

cranes & access

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August/September 2008 Vol. 10 issue 6

UK/Ireland

TOP 30 rental companies

RI 2008
MAASTRICHT
SEPTEMBER
17-18-19
issue

Heavy lift issue

Trailer lifts

Vertical
data

.....Palfinger buys Wumag.....Haulotte buys Bil-Jax.....New Kobelco City crane?....New Manitou platforms.....

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On the cover:

A Niftylift 150T trailer platform working in Milton Keynes, UK



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The second Vertikal Days event - showcasing cranes, access equipment and telehandlers - was held at Haydock Park in late June. In spite of the 'summer' date the weather was not kind. However this did not deter almost 1,000 lift equipment buyers from turning out to meet suppliers and view the latest equipment innovations



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c&a comment

Every cloud has a silver lining.

Where has the summer gone? The now familiar August wash-out began much earlier this year, and even moving Vertikal

Days to the end of June didn't improve the weather - it poured.

The successful second gathering of the crane, access and telehandler fraternities was marked not only by torrential rain on the second day, but also strong winds from the start. These were a major contributing factor to an unfortunate incident involving a fully erect, indoor, narrow-aisle scissor platform with sail-like banner attached to the side of the basket. The machine blew over, thankfully without anyone being injured.

As it is pointed out to us from time to time, our web site www.vertikal.net covers a disproportionate amount of crane and access accidents which could give a misleading image of a 'dangerous industry'. So to have a platform topple at Vertikal Days was the last thing anyone needed. However, they say every cloud has a silver lining and indeed several positives resulted from the incident.

Firstly, it made the industry take a good look at the way it exhibits at trade shows, from the equipment chosen to the training of the stand personnel. All too often, equipment is demonstrated in unfamiliar surroundings (this was a special indoor machine on show outside, at full height on uneven ground) and staff manning the stand may well be trained in the art of sales, but are not necessarily trained fully in the operation of the equipment.

Secondly, the speed with which representatives from the major aerial lift manufacturers convened a meeting (the following morning) to review the lessons that could be learned from the incident. Within another day or so IPAF had published basic guidelines which are expected to form the base of the draft Code of Practice covering training levels for sales staff and staff involved in setting up equipment at exhibitions.

It all goes to show that investigations do not need to take years before results are made public and that improvements to safety within the industry can be discussed and implemented very rapidly. But like most incidents, it has also shown that most can be avoided by having trained personnel using the right equipment for the job and using it appropriately. Somethings never change.

Mark Darwin

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

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Haulotte buys Bil-Jax

French-based aerial lift manufacturer Haulotte, has purchased Bil-Jax, the USA-based manufacturer of trailer lifts, self-propelled booms and steel scaffold products in an all cash deal. The Bil-Jax management team will remain in place, although they will no longer be the owners of the company. Bil-Jax had sales last year in the region of \$80 million, 90 percent of which was in North America. The company employs 300 and has a relatively modern plant, completed in 1995 and covering 25 acres with 325,000 square feet under roof.

Haulotte chief executive, Alexandre Saubot, told Cranes & Access that in terms of strategy and distribution, the Haulotte and Bil-Jax teams will work together to maximise the synergies and opportunities between the two companies with no fixed plans or agendas.

This includes the continuation of the Bil-Jax steel scaffold business, with thoughts on using Haulotte's outlets to boost sales overseas. Haulotte gains, not only an American production facility, but in-depth distribution and an experienced and well respected management team.

In Europe Bil-Jax has made a solid start in markets such as Germany and more recently the UK, where Promax has been appointed. No immediate changes are planned.

Bil-Jax was founded in 1946 and in recent years was owned by German based Plettac, followed by Centerfield Capital and since 2006 by the management team.

A new city crane?

One of our eagle-eyed readers spotted a brand new prototype of a three axle city type All Terrain crane in northern Germany this summer. The new crane, built by Kobelco, had arrived from Japan and where it was headed we know not although one suggestion was the Grove facility in Wilhelmshaven? Kobelco said that they preferred not to comment on the product, which was acknowledged as a

prototype. Interestingly its operators cab is located on the left hand side, rather than the right as is normal for Japanese cranes.

The company launched its first city crane back in 1989 when it began building the highly popular RK70M. It recently launched the 25 tonne Panther X250 'City Conscious' crane in Japan with an overall length of under nine metres and a maximum on board tip height of 43.2 metres. Watch this space.

Will this prototype make it to production? Where is it now?



2,500 tonne tragedy in Houston

The boom came down on a CC2400 and the catering tent



A 2,500 tonne VersaCrane TC36000 owned by Deep South Crane and Rigging of Baton Rouge, Louisiana collapsed at LyondellBasell's Houston refinery in mid July. The crane, believed to be the largest operating in the USA, was we understand, in the process of installing its superlift counterweights when the main boom was pulled over the back of the crane, causing the slew ring connection to the cruciform outrigger base to break away. The boom and back mast crashed down onto a Demag CC2400 crawler crane and clipped a catering marquee. Both crane operators died along with the men attaching the counterweights from a boom lift.

The boom and backmast crushed a CC2400



Four Deep South employees: - Marion "Scooter" Hubert Odom III, 41; John D. Henry, 33; Daniel "DJ" Lee Johnson, 30; and Rocky Dale Strength, 30 lost their lives in the accident. Deep South designs, builds and rents the Versalift heavy crane range and specialises in refinery type work, until now it has had an excellent safety record. The investigation continues.

The Superstructure parted company with the base



Palfinger takes Wumag

Loader crane company Palfinger, owner of Bison aerial lifts has acquired the Elevant work platform division of Wumag for an undisclosed sum. Wumag has revenues in the region of €40 million. Bison Palfinger has failed to make a dent in the large truck mounted market, while it is Wumag's strongest area. The two production facilities are within 15 minutes of each other, facilitating the merging of operations. They will though continue to be branded separately as Wumag Palfinger and Bison Palfinger.

Terex enters the water

Terex has acquired Fantuzzi Industries the Italian-based port crane, straddle carrier, rubber tyred gantry crane and reach-stacker manufacturer. The deal, valued at €215 million, is expected to close towards year end. The price paid incorporates settlement of the outstanding bond payment that Fantuzzi missed in July but does not include any real estate.

Fantuzzi has three production facilities in Italy, one in Germany and one in China along with 17

sales and service locations around the world. Its 2007 revenues were around €447 million and it employs around 2,230. The company will join the Terex cranes business and plans include merging the Terex reach-stacker products, currently built in France, with the Fantuzzi reach-stacker and mast type container handler range. Other products include Noell straddle carriers, Fantuzzi and Noell branded rail and rubber tyred gantry cranes and Reggiane mobile harbor and ship-to-shore cranes.

Who's got the biggest?

Socage has unveiled its plans for a 100 metre plus truck mounted lift, based on a 70 metre it is launching at APEX. Socage hopes to stretch the model to 104 metres to top Wumag's 102.5 metre lift. It will be mounted on a five axle truck chassis and incorporate a main telescopic boom, two articulated telescopic jibs and a short final jib. However Bronto has also announced that it is building a 104 metre version of 100 metre truck mount for a customer working on wind turbines.



Will the new Socage be 103, 104 or 105 metres?

A fistful of new products

In July Manitou announced five new aerial lift products, including: a new 60ft (18 metre) platform height articulated rough terrain boom lift - the 200ATJ, its largest so far, with a new dual parallelogram over-centre riser, two section telescopic boom and longer jib; Bi-Energy versions of its 150 and 170 AETJL slab electric boom lifts, with more ground clearance and higher lift capacity and a totally redesigned VJR mast boom series - the VJR 80 and 100 'Evolution' featuring drastically reduced Gross Vehicle Weights, marginally lower platform heights and direct electric drive.



The completely redesigned VJR100 Evolution has electric drive and lower GVW

The 200ATJ builds on the company's highly successful 160 and 180 ATJ series, with several of the new features - such as the improved lift mechanism - likely to find their way back into the existing models. The new Bi-Energy booms have been designed both to satisfy demand for such machines in markets like the UK, as well as to counter some criticisms of the existing electric models.

The new VJR models correct errors in the original design parameters and allow Manitou to go head-to-head with JLG Toucan and Haulotte, in what is a very important market sector in France.

The company also announced that it is testing a 17 metre telescopic truck mount on the French market and is now building its electric scissor range in China.

The new Manitou 200 ATJ boom has a new over-centre riser design.

Telehandler and aerial lift cut backs

This summer has been dogged by announcements of production cut backs at most large telehandler and lift manufacturers, with JCB, JLG, Snorkel, UpRight, Genie and Skyjack all announcing workforce cuts. With shrinking order books, manufacturers are scaling back production but are also increasing prices, led by Genie which has announced a 7.5 percent price increase this month.

Ainscough to crawl

Ainscough Crane Hire is dipping its toe into the crawler crane market with a 500 tonne capacity Terex Demag CC2500-1, due for delivery at the end of 2009. Managing director Neil Partridge confirmed that the company is likely to add further crawler cranes to its all mobile fleet.

A series of unfortunate events

The Health & Safety Executive unveiled a 10 page technical report at the inquest into the death in January 2007 of Zbigniew Roman Swirzynsk after he was struck by a tower crane counterweight on a site in Liverpool. The report reveals a series of events that combined to create the fatal crane collapse.



The Comedil luffing jib tower crane, owned by Falcon cranes, was lifting a lightweight reinforcing-bar frame, with its jib close to maximum elevation, when it was caught by an 82 km per hour gust of wind which lifted the jib, removing the load from the luffing cable, which then managed to jump out of its sheaves, even though the cable retaining bars were in place. The gust had been short enough not to trigger the wind alarm which was set at three second intervals and also caused the load to hang up, possibly on the cranes tower?

The operator, Barrie Walker, tried to lower the jib, but with little or no weight on the hook and the luffing rope out of its sheaves, the winch simply paid out slack cable which looped up behind the cab.

The jib then dropped suddenly, after Walker slewed and freed the load, creating a large dynamic overload, causing the slew bearing connection to the tower to fail. As the crane's superstructure fell the 2.4 tonne concrete counterweights were thrown free, one of which landed on Swirzynsk killing him outright.

Geoff Frackelton, of the HSE, said: "European Safety Standards state that a safety bar be positioned across the pulleys to prevent the ropes coming loose. This crane satisfied all of the standards for its use in this country. It was the proper crane for the job, properly set-up and correctly used according to the Standards." He added that the investigation had focused on a four millimetre gap between the luffing sheaves and cable retainer bar.

"In exceptional circumstances the rope can flatten-out and fit through this gap. These cranes are still being sold and used as they meet the safety standards. We can't control the wind and if it has happened once it could happen again."

After returning a verdict of accidental death, Liverpool coroner Andre Rebello said: "I will be writing to Lord McKenzie, under-parliamentary secretary of state, regarding the crane safety standards. It is up to him to decide whether to raise this matter with the European safety authorities."

And the HSE writes to UK crane companies

Following publication of the above report the HSE has written to UK crane rental companies asking them to "take forward certain actions" which have arisen from its investigation. The letter includes the report and highlights the issue of "unsatisfactory although legal, cable retainers on the luffing jib hoist cable reeving."

NMT jumpers

Crane rental company NMT has often been criticised for allowing its cranes to

be used for non-essential, entertainment-type activities. However rather than backing away from this activity it has honed its skills and become a regular partner of UK Pro Base, the base jumping company and has so far seen more than 1,000 safe and successful 90-100 metre jumps from its Terex Demag AC200 and new AC250 cranes.

Dave Moores, a director at UK Pro Base said: "We always understood the crane industry's reluctance but NMT were happy to give us the time to explain our methods and procedures and then work with us to establish good working practices to allow the events to go ahead safely."

NMT is using its Terex Demag AC200 and new AC250 for base jumping with regular partner UK Pro Base.



New MCG UK facility

Manitowoc Crane Group is to open its new UK facility in Gawcott, near Buckingham and should be fully operational later this month. The new facility will handle sales and service activities for Grove mobile cranes, Manitowoc crawler cranes and Potain tower cranes for the UK and Ireland.

Manitowoc UK currently operates from facilities in Uxbridge and Sunderland. Both of these will operations will close when the new Buckingham building opens.

World launch

Oil&Steel launched its new 20 metre working height Snake 2010 Compact with 'Gecko' stabilization and new articulated double-pantograph boom on a 3.5 tonne chassis at an open day held in July at its San Cesario sul Panaro facility near Modena, Italy.

Several hundred dealers and customers attended the spectacular world launch which also saw the 10,000th platform built by Oil&Steel as well as the latest addition to its Octopussy range - the 21 metre working height, nine metre outreach, 200kg capacity Octopussy 2190.



The new lift includes Gecko stabilisers which can be converted to speed bumps

Several hundred dealers and customers saw the world launch of Oil&Steel's new 20 metre Snake 2010 Compact.



Kalmar trials

The DB35 with basket



Kalmar, the Coventry-based UK/Ireland distributor for Altec aerial work platforms and cranes, has been demonstrating a multi-purpose insulated device aimed at the utilities sector. The Altec DB35 has been available in North America for several years, but growing interest from European utility contractors spurred on its European launch. Kalmar has been showing the unit to selected customers in order to judge if there is enough demand to market the machine in the UK.

With a weight of about three tonnes - 3.5 tonnes with trailer - the multi-function machine is a pole transporter and lifter, a pole hole borer (to about three metres) and pole setter, a 12.5 metre working height, 9.2 metre outreach access platform, an equipment carrier (up to 590kg) and 1,000kg capacity crane. The unit is also insulated to 46kV allowing it to carry out live-line work.

Scarborough exits

Frank Scarborough, the chief operating officer of US-based aerial lift manufacturer Snorkel, left the company in June. Snorkel is owned by Tanfield, which also owns UpRight. Scarborough re-joined Snorkel in 2003 after a lengthy sojourn with UpRight which ended in 2000.

Directors 'do a runner'

The two principle directors of Hemel Hempstead and Stoke-based powered access rental company Capital Access - Richard James Creedy and Gareth William Gillings - have abandoned the business and left the country after running up serious levels of debt.

Finance companies are still in the process of tracking down the company's equipment and until that process has been completed there is no way of knowing how many units are missing. It is virtually certain that some have been seized by creditors hoping to regain something from the ashes. The whole soap opera like affair was a throw back to the worst days of the aerial lift rental business. It looks as though the two panicked and fled.

100% equity

2000 with a capital injection to fund its international expansion.

Dirk Theyskens and his management team have bought out the minority shareholders in Arcomet, the Belgian-based tower crane rental company, giving them 100 percent of the equity. Ackermans & van Haaren, GIMV, Sofinim and NPM Capital bought 40 percent of the company between them in

Revenues have since risen from €53 million to €120 million, while EBIT has grown from €12.5 million to €33 million. At one point it looked as if Theyskens would be unable to buy the shares, which raised the possibility of a sale of the company. However investment funds LFPI and Sofina have helped fund the purchase.

French take-over

Mediaco - the leading crane and access company in France - has purchased Group Sogecofa, a major crane, access and industrial maintenance company headquartered in Tonneins, south west France. The deal includes 150 mobile cranes up to 500 tonnes capacity, a range of aerial work platforms, materials handling equipment, 22 locations and 400 employees.



Sogecofa is France's third largest crane rental company

The acquisition extends Mediaco's depot network to 70 outlets with over 2,400 employees and 5,000 items of equipment - including 700 cranes with capacities from 30 to 1,200 tonnes. Group revenues are around 300 million.

Merged identity

Nationwide Access and The Platform Company, both owned by Lavendon, merge their identities on November 3rd, with the combined business taking the name Nationwide Platforms.

Peter Douglas - previously managing director of Nationwide Access becomes managing director of Nationwide Platforms North, while Grant Woodward, previously managing director of The Platform Company, becomes managing director of Nationwide Platforms South. Lee Perry, sales and marketing director at The Platform Company, becomes sales and marketing director of Lavendon Access Services (Lavendon UK).

Andy Wright, chief executive of Lavendon Access Services said: "Reflecting both companies within the name is important as they both represent strong positions in the UK market."



The 15 metre working height telescopic work platform

A José of all trades

Ausa - the Spanish-based equipment manufacturer that builds equipment ranging from dumpers, rough terrain fork lifts and a telehandler model - has introduced the new M300H multi-purpose vehicle which

includes an aerial work platform among its nine different attachments. The platform has a lift capacity of 200kg and a maximum working height of 15 metres. The base unit can also be fitted with a small Palfinger loader crane with up to 8.1 metres hook height and 250kg capacity.

Brogan to supply Xena

Specialist scaffolding and mastclimber contractor the Brogan Group has signed a exclusive partnership agreement to offer the complete range of Xena loading platforms (rolling, fixed and underslung) and loading systems (combination of platforms plus crane) in Ireland.

