established ground: 150 kN/m²

Fine to medium sand

Timo to modium odina	100 100 111
Coarse sand to gravel	200 kN/m ²
Crushed stone compacted	250 kN/m ²
3 Cohesive ground	
Mushy	0 kN/m ²
Soft	40 kN/m ²
Firm	100 kN/m ²
Half-solid	200 kN/m ²
Hard (solid)	300 kN/m ²
4 Rock	
Weathered	100 kN/m ²

So having decided on the appropriate figure, the minimum required area in square metres of footpad can be calculated:

Required foot pad area (m2) = Stabiliser Loading

Load Bearing Capacity of Ground (kN/ m²)

Extreme caution must be used in the use of these calculations as the load bearing capacity of the ground can be dramatically reduced by underground hazards such as:

- Electricity cables
- Gas/Water/Drainage pipes
- Culverts
- · Uncompacted material
- · Covered shafts and manholes

Additionally great care must be taken when deploying stabilisers close to buildings as ground conditions may be weakened by:

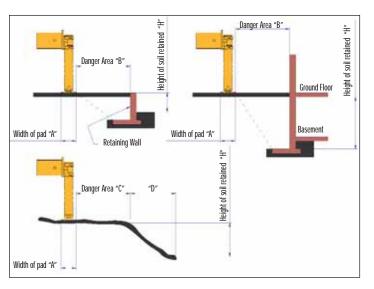
- Recently backfilled excavations and trenches
- · Voids under concrete foundations
- · Cellars and basements

The information on the diagram below advises on the minimum distance from building features or slopes that should be observed.

For work adjacent to structures or temporary works, $B \ge 4A$ and $B \ge 1.5H$

For work adjacent to cut slopes, $C \ge 4A$ and $C + D \ge 2H$

There is a great deal to take into account to ensure that the lorry loader can 'stand its ground' but it is essential if an accident is to be prevented. Should any doubt exist about the adequacy of the ground then further advice should be sought from a geo-technical engineer.



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



Find the fault

Instant Training has devised a new training course, 'Fault finding for hydraulic work platforms' aimed at helping powered access engineers spot faults quickly using a logical process. The course can be tailored to suit specific machines in a fleet.

"A certain amount of time and money can easily be wasted unless a problem is diagnosed quickly and accurately," says senior instructor Dale Downes. "It is all too easy to replace a part but this can sometimes be a 'quick fix' and not the solution."

"Our approach is show how to analyse the underlying cause of a problem so that it can be put right first time and our course offers a definitive road map to troubleshooting."

The two day course includes a day on hydraulics and a day on electrical fault finding. Participants undergo rigorous theory tests on both days and providing they complete all modules to the course manager's satisfaction, they will receive a certificate of successful completion.

Andy Gilbert, operations manager for The Platform Company said, "We've been very impressed with this course, our engineers have benefited tremendously, the strictly analytical approach towards fault finding means the job gets done first time around."

Who trained the operator?

This scissor lift was spotted in a street in Spain. Clearly the operator thought he had done a magnificent job in levelling the machine for work. Obviously he had little or no training on shoring up and levelling!



C&a

training

Lack of training costs £157,000

Two companies, three managers and a developer were fined a total of £94,000 with £53,000 in costs at Manchester's Crown Court following the death of an untrained demolition worker in September 2002. David Moran fell eight metres to his death when he fell through a roof light in Warrington. Moran and co-worker Anthony Harris were using the roof to access another roof on the site whilst working for Elmsgold Haulage.

Elmsgold Haulage was fined £20,000 plus £10,000 in costs after pleading guilty to two charges under the Health and Safety at Work Act. The firm's director John McSweeney was fined £5,000 with £5,000 costs while site foreman Dennis O'Connor was fined £2.500 with £2.500 costs. Demolition contractor Excavation and Contracting was fined £35,000 plus £10,000 costs and its former managing director Bernard O'Sullivan, now living in Australia, was fined £20,000 plus £30,000 costs. John Edge of property management partnership Knight Frank was fined £7,000 and £4,500 costs at an early hearing.

HSE inspector Nic Rigby said: "The tragic death of David Moran, an untrained and unskilled labourer, on only his second day working in the industry simply should not have happened. This case, which involves the prosecution of two managing directors, a planning supervisor, two demolition companies and a site foreman. must send a strong message to those at all levels of the industry, from the board room to the shop floor, that if they fail to exercise the responsibilities that the law places upon them, no matter who they are in the structure of the project, they will be held to account for those failings."