A room with a changing view

Looking for a hotel that's a bit different, then the Harlingen harbour crane might be just what you are looking for? Situated in Friesland northern Holland, the crane - a Figeo level luffing crane with a 45 metre jib, built in 1967 by SMST Franeker - has been converted into hi-tech luxury hotel bedroom. Access to the 17 metre high machinery room, which houses most of the accommodation, is by a dual elevator to save climbing



the old steel ladders with your bags. But perhaps best of all, the operator's cab is still operational and guests can operate the slew function allowing you to change the view whenever you feel like it.

You can operate the crane slew function and change your view.



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The record-breaking Big Hydra rope weighs 337 tonnes and is 4,000 metres long.

Record-breaking Hydra rope

Bridon International, the wire rope specialist, has entered the Guinness Book of Records with the world's heaviest cable. The 5 inch diameter, 4,000 metre long Big Hydra rope weighs 337 tonnes and was manufactured at Bridon's Gelsinkirchen plant in Germany, breaking Bridon's previous record by 100 tonnes.

The specialist low-rotation deepwater handling rope was supplied through distributor, United Offshore Services, to Heerema Marine Contractors for use on its deepwater construction vessel Balder. A further 4,000 metres will be supplied later this year. The rope took 18 of Bridon's most experienced employees more than five weeks to produce, using a cable reel more than 7.5 metres wide.

Manitowoc jumps ship

Manitowoc has sold its entire marine business to Italian owned Fincantieri Marine, with Lockheed Martin taking a minority stake in the acquisition.

The all-cash deal - valued at \$120 million - should close at the end of 2008. Manitowoc Marine includes shipbuilding, ship repair and ship conversion and operates from facilities in Sturgeon Bay and Marinette, Wisconsin and Cleveland, Ohio.

Golfing RATs

Hy-Acc Services of Newark, Nottingham has designed and manufactured a specialist buggy mounted scissor lift for filming around the greens of the European Golf Tour.

The RAT in raised position with stabilising outriggers set - note the access ladder



Designed to see over the heads of spectators, the RAT has a raised platform height of 2.5 metres, providing a 3.5 metre camera height.

New Terex UK facility

Terex Cranes opened its new, purpose-built UK facility in Long Crendon, near Thame in style last month. Around 150 invited guests - including a who's who of the UK crane rental industry - attended the ceremony at the new facility, where an impressive line up of Terex equipment included Demag, PPM, Beldini and Comedil cranes along with Genie access platforms.

Doug Friesen the recently appointed managing director of Terex Demag, attended the opening. Friesen, who should now be settled into his new role in Zweibrücken, Germany, will focus on improving manufacturing processes in an effort to increase efficiency and production output.



The new Terex UK facility was opened in style.

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New Spanner

Bil-Jax, the US-based aerial lift and scaffold producer has launched the Spanner, a new auditorium kit for its C.A.T 23 push around lift, allowing it to be used over the top of permanent seating, such as church pews and theatre seats.

The new kit is constructed of steel, will roll through a standard single doorway and can be used on level as well as the sloping floors found



The Bil-Jax C.A.T 23 fitted with the new Spanner auditorium kit.

in most auditoriums and theatres. The C.A.T 23 can also be converted into a 160kg capacity material lift by removing its basket.



Stop Press New Eazzi lift

A company called Eazzi lift is preparing to launch a range of three push around scissor lifts. Made in the UK, the new products will go head to head with the Chinese-built Pop-Up scissor lifts that have proved so popular.

The Eazzi Lifts come in a Mini, Midi and Maxi working heights and all feature automatic brakes when elevated. We will have more information on these products and a full report in the October issue.

On the right track

Dutch-based mobile self erecting tower crane manufacturer, Spierings, held an open day in late June to launch its new SK2400-R crawler mounted crane and formally opened its new 8,700 square metres production hall began operations earlier in the year. The new SK2400-R is the only tracked machine in its six model range. Local building contractor Hendriks has placed the first order for eight units.



The undercarriage on the new crane.

The SK2400-R is a much lighter machine than traditional lattice boomed crawler cranes with similar long reach lift capacities. It is also much quicker and easier to erect on site. Maximum lift capacity is 18 tonnes at 14.6 metres radius, while the maximum lifting height is 56 metres.



The full Spierings range in front of the expanded plant

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Financial round up

Manitou up 8%

First-half sales at Manitou grew by eight percent to €725 million thanks to strong sales in most EU countries, offsetting a massive fall in Spain and exchange rate erosion of its UK results. Net profit after tax fell 11.6 percent to €48.5 million or 6.7 percent of sales.



Lavendon jumps 40%

Lavendon has reported first half revenues of £116.4 million - 40 percent up on last year - while pre-tax profits increased 43 percent to £11.9 million. The company says that it is cutting this year's capital expenditure by £20.0 million. It spent £39.2 million in the first half, with £14.0 million planned for the second half. Aside from Spain, the group is optimistic

and says that it sees little sign that its main markets are over-supplied with equipment and that underlying market penetration should offset any economic slow down.

Finning UK up 19%

First half sales at Finning UK - the CAT distributor and owner of Hewden - grew by 19 percent to £332 million, thanks to higher sales of power and energy products. Operating profit improved 50.4 percent, however much of this relates to one-off capital gains on the sale of Hewden properties. Hewden's revenues were £93.7 million, a fall of around nine percent. Hewden's ongoing weakness was blamed on poor utilisation of the fleet rather than rental rates. Finning has initiated three initiatives to rectify the situation.

- 1) Senior management changes with Doug Sprout now heading Hewden.
- 2) Closure of Hewden's Tannochside's head office and transfer of administration to Finnings Cannock HQ.
- 3) Improved asset/fleet management through its new IT system.

It is also considering closing around 25 Hewden depots by the year end and looking at a further 'rationalisation of the fleet'.



Liebherr Echingen up 18.4%

Liebherr has published its full year results for 2007. Mobile crane sales increased by 18.4 percent to €1.6 billion (\$2.5 billion) while construction crane sales - largely tower cranes and duty cycle crawlers (plus concrete equipment) - were up 28.4 percent to €911 million (\$1.4 billion). Liebherr's maritime crane business increased sales to €539 million (\$839 million) a rise of 27.4 percent.

Group revenues grew 16 percent to €7.5 billion (\$11.6 billion) with construction equipment representing 66.7 percent at just under €5 billion.

Profits slip at Tadano

First quarter sales at Tadano - Japan's leading crane producer - grew by three percent to ¥39 billion (\$357 million) while operating income increased almost two percent to ¥3.4 billion (\$31.2 million). Net income fell 21 percent to ¥2 billion (\$18.7 million) due to product mix, higher sales/administration costs and smaller exchange rate gains than last year. Domestic sales dipped 11.4 percent, with loader cranes and aerial platforms declining while mobile crane sales were up.

Export sales rose 19.2 percent to ¥21,340 million (\$195 million) thanks to higher sales of mobile cranes in Europe and North America.

JLG up 7.5%

Nine month revenues at JLG grew by around 7.5 percent to \$2.3 billion, with lower sales in North America compensated by higher sales over the rest of the world, largely aerial lifts in Europe. Operating income was \$310 million, around 56 percent up on 2007, possibly due to a better product mix with more lifts and fewer telehandlers and higher

Bronto up 30%

Bronto, the truck mounted aerial lift manufacturer, has reported first half revenues up 30 percent to €67 million, while operating income climbed by over 19 percent to €6.3 million. Order intake was \$195 million. Bronto says that demand in Europe has weakened since last year, while orders from other markets have risen.

The company is increasing production capacity 40 percent to help meet increased demand. Its order book at the end of June was €181.7 million, 58 percent up on last year.

Tough second quarter for Haulotte

First-half revenues at Haulotte were €259 million, down 12 percent on last year. New machine sales were €226 million, a 14 percent fall, with Western Europe down by 23 percent, partially offset by a 22 percent increase in Eastern Europe. The rental business was down seven percent to €15.6 million. Parts and service activity jumped 27 percent to €17 million.

Net income was up 39.5 percent to €63 million, but around €30 million of this was a one-off capital gain on the sale of rental company Lev. Without this net income and pre-tax income was down 40 percent.

Strong first half for Manitowoc

Manitowoc - which includes Grove, Potain and National Crane - has reported first half revenues up 31 percent to \$1.9 billion. Operating income for the period grew 40 percent to \$302 million. Margins on cranes edged up to almost 16 percent, in spite of rising material costs, due to improved volumes and product mix. The backlog at the end of June was 70 percent higher at \$3.5 billion.

The group as a whole had revenues up 27 percent to \$2.4 billion, while pre-tax profits were up 48 percent to \$330 million.

European sales. The company has eaten into its order book which plummeted from \$1.19 billion to \$575 million.

Note: Comparisons use 9 months annualized results from 2007 as JLG was only part of Oshkosh for 7 months in 2007.





Palfinger up 24%

Half-year revenues at Palfinger increased by 24.3 percent to €423.5 million. The company's core crane business contributed most of the gain, with sales climbing by almost 17 percent to €291 million. Revenues at the Hydraulic Systems division, which includes aerial lifts, jumped 44 percent on the back of the MBB acquisition.

The crane business generated almost all of the profit, with operating income rising 20.3 percent to €61.1 million. The Hydraulic systems business saw operating income fall from €900,000 last year to just €100,000 this year thanks to increased low margin tail lift business and MBB rationalisation costs. The company as a whole reported pre-tax profits of €59.5 million - 12 percent up on 2007 - and expects growth to continue in double digits throughout the second half.



Terex Cranes up 38%

Terex Cranes has reported first half revenues up 38 percent to \$1.44 billion, while operating profits leapt by 93 percent to \$212 million thanks to higher volumes and a favorable sales mix. The backlog increased by more than 45 percent compared to last year in spite of the fact that Terex has a further \$400 million worth of orders mainly for Rough Terrain cranes for 2009 that it has yet to book.



Genie up 6%

First-half revenues at Genie were up six percent to \$1.26 billion, while the company's order book was down by more than 47 percent in the same period and 40 percent lower than it was at the end of March. Gross margins were up one percent to 22 percent while income from operations was down five percent to \$232 million due to higher costs. Production is being adjusted to reflect lower demand in the US and Western Europe.

Flat start for Hiab

Hiab - the loader crane company - has reported first half revenues of €483 million, compared to €485 million last year. Operating profits dipped 11 percent to €36.2 million while order intake fell by eight percent to €467 million leaving an order book of €238 million.

Profits jump 51% at Ashtead

Ashtead - owner of Sunbelt and A-Plant - has reported a 12 percent rise in full year revenues to just over £1 billion. 'Underlying' pre-tax profits jumped by 51 percent to £123 million. The company says that market conditions remain good in both the UK and the US with physical utilisation in both businesses up on the same period for last year. The company also sold Ashtead Technology for £95.6 million in cash to an MBO led by Andy Doggett, managing director and Andy Holroyd, president of North America and backed by Phoenix Equity Partners.

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Above all

- **IPAF** has teamed up with the **ARA** to gather data on the North American powered access industry.
- **Oil&Steel** has appointed **Power-Lift** as its master distributor for Germany.
- **Cramo** has acquired the rental equipment of **MISE A/S** of Falster, Denmark and signed a five year supply deal.
- **Gary Crook** has joined **MEC** as director of new product development.
- **Horizon Platforms**, the Wakefield based platform rental company has placed a further order with **JLG** taking its fleet to more than 100 units.
- **Manitowoc** has launched an online rental site for its OCC-built 'chopper' bike.
- The **Genie Blue** song, written by employee **Scott Owyen** has been awarded a Silver Communicator Award by the International Academy of the Visual Arts.
- **Rob Hime** has joined the **MEC** sales team covering Minnesota, Wisconsin, Illinois, Indiana, Ohio, and Kentucky.
- A Superior Court has ruled that the heirs of **Cora Grove**, the late widow of **John L. Grove**, of **JLG** and **Grove**, can contest the last minute will.
- **Davis Access** has expanded its Joystick controller rebuild programme with a range of new options including service exchange.
- **Power-Lift** the German distributor for **UpRight** will trade as **UpRight Powered Access Deutschland**.
- **Modulift** has appointed **Cableco-American Rigging** as its exclusive distributor for the West Coast of America.
- **Harsco**, owner of **SGB** and **Hünnebeck** has appointed **Henry W. Kneuppel**, has a non executive director.
- **Frank Scarborough** and his family survived a fatal bus accident in Mexico.
- The **Gatwick Group** of the UK has purchased nine **Hiab** loader cranes, taking its fleet to 16 units - all **Hiab**.
- **Cranimax**, the lift planning software company, has released the latest Version - V3 - of its **Crane Manager Cranimation** system.
- **Boom Logistics** of Australia has reported full year revenues up 17%, while profits slipped 43%.
- **Ahem Rentals** has reported first half revenues up 25 percent to \$192 million but profits slipped 30%.
- **Ramirent** has reported revenues up almost 19% while profits slipped 9%.
- Romania's largest aerial lift rental company **Industrial Access** has ordered 15 **Niftylift** booms for its rental fleet.
- US-based boom truck manufacturer **Manitex** has reported first half revenues down 5% while profits climbed 7% and backlog 16%.
- Singapore-based crane sales and rental company **Tat Hong** has announced a 39% increase in first quarter revenues with profits up 60%.
- **David Hull** has taken over as vice president of sales for **Manitowoc** and **Grove** cranes in North America following the retirement of **Bob Hixon**.
- **Cramo**, has reported first half revenues up over 25% and profits up 15%.
- **Kalmar** the reach-stacker and port services company, has acquired **Equipos y Servicios para Terminales y Puertos**, its distributor in Argentina.
- **Essex Crane** of the US, has announced first half revenues of \$37.4 million, an increase of 24%.
- **Hertz Equipment** has reported first half revenues up by 3.5% and profits down 10%. It also closed 22 locations and laid-off 400 staff.
- **Marco Gentilini**, general manager of **Terex Bendini** has taken over from **Doug Friesen** as general manager of **Terex Cranes North America**.
- **Josef Siegl**, the Munich-based aerial lift and telehandler distributor has celebrated its 45th anniversary.
- Cranes and access company **Peter Hird** has appointed **Richard Dainty** as training manager, assisted by **Tony Armitage**.

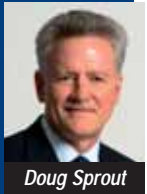


Gary Crook

- **Selwood Plant** has acquired **Proplant** of Cardiff and **Glo Hire** of London.
- **H&E** - the US sales and rental company has reported first half revenues up almost 20% - profits slipped 9%.
- **Ritchie Bros** has opened a new site in Saint Aubin sur Gaillon in France, its second permanent site in Europe.
- **Manitowoc** has issued an emergency service bulletin for its model 16000 crawler cranes.
- **Steven Chalk** of **Orion Access Services**, eldest son of **Paul Chalk**, passed away in early August, aged 17.
- **RSC** of the USA has reported first half rental revenues up more than 6%.
- **United Rentals** has reported an 11% fall in first half revenues and a 19% fall in profits.
- **Pagliari** has shipped 10 Multitel LT161D, 3.5 tonne truck mounted boom lifts to **Mateco**, Germany, taking its fleet to 24.
- **Steve King** has been promoted to sales director of powered access at **A-Plant**, which is also investing a further £10 million in new equipment.
- **Vertikal.Net** broke its readership records again in July with over 4 million hits and over 90,000 visitors.
- **JLG** has appointed two new telehandler dealers, **Min-ex Plant Sales** for South Wales and **Parkway Plant Sales** of Bredbury, Stockport for Greater Manchester and Birmingham.
- **United Rentals**, has appointed **Jenne K. Britell**, 66, as its new chairman.
- **Sevcon** the supplier of motor control electronics to the aerial lift industry, has reported a third quarter loss after closing its UK manufacturing operation.
- US telehandler manufacturer **Gehl**, has reported first half sales down 23% - profits fell by over 70%.
- **Burdens**, the UK-based supplier of building materials has taken delivery of its 200th **Palfinger** crane.
- **Manitowoc** has appointed **Cynthia M. Egnotovich**, a segment president with Goodrich, to its board of directors.
- **Elavation**, the Milton Keynes-based platform rental company has ordered 45 new boom lifts from **Niftylift**.
- **JLG** has sold its first 4013 PS telehandler to **G Kelly Services** of Marown in the Isle of Man.
- The Glasgow depot of **AFI-Uplift** has raised a £1,000 for the Children's Hospice Association Scotland.
- **Richard Tindale**, sales and marketing director for **UpRight powered access** has won an export award from One North East.
- Hertfordshire-based haulage company **Hallett Silbermann** has purchased three new cranes from **Fassi UK**.
- **Terex Italia** celebrated its 40th anniversary with a two day 'open house' in Bologna.
- **Modulift**, the spreader beam and lifting equipment supplier has appointed **Pescaira S.L.** as its distributor for Spain and Portugal.
- **Wolffkran Arabia** has opened its second location with a new branch in Abu Dhabi.
- Danish aerial lift manufacturer **Omme Lift** has received the King Frederik IX's prize for exports.
- **Moba Mobile Automation**, the weighing technology manufacturer, has appointed **Volker G. Harms** as president and **Dr. Holger Barthel**, **Alfons Horn** and **David Shelstad** as directors.
- **Speedy Hire** has appointed **Paul Gott** as sales and marketing director for its engineering division, which includes **Speedy Lifting**.
- **Haulotte Australia** has appointed **Mark Lockwood** as area sales manager for Sydney and New South Wales and **Richard Gannon** as sales representative at its Brisbane branch.
- **Leader of Italy** has launched the **Giraffa 210**, a 21 metre telescopic truck mounted work platform.