Man fined for bad practice

David Clark, a self employed builder from East Tytherton in Wiltshire, was found guilty at Chippenham Magistrates Courts for contravening the Working at Height regulations and was fined £2,000 with costs of £1,500. Construction inspectors from the Bristol HSE office brought the case against Clark after inspecting construction activities at Hare Street Farm in Chippenham, where he and two men he had employed were erecting a farm building. Inspectors found that none of the safety measures required for working at height, such as netting and barriers, had been put in place.

HSE Principal Construction Inspector, Andrew Kingscott, said "The construction industry should be aware that where HSE Inspectors identify that standards on site fall well short of those required then, in addition to stopping the work, we can also prosecute. We are not prepared to wait for an injury to occur before taking action. This initiative of proactive, risk-led prosecutions means cases can be brought to court more quickly. I believe we will see more of this style of enforcement in the future."

Talk about bad practice!

When it comes to putting people into a job for which they have not been trained it is usually the minor slip-ups

that are the cause of most accidents. But most of them come from the fact that people think they can get away with taking a risk, "It wont happen to me syndrome" Occassionally though you come across some for whom it is almost beyond imagination. Here are a couple of examples we have been sent.



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

See www.ipaf.org for full listing

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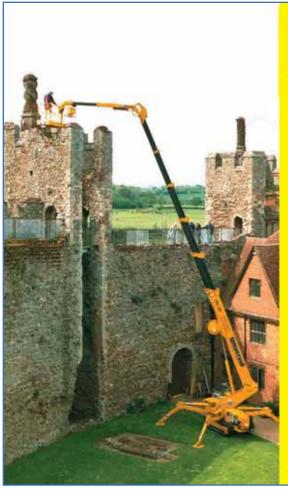
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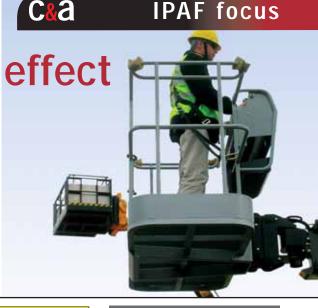
Wear a harness Ca Don't risk the catapult effect

Too many fatal falls from boom-type platforms are happening because people are not wearing harnesses when they should be.

The Powered Access Interest Group (PAIG), a joint committee of the Construction Planthire Association and IPAF, has called for all users of boom-type mobile elevating work platforms to wear a full-body harness with a short lanyard. PAIG has also requested the Health & Safety Executive, manufacturers, hire companies and main contractors to support this campaign. "Powered access is

a very safe way to work at height," said IPAF managing director Tim Whiteman. "However, one of the most common dangers in using boom-type platforms is being catapulted out of the basket. There is a very real risk of being thrown out of booms, but wearing a harness can save your life."

Get IPAF's technical guidance note H1 from www.ipaf.org



Red diesel debate closes

A draft Order was laid before Parliament in early December that defines and clarifies which vehicles can legally use tax reduced red diesel. The Order amending Schedule 1 to the Hydrocarbon Oil Duties Act 1979 comes into effect on 1 April 2007: certain clauses will come into effect on 1 April 2008.

From 1 April 2007, mobile cranes, truck mounted access platforms and mobile concrete pumps with a revenue

weight exceeding 3.5 tonnes will be allowed to use red diesel. The Road Construction Category will be removed along with the exception for street lighting van mounts.

From 1 April 2007, all van mounted platforms and small vehicle mounted platforms under 3.5 tonnes must run on white diesel. The decision followed a successful campaign by IPAF against the proposal to prevent platforms using red diesel.

Category change clarification

The IPAF Training Committee has revised the equipment categories in response to the growing number of machines on the market with outriggers both straight and articulated. This review of all categories takes into account forthcoming changes to EN280. The change in category definition does not affect the training received and the PAL Cards (Powered Access Licences) remain valid as specified. See full story at www.ipaf.org

Keep your PAL with you

IPAF recommends that the PAL Card is retained by the individual operator for production upon request.

Where a PAL Card is retained by the certified operator's employer (or any other third party), the card remains the property of IPAF and is returnable upon demand.

Software brings savings for rental companies

Some IPAF members are seeing their businesses become more efficient, thanks to rental management software from inspHire. "inspHire reduced our invoice production cycle by almost two weeks," said Richard Marchant, financial director of Facelift. "The resulting cash inflow covered the initial investment in the software."

IPAF members enjoy a 10 percent discount on inspHire software. Details at www.ipaf.org/software.pdf

AIF Conference

The Access Industry Forum, the alliance for access of which IPAF is a part, will hold its next conference on 23 May 2007 at the NEC, as part of the Safety & Health Expo. Called "Working at Height - Getting it Right", the conference will address the issues of making access safe, practical and productive. The keynote speaker will be Bill Callaghan, Chairman of the Health and Safety Commission. Details at www.ipaf.org/events.htm

AWPT hires industry veteran

IPAF's US subsidiary AWPT has hired industry veteran Tony Groat as its North American membership development director.