- **Bob Litchev**, president of **Manitex** crane has moved to president of the material handling business while **Scott Rolston** takes over the cranes.
- **Wolffkran** has opened its new production facility in Luckau.
- **AFI-Uplift** has purchased 10 **UpRight** SB85J telescopic boom lifts.
- **Gazprom-Kran**, the Russian mobile crane producer boosted its unit production by 72% in the first half of 2008.
- **Universal Access Group** has set up in California to export used aerial lifts and telehandlers.
- Dutch rental company **Riwal**, has opened a new location in Croatia.
- **Vp** owner of **UK Forks** the telehandler rental company has acquired **UCS Plant**, a tool and telehandler rental company based near Lincoln.
- **Ralf Kruse**, former MD of German crane company **CCK**, has died after a short illness.
- **Palfinger** has appointed **Christoph Kami** as its chief financial officer, effective 1st January 2009.
- **Genie** has appointed **Siva Balakrishnan** as vice president and general manager of global services and **Joe George** as vice president of global sales and customer service.
- **Omega Platforms**, the Dutch-based scissor lift manufacturer has established a new venture - **UpRight Holland**.
- **Facelift** has purchased its first **Haulotte Compact 12DX** rough terrain scissor lifts.
- **Doug Sprout** has taken over as chief executive of **Hewden** following the departure of **Brian Sherlock**
- **Skyjack** owner **Linamar** has acquired its first UK production facility in Wales.
- Dutch rental company **Workx** has hired **Tom Zorn**, previously with US rental company **RSC**, as its CEO
- **Alexander Knecht** has left **Terex Demag** and is replaced by **Doug Friesen** of **Terex Cranes Waverly**.
- **High Level Platforms** the Poole-based rental company has opened a new branch in Bristol.
- Scissor lift table specialist **Edmolift** has launched its first access platform the **T-zip**.
- **Cramo** has taken over the rental operations of Norwegian contractor **JM Byggholt**.
- Employees of **Snorkel** have voted in favour of organising a union at the company's St Joseph plant.
- **Keith Hunwick**, managing director of **ES Access**, the Durham based platform rental company has died aged 51.
- **Kimberly Access** has ordered 70 **Bravi Leonardos**, a 30 metre **Teupen Leo 30T**, a 23 metre **Teupen 23GT** and is opening a new London depot.
- **Panther**, the UK aerial lift rental company, has appointed **Tim Williams** as service manager
- **Brian Peretin** takes over as vice president of sales and marketing for **National Crane**, replacing **John Lukow** who moves to managing director of **Manitowoc Australia**.
- **Peter Bonafede** head of operations at **JLG** has taken over operational responsibility for its worldwide service centres and parts business.
- **Derek C. Hathaway**, retired CEO of **Harsco**, owner of **SGB**, **Hünnebeck** and **Patent** scaffolding, has been awarded an OBE.
- Belgian based **Heli**, celebrated its 25th anniversary with a large open day.
- **Peter Hird** of **Peter Hird & Sons**, Valla UK/USA and **Compact Lift Equipment** and his partner **Emma Finn** have had a baby daughter **Lydia Mary Hird**.
- **RSC** has appointed **Tom Smart**, the founder of **Sunbelt**, as vice president - sales.



Doug Sprout

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



...then the VersaCrane TC36000 owned by Deep South Crane and Rigging of Baton Rouge, Louisiana.

Pushing the capacity boundaries?

Major manufacturers looking at larger lift capacity cranes are doing so in conjunction with specialist heavy lift contractors using their undoubted practical 'day-to-day' experience. As always, there are exceptions....

Tragic events over the last six months remind us of the real and present dangers involved with big cranes and heavy lifts when something goes wrong. Within the space of two months, two of the largest cranes operating in

North America - the VersaCrane TC36000 owned by Deep South Crane and Rigging of Baton Rouge, Louisiana and a 1,100 tonne Lampson Translift crane working at the Black Thunder Mine in north east Wyoming - collapsed leaving four dead and one seriously injured. As yet the causes have not been formally identified, but like the recent peak in tower crane accidents, it is a worrying trend/coincidence and does nothing to help the heavy lift industry.



In less than two months, two of the largest cranes operating in North America collapsed. First the 1,100 tonne Lampson Translift working at the Black Thunder Mine in north east Wyoming...

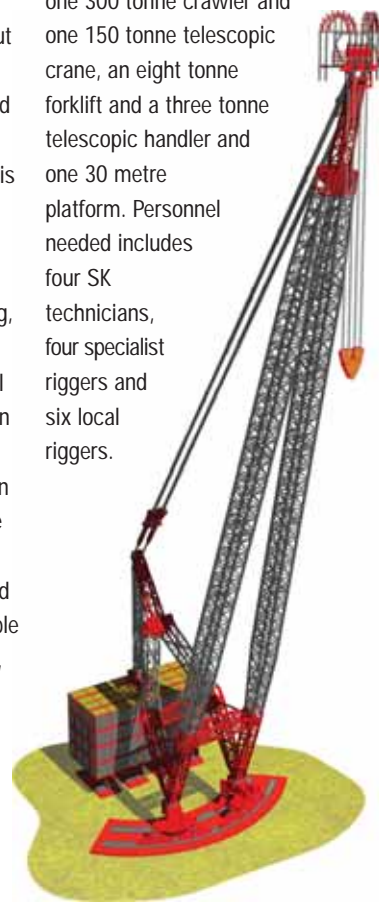
Developments resulting in lifting capacities in excess of 4,000 tonnes have transformed the industry where only 50 years ago a mobile crane lifting five tonnes was a big lift. As we see in the article 'In the beginning....' which deals with the development of a very early heavy lift crane in the early 1960's, cranes that push the lift capacity boundaries have historically been built by the heavy lift companies themselves rather than specific crane manufacturers. The VersaCrane and the Lampson were both in-house design and builds.

Heavy lift contractors have the extensive practical experience but do they have the latest state of the art resources and design/build experience to match the Terex/Liebherr/Manitowoc's of this world? The advent of CAD (computer aided design) finite element stress analysis and sophisticated computer modelling, not to mention experience with the latest high tech materials will reduce the variation of any design differences which may result in additional safety factors, which in light of recent events may not be a bad thing. However, we all know that even the best designed and built crane can get into trouble with a less experienced operator, one that is having an 'off day' or when a set of exceptional circumstances come along.

Later this month (September) another sizeable crane is being launched - designed and built by ALE Heavy-Lift, the Dutch subsidiary of British-based heavy lift contractor ALE. A full report on the new 4,300 tonne (96,000

tonne metre load moment) unit will feature in next month's issue of Cranes & Access, however, we have managed to obtain some advance information which makes interesting reading.

The AL.SK90 'lifting machine' can be equipped with a standard winching system for weights up to 600 tonnes and a strand jack system for loads up to 4,300 tonnes. Transportation is mainly in standard 20ft and 40ft shipping containers, each with a maximum weight of 36 tonnes and assembled using minimum resources which include one 300 tonne crawler and one 150 tonne telescopic crane, an eight tonne forklift and a three tonne telescopic handler and one 30 metre platform. Personnel needed includes four SK technicians, four specialist riggers and six local riggers.



The AL.SK90 'lifting machine' can be equipped with a standard winching system for weights up to 600 tonnes and a strand jack system for loads up to 4,300 tonnes.

The AL.SK90 uses locally available ballast material such as sand or gravel which is loaded using a wheeled loader into specially reinforced 40ft open-topped containers. Each ballast container weighs 100 tonnes and up to 40 containers can be used. The ballast radius varies between 22-32 metres with low ground pressure of 36 tonnes per square metre beneath the ballast and mast foot.

Hoist speeds are 150 metres per hour using the winch system or just eight metres per hour using the strand jacking system. Slewing speed is 28 metres per hour loaded increasing to 50 metres pre hour unloaded.



Demand for the single boom configuration CC8800-1 means that the Twin will not be seen until next year.

But why do lift companies still feel the need to do their own thing? It seems that the perception is that crane manufacturers are not keeping pace with the demand for lifting larger loads and that contractors are not keen to pool resources with other heavy lift specialists for fear of giving away hard-earned experience.

In spite of this the major manufacturers are building larger and larger cranes. Terex Demag launched its 3,200 tonne (43,900 tonne metre) CC8800-1 Twin last October with the first unit being bought by Al Jaber Heavy Lift which had a pivotal role in its development. Currently the unit

is fully booked in single mast configuration so it will be next year before we see the Twin in operation.

Manitowoc followed up with its more targeted and radical GTK1100 - with 76 metre telescopic tower on a cruciform base and topped with a slewing 60 metre five section telescopic boom which was developed with a large input (and orders) from German crane company Wiesbauer and a new 2,300 tonne Model 31000 with moving counterweight tray shown at Conexpo this year. US steel erection and heavy crane rental company Bulldog Erectors placed the first order for the machine immediately after the machine launch, so we assume it also had an input into its design and performance.

The 31000 includes the Variable Position Counterweight (VPC) which automatically extends when more counterweight moment is needed during the lift. Because the VPC never touches the ground under normal working conditions, the amount of ground preparation work needed with a typical lift-enhancing attachment is greatly reduced. The VPC also allows for pick-and-carry of all rated loads, making it much easier to manoeuvre around the job site. The VPC extends from the rear of the crane and ranges from just over 8.38 metres when fully retracted to 28.95 metres when fully extended.



The 31000 includes the Variable Position Counterweight (VPC) which automatically extends when more counterweight moment is needed during the lift.



The single boom Model 31000 has a maximum configuration of 90 metre main boom and 102 metre luffing jib.

The Model 31000 is mounted on four separate trunion-mounted tracks, rather than the traditional two, which Manitowoc says provides the lowest possible ground bearing pressure with reduced matting requirements and site preparation time as well as allowing the crawler tracks to oscillate during travel to provide uniform load distribution.

The single-boom Model 31000 is available in a variety of configurations. The main boom ranges from 55 - 105 metres with a maximum combination of 95 metre of main boom and 24 metres of jib. Luffing jib configurations range from 36 metres to 102 metres. Maximum combination is 90 metres main boom and 102 metres luffing jib. Once on site, the Model 31000 can be erected with a Model 2250 as an assist crane, a 24 metre aerial work platform and a telehandler.

Meanwhile Liebherr has announced that it is working on a 2,000 tonne crawler crane for launch at the next Bauma, its current flagship is the 1,350 tonne LR11350. Knowing Liebherr the new crane, planned as a conventional single boom model, will grow in capacity by the time it is unveiled in 2010.

Always following rather than leading, the Chinese crane manufacturers are generally still in the smaller capacity range. However, Sany launched its 900 tonne crawler earlier this year and is said to be developing a 1,600 tonne and even a 3,200

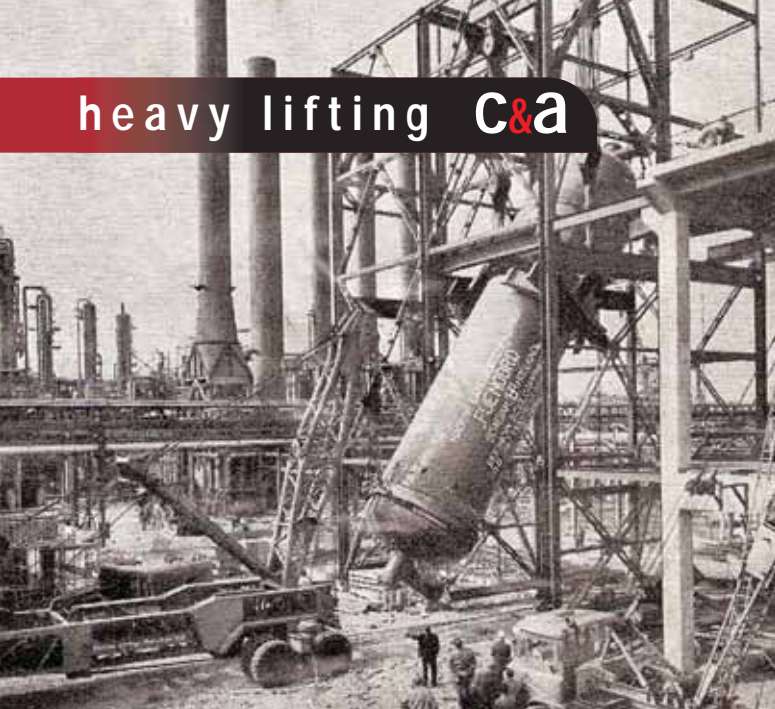
tonne capacity model. Foton Lovol - unknown in the UK - used Bauma to show a model of its planned 1,000 tonne FQUY crawler rated at 21,000 tonne metre.

So while many major manufacturers are now looking at the more specialist, larger lift capacity cranes, they are doing so in conjunction with specialist heavy lift contractors. Perhaps this is the best compromise - using the contractors' undoubted practical 'day-to-day' experience combined with the proven design and construct experience of the crane manufacturers. And given that the contractor is willing to purchase at least one of the developed machines, it seems to be a win-win situation all round.

However while the big three focus on 1,600 to 3,200 tonnes the big lifters such as Mammoet and ALE are thinking in the 4,000 to 5,500 tonne range. When the ALE AL.SK90 is officially launched, it will be interesting to see whether it is solely for use within the group or will be made available to other 'competitor' contractors. Both Lampson and Deep South have sold examples of their big cranes to outsiders, while Mammoet and ALE seem less keen on the idea.



Chinese manufacturers are building bigger and bigger cranes. Here Foton Lovol showed a model of its planned 1,000 tonner and Sany is said to be developing a 1,600 tonner and a 3,200 tonne crane.



The Keppel tails in a 200 tonne chemical reactor vessel for Shell Chemicals in Carrington. The Keppel carried around 65 tonnes while two 125 tonne blocks and winches carried the rest.

In the beginning...

Today we tend to be a little blazé about heavy lifting. The 100 tonne crane has almost become a taxi crane, while even a 1,000 tonner - although still a rare beast - is not that exotic. 50 years ago it was all quite different.



Some time ago we had a letter from Vic Holloway who was in at the start of the UK crane hire industry in 1948. Now 89, he recounts how crane hirers, under pressure for ever larger cranes from customers, pushed manufacturers to design and build bigger cranes and how when it was not possible you simply designed and built one yourself. Some things never change!

Dear Mr Sparrow

My attention was caught by your spotlight on 'Heavy Lifting' as I was very much a pioneer in this field and would like to draw attention to a technique and related machine which, for reasons which I will explain, has been overlooked.

First allow me a nostalgic look back to outline the origins. After my war service in R.E.M.E I joined contractors Tarslag as mechanical engineer in charge of construction equipment. A sewer contract in Thirsk in 1948 required lifting equipment. Although crawlers were on the market, there were no handy wheeled machines although five tonne lorry mounts had been developed for RAF war service. I was buying a lot of scarce plant at Ministry Of Supply sales then and successfully bid £400 and £450 for two of them. They were unfamiliar in the construction

business and would have been sold at contract completion except my local engineer, Les Haynes, found a hire for them which turned out to be so profitable that I went and bought some more. Thus, without realising it, starting the lorry mounted crane hire business in the UK.

There followed 20 years of remarkable growth, during which we were pressing manufacturers, particularly Steels Engineering of Sunderland (Coles), to make ever larger capacity cranes as customers pressed us to handle bigger and bigger on-site loads. We took prototype machines as they were developed up through 10, 15, 20 and 25 tonnes, with plenty of adventures along the way, particularly with the 40 tonner which seemed monstrous in its early form, but was superseded by an improved 50 tonner and so it went on.

We expanded on the crest of a wave forming a specialist company - Mobile Lifting Services - offering engineering services and plant installation as well as crane hire. I can recall recovering the capital cost of a 20 tonne crane in one year's operation. Other companies followed our lead and I promoted a trade association - The Lorry Mounted Crane Association - of which I became chairman. We took over several rivals establishing a dozen depots throughout Britain. Huge increases in lifting capacity were being achieved with 'blocked' duties, but there were significant calls for horizontal movement beyond the limits of radial operation. Providing this by repeatedly re-positioning blocked machines was inefficient. Such cases could arise when placing motorway bridge

with a turntable/fifth wheel fitted. The project to build the huge Barbazon aircraft had been abandoned at the time and I was able to snap up the two special cranes built for it. They provided engines, generators and winch gear. After remarkably few teething troubles the prototype went into service carrying out lift-and-carry jobs well beyond the capacity of anything else available.