Groat is responsible for acquiring new members, training centres and developing services for IPAF's North American members. He is based in Albany, NY.

Groat has been active in the rental industry for 31 years, starting with Albany Ladder and NES Rental. During his career, he has held positions such as sales, COO, district manager and regional VP. He was accountable for up to 20,000 rental assets (mostly aerial platforms and forklifts), 850 employees and 43 locations in 13 states.



New UK training administrator

Susan Foster, who is based at the IPAF headquarters, took up a new post as UK training administrator in January 2007. Foster will assist in the appointment and administration of IPAF's UK training centres as well as in the update of training programmes and literature.

IPAF-España starts up

IPAF's new representative for Spain and Portugal is Romina Vanzi, who is based in Cadiz.

Vanzi has more than five years' experience in the mast climbing work platform sector, where she was, until recently, export manager for Spanish manufacturer Elevadores Goian. She is a trained mast climber installer and holds a PAL Card to operate scissor lifts and self-propelled booms.



EUROPLATFORM

IPAF will hold a pan-European access conference called Europlatform on 11th September2007 at the Ramada Plaza Hotel in Basel, Switzerland. More details at www.ipaf.org



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A NEW addition to our 'Regulars' The PASMA focus

We would like to welcome you to a new regular feature in Cranes & Access focusing on the role and work of PASMA, the Prefabricated Access Suppliers' and Manufacturers' Association which serves the mobile access tower (sometimes referred to alloy scaffold towers) industry. The association, which is made up of manufacturers, tower rental companies, training centres and user groups, is committed to not only representing the industry, but also ensuring that it makes consistent progress and improvement, backed by knowledge, understanding and competence.

Brian Houston who chairs PASMA says, "I am delighted that PASMA has teamed up with Cranes & Access. It will provide an invaluable forum for delivering the latest news and developments from PASMA and the industry, not only to our members, but to the fast-growing readership of this specialist magazine."

"With the enthusiastic involvement of its members, the association makes a significant contribution to the design, manufacture, application and safe use of mobile access towers. And now readers of Cranes & Access will be the first to hear about it."

Brian Houston, chairman of PASMA



New Training courses

Low Level Access

A new low level access course developed in partnership with the Electrical Contractor's Association (ECA) has recently been introduced as a stand alone, half-day module for users of low level prefabricated access equipment. It caters for access products below 2.5 metres, such as podium steps, folding room scaffolds and wide area, low level access towers.

Work at Height

Also on offer, and again developed in conjunction with the ECA, is a work at height course designed to highlight the issues involved in working at height and the need to select 'appropriate' equipment for the task involved.



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Continuing Professional Development

In its quest to constantly improve the knowledge and expertise of its training instructors, the association is planning its first professional development seminar. Scheduled to coincide with the association's Annual General Meeting, it will be held at the NEC Hilton during the Safety & Health Expo on the 24th May 2007.

PASMA general manager, Peter Bennett said "Our aim is to address highly relevant and practical issues as part of a move towards developing a formal Continuing Professional Development (CPD) programme. Suitable topics are under discussion and, as always, suggestions from members are welcome."

Training is the Key

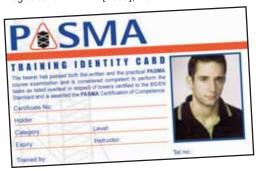
One of the cornerstones of PASMA is its role in providing an industry-wide training programme. Many of its members are approved training centres, certifying them to offer and deliver the association's courses which provide a uniform level of training on a national or even international basis.

Over the years the association's training programmes have gained a strong reputation amongst managers and health and safety professionals who seek objective proof of competence for staff working with towers. An increasing number of them will accept no other proof thanks to its reputation and nationally applied standards.

PASMA has recently updated its training courses to include the requirements of the Work At Height Regulations - WAHR [2005], BS EN

1004:2004, ACWAHT, (the HSE's Advisory Committee on Work at Height Training) basic syllabus, and the requirements of BS 8454:2006 Code of Practice for Work at Height Training. Successful candidates, who must pass a written and practical test, receive a PASMA certificate of competence and a photo card.

Whilst mobile access towers are frequently used as just straightforward access towers to allow an operative to reach an elevated work area, there are also a host of ancillary components that can be used to transform the tower into a wide range of entirely different access solutions. PASMA's training offering for 2007 includes a series of advanced modules which cater for a selection of these applications, plus a supervisors' and managers' inspection course.



The PASMA photo card is increasingly recognised as the definitive proof of training.

PASMA focus

Working in Partnership

PASMA is an active and wholehearted Called Working at Height – Getting it supporter of the 'alliance for access' - Right, it will point up issues connected the Access Industry Forum (AIF) As such it will be a major contributor and productive. Based on individual to this year's Access Live Area, Access Industry Village and AIF Conference at the Safety & Health Expo 2007 which runs from May 22nd to the 24th. PASMA members wishing to take exhibition space or participate in the Access Live Area should contact the secretariat. Promotional downloads are also available for those members wishing to promote the event to their respective customers.

Following a completely new format for 2007 will be the AIF Conference. with making access safe, practical case studies featuring familiar workplace solutions, the AIF team, including PASMA, will demonstrate different solutions to the same problem, highlighting the pros and cons in each case, with supporting comment from the HSE.

Keynote speaker will be Bill Callaghan, chair of the Health and Safety Commission, and the conference will be chaired by Ian Greenwood, head of the Falls from Height Team at the HSE.

Tel: 0845 020 4242 for a brochure.



Game, Set & Match to Towers!

This commanding tower was supplied by PASMA member, Atrium Access, to facilitate work at the recently completed National Tennis Centre, Roehampton, little more than a lob away from Wimbledon. The world-class venue is intended to nurture and support British tennis players.

Coming Soon

The following items will be available in the near future:

- A series of three PASMA posters promoting:-
- The PASMA training identity card and the need to establish proof of competence.
- · Policing of the card and how to report misuse and abuse.
- The various categories of PASMA membership and how to join.
- · A new-style joining pack complete with media kit to enable organisations to promote their membership of the association.
- A range of PASMA promotional items including banners and flags for use at exhibitions and shows.

New Members

The association is delighted to welcome the following organisations as members of PASMA:

Courtley (Health & Safety) Ltd, Liverpool Ridgeway Plant & Co Ltd. Belfast UK Construction Training Ltd. Gosport Nimrod Training and Assessment Providers, Reading Heightmaster Ltd. Burton-on-Trent Southwest Assessment & Training, Cornwall Optimum Drywall Systems Ltd, Bristol NIS Training Ltd, Killingworth Ace Training Solutions Ltd, Oldham Kingscote Ltd-T/A Webb's Training Services, Milton Keynes Adapt (UK) Training Services, Skelmersdale Todo Mundo Ltd, Letchworth

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The world's largest Construction Equipment Exhibition: April 23 – April 29.

Bauma, the biggest capital equipment show on earth, covers everything from Tyres to Telehandlers, Cranes to Theodolites and Cabins to Platforms. The range is mind-boggling and it attracts more exhibitors and visitors than any exhibition of its kind in the world. Even though most visitors stay for more than one day, the show is so large, the number of stands so great and the visitor traffic so heavy, that customers can easily miss stands that would be of serious interest to them.

Vertikal Bauma is a Bi-Lingual (German/English) specialist guide for those primarily interested in Cranes, Telehandlers and Access Platforms.

Some facts about Bauma:

Over 415,000 Visitors:

At least 330,000 use German as a primary language Over 390,000 visitors are European

In 2004 over 95,000 visitors claimed that scaffolding, formwork and access were their major interests, while more than 90,000 claimed that it was lifting and conveying.

Vertikal Bauma: The complete Bi-Lingual guide to access and lifting at Bauma

- Made available to readers of Cranes & Access and Kran & Bühne prior to the show and will be online before, during and after the show.
- A minimum of 10,000 copies will be distributed at the entrance to the outside areas during the exhibition.
- A reference style, easy to read directory all Access Equipment, Crane, Telehandler and associated component and ancillary equipment exhibitors will be listed.
- Full detailed plans and maps of the exhibition showground will be included.
- The guide will contain local area information including restaurants, bars and how to get about in Munich.
- Produced in both German and English, the guide will ensure that your company reaches more than 90 per cent of visitors during the show.
- The guide will be widely publicised and promoted in the three-month run-up prior to Bauma.
- The guide will also act as a reference source to the lifting and access communities after the show.

To Feature your company and products in Vertikal Bauma contact:

E-mail: VBE@vertikal.net

Tel: +44 (0) 87077 40436 Fax: +44 (0) 1295 768223

Die weltgrößte Baumaschinenmesse vom 23. – 29. April

Egal wie Sie es sehen. Die Bauma ist die größte internationale Baumaschinenmesse in 2007. Ob Krane, Arbeitsbühnen, Teleskoplader oder Zubehör. Diese Ausstellung ist der wichtigste Termin, um neue Produkte aus Ihrem Bereich vorzustellen. Diese Messe ist größer an Fläche, umfangreicher an Ausstellern und hat mehr Besucher, als alle Messen dieser Art. Viele Besucher bleiben länger als einen Tag. Die Messe ist so groß, der Besucherstrom so stark und die Anzahl der Stände so umfangreich, dass es leicht passieren kann, dass Besucher viele der Stände verpassen, die eigentlich interessant für sie wären. Unser zweisprachiger Messeführer VERTIKAL BAUMA

wird die Besucher in Deutsch und Englisch an Ihren Stand führen und nach der Messe als Referenzwerk nach Hause mitgenommen werden.