So why don't you know about it? Why wasn't development continued?

Well sadly it's an old story. Businesses run on a mixture of technical and commercial considerations. Perhaps I over-emphasized the former, whilst Tarmac, which bought Tarslag in 1958, concentrated on the latter and seized the opportunity of a



The Keppel could pick and carry up to 80 tonnes at almost 8ft (2.5m) radius or 9.5 tonnes at 55ft (16.5m) radius all to 66 2/3rd of tipping

beams or tailing-in the lower ends of large refinery columns or towers.

Resolving to overcome this problem I conceived and built a prototype crane around 1960 to carry a maximum load - initially 80 tonnes - free on wheels. We called it the Keppel after a tall tower to the admiral's memory, standing next to our depot in Rotherham.

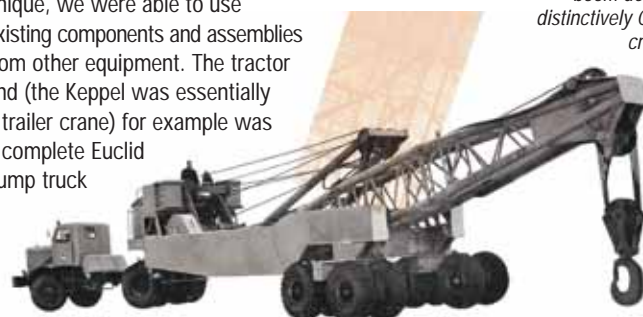
To design and develop such a machine from scratch does sound ridiculously ambitious, but although the assembled machine was unique, we were able to use existing components and assemblies from other equipment. The tractor end (the Keppel was essentially a trailer crane) for example was a complete Euclid dump truck

good profit by selling MLS to Richards & Wallington, our major competitor. R&W was already over-extending itself in terms of borrowed capital and soon collapsed. No-one then had the interest, time or ability to foster the Keppel and no doubt it went on the scrapheap? I wonder where?

Yours truly,

V L. Holloway

The Keppel was essentially a trailer crane using Euclid dump truck components. Note the boom design. Distinctively Coles cranes



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The Liebherr LR11350 - with a 60 metre SDB main boom, back-mast and suspended counterweight configuration, working at a 22 metre radius with 350 tonnes of counterweight - uses massive slings and a spreader beam to lift the 300 tonne assembled pile off of the stands. It then slowly tracks to the edge of the dock wall where it lowers the massive tube into the water until the flotation point is found. The operator then slews left to float the slings free, allowing the tube to be towed out to flats where it is hammered into the sea bed by the heavy lift vessel, Svanen.

The Liebherr LR11350 then returns to the storage yard for its next lift - a tower base to be lifted into the vertical position ready for the access gantry fitted. The LR11350 is connected to the top end of the base while the LR1300 tails it in. Once vertical the LR11350 carries the tower base to a cordoned off

Big Liebherr does piles

The largest crawler crane in the UK available for general hire is Weldex's Liebherr's 1,350 tonne capacity LR11350. The crane is currently on site at the Port of Mostyn working for Danish contractor M T Hojgaard to supply and install foundation piles weighing between 140 tonne to 300 tonne for the Robin Rigg off-shore wind farm in the Solway Firth, Scotland.

The unit previously completed the onshore assembly work for the Rhyl Flats wind farm off the coast of Wales with Siemens Wind Power. Turbine installation has just begun and will continue well into 2009.

On the Rhyl Flats project, pile tubes and tower base sections for each of the 25, 3.6 megawatt turbines were brought into the port by barge. Weldex was responsible for



unloading and placing them in a specially prepared storage area, before moving them into the assembly area before reloading for transport out to the wind farm site.

Weldex used a 300 tonne Liebherr LR1300 and a 550 tonne Kobelco SL6000 to lift and carry the 230 tonne tubular piles down the yard and to place them onto the assembly stands. The LR1300 was then used to lift and place a massive steel plug with a diameter of over four metres into each end of the tubes. These are then tested to ensure a water tight seal at each end of the tube.

230 tonne tubular piles are carried down the yard and placed into assembly stands.

area where it is placed on timber-baulks. A 100 tonne Liebherr LR1100 fitted with a fly jib and equipped with a suspended man basket lifts fitters onto the top of the base to secure the access platform. Once complete the bases are loaded onto barges and towed out to site. The LR11350 is also booked onto other offshore wind farm projects through to 2010. Such is the demand for heavy lift cranes from this work that owner Weldex says it will be adding similar cranes to its fleet.



A tower based being lifted into the vertical ready for the access gantry to be fitted

Building our Future



The removal of Britain's first pre-stressed bridge involved lifting 40 metre by 10 metre deck and support beams.



Pre-stressed out

Britain's first pre-stressed concrete bridge which joins the two sides of the Tyleri Valley near Abertillery, has recently been removed by Neath-based Cuddy Group after surveys discovered significant deterioration.

Originally dating back to Victorian times - but demolished in the 1940s before reconstruction in 1951 - the bridge was condemned in 1999 after corrosion of steel tendons in the supporting beams below the reinforced concrete deck were considered too dangerous to allow its continued use.

Work, which lasted five months, included the removal of the 40 metre x 10 metre pre-stressed concrete concrete bridge deck and ten support beams which were lifted out with a Liebherr 1,000 tonne crane from Ainscough Crane Hire.

Cuddy had to build a bespoke platform to support the huge crane as well as import 400 tonnes of granite material to form the crane's

access ramp. This is still on site to provide access for the next stage of the work which uses a 500 tonne crane.

Approximately 800 tonnes of rubble, consisting of concrete, bulk block, masonry and steel, was taken off site during the demolition with 99 percent being crushed and recycled for reuse on other projects.

Peter Smith, Cuddy's senior contracts manager said: "From day one, this was certainly an extremely unusual and challenging job. The site location in the heart of the town, in such close proximity to homes and offices, meant that health and safety considerations were of optimum importance."

"The size of the crane and the way the beams were lifted out from the structure, coupled with the space restrictions within which the team worked, meant that the job had to be carried out with meticulous attention to detail and with the utmost care."

Spread it

When planning to lift a bulky heavy load, many lift planners think of lifting beams first in order to spread the slings connecting to the load while keeping the overall height of the rigging down.

These days however it is usually the crane's capacity, rather than its height that is the limiting factor and lifting beams need to be very heavily constructed in order to withstand the bending forces applied.

Spreader beams on the other hand while taking up more height, only have to bear compression forces, something that steel does very

well without excessive material. In fact shape and size are as important as the quantity of material. As a result they tend to be a great deal lighter and a lot less expensive.

Modulift has carved out a niche for itself in the spreader beam market and has increasingly expanded its range of modular bolt together spreader beams and now says that it can cope with loads of up to 3,000 tonnes and lengths of up to 53 metres, using versions of its standard product which can then be modified for each lift.

Spreader beams can cope with loads up to 3,000 tonnes and up to 53 metres long.



AC 800 in Ireland

William O'Brien Plant Hire recently purchased a Terex AC800, a crane capable of lifting 800 US tons (700 tonnes at three metres.) The crane will mainly be used in the erection of wind turbines, as well as other specialised heavy lift projects - seen here lifting with a 1000 tonne crawler and 300 tonne mobile. The AC800 can with special attachments lift 800 tonnes at 1.5 metre radius.

(The AC800 is not marketed by Terex Demag. Its largest standard mobile is the AC700 which is rated at 700 tonnes at three metre radius. Ed)



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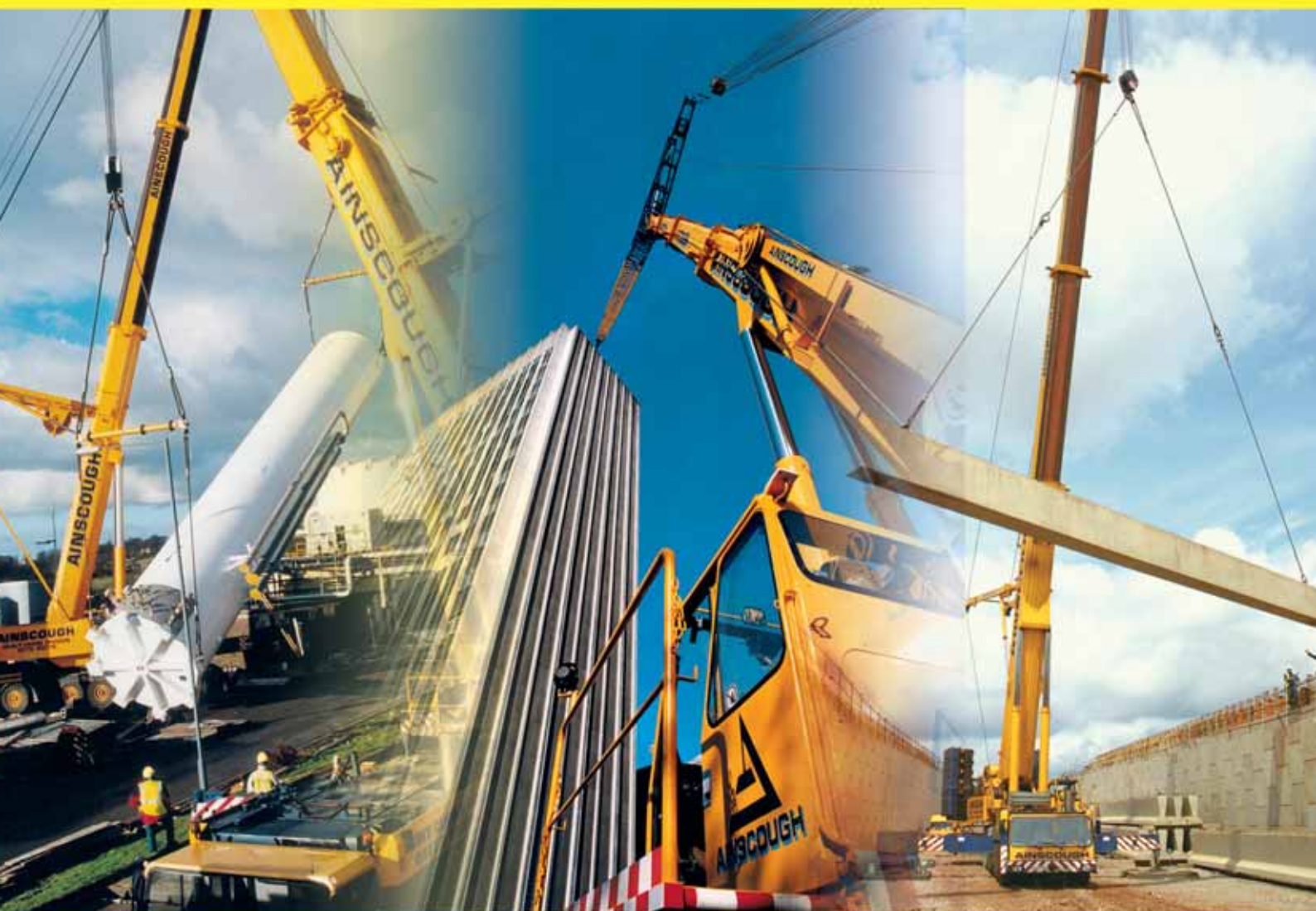
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LIFTING STANDARDS NATIONWIDE



UK & Ireland **c&a** top 30

Top 30 Crane, Powered Access & Telehandler rental companies 2008

The 10th annual fleet survey of the UK and Ireland rental companies is now complete and highlights some interesting developments.

Cranes

Mobile cranes

Long lead times on new cranes has kept the crane hire business relatively stable although in several cases companies have taken the opportunity to profit from the very high prices for used cranes, by reducing their fleets. On the growth side Ainscough's acquisition of James Jack was probably the most dramatic change since our last survey and extends its dominance of the market. As in prior years we have ranked each company on the basis of their road going cranes while showing the other types of cranes in the fleet.

Crawler cranes

The market for crawler crane rental continues to improve in the UK drawing in an increasing number of mobile crane hirers back into the market. The most recent has been Ainscough's announcement that it plans to enter the market in 2009 with large crawler cranes.

Tower cranes

The market continues to expand in the UK, although what happens next will be interesting. On the one hand residential construction is slowing at the same time as companies are gearing up for the construction work on the 2012 Olympics.

Once again our survey of the top crane, access and telehandler rental fleets in the UK has been tough as we have fought to create the most accurate look at the market as possible. As part of the exercise we have contacted more than 150 companies and badgered them repeatedly to provide the information on time. We would like to thank all of you have taken the time to provide

updated information to help make this a useful report for the industry.

As usual we have had to estimate the fleets of one or two companies, if so we have strived to do the best we can to ensure that the estimate is as accurate as possible by cross checking them with several sources.



TOP CRAWLER CRANE HIRERS

Company	Total units	Full size	Minis
Weldex	116	116	0
AGD	97	58	39
GGR UNIC	96	0	96
NRC	78	58	20
BPH	48	48	0
Select Plant	33	33	0
Sparrows	26	0	26
Q-Plant	28	28	0
Hire Maeda	20	0	20
Morgan-Est	20	20	0
Easiplifts	18	0	18
Caledonian Cranes	16	0	16
Bob Francis	16	16	0

TOP 30 MOBILE CRANE HIRERS

Company	Mobile	Crawler	Mini Crawler	Tower	Mobile Tower	Total
Ainscough	575	0	0	0	8	583
Hewden	181	0	0	0	0	181
King Lifting	91	0	3	0	8	102
Quinto	82	0	0	0	0	82
Mammoet	82	0	0	0	0	82
Bronzeshield	79	0	0	0	2	81
Marsh Plant	71	0	0	0	0	71
Baldwins	59	6	0	0	0	65
William O'Brien	56	3	0	0	0	59
Emerson	55	1	0	10	0	66
Emsley	52	0	0	0	1	53
Kavanagh	51	1	0	0	0	52
Peter Hird	49	0	0	0	0	49
Terranova	45	0	0	0	0	45
Sparrows	39	23	0	33	0	95
Jardines	36	3	0	0	0	39
Bryn Thomas	35	0	2	0	0	37
WinterLift	33	0	0	0	0	33
GBK	33	0	0	0	0	33
Davies	32	5	0	0	0	37
Crane Hire	32	0	0	0	0	32
Southern Cranes	31	0	0	0	1	32
Select plant	31	35	0	325	0	391
McNally	30	2	0	0	0	32
Aba Crane hire	27	0	0	0	0	27
City Lifting	25	0	4	114	12	155
Dewsbury & Proud	25	0	3	0	0	28
MacSalvors	26	0	0	0	0	26
NMT	22	0	0	0	4	26
Bob Francis	17	16	0	0	0	33



TOP 10 TOWER CRANE COMPANIES

Company	Total Units	Top Slewlers	Self Erectors
Select Plant	325	325	0
HTC	217	217	0
Falcon Crane Hire	210	198	12
London Tower Crane	207	182	25
Arcomet	185	130	55
Mantis Cranes	126	16	110
WD Bennetts	121	117	4
City Lifting	114	93	21
Kier Plant	113	103	10
Ladybird	80	30	50

LARGEST TOWER CRANES

Company	Model	Capacity in tonne metres
London Tower Crane	Jost JT712.32	712
Select	Comedil CTL630	630
HTC	Wolff 600EC	600
Falcon	Jaso J600	410
Arcomet	Potain MD365	365
WD Bennetts	Jost 316	316
City Lifting	Comansa 21LC290	290
Kier	Potain MD265	265
Mantis	Saez TL65	100



TOP TRAILER CRANE COMPANIES

Company	Total of units	Max boom length	Max capacity	Fleet boom length
Oktopus UK	15	30m	1,300kg	484m
GGR UNIC	6	29.2m	1,200kg	166m
Power Lifting Services	5	31m	1,500kg	148m
Berry Crane Hire	2	31m	1500kg	

LARGEST MOBILE CRANES

Company	Model	Capacity in tonnes
ALE	Gottwald MK1500	1200
McNally	Leibherr LTM11200	1200
Ainscough	Liebherr 1800DS	1000
Baldwins	Liebherr 11000DS	1000
Port Services	Terex Demag TC2800-1	1000
William O'Brien	Terex Demag AC800	800
Bryn Thomas	Grove GMK7450	500
Mammoet	Liebherr LTM1500 8.1	500
GBK	Liebherr LTM1400	400
NMT	Terex-Demag AC350	350
Kavanagh	Demag AC350-1	350
Terranova	Demag AC350	350
Peterborough crane	Grove GMK 6300	300
Emerson	Demag AC755	275
Winterlift	Liebherr LTM1250 6.1	250
King Lifting	Demag AC250-1	250
John Sutch	Demag AC250	250
HTC	Terex Demag AC250	250
City Lifting	Faun ATF 220G-5	220
Aba	Grove GMK5220	220
Davies	Grove GMK 5200	200
Emsley	Liebherr LTM1200	200
Southern Cranes	Demag AC200	200
Abba Crane	Liebherr LTM1200 5.1	200
Jardines	Terex-Demag AC200-1	200
Sparrows	Terex-Demag AC200-1	200
Bronzeshield	Liebherr LTM1300/1	130
Marsh Plant	Liebherr LTM1130-5.1	130
Bob Francis	Grove GMK5130	130
Dewsbury & Proud	Grove GMK5130	130
Quinto	Liebherr LTM1120	120
Hewden	Demag AC100TP	100