Einige Zahlen über die Bauma:

Mehr als 415.000 Besucher

Davon haben 330.000 Deutsch als Hauptsprache Über 390.000 sind Europäer

Und im Jahr 2004 lag das Hauptinteresse von fast hunderttausend Besuchern im Umfeld der Hebeindustrie

Vertikal Bauma

- Über 10.000 Exemplare werden an Haupteingängen zu den Außenbezirken verteilt werden.
- Eine einfache Übersicht der relevanten Ausstellern und detaillierte Pläne zu den Ständen stellt sicher, dass die Kunden und Besucher Sie nicht verpassen werden.
- VERTIKAL BAUMA stellt die Neuheiten und Neuigkeiten der Branche speziell zur Bauma vor.
- Stellen Sie sicher, dass jeder interessierte Besucher Ihren Stand findet.
- Stellen Sie sicher, dass Sie mit dabei sind, um für Ihre Produkte und Ihren Service während und nach der Messe zu werben.
- Mit unserem zweisprachigen Messeführer Deutsch/Englisch erreichen Sie 90% der Besucher
- Auch Nichtaussteller sollten mit dabei sein, um sich im passenden Umfeld zu präsentieren.

Um Ihre Firma, Produkte und Service in Vertikal Bauma zu präsentieren, sollten Sie sich schnellstmöglich mit Ihrem Anzeigenvertreter des Vertikal Verlages in Verbindung setzen:

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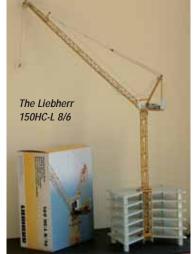
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New climbing luffer

Liebherr has introduced a 1/50th scale model of its 160 HC-L 8/6 lift shaft climbing luffing tower crane. The model, Liebherr's sixth tower crane model comes complete with a six storey building with lift shaft.

This superbly detailed model stands up to over a metre high and has an outreach of up to 600mm. The crane has to be assembled and it is on the whole fairly simple, although getting the reeving right on the luffing jib is a little tricky in spite of the fact that comes pre-reeved!

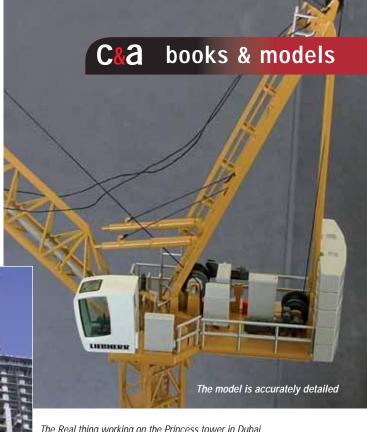
All in all this is a superb model, but does require quite a bit of space. Once available it can be purchased on the Liebherr on line shop or from your nearest Liebherr parts stockist.





Detail of the climbing system





The Real thing working on the Princess tower in Dubai.

New Crane Operator's Logbook

The International Marine Contractors Association (IMCA) has published a new A5 sized hard bound Crane Operator's Logbook for offshore vessels. The logbook has sections devoted to personal details, the operator's training record, competence assessment record and previous experience along with actual crane operation records. There are also sections devoted to an explanation of the codes used and worked examples to further clarify use of the logbook.

The personal details section of the logbook includes the need for a photograph which not only has to be renewed after ten years, but is also endorsed with a company stamp or seal.

"We believe that this new logbook will be invaluable to offshore crane operators throughout their working life and prove to be a vital safety aid," says IMCA's technical director, Jane Bugler. "It is, of course, equally valuable to employers as it enables them to quickly and easily verify a crane operator's past experience and competence."

> Copies of the offshore crane operator's logbook are available from IMCA at £11 for members and £13.50 for

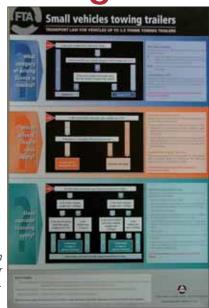


Trailer towing rules

The Freight Transport Association has published an A2 sized poster that shows clearly the UK law for the towing of trailers by vehicles of up to 3.5 tonnes GVW.

It highlights the category of driving licence is required, the driver's hours that apply and the driver licensing required. Posters can be ordered by calling 08717 111111 and quoting reorder number 54388

The Freight Transport Association has published this handy poster that claries trailer towing rules.