LARGEST CRAWLER CRANES

Company	Model	Capacity in tonnes
Weldex	Liebherr 11350	1,350
ALE	Liebherr LR1800	1,200
NRC	Sumitomo SC1500- 2SL	230
BPH	Kobelco CKE2500	250
Q-Plant	Kobelco CKE1800	180
AGD	IHI CCH1200	120
McNally	Liebherr LTR1100	100
Bob Francis	Manitowoc 1000E/Kobelco CKE900	90
Davies	Hitachi SCX900-2	90

CRANE COMPANIES AND INVESTMENT

Company	Investment past 12 Months	Depots	Employees
Ainscough	£41,000,000	31	1,200
HTC	£18,000,000	4	425
McNally	£10,000,000	4	100
Port Services	£8,000,000	3	150
Hewden	£7,000,000	20	340
Bronzeshield	£6,000,000	3	82
NMT	5,200,000	4	45
King Lifting	£4,200,000	8	178
Jardines	£4,000,000	3	45
Marsh Plant	£4,000,000	7	129
Peterborough Crane	£3,400,000	1	25
BPH	£3,100,000	1	48
Bryn Thomas	£3,000,000	4	80
Falcon	£3,000,000	1	196
Southern Cranes	2,900,000	3	52
Aba Crane Hire	£2,500,000	1	35
NRC	£2,500,000	1	58
Winterlift	£2,500,000	3	50
Sparrows	£2,450,000	3	65
AGD	£2,000,000	1	100
City Lifting	£2,000,000	2	90
Terranova	£2,000,000	2	80
P Hird	£2,000,000	2	43
Kavanagh	£2,000,000	4	82
Emerson	£1,800,000	1	89
Mantis	£1,800,000	5	55
GBK	£1,500,000	3	45
Bob Francis	£1,477,211	3	60
GGR UNIC	£1,000,000	2	62
Dewsbury & Proud	£1,000,000	2	30
Abba Crane	£750,000	1	11
Ladybird	£250,000	1	20

TOTAL FLEET COMBINED BOOM LENGTHS

Company	Total Boom length in metres
Ainscough	27,650
Weldex	9,800
Hewden	7,101
Mammoet	3,940
NRC	3,720
King Lifting	3,640
Marsh Plant	3,160
AGD	3,100
BPH	2,880
Quinto	2,600
Bronzeshield	2,350
Baldwins	2,300
Bryn Thomas	2,250
Kavanagh	2,100
Emerson	1,986
Emsley	1,975
McNally	1,900
Sparrows	1,850
NMT	1,643
Winterlift	1,625
Davies	1,600
GGR Unic	1,400
Jardines	1,350
ALE	1,250
GBK	1,200
Southern Cranes	1,124
Aba	1,021
Peter Hird	975
Port Services	960
Bob Francis	771





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Access

Significant changes continue within the aerial lift industry. Lavendon has continued to acquire smaller companies in the UK and is in the process of merging its seven businesses into two - Nationwide Platforms and Panther. This year it has insisted in supplying its data as Lavendon UK which is split roughly 11,000 Nationwide and 3,500 Panther.

Other than this it is noticeable that fleet growth has slowed compared to 2007, which is probably no bad thing.



c&a

top 30



LARGEST PLATFORMS

Company	Boom	Truck mount	Scissor	Spider lift	Trailer Lift
Zenith Platforms	N/A	88m Bronto S90HLA	n/a	n/a	n/a
Easi-Uplifts	41m Genie Z135/70	68m Bronto S70MDT	24.5m Liftlux SL245-25	40.25m Falk Schmidt FS420c	26m Denka DL28
Lavendon	46m JLG 150HAX	70m Bronto T72M	32m Liftlux SL320	28m Teupen Leo 30H	N/A
Loxam	36m JLG 120HX	70m Bronto 72HLA	20.5 Liflux SL205-25	n/a	n/a
Facelift	46m JLG 150HAX	60m Bronto S62MDT	17m Skyjack 9250	38m Palazzani Mantis	29m Omme EBL29
Orion Access	20m Genie S65	59m Wumag WT610		30m Omme 3000RBD	n/a
Ranger	n/a	n/a	n/a	48m Teupen Leo50GT	n/a
Hi-Reach	41m Genie Z135/70	n/a	32m Liftlux SL320	28m Teupen Leo 30H	N/A
Skylift Hire	41m Genie Z135/70	n/a	21m JLG SL21-25	30m Omme 3000RBD	15m Genie TZ50
UK Platforms	41m Haulotte H43TPX	n/a	16m Haulotte 18SDX	n/a	n/a
Hewden	41m Genie Z135/70	n/a	32m Holland Lift H320D	n/a	15m Genie TZ50
Charles Wilson	41m Genie Z135/70	n/a	16m Genie GS5390	12m Hinowa GL14.7	15m Genie TZ50
Manlift Hire	41m Haulotte H43TPX	51m Wumag WT530	26m Liftlux SL26d	32m Palazzani Ragno 34	15m Aerial K17
Wilson Access Hire	n/a	51m Wumag WT530	n/a	23m Teupen Leo 23GT	
A-Plant	41m JLG 1350 SJP	n/a	24.5m Liftlux SL245-25	n/a	15m Nifty T170
Aerial Platform Service	41m JLG 1350SJP	n/a	26m Liftlux SL260-25	n/a	N/A
EPL	26m Genie S85	46m Bronto S46 XDT	12m JLG 40RTS	n/a	n/a
Active Platforms	38m Genie S125	n/a	16m Genie GS5390	n/a	11m Aerial K13
GPT	38m Genie S125	n/a	16m Genie GS5390	n/a	15m UpRight TL49
Access Rentals	38m Grove AMZ131	n/a	32m Holland Lift G320DL30	n/a	N/A
AFI	38m Genie S125	n/a	24m Liftlux SL245-25	n/a	N/A
Kimberly	38m Genie S125	n/a	31.5m Holland Lift G300	n/a	n/a
ES Access	38m Genie S125	43m Bizzochi	15m JLG 500RTS	17m Hinowa GL19.65	n/a
SGB	26m Genie S85	n/a	15m Skyjack 9250	n/a	n/a
AJ Access	26m Genie S85	n/a	15m Skyjack 9250	n/a	10m Nifty T-120
Peter Hird	24m JLG 800AJ	n/a	13m Genie GS4390	n/a	n/a
GT Access	20m Genie S65	n/a	15m Liftlux SL15	30m Teupen Leo 30	15m Nifty T170
Elavation	19m Nifty HR21	n/a	16m Genie GS5390	10m Nifty Trax 12	10m Nifty 120
London Tower Service	19m Nifty HR21	n/a	12m JLG M4069	n/a	n/a
2 Cousins	18m Haulotte HA20PX	n/a	10m Skyjack 6832RT	12m Hinowa GL14.7	10m Nifty 120
Lifterz	19m Nifty HR21	n/a	16.5m Holland-Lift N165EL12	n/a	10m Nifty T-120
Rapid Platforms	19m Nifty HR21	38m Multitel 40TJ	15m UpRight LX50	27m F.Schmidt FS290	19m Dinolift 210
Clements	15m Nifty HR17		12m JLG 3969	14m Nifty VM160	19m Niftylift 210T
HSS	10m Nifty HR12	n/a	10m Genie GS3246	n/a	11.5m UpRight TL38



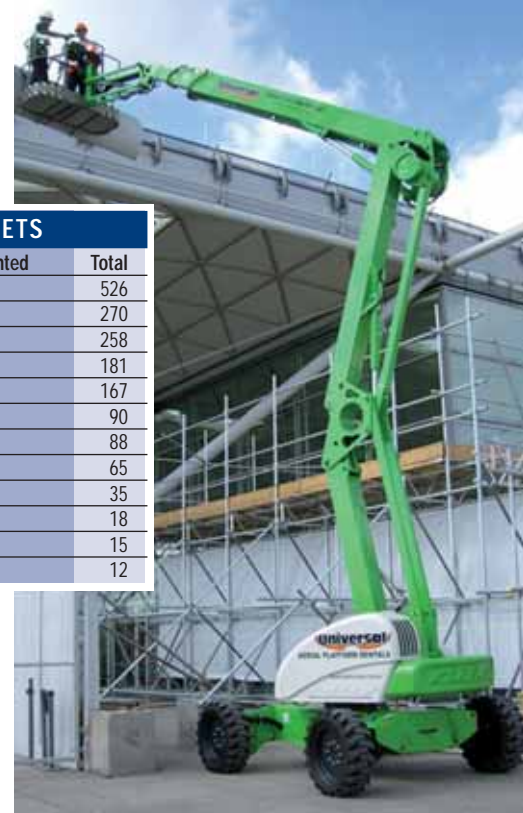
TOP 30 POWERED ACCESS COMPANIES

Company	Total	Booms	Scissors	Spider Lifts	Push arounds	Truck mount	Van Mount	Trailer lifts
Lavendon Access	14,442	5,743	7,718	74	347	246	280	34
AFI	4,300	1300	2750	0	250	0	0	0
Hewden	2,994	1,482	1,512	0	0	0	0	0
Easi UpLifts	2,764	1533	957	81	45	43	45	60
HSS	2,731	461	1587	0	504	0	0	179
Hi-Reach	2,247	738	1120	6	340	15	0	28
A-Plant	1,856	875	905	45	3	0	0	28
Access Rentals	1,778	590	1,100	88	0	0	0	0
Loxam	1,720	650	800	0	0	115	155	0
Kimberly	1,198	425	738	0	35	0	0	0
UK Platforms	1,173	549	624	0	0	0	0	0
SGB	970	400	450	0	120	0	0	0
GPT	881	395	476	0	0	0	0	10
Charles Wilson A	873	355	480	3	25	0	0	10
Skylift A	783	332	422	20	0	3	0	6
Facelift	661	221	262	26	9	70	20	53
Aerial Platform Service	608	205	403	0	0	0	0	0
Highway Plant A	550	205	300	10	10	10	0	15
GT Access	451	102	331	6	11	0	1	0
EPL	421	100	63	0	0	122	136	0
PAS	383	118	265	0	0	0	0	0
Platfinder A	382	105	225	20	20	0	0	12
AJ Access A	362	180	175	0	4	0	0	3
Manlift	309	141	132	4	9	18	0	5
Peter Hird A	290	150	130	0	10	0	0	0
Lifterz A	267	80	177	0	9	0	0	1
Elavation A	246	70	175	0	0	0	0	1
ES Access	227	23	30	7	0	102	65	0
2 Cousins A	218	75	135	5	1	0	0	2
London Tower Service	214	40	153	0	21	0	0	0
Access Hire Nationwide	181	0	0	0	0	2	179	0
A Access Link Member	4,628	1698	2630	95	109	35	3	58

Lavendon UK includes about 11,000 lifts with Nationwide Platforms and 3,500 with Panther



TOP 12 TRUCK MOUNTED FLEETS			
Company	Truck mounted	Van mounted	Total
Lavendon	246	280	526
Loxam	115	155	270
EPL	122	136	258
Access Hire Nationwide	2	179	181
ES Access	102	65	167
Facelift	70	20	90
Easi Uplifts	43	45	88
Smart Platform Rental	65	0	65
Orion	35	0	35
Manlift	18	0	18
Hi Reach	15	0	15
Rapid Platforms	12	0	12



TOTAL PLATFORM HEIGHT

Company	metres
Nationwide	186,195
AFI	40,000
Easi uplift	37,791
Hewden	37,600
Easi uplift	30,233
A-Plant	23,100
Hi Reach	23,000
Access Rentals	21,500
HSS	18,000
UK Platforms	17,295
HSS	16,000
Kimberly	11,100
Facelift	10,294
GPT	10,550
SGB	9,800
Skylift Hire	8,200
Charles Wilson	8,000
Aerial	6,850
EPL	6,230
G.T Access	5,122
Highway Plant	5,000
PAS	4,080
Manlift	3,900
AJ	3,300
Peter Hird	3,250
Plantfinder	3,100
ES Platforms	2,975
2 Cousins	2,445
Elavation	2,322
Lifterz	2,293
London Tower Service	1,480

COMPANY DETAILS & INVESTMENT

Company	Investment	Depots	Employees
Lavendon	£19.9 million	63	1,111
A-Plant	£13 million	9	95
Hi-Reach	£8.25 million	8	77
Hewden	£7.2 million	19	205
Charles Wilson	£5.8 million	12	220
Facelift	£4 million	7	146
UK Platforms	£4 million	6	62
Kimberly	£3.6 million	4	52
HSS	£2.5 million	225	2,463
AJ Access	£2.5 million	2	33
SGB	£2.4 million	5	50
GT Access	£2.3 million	2	22
Peter Hird	£2 million	2	43
Elavation	£1.8 million	1	11
PAS	£1.7 million	3	22
2 Cousins	£1.6 million	2	12
Lifterz	£1.5 million	1	13
EPL	£1.5 million	8	115
London Tower Service	£1.5 million	2	9
Ranger Teupen	£1.3 million	1	12
ES Access	£1 million	3	50
Huntley Access	£0.9 million	1	7
Zenith/AA Access	£0.8 million	1	6
Rapid Platforms	£0.7 million	1	50
Light Hire	£0.5 million	2	10
Clements Plant	£0.4 million	1	14
Easi-UpLifts	Not disclosed	9	170



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Telehandlers

This is the fifth year we have included telescopic handlers, and the chart is growing as we hone in on what is quite a diversified market.

Hewden remain clear market leaders followed by A Plant and UK Forks with a number of companies

vying for fourth place. It seems that in spite of the shrinking housing market, telehandler rental has held up relatively well. Power access companies continue to make inroads into the market, with Lavendon now a significant player following its acquisition of The Platform Company.

TOP 20 TELESCOPIC HANDLER COMPANIES

Company	Total Units	Fixed	360	Largest Fixed	Largest 360	Main Brand	Depots	Employees	Investment past 12 months
Hewden	1,868	1,868	0	17m	N/A	CAT	102	2300	£8,000,000
A-Plant	1,338	1,338	0	17m	N/A	JCB	193	2,400	£18,000,000
UK Forks	1,320	1,300	20	17m	25m	JCB	6	105	£10,000,000
Fork Rent	915	915	0	17m	N/A	JCB	1	30	£9,000,000
GE capital	750	725	25	17m	21m	JCB	26	322	
Hessle	570	520	50	18m	30m	Manitou	3	50	
GPT	400	375	25	17m	21m	Manitou	10	150	
Charles Wilson	328	325	3	17m	21m	Manitou	12	220	£1,500,000
Easi-uplifts	380	315	65	17m	30m	Manitou	7	145	
Kier Plant	300	300	0	17m	N/A			171	
Hawk Plant	250	225	25	17m	18m	Terex	4	400	
Lavendon	215	215	0	17m	N/A	JCB	63	1,111	£1,700,000
Huntley	140	140	0	17m	N/A	JCB	1	7	£2,000,000
Marsh Plant	80	80	0	17m	N/A	JCB	7	129	
Skylift Hire	50	50	0	17m	N/A	JCB	3	40	
Kimberly	65	65	0	17m	N/A	JCB	4	52	
Hi-Reach	64	64	0	17m	N/A	JCB	8	77	
Aerial Platforms	30	30	0	17m	N/A	JLG	3	40	
UK Platforms	27	27	0	17m	na	Haulotte	6	62	£450,000.00
GT Lifting Solutions	19	2	17	10m	25m	Merlo	1	5	£900,000



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trailer mounts

As the self propelled access platform market in the UK has become increasingly sophisticated, the more basic trailer mounted platform has increasingly become of a niche product, available more from tool hirers than the national powered access rental companies. Cranes & Access takes a look at recent market and product developments.

The UK market for trailer lifts has never been huge, perhaps because many see it as just a 'first step on the powered access ladder'? Traditionally, the 12 metre trailer lift has been the most popular although they go much higher with Denka claiming its DL30 - with a 30 metre working height - is the world's largest trailer mounted platform.