Lego TM12

We received this photo of an UpRight TM12 model from Rickard Holmlund of Instant Zip-Up Svenska. Holmlund made the model from standard Lego building blocks. Zip-Up Svenska is UpRight's distributor in Sweden and typically sells several hundred TM12's a year. Sweden, one of the most developed aerial lift markets in the world has by far the highest concentration of this type of lift in the world.

> A Lego version of the UpRight TM12 build by Rickard Holmlund.



readers letters

eacers / CttC/s to the editor

Letters to the editor

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

Dear Sir,

The members of the UCOA would like the CPA, HSE, and all the other people representing the tower crane Industry to consider, the following things that the operators of tower cranes think should be done to help the crane industry. We would like you to bring these ideas up at your next meeting on tower cranes.

1. We feel there should be a return to a sort of apprentice type course where the company starts a young lad on the books. He is then placed with an experienced driver where he can learn to operate in all conditions, not only all weather conditions but in the dark and when working blind with radios, all these things he will not learn at the CITB Bircham Newton. After he has reached a reasonable level of confidence he would then go to the CITB for the technical data and to sit a test on one of their cranes, with say four or five tasks to perform in a set time.

We understand the cost involved but the government has funds for training programs, and the extra cost can be passed on to the client who will put all this onto the cost when they tender for a contract. Additionally you could also ask for legislation to be put in place for training, where tax concessions could be claimed, these are only ideas that will help achieve a proper training program, instead of young lads investing £3,000 of their own money and finding they cannot get a job and if they do, it is short lived because they are too slow for the client.

Most of the older drivers sat with experienced drivers when they where learning and we feel that the industry needs to go back to what works best.

2. This next point will help the first one; we believe that two operators should be required for each tower crane on site. This will allow the drivers to have proper tea breaks, toilet breaks, and allow them to walk about for a time to reduce the risk of DVT, (Deep Vein Thrombosis). As some of you will be aware most clients now require the tower cranes to work without stopping for tea or meal breaks, making all the other trades split there meal breaks, as with the banksman.

- 3. The training of personnel on site to operate self erecting tower cranes to stop, we feel the cavalier attitude by the company's that do this is frightening. These cranes are as difficult to operate as static tower cranes and should be operated by properly trained operators, not some joiner picked from the bait cabin.
- 4. The Lantra Awards, in their agenda they have a program for deaf people to be trained to operate plant machinery, we think this is a very bad idea for the construction industry, as a construction site is not the place for someone who cannot hear any commands shouted at him in an emergency, certainly not a crane operator. We hope this will be removed from the Lantra programme.

These are just some of the ideas that we think the Industry should be trying to achieve to improve an Industry that at the moment is going backwards in its outlook, not forwards, we need to be able to promote the crane industry as a very professional Career. If you look at Airlines, they have two pilots on each flight and two surgeons are present at each operation, so why not two drivers to each machine?

Yours Sincerely

John Batey

Chairman

United Crane Operators Association

Dear Sir,

Re not wearing harnesses

The service engineers that I work with and that I know at other companies, all agree that wearing harnesses in our own yard/test area is a No, but on site we all use them in booms but not scissors. When working machines in the yard they have already been tested through all cycles from the ground and examined during the PDI before we go elevated.

There are no curbs to 'fall off', no vehicles to strike the platform and there is no reason to get into a partial tip situation as the ground situation is known and secure. Unlike the operator who only leaves the basket 2 or 3 times in a shift we are constantly in and out of the baskets and find the lanyard becomes a trip/fall hazard.

Perhaps our freedom to choose should remain in the depots but not on site?. Please don't encourage the 'nanny state' to make blanket decisions, but consider a silent minority that have to try work in an industry that is demanding.

We work with more and more PPE, regardless of the work we are carrying out. eg wearing hard hat, eye protection, Hi-Viz jacket, long sleeves, gloves and all while trying to change wires on a starter motor when you have crawled into a 18 inch space under a scissor platform - on top of the engine compartment, behind the guards with your arm down the back of the engine, in 90 degree temperatures, in an area where no vehicles can possibly approach due to a wall, trenches and the van. No cranes in the area and no one else working within 40 feet. But the safety officer demands to know why I am not wearing my PPE? (its hanging on the guardrails) he says he will get me banned from all the contractors sites!

What ever happened to 'you are your own safety officer'. Some of the site safety officers are 'jobsworths' that will not listen to reason and follow the rules made by someone hundreds of miles away who has not visited the particular site and will not consider special situations where wearing PPE makes the job more hazardous. This not only applies to the access industry but to all construction equipment engineers.