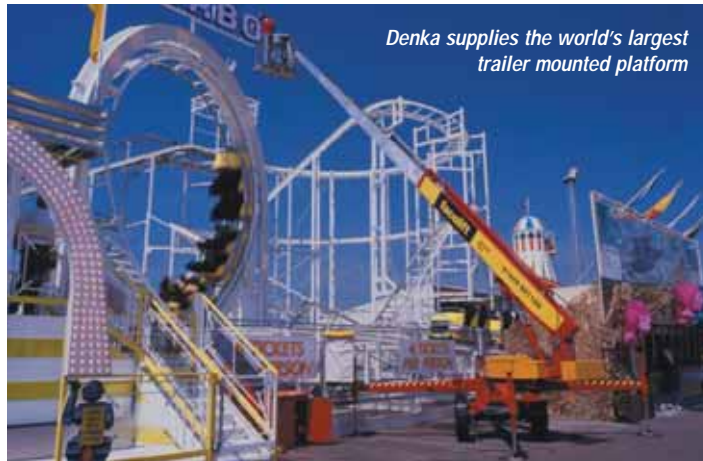


Market leader in the UK is Niftylift.

UK market leaders Niftylift - which has a six model range from 9.5 to 21 metres - the 21 metre 210 is currently undergoing an upgrade - has seen a general softening in demand over last year but still sees growth especially among rental companies specialising in the trailer lift market.

Trailer lifts have many advantages including giving the most metres -

height and outreach - for your money. Low weight and narrow transport dimensions mean they are easy to tow behind a car, van or 4x4 and they can be used on uneven and sloping ground. However these advantages are offset in many applications by



Denka supplies the world's largest trailer mounted platform

requiring time to set up, their inability to travel when elevated, the fact that they can be difficult to move on site - unless fitted with self propelled options - and with a large outrigger footprint can be tricky to set up in confined areas.

The popular 12 to 13 metre trailer lifts have in the past been fixed boom, articulated units - sometimes with jib - with manual fold-down or pull-out outriggers. The benefits of which are low purchase cost, excellent reliability and low cost of ownership due to their simplicity. However, while they are ideal on jobs in the four to eight metre height range or straight up, they struggle at lower heights where the outreach is often barely beyond the outrigger footprint.

In other markets manufacturers addressed this problem by introducing the straight, telescopic boom models. However the format created its own disadvantages in that the machines were very long and expensive - too expensive for most UK rental companies to consider given that they tended to rent by the metre of height rather than by extolling the benefits of

outreach at low heights. Low-level outreach on articulated models was improved, in the early 90's with the introduction of articulated jibs (fly booms) which also added another useful metre and a half or so to the platform height.

Another variation introduced by

UK trailer platform market leader Niftylift was to use a shorter lower boom/riser in conjunction with a telescopic top boom. The end result on its 120T is more outreach, less tailswing and a machine with an overall length about one and a half metres shorter. The company also included hydraulic outriggers as standard, a feature increasingly important even on smaller models.

So there we have it - four basic variations - articulated with and without jib, articulated with telescopic jib and telescopic - with more than 10 manufacturers offering products in the UK including: Dinolift, Denka, Teupen, Ommé, Niftylift, Matilsa, JLG, UpRight, Bil-Jax and Genie.

Recent developments however, centre not around new products but company acquisitions. Last summer Tanfield which already owned Aerial and UpRight purchased Snorkel.

The acquisition has had little or

Denka junior 12.



UpRight is planning to launch a new trailer mounted platform at the APEX show



no impact on the UK/Ireland trailer mounted platform sector as Snorkel rarely sold its products here. Just two UpRight models are currently available both of which have their origins with Aerial - Tanfield's first foray into the access market - the 13.2 metre working height TL37 and the 17 metre working height TL49K.

Genie is one of many manufacturers offering product in the UK



We have heard, however, that UpRight is working on new models (including trailer platforms?) saying that it intends to launch at least one new aerial work platform at APEX 2008, that trailer mounted platforms remain a successful part of its business and it looks to grow this going forward, both organically and by introducing new products.

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Reading between the lines, that probably means a new trailer platform and we have also learned that the company is planning to launch a new 12 metre trailer-mount along the lines of the existing TL series

company's Summit series of trailer lifts. One of the first UK companies to purchase one of its trailers is Castleford-based CAT Access Solutions with the 18.8 metre (55ft) Bil-Jax 5533A, an articulated model

"The Bil-Jax can go from site to site each night with the peace of mind they have the right machine to do the job. It also has an on-board generator to re-charge the batteries. It is very easy to tow and it even has boom travel locators so they can't move when it is being transported."

The Bil-Jax is unusual because most of its trailer lifts are dual-purpose access platform and crane.

"The machine is proving very popular and in particular attracting the attention of local sign erection companies waiting to try out the crane application which can be used to lift the heavy signs into place," says Taylor.

So far nothing has been decided in terms of Haulotte/Bil-Jax strategy and distribution with Haulotte chief executive Alexandre Saubot saying that it will be 'working to maximise synergies and opportunities between the two companies'. The plan is to look at everything

Most Bil-Jax trailer lifts can also be used as cranes



machines with a simple rugged design and full pressure hydraulic controls and available at a very competitive price! Also look out for "an innovative trailer-mounted lift that UpRight believes has real untapped potential as a global product which will help it increase its penetration of smaller equipment rental and tool hire operations."

The other acquisition - at the end of July - is the take-over of Bil-Jax, the USA based manufacturer of trailer lifts, self-propelled booms and steel scaffold products by European self propelled market leader Haulotte. Bil-Jax last year had sales in the region of \$80 million with 90 percent in North America. However the company had been raising its profile in Europe with some notable success. The UK was looking very promising with good initial market penetration through trade shows and the appointment of dealer Promax which has already chalked up some notable orders for the

with over 10 metres of outreach and the largest in the Bil-Jax Summit range of machines, which starts with the 10.1 metre, 6.5 metre outreach 2622T.

According to Chris Taylor, owner of CAT Access, demand for the Bil-Jax machine has been excellent. "Its best feature is the drive and set," he explained. "You just unhitch from the tow vehicle and drive into position. It then takes less than 30 seconds to automatically set the four outriggers just by pressing one button."

Taylor says the machine is very easy to use with buttons instead of levers which his customers seem to prefer. And with an outreach of 10 metres at six metres height the Bil-Jax can reach over conservatories and extensions and still has a basket capacity of 227kg at full outreach. "The machine has a lot of bookings in November doing Christmas lights working both day and night," says Taylor.



Setting up the Niftylift trailer platform

to see how the combined businesses might gain from their different strengths.

Before taking on Bil-Jax, Promax was the dealer for Dinolift - the Finnish-based trailer and self propelled boom manufacturer.

However, in a change of distributorship, Dinolift is now being sold in the UK by The Spiderlift Company (previously Ranger Equipment) - which also sells the German-built Teupen trailer, spider and van mounted platforms. The re-branded company is also looking to distribute a third range of machines in the UK and Ireland.



Dinolift's circular basket on the 120T.

Sales of Dinolift trailers in the UK have historically been small primarily due to the strong domestic competition - Niftylift - and the UK preference for articulated lifts and an almost absence of market for the larger trailer lifts.

Promax will probably find Bil-Jax a better fit with its other product lines which include Platform Basket spider lifts and Cela truck mounts. Bil-Jax on the other hand has found a good UK partner which is essential if it is to generate any volume in what is a tough market, although how the Haulotte acquisition will affect this remains to be seen.

Steve Hadfield and the Spiderlift/Ranger team are geared up to handle larger, more expensive, more niche products and have a strong track record with the Teupen line of spider lifts. The Dinolift range will fit well alongside that of Teupen with very little overlap. Although the distributorship with Dino is still very recent and there is little news on sales, managing director Steve Hadfield says the company strategy is to represent a total of three manufacturers of equal standing. "The synergy would have to be in line with the values that Teupen builds into its equipment - high quality and performance, equating to lower life costs through reliability, longevity and higher residual values



Haulotte recently acquired Bil-Jax

trailer mounts

C&a

of Teupen's build standards, the internally mounted

power track in the boom is also shared. This has proven to be popular, reliable and maintenance and damage free."

"Dino's product line is made up of trailer and all terrain models and all are interesting to us. The trailers are split into 'T' series (telescopic boom) and 'XT' series (articulated/telescopic boom)," he said. "XT type booms are commonplace and very popular in the UK for their up and over reach, so we can tap this market with a very high quality product, loaded with features and spec.

The T series gives us something different for the UK. We firmly believe that there is a gap in the market (a smaller niche) that we can fill with the telescopic booms."

"It is a given that Niftylift dominate the UK market for trailer models, which are all articulated/telescopic and we don't want to go head to head with them," says Hadfield, "so the innovative features of the

XT series, along with the telescopic T series gives us something different to offer. We firmly believe there is a place for the T series alongside the likes of Niftylift in the UK hire and end user fleets. The T series models bring benefits in low level outreach, speed and simplicity."

At Bauma last year, Dino launched the all-new 120T and Hadfield has chosen this to be his first demo model.

"The 120T has standard features that other manufacturers offer as options such as friction drive and hydraulic powered stabilisers," said Hadfield. "It is the only 12 metre trailer model in Europe to offer a three stage telescopic boom, keeping the length short at just 5.52 metres overall. The weight is also low, at just 1,275kg including the friction drive and hydraulic stabilizers. Having a telescopic boom instead of articulated creates outreach of 7.9 metres from floor level, so it is great for low level outreach. The machine is purposely designed as a one man machine (120kg capacity) and features a

unique circular basket, negating the costly rotating basket often missing on smaller trailer models anyhow. We have been asked to supply circular baskets to tree surgeons for years, for the ease of entering a tree canopy, so this will make a great feature for the smaller jobbing tree surgeon and parks & grounds care workers."

"Finally, we see Dino's strong after-sales service as a key factor for the UK with high levels of service, technical support, competent field service and parts supply playing key roles in decision making. We have learned this with Teupen, and will replicate this with Dino. The parts system in Finland is excellent, from good parts catalogues, to next day

Matlisa's new assembly hall.



The new Dino 120T

- and they should also be innovators in their field," he said.

"Dinolift was chosen because of this synergy and we hope to announce the third product line very soon," said Hadfield. "The search for these two manufacturers has taken 18 months. All three build strong, stable platforms, with 10 year design life and one of our favorite



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Teupen has four Gepard models from 15-25 metres working height

delivery in the UK. An added benefit is that Dino actually manufactures a large proportion of its components, including cylinders and even lock valves."

The lightweight 12 metre telescopic could prove to be a hit over the next few years as more products become available. Omme Lift of Denmark launched its Mini 12 two years ago, but so far few have made it to these shores. Weighing just 1,200kg with all the 'bells and whistles' and less than six metres long, it has been designed to be towed behind a mid-size car or small van. It is less than

six metres long, retracts to under a metre wide and boasts eight metres of outreach. Although a one person unit, it is surprisingly rigid with fast function speeds.

Still looking for a UK distributor and to break into the market is Spanish trailer and self propelled boom manufacturer Matilsa. The company has recently completed its move into a new 4,500 square metre, €6.5 million production facility. The additional space gives the capability to build 2,000 units a year of its four model trailer range - the Parma 12, 12T, 15 and 17 - as well as its self propelled machines. Its range should be well suited to the UK market, being similar in specification to that of Niftylift, it even produces a 12 metre compact 'all singing all dancing' articulated telescopic model - the Parma 12T. The company is unusual in that it has a web-based product configurator allowing potential buyers to "spec-up" a product along the same lines as a Dell computer. The configurator also includes prices and will allow

C&a trailer mounts

you to press the order button at the end. However most buyers will want to call and negotiate.

The push by the HSE along with increased awareness of employers and tradesmen to use equipment that offers the safest method of working at height is slowly making an impact. The main winners in the equipment market so far have been the arrival of low level, push-around lifts such as the Pop-Up and Power Tower, but there are a large number of jobs for an outside machine with outreach that is easy to deliver or

pick up - a lift equivalent to the mini excavator - for tasks such as gutter installation and replacement, house and office painting, antenna installation and even window cleaning. Some of this will be taken by small spider lifts and 3.5 tonne vehicle mounts, both of which have almost certainly have been taking business away from trailer lifts. However the low cost and easy towability of the trailer lift, along with greater outreach of telescopic models should translate into higher sales.



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When a company that maintains service station canopies and forecourts approached Pyroban for advice on reducing the risk of fire or explosion when working over the top or fuel pumps, the company recommended its Gascheka system, for what it calls a zone three protection level.



The control console includes a special key

Two 9.5 metre working height Nifty 90 trailer lifts were sent directly from the factory to Pyroban's facility in Shoreham for installation of the Gascheka equipment. Before the machine will operate it automatically carries out a gas test. If it detects gas it will not start and will sound a warning if there is a dangerous level of gas/fumes.

When the machine is operational it will give an audible and visual warning with a timed shutdown if it is ignored. The equipment is relatively easy to install and significantly less expensive than zone one or two systems, while



The largest components are the control panel, a the sensor which first on the outside of the platform and a propane bottle which sits inside



The Nifty 90 during conversion

providing significant protection. The trailers were chosen for the job due to low weight of under 600kg and compact dimensions while offering more than enough working height and outreach (3.5m).

The fact that they cost less than a 12 metre machine was probably also a factor as was the cost of towing around a lift more than twice the weight when the extra performance was not required.

Access for a King



Lindig Fördertechnik, recently supplied four UpRight TL series trailers to the film set of a new children's movie to rival Harry Potter.

The movie is based on the book: "De brief voor de Koning" ('The letter to the King') by Dutch author Tonke Dragt. It is about a young knight called Tiuri who

undertakes a dangerous job to deliver a secret letter to the Kingdom of Unauwen.

The stunning backdrop to this medieval movie was the world-famous Wartburg Castle in Eisenach which has been a seat of power in Germany since 1067 and was a place of refuge for the excommunicated Martin Luther.

Swift or Herkules

Every other month we receive a call from someone looking for spare parts for a Herkules or as it was known in the UK - Swiftlift trailer lift.

Although they have not been produced for many years there are a good number still in use and often appreciated for their lightweight and good outreach.

The most popular models were the TK16 and TK20 articulated boom trailer lifts and the T20/22 telescopes. Parts can still be sourced via Herkules Lift A/S, John Ravnskjær, Denmark.

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A Herkules TK20-11, the 20 metre articulated trailer lift.



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At Apex 2008 we celebrate not only our 40th anniversary but foremost the warm relationships with so many people within the industry. You are welcome to meet Team Riwal on our exhibit no. 1810 and especially at our party on Wednesday September 17.

It's that APEX time again

Apex, the international specialist access equipment show will open its doors once again in Maastricht in mid September. Although there has been much debate over the venue and pressure from some quarters to move it or change the format, the show is now coming into its own as a key event in the access industry calendar.

Since it moved to a three year cycle in 2005, well away from Bauma and Intermat, Apex has gone from strength to strength. It now provides a launch pad for new products and ideas while being an important meeting point for the world's access professionals. In a year where there is no international exhibition in Europe it also serves as the annual get together for the industry and the largest display of access equipment anywhere.

This year both the indoor and outdoor space has been sold out for some time, with 110 exhibitors showing a wide range of equipment and services, all related to working at height. In addition to the show itself, IPAF is hosting its second Europlatform conference in Maastricht on September 16th, the day before Apex. This year's theme is 'The rental company of the future' so with the two significant events it makes sense to make a full week of it, especially if you are travelling any distance.

In the following pages we take a look at some of the new products and innovations you ought to look out for and highlight some of the major exhibitors.

We will of course be publishing a full review of the show both on the internet and in the next issue of Cranes & Access.

Apex essential information

Where?

The MECC convention centre in Maastricht, Netherlands.

When?

September 17th- 19th

Wednesday 17th 10:00 till 18:00

Thursday 18th 9:30 till 18:00

Friday 19th 9:30 till 17:00

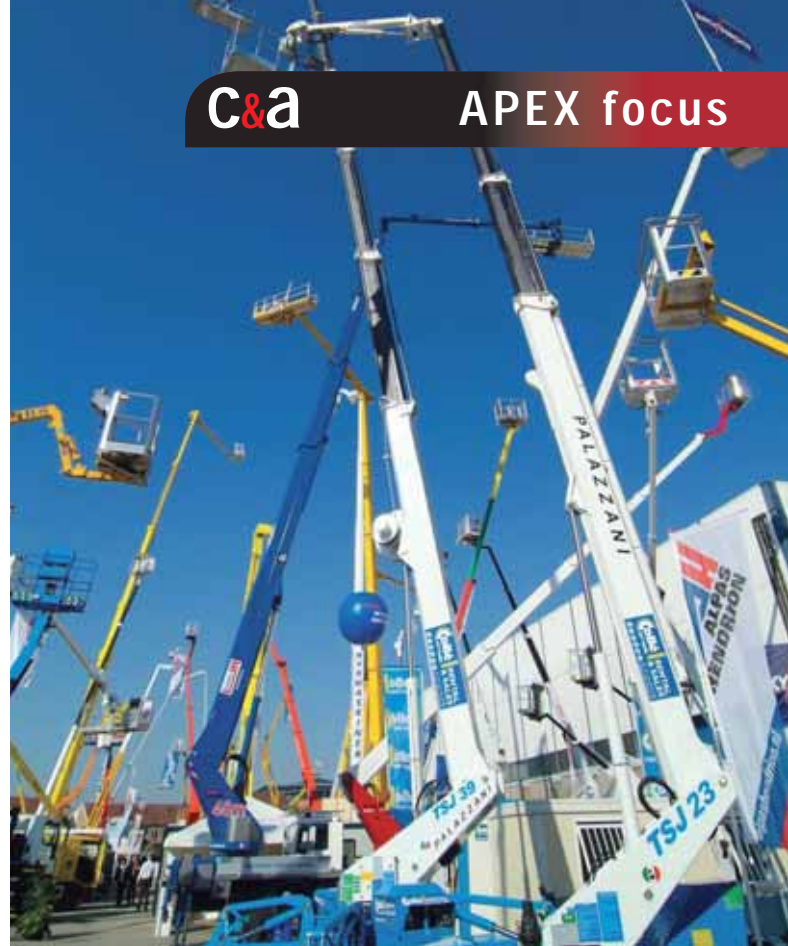
Cost?