I hope this helps you see the engineers point of view, please note if we are not happy with our situation we can still wear an harness at our own choice.

Name withheld at correspondents request.

New crane remote controller

HBC-Radiomatic has introduced a new radio remote control transmitter for industrial cranes. Dubbed the Quadrix it offers new levels of safety and ruggedness. The controller includes eight two stage buttons, six of them are reserved for crane functions, one for 'crane on' ad one for a horn or lights on /off.

Power comes from a high-performance rechargeable NiMH exchangeable battery not susceptible to memory effect. When used between one and two constant hours a day it will last up to 20 days, before needing too be exchanged for a fully charged unit.

The extra safety features built into the transmitter were developed in partnership with TUEV Suedwest and include a newly locking STOP button which reliably stops all commands. The STOP switch is

The new Quadrix transmitter HBC Radiomatic



part of an innovative switch-on mode that is executed quickly and easily while preventing any unauthorised use of the transmitter.

In addition, Quadrix is equipped with a hidden switch that allows the operator to easily change the transmitter's frequency. The unit also befits from Radiomatic-Adcon which is installed in the transmitter housing and contains all data necessary to operate the radio control system, plus various user-specific settings can be saved. In cases where the controller/ transmitter has failed and needs to be changed, the user can conveniently exchange a broken transmitter without losing any user defined settings.

The push buttons on the Quadrix

are all metal reinforced and are easy to handle with work gloves. A handy, ergonomically designed casing meets IP 65 while an integrated all-around rubber shock absorber protects it from damage. The controller weighs only 330 grams (11.6 oz.) and includes a belt clip. The compatibility optional features include Radiomatic's shock-off, roll-detect and zero-G, all of which allow a safe shut-down of the transmitter in specific emergency situations. A further option is AFS - Automatic Frequency Selection, to avoid frequency

conflicts in areas with high

radio density.



Triple speed welding of high strength steels

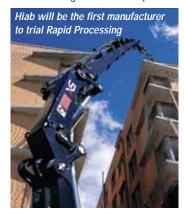
SSAB-Oxelösund and Aga-Linde have launched a new process for the welding of high strength steels known as Rapid Processing which can make use of existing MAG equipment and therefore does not require a major investment. Rapid Processing makes it possible to weld high-strength steel up to about three times faster than with a conventional MAG process. Welding technique trials using butt welded joints with Weldox 1100 high yield structural steel show that the process "exceeds the requirements for Weldox 1100 by a long way".

The process uses a lower heat input in comparison with conventional welding processes, leading to reduced deformation and less distortion for the entire construction, reducing the need for straightening after welding. SSAB is responsible for the material technology competence while AGA-Linde is responsible for the development of the process technology.

Loader crane manufacturer Hiab will be the first company to evaluate the

process in production at its plant in Zaragoza, Spain, using Weldox 700 and 900 with plate thickness of 7 to 8mm. In this case, the type of welded joints will be butt welds within the structure of loader cranes. The goal for Hiab is principally to increase manufacturing speed, and secondly to achieve high static strength in the welded joints.

SSAB and Aga-Linde believe that the use of Rapid Processing can be extended to the welding of all grades of high strength structural steel including Weldox-wear plate.



New safety pin

Southco has launched a new Y-handled Lockwell push button quick release pin with a cupped recess to protect against accidental release. The flared end also provides a convenient grip point for removing the pin. The pins are a quick alternative to nuts and bolts, cotter pins, or lynch pins for locating, positioning or retaining objects in a variety of applications. The pins, which are available with diameters of 3/16 to 1 inch are designed to be vibration-resistant and manufactured to commercial grade, or aerospace/military standards. They are made to order so can be specified for the unique fit, strength, and performance requirements of the application. Material options include stainless and 4130 alloy steel.

The single-acting design of the pin allows for quick and convenient tool-free insertion or removal with a simple press on the pushbutton. Pressing the pushbutton allows the detent balls at the end of the pin to retract into the pin housing so that the pin may be inserted or removed from its mounting hole easily. When that pushbutton is released, a spring-loaded shaft within the pin forces the detent balls out, creating a positive locking action that retains the pin firmly in its mounted position. Users can choose between a two-ball design and the four-ball design for increased tension load capability.

Options include a variety of lanyards and storage sockets for use when the pin remains retracted.





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

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

Whats on?