It is free - register on line or at the entrance desks, there is a link to the APEX web site on Vertikal.Net - Events

How to get there

Maastricht is a very democratic venue, apart from a cluster of Belgian, Dutch and German locals few of whom are likely to attend, it is as awkward to travel to for everyone.

There are flights from Amsterdam, but with all the hassle of modern air travel the train or bus is often faster and easier. Amsterdam and Düsseldorf airports are around an hour and a half away by road, although the Düsseldorf - Maastricht run can be done in an hour. A train service runs from Amsterdam and takes around three hours door to door. If you want to be green and take the train from the UK - you will need to change in Paris and Liege and allow at least eight hours.



If you like something that is free Brussels Zaventem airport is a little closer and the organisers are laying on shuttle busses from the airport on the 16th, 17th 18th and 19th. Buses are about one an hour so look out for the APEX welcome desk in the arrivals area.

Hotels

There are plenty of rooms in the area for a show of this size. Try the Apex website first of all, if you don't like what you find the usual web booking services will yield a selection of possibilities.

Exhibitors:

The aerial platform business - until very recently - was enjoying one of its best periods ever with markets such as Eastern Europe and the Far East rapidly developing and making a significant impact on sales. Unfortunately the slow-down in North America looks set to spread to Western Europe increasing pressure on manufacturers around the globe to give customers more innovative, value for money machines.

With more than 100 exhibitors, Apex will have all the global major manufacturers showing the latest products. With the show coinciding with the North American Conexpo exhibition, many manufacturers which concentrate on this market will have already launched products there. However Apex will have a

wide range of manufacturers from Japan and China, which will be unfamiliar even to experienced UK customers. Chinese manufacturer Beijing **JingCheng Heavy Industry (JCHI)** will be showing off its newly CE marked scissors and booms including a 32 metre self propelled boom and a range of electric scissors. The company is also looking for European distribution partners.

Chinese manufacturer JCHI will be showing its new scissors and booms



From Japan, **Aichi** will be showing its 'global' products - 40ft and 46ft self propelled booms and narrow aisle scissors - and **Hanix** with its subsidiary **Hanix Europe** is said to be launching a new range of Japanese-built machines.

It is five years since Danish companies **Denka Lift** and **Falck Schmidt** merged as **WorldLift Industries**. Two new improved DK12 and DLX15 Denka trailer lifts are promised as well as models from the **Falcon** spiders.

From Finland, **Dinolift** is showing a new, light-weight mains/battery powered, trailer telescopic machine - the Dino 180TB - although it is keeping very quiet about another new machine.

UpRight looks set to launch at least one new aerial work platform probably a new 12m/34ft trailer mounted platform along the lines of the existing TL series machines and with a very competitive price! Also look out for an innovative trailer mounted scissor lift that UpRight believes has real potential as a global product. Other new machines include a crawler mounted scissor and a Bi-energy 33ft scissor.

German platform manufacturer **Ruthmann** will show two new truck platforms - the Steiger T 275 will be making its debut and is the extended version of the Steiger T 270 which has sold well since being introduced five years ago. The new model features improvements to working height and outreach as well as to the build.

The other new platform is the Steiger T 580 - a triple axle chassis mounted aerial platform featuring 'round profile telescoping technology'.

The Steiger TB 220 - which has now sold 500 units since 2002 - will also be on display and Ruthmann says that it will also show visitors other models which will be making their debut in the coming months.

Italian truck and van mounted aerial platform manufacturer **GSR** will be introducing a new range of telescopic van mounted platforms

starting with the E140TJV, a 14 metre working height, telescopic with fly-jib unit fitted on 3.5 tonne Ford Transit. The company says that the new range has been designed to match the increasing demand for 3.5 tonne vans with an acceptable payload and will complement its existing range of reverse articulated van mounts. The platform can be installed on the most common Euro 5 commercial vehicles like Ford Transit, Iveco Daily, Mercedes Sprinter, Renault Master and Volkswagen.



The new GSR telescopic van mounts will complement its range of reverse articulated machines.

Haulotte is gaining new friends in the UK with new models and improved customer service. Although already seen at various shows and a UK open day last month, the company will be showing its latest 28 metre H28TJ+ telescopic boom with very useful six metre telescopic jib. With an outreach of 23 metres and basket capacity of 350kg, the machine performs very well compared to the existing competition.

Just starting to be available in the UK is Haulotte's two model telehandler range. On show at Apex is the 17 metre telehandler HTL 4017 which has a lift capacity of 4000kg and can fitted with multiple accessories such as forks, buckets, work tools and hooks.

Ruthmann will show two new truck platforms as well as previewing models due to be launched over the coming months.



Haulotte's latest H28TJ+ features a useful six metre telescopic jib, 23 metres of outreach and 350kg basket capacity.

It is still early days as far as Haulotte's acquisition of **Bil-Jax** is concerned. Bil-Jax's latest X-Booms will be on show including the 13.4 metre 36XT telescopic and the articulated 15.6 metre 45XA.



Bil-Jax 45XA

Following **Palfinger's** acquisition of **Wumag** last month (see interview with Herbert Ortner Page 51), Apex is the first joint appearance of **Bison** and **Wumag** and a range that extends from 11 to 103 metres.

On the stand will be the world's largest truck mounted platform - the 102.5 metre working height Wumag WT1000 mounted on a Tadano Faun ATF 110G-5 AT crane chassis. The WT1000 is designed as an articulated work platform with a 5-section lower boom, a 3-section upper boom, and a cage boom angle of 115 degrees.

Bison and its TA, TKA and TKA-KS models offer heights from 14 to 61 meters. The TA 25 B, claims the



The world's largest truck platform - the Wumag WT1000 can be seen on the Palfinger stand

highest access platform with the greatest reach for vehicles with a total weight of 3.5 tonnes. Also on show is the TKA 28KS with counter slewing system.

Palfinger and Wumag models are now on one stand including this TKA 28KS machine with counter slewing system.



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Genie has two new telehandlers including the 4017 SX and the redesigned 2506 compact.



construction lift HD 24/0-7, the Minicrane, the Superlift Z 330 as well as various models of the Toplift series.

Heavy duty, scissor lift manufacturer **Holland Lift** has several new models including the G-320DL30 4WDS/N, M-250DL27 4WD/P/N and N-265EL13 4WDS and T-210DL25 4WD/P/N.

Manitou will unveil its new ranges of platforms shown earlier this summer at its production facilities in Ancenis, France. They will include a new 60ft (18 metre) platform height articulated rough terrain boom lift - the 200ATJ, its largest so far which features a new dual parallelogram over-centre riser, two section telescopic boom and longer jib.

Genie will have a full range of products including a first European outing for the the 20.34 metre, 15.48 metre outreach S-60 Trax telescopic boom with innovative four-point track system. The redesigned GTH-2506 compact telehandler and the new four tonne, 17.19 metre GTH-4017 SX rough terrain telehandler will also be on show.

Oil&Steel continues to grow its product ranges with two new models - the tracked Octopussy 2190 and the Snake 2010 mounted on a 3.5 tonne chassis. The Octopussy can lift 200kg to a 21 metre working height. The unit differs from other models in the range in that it has a double pantograph boom allowing 'up and over' access at 10.5 metres.

This boom configuration features on the new Snake 2010 Compact. Mounted on a Nissan 3.5 tonne chassis, the unit has a 20 metre working height, 10 metres outreach with a 200kg basket capacity and according to Oil&Steel, is the most

compact platform for its height currently on the market. Take a look at its new, patented Gecko outrigger stabilisation system.

Fellow Italian producer **Multitel Pagliero** will take the opportunity to show eight models including its MX 270 and MX 130 as well as the largest - a 60 metre J360TA on a 4 axles, 32 tonne chassis. Other models on the stand include a 35 metre on a 2 axle chassis with full variable outrigger system and a number of the very popular 35 tonne work platforms, including the 160 ALU, the MT 222 AZ and the MX 200.

Skyjack continues to develop new products and will launch two brand new machines the SJ 12/16 a self propelled vertical lift machine with 'slide out' platform and the SJ46AJ articulating boom. Also on show will be a selection of scissors including the more recently introduced rough terrain SJ9241.

One of two **Socage** TJJ70 platforms currently being assembled will be at

The Snake 2010

the show. Mounted on a 32 tonne chassis, the unit has a working height approaching 70 metres and can be fitted with an optional 900kg lifting capacity winch.

Socage will also show a new 20 metre articulated, telescopic platform on a 3.5 tonne chassis.

The **Böcker** Group will be exhibiting a new version of the Superlift MX. The MX 1024 now has a maximum payload of 1000kg and has other features such as diagnostics and display. The Böcker trailer cranes have also been upgraded as well using the more rigid new 3.5 tonne chassis. Drive now powers the rear of the two tandem axles via an easy to reach lever. The completely variable support system which enables the three support positions of 0, 20, and 60 degrees is now standard on all trailer cranes.



The new 200ATJ shares many components with the smaller 180 and has a 20 metre working height.

The aluminium trailer crane AHK 30/1600 with working platform will be on show as well as its



The Manitou VJR100 Evolution

Two new Bi-Energy versions of its 150 and 170 AETJL slab electric boom lifts with more ground clearance and higher lift capacity will also be launched as well as a totally redesigned VJR mast boom series - the VJR 80 and 100 Evolution - featuring drastically reduced Gross Vehicle Weights, marginally lower platform heights and direct electric drive.

Apart from its various scissor lifts, Italian producer Iteco will be launching a new, four wheel drive, battery operated scissor for indoor and outdoor use. The IT 17210E has a working height of 19 metres and lift capacity of 600kg. A diesel version will be followed by a smaller 16.5 metre machine.

Aside from various scissor lifts Iteco will show its recent model IT-MC M 4680 - an electric powered scissor with a platform that can be extended by 360 mm.





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C&a

face to face

Cranes & Access talks to Herbert Ortner, the recently appointed CEO of Palfinger about its acquisition of Wumag and its core crane business.

The appointment of Herbert Ortner as the new chief executive of Palfinger is something of a surprise. Not in his choice but the fact that previous CEO Wolfgang Anzenbruber decided to leave so soon after his five year contract was renewed. However with the senior position at Verbund - Austria's biggest energy company - on offer, few questioned the move when the opportunity arose.

€30 million. Palfinger's strategy is to be a top three player in all of its sectors.

Wumag itself had been in Palfinger's sights for several years.

The combination of a family-owned business with no natural successor meant that when it did come up for sale, Palfinger wasted no time in completing the purchase process.

But with a considerable product overlap - is it a good fit?

"Wumag has a good reputation with large platforms and has concentrated

its R&D over the last few years in this area," says Ortner. "Bison's largest platform is 61 metres but we have concentrated our development work on the 3.5 tonne TA platform in recent years. We think that Wumag's machines in this sector - the WT22 for example - is not as competitive."

"With the Wumag and Bison brands so strong, we will of course keep

both but there will obviously be some model rationalisation. The two brands will not be integrated in the short term and will be run as separate business units."

Some business areas, such as sales, will however be merged immediately offering a wider product offering to customers and the company will be looking for synergies such as finance and administration which may be bundled together.

Similar component suppliers will also be rationalised but Ortner says he will not be destroying structures.

"Wumag has 300 employees in three different locations - two of which are within 15 minutes of Bison," said Ortner. "The staff have made Wumag what it is and we intend to retain all of its employees - from the welders to

senior management. They have said that they are all happy to continue working for the new company and we intend to keep all of its facilities - we need the production capacity."

The addition of Wumag means that the expanded access group now has revenues in excess of €75 million and according to Ortner takes between 60-80 percent of the truck mounted market in Germany - its largest. Wumag had revenues of €44 million in 2007.

With the interest in 100 plus metre platforms what are the plans for the large truck mounted platforms?

"We plan to offer machines for customer needs and not necessarily 'the biggest'" says Ortner. "The WT1000 is a specifically designed product for the chassis and therefore the

platform height cannot be easily increased."

Loader cranes have historically been the mainstay of the Palfinger business. However, over the last 10 years, the company has diversified into many different areas so that currently the lorry loader business is just 65 percent of its total revenues.

"Loader cranes are having a lean time in markets such as North America and Spain, however South America is booming and Russia has great potential," he said. Without giving out specific



Herbert Ortner

figures - like many in this sector Palfinger doesn't reveal exact figures - Ortner implied that crane production was in the region of 15,000 units last year, giving it a share of almost 30 percent and making it market leader ahead of Hiab with Fassi coming up fast in third place.

"We have now sorted out our production problems and capacity is now good. We have a comfortable profitability with EBIT margins of 13 to 14 percent, equity is more than 50 percent and gearing is just over 30 percent. Acquisition is always one part of our growth strategy but always profitability before revenues," he said. "And we are always looking at the long term and building successful partnerships."

"The Wumag products complete our product range," he said. "We now have a market share of about 15 percent in Central Europe which makes us market leader in truck mounted access platforms in the region."



The addition of Wumag gives Palfinger a range of platforms from 11-103 metres



A Bison TKA 35KS

Ortner was already the company's chief marketing officer and a member of the advisory board and therefore ideal to take over, particularly as Palfinger has a policy of promoting from within. Like Anzenbruber, he has a five year contract.

Although a sales and marketing background and position, Ortner has also been involved along with the three other board members in corporate strategy and the acquisitions of Bison, MBB and very recently the truck mounted platforms of Wumag GmbH - which has recently been approved by the German and Austrian anti-trust authorities.

In the truck mounted platform sector, Bison was the first acquisition four years ago and the then €10 million company has since been integrated and grown to



Loader cranes have historically been the mainstay of the Palfinger business

Vertikal Days 2008

The second Vertikal Days event - showcasing cranes, access equipment and telehandlers - was held at Haydock Park in late June. In spite of the 'summer' date the weather was not kind. However this did not deter almost 1,000 lift equipment buyers from turning out to meet suppliers and view the latest equipment innovations.

Several manufacturers used the show to launch new products and services, including Linden Comansa which shipped the first production unit of its new LC1100 compact flat top tower crane directly to the show. The crane's arrival was threatened by a truck drivers strike in Spain, However 'most' of it arrived safely and the City Lifting team made relatively short work of erecting it well in advance of the show opening.



The new Linden Comansa LC1100 compact flat top tower crane

With the hoisting and slewing systems and the electric cabinets pre-installed within the cat head at the factory, the new crane is said to be easier to erect. This is also helped by the lower overall weight of the slewing structure.

The whole series has two slew motors to reduce stress on the crown, two hoist motors, with more hoist rope capacity and, consequently, higher under-hook heights; and a single or single/double trolley system with an innovative automatic change controlled by the operator from the cab.

A new cab position also provides a greater field of vision for the operator and 2.5 metre long jib sections increase the range and load combination possibilities.



City Lifting used the first Terex Demag 100/4 in the UK to erect the new Comansa LC1100 tower crane.

The Liebherr stand was very popular as it demonstrated its new Liccon2 Bluetooth remote control system fitted to the company's new three axle 50 tonne LTM 1050-3.1 All Terrain crane.

The device incorporates a sophisticated, yet user-friendly, on-board computer system with a new generation control system.



The touch-screen display provides comfortable and easy activation of the different operational functions, including the carrier drive and steering programme, the suspension system, setting up of the crane on outriggers, adjustment of the working floodlights as well as the cab's heating and climate control.



Using the new BTT-Bluetooth system, the crane driver can attach and detach the hook block from the front bumper by remotely controlling the hoist winch and boom lift cylinder from the front of the machine avoiding the need for mirrors or assistance.

Depending on the crane model, the BTT-Bluetooth feature can be programmed with additional functions such as mounting of swingaway extensions or counterweights. On the 1,200t capacity LTM 11200-9.1, for example, it is also used for assembling the boom. During road travel, the BTT-Bluetooth terminal can be plugged into the cab dashboard to display mileage and working hours information.

Peter Hird unveiled the all-new two tonne Jekko MPK20W electric powered pick and carry crane making its world premier at Vertikal Days.