The Rental Show 2007

ARA convention and rental show February 7-10, 2007 Atlanta, USA Phone: +1800 334 2177 Fax: +1309 764 1533 E-mail: info@therentalshow.com

ACE 2007

The Australian Construction Equipment Expo February 22-24, 2007 Melbourne, Australia Phone: +61 (0)3 9567 4260 Fax: +61 (0)3 9567 4261 E-mail: ace@etf.com.au

IPAF Summit

Annual Summit for International Powered Access Federation March 27, 2007 Whitlebury, UK Phone: +44(0)1539562444 Fax: +44(0)1539564686 E-mail: info@ipaf.org

Bauma 2007

Worlds largest constructions equipment show April 23-29, 2007 Munich, Germany Phone: +49 (0)89 51070

Commercial Vehicle show

The UK show for trucks and accessories April 24-26, 2007 Birmingham, UK Phone: +44 (0)1634 261262 Fax: +44 (0)1634 360514 E-mail: cvshow@cvshow.com

SED 2007

UK's premier construction equipment exhibition May 22-24, 2007 Rockinham Speedway, Corby, UK Phone: [44] 020 8652 4810 Fax: [44] 020 8652 4804 E-mail: jackie.hanford@rbi.co.uk

TABS

Tag der Arbeitsbühnensicherheit 21. June 2007 Fraport Frankfurt, Deutschland Tel: +49(0)761 8978660 Fax: +49(0)761 8866814

E-Mail: info@vertikal.net

Hillhead 2007

International Quarrying and Recycling Show June 26-28, 2007
Buxton, Derbyshire, UK Phone: +44 (0)115 945 3890
Fax: +44 (0)115 988 2651
E-mail: penny.lewin@qmj.co.uk

Platformers days

German access equipment meeting August 24-25, 2007 Hohenroda, Germany Phone: +49 (0)5031972923 Fax: +49 (0)5031972838 E-mail: info@platformer-days.de

Vertikal Days

Meeting for the UK crane and access industry Haydock Park September 19/20th 2007 Tel: +44(0)8707 740436

Fax: +44(0)1295 768223 E-mail: info@vertikal.net Web: www.vertikal.net

The Hire Show

Exhibition for Rental Professionals October 2-3, 2007 London, UK Phone: +44 (0)2083871244 Fax: +44(0)8451276113 E-mail: thehireshow@btopenworld.com

ICUFF

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ICUEE-International Construction & Utility Equipment Exposition
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Batimat 2007

French building and construction show November 5-10, 2007 Paris, France Phone: + 33.1.47.56.51.84 Fax: +33 1 47 56 51 93 E-mail: info@batimat.com

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International Public works, construction and mining show April 22-26, 2008 Zarragoza, Spain Phone: +34 976 76 4700 Fax: +34 976 33 0649 E-mail: info@feriazaragoza.com

Apex

International powered access fair September 17-19, 2008 Maastricht, The Netherlands Phone: +31 (0)547 271 566 Fax: +31 (0)547 261 238 E-mail: Joyce@ipi-bv.nl



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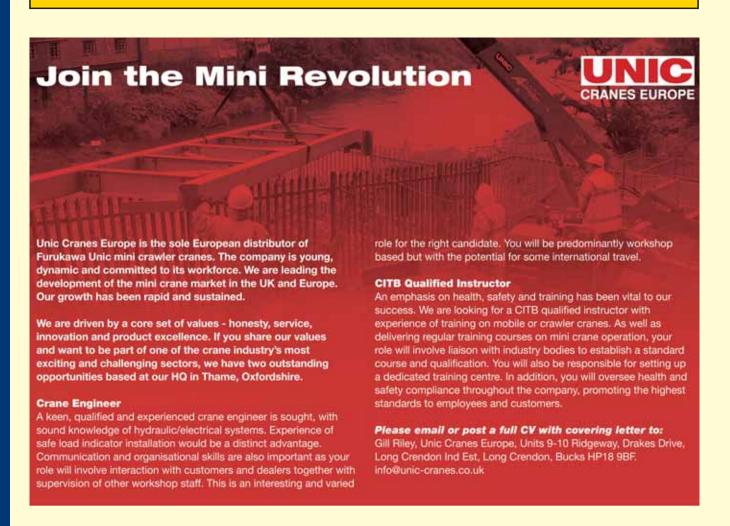
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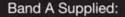
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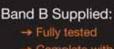
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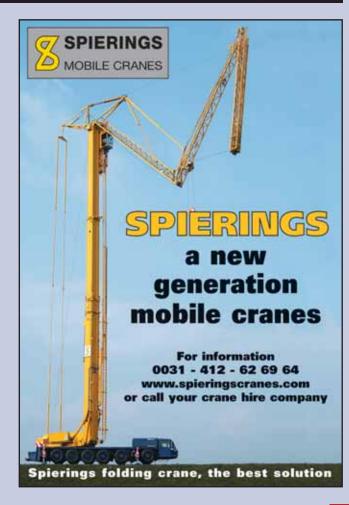
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