The world premier of the Jekko MPK20W

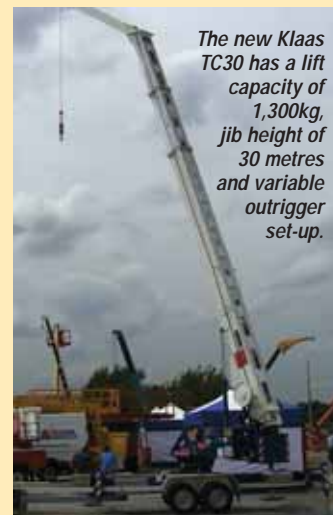
The first units are scheduled for delivery in September and features an end boom quick release which can take hook and pulley system as well as pallet forks.



The rear control panel on the Jekko MPK20W

Oktopus also launched new cranes with its K-800 compact 360 degree slew tower crane with, 2.6 x 2.6 metre footprint, 19 metre mast and five metre telescopic boom.

The K-800 is delivered on site in its integral trailer and is ready to work in minutes. Capable of lifting up to 800kg it is ideal for working where space is a premium and renovation work. The company also showed the new Klaas TC30 trailer crane. With a working radius of 24 metres coupled with a jib height of 30 metres and a maximum capacity of 1,300kg, it is well suited to tight areas thanks to its infinitely variable outrigger set-up.



The new Klaas TC30 has a lift capacity of 1,300kg, jib height of 30 metres and variable outrigger set-up.

On the access side, Bronto showed several truck mounted platforms and unveiled its new, three axle, 61 metre working height X61XDT with 37 metres of outreach and 700kg lift capacity. The 12 metre long unit has a 32 tonne GVW.



Seen for the first time, the 61metre working height, 37 metre working outreach Bronto X61XDT in Facelift colours.

Pagliero showed its recently launched 27 metre MX270 articulated telescopic truck mounted lift which tops out the highly popular MX range.



The recently launched 27 metre Multilift MX270 with the newly introduced MX170 in the background

In the self propelled sector, Skyjack showed off a number of its products including its new boom lifts - seen for the first time at a UK show - and a selection of scissor lifts. The SJ66T straight boom incorporates the company's axle-based four wheel drive system and features directional sensing drive steer control. Largest scissor on show was its 41ft SJ9241 with dual-powered platform extensions giving a total length of 7.3 metres.



Seen for the first time at a UK show is Skyjack's SJ66T with 20.1 metre platform height and 17.4 metre of outreach.

The newly named Spiderlift company appeared for the first time showing off machines from the Finnish-built Dinolift range it now represents in the UK alongside the Teupen range. Spiderlift enjoyed some success at the show including an order from Kimberly Access for the immediate supply of a 30 metre Teupen Leo 30T and a 23 metre Teupen 23GT articulated boom lift. These are the first Teupen products to join the Kimberly fleet and will be used on retail fit-out contracts recently awarded to Kimberly such as the Westfield Shopping development at White City in West London.



Spiderlift's Steve Hadfield (left) and Kevin Bell with one of the Kimberly Access machines.

Holland Lift displayed a 10.5 metre working height crawler mounted scissor lift with a 1.4 metre platform extension. Although not a popular concept in the UK, distributor Russon Access reports a couple of sales and increased interest at the show.



Another winner for Holland Lift? Not a popular concept in the UK but interest is on the increase.

Haulotte showed off its new 28.2 metre working height boom with telescopic jib the H28TJ+. Unveiled at Conexpo earlier this year, the company is reporting wide interest in what is a hybrid concept which features a six metre telescopic jib for additional outreach and 'up and over' capability. Maximum basket capacity is a useful 350kg as is the 22.6 metre horizontal outreach.



Haulotte's new H28TJ+ is attracting interest from the major platform rental companies.

Telehandlers were out in force this year with product from JLG, Genie, Manitou, Merlo, Liebherr, Sennebogen and Haulotte with its new 14 metre HTL 4014 telehandler which is now available in the UK. Merlo also had one of its prototype Platform MPR30 models on display for customers to evaluate.



The high-speed Merlo MPR access platform is based on the proven Roto telehandler combining 40 km per hour travel speed with a platform working height of up to 30 metres.

Loader cranes were also out in force, with the largest display of loader cranes in the UK this year. The display was centered around the ALLMI area and included manufacturers including Hiab with its regional dealer Muniserve, Effer with dealer Britcom, PM teaming up with sister company Oil&Steel, Hyva, Terex-Atlas, HMF Penn Hydraulics and Fassi UK.



Terex Atlas 120.2E



The ALLMI area was busy with one of the largest displays of lorry loaders in the UK this year

Terex chose to showcase one of its best-selling loader cranes - the five extension, 5.3-14.4 metre reach 120.2E - which is becoming the builders merchant's crane of choice. The 12 tonne/metre crane combines speed, flexibility and dependability with state-of-the-art safety features including the proven radio remote control.

"Service is the key to success in this industry," said Lee Maynard, general sales manager. "Every crane we supply is supported by a dedicated network of factory-trained engineers using fully equipped mobile workshops, backed by national call centres and regional workshops."



Versalift Unimog

The UK's leading van mounted manufacturer - Versalift - showed several models using a Unimog U3000, Ford Transit and Iveco as base machine.



GSR 200PX

Skyking showed this GSR200PX in Loxam colours on its stand.



Wumag WT610

One of two 61 metre truck mounted platforms was this Wumag WT610 on the Skyking stand.



Liebherr LTM 1050-3.1

The first Liebherr LTM 1050-3.1 in the UK is going north of the border to Edinburgh-based Bernard Hunter.



Jekko SPD500 and trailer.

Jekko UK showed off its range of spider cranes and a new lightweight trailer.



Zoomlion QY30

Bob Francis Crane Hire just managed to complete the painting of its new 32 tonne lift capacity QY30 Zoomlion truck crane in time for the show. Distributor Universal Cranes was also showing an Ormig pick and carry machine.



Easylift R150

Several Easylift spider platforms were on display including the 15.2 metre platform height, nine metre outreach R150.



Leguan 125

Avant Techno builds the Leguan range of skid steer based and crawler mounted lightweight self propelled boom lifts. At the show was the Leguan 125 spider and the skid steer based 80SX scissor



First Platform Basket sale.

Chris Taylor (left with Shaun Day of Promax) of CAT Access took delivery of the first Platform Basket 18.75 in the UK. The company already has a Basket 15.75 in its fleet as well as a Bil-Jax 5533 that was ordered at SED. The 18 metre working height Basket 18.75 can travel through a standard doorway (0.78 x 1.95 metres) and weighs 2.1 tonnes. Taylor says that Barnsley-based dealer Promax has been excellent with both product information and support, and that further orders from Promax will be arriving later in the year.



Steve Huntley and Stewart May of JLG.

Huntley Plant Hire - the Newcastle-based telehandler and aerial lift company - has entered the small electric scissor lift market with an initial purchase of a selection of 20 units from JLG, including 1930, 2646, 2630 & 3246 models. Stephen Huntley (L) concludes a deal with Stewart May of JLG.



Bil-Jax trailer

Promax took several orders at the show for its Bil-Jax trailer and self propelled lift units. Since the show Haulotte has acquired Bil-Jax and no information is yet available on future distribution.



Dino 240 RXT

Rarely seen in the UK is the largest self propelled platform from Dinolift - the 24.5 metre working height and 215kg maximum platform capacity 240RXT.



The Clow Group

The Clow Group put on an impressive display including the adjustable Magic platform, the Folscaf one-piece folding platform and its new 3T fibreglass tower system.



Falck Schmidt FS420C

Expanding rental company Easi Uplifts was showing this Falck Schmidt Falcon FS420C crawler. Features include a double jib arm, automatic outrigger positioning, steering of outrigger and chassis from the basket.



CTE Z26

CTE UK had several machines including the Z26E platform.



Liebherr 32 TTR

Offering seven different jib lengths from 18 to 30 metres and three different under-hook heights - 14, 19 and 24 metres - the fast erecting tower crane 32 TTR has a double telescopic action for both mast and jib. Maximum lifting capacity is 4,000kg and the maximum lift at 30 metres working radius is 1,100kg.



GGR-Unic Galizia

As well as the Unic mini cranes, GGR-Unic displayed its Galizia pick and carry machines including the G70. The full range includes seven models with lifting capacities from 2.5 to 25 tonnes.

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Faraone PK

Also on show was one of the new PK series of push around lifts from Faraone. The smaller PK60 and PK70 - dubbed the Push-Around King - have platform heights of up to 5.2 metres.



Penny Hydraulics

Penny Hydraulics showed numerous of its compact models for mounting on vans and small trucks.



A Tadano ATF 65G-4.

Tadano Faun distributor Cranes UK showed several All Terrain cranes including this ATF 65G-4 sold to Bryn Thomas and an AFT 50 G-3 in Steve Foster livery.



Valla

Valla UK showed several models from its pick and carry range including the 12 tonne electric 120E.

The Marketplace

The Market Place was once again a popular and busy area for visitors - particularly given the weather and a constant supply of hot drinks. A variety of companies exhibited in the dry including the CPA and IPAF as well as Meteo - Europe's leading independent weather forecasting business, which uses the web, email, SMS or faxback and can be tailored to suit individual sites and include conditions for various heights above ground level.

French-based crane electronics safety specialist AGS showed its latest crane 'anti-collision' management system. The company is making headway in the UK and currently has its largest system working - 15 cranes



Bravi showed off its Leonardo compact self propelled lift in the Market Place.

(a mixture of Comedil and Wolff) using two wireless networks - on a site at Salford Quays.

Computer software companies were also in the Market Place. Higher Concept showed the latest version of Syrinx Hire Management and

InspHire with its integrated rental software systems.

Bravi UK - the only self propelled exhibitor indoors - was showing off its products in their usual habitat.

A lesson learnt

As we have already said, the weather was not kind with strong winds and torrential rain on the second day. On the first day the weather was exasperated by strong gusts, one of which created a wake-up call to the industry when a Genie GS3232 was blown over. The platform was fully raised at the time with a large banner attached to the guardrails.

Thankfully the lift - which is an indoor model designed to pass through a single, 820mm wide, doorway and then offer up to 38ft (11.5m) of working height - came to rest against the very solid boom of a Genie telehandler. The Vertikal Days safety team sprang into action, fenced off the area and with the help of a crane from City Lifting, righted the lift without further drama. The incident however prompted the industry - via IPAF - to organise an

access exhibitors meeting on Day Two, where the question of training manufacturers' staff and the exhibiting of indoor machines outside was discussed with resolutions agreed.

The well-attended party on the evening of the Day One included a table by table, silent auction of crane, access and telehandler scale models donated by dealers and manufacturers. A big thank-you to all who bid as more than £500 was raised for the Lighthouse Club.



The Lincoln Noel Trio provided the music for the evening party.

Next year's event

Survey forms have been sent to all exhibitors asking for feedback including possible dates and venue for Vertikal Days 2009.

As we go to press the preferred choice is Haydock Park again in late June. Perhaps it will be third

time lucky in terms of the weather? Although one crane rental visitor suggested that the organisers should use the slogan: "This is a UK crane show - the weather will be crap - in the case of it being sunny, we apologise in advance".

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On one of the hottest days of the year, more than 50 delegates attended the PASMA Annual Meeting held for the first time at Moxhull Hall Hotel, Wishaw, West Midlands.



Brian Houston receives a PASMA lifetime achievement award

Preceded by meetings of the Executive Committee and full Council, delegates from all over the United Kingdom heard chairman Paul Gallacher report on another successful year for the association. Following unanimous approval of the association's accounts for the 12 months ended 31 December 2007, highlights of his report included:

- The continued growth of the PASMA training scheme and its acceptance as the industry standard for access tower training.

- Completion of the revised training scheme procedures.
- The appointment of PASMA's first training scheme manager.
- The association's successful participation in Safety & Health Expo 2008 at the National Exhibition Centre.

The search for suitable property to purchase as the association's administration centre continues, but the chairman explained that meanwhile a decision had been taken to acquire a short-term lease on a city centre property in Glasgow. This would provide an initial base for the new in-house secretariat and allow the recruitment of staff to begin. It is hoped that the new team will be in place by 1st January 2009. Once the meeting's formalities were concluded Gallacher, in his role as chairman, presented two awards on behalf of members.



Chairman Paul Gallacher addresses the AGM

The first, acknowledging three continuous decades of service to the association was made to Eric Abbey. The second, a PASMA lifetime achievement award was made to Brian Houston, a former chairman, marking his retirement from the association and acknowledging his award of an MBE for services to the construction industry.

The venue was so popular and proved such a success, the association has booked it again for next year's annual meeting on Tuesday, 14 July 2009.



Access in Action

Low level access guidance

With the use of low level access products becoming ever more widespread as alternative and, arguably, safer methods of low level working at height, it was inevitable that misuse through lack of product training on such products would occur in such a fast growing market.

The PASMA manufacturers' technical committee is currently formulating product standards to ensure a minimum acceptable specification is laid down for this type of equipment.

Whilst there has been speculation on its content, it is still in its formative stages. However, it is anticipated that a final draft will be completed by the latter part of the year, and interested parties will be invited to participate in the consultation process, prior to its publication.

Like everything else, the equipment has its limitations and agreeing a minimum acceptable standard is only part of the answer. Users must be trained and competent in the specific aspects of this versatile equipment, including the peculiar hazards and common misuse of the equipment.

PASMA low level access training, backed up by the now familiar certificate and photocard, is available from a network of some 300 approved training centres throughout the UK and Ireland.

PASMA training scheme published

Following the consultation period and the regional instructor workshops, the review of the PASMA training scheme procedures is now complete. A copy of the revised training scheme procedures and all the relevant forms are now available for members to download. Essentially, the revised procedures and forms do nothing more than reflect current practice, but there are some points that demand special attention. These include:

- In order to prevent reported abuse of the scheme, it is now clearly stated that only approved training centres are allowed to purchase printed PASMA forms.
- All approved instructors now have to comply with mandatory continuing professional development (CPD requirements in order to maintain their approval status.

- Provisions in respect of the practical training element have been strengthened by the introduction of a new 'Practical Assessment Record' form.
- Unannounced, or unscheduled, audits of approved training centres are now formally included.

Peter Bennett, managing director said: "These changes and enhancements ensure that PASMA training remains the first choice for any organisation seeking the highest standards of knowledge, skills and best practice. The course assesses competence, the cornerstone of the Work at Height Regulations, which has to be proved before a PASMA card and certificate can be issued." The association is extremely grateful to all those who took the time and trouble to participate in the consultation and review process.

New PocketCard includes checklist

'Start here, from the ground' is the instruction on the latest PocketCard from PASMA. Promoting competence in association with the HSE, it goes on to list nine things that must be checked before using a mobile access tower, including the adjustable legs, stabilisers, bracing and frame locking devices.

The reverse of the card gives specific advice on how to record an inspection in accordance with the requirements of the Work at Height Regulations. These require that 'Mobile access towers are inspected regularly by a competent person and that a report of the inspection must be provided within 24 hours to the person for

whom the inspection was carried out'. PASMA has agreed with the HSE that completion of a PASMA 'Tower Inspection Record' by a competent PASMA-trained operative and affixing it to a tower satisfies these requirements without the need for further documentation. More details at www.pasma.co.uk





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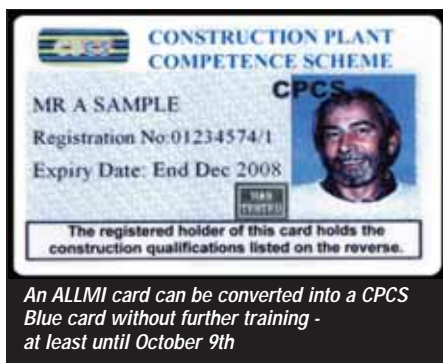
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ALLMI / CPCS agreement

Following recent discussions concerning the agreement between ALLMI and CPCS, it has been agreed that the deadline for the application of CPCS Competence cards has been confirmed as the 9th October.

Until that time, anyone holding a current ALLMI card for either the Lorry Loader or Slinger/Signaller category (or both) is eligible to apply for a blue CPCS Competence Card, providing they have passed the Construction Skills Health and Safety Touch Screen Test within the last two years. The categories stated on the card

issued by CPCS will match those on the ALLMI card (i.e. Lorry Loader and/or Slinger/Signaller), with the expiry date for the CPCS card being five years from the date of issue. ALLMI cardholders wanting to apply for CPCS cards must complete the appropriate application form, which can be obtained from either their ALLMI training provider or directly from the ALLMI office. All forms must be sent to ALLMI in order to be approved and sent on to CPCS, and each application will incur a charge from Construction Skills of £20 (details of this are provided on the application form). Discussions are currently taking place regarding the way in which the agreement will work after the 9th October, and all ALLMI members and training providers will be kept fully informed.



New Course Documents for ALLMI's Thorough Examination Training

Further to discussions at numerous technical committee meetings, ALLMI has recently released a new set of paperwork for engineers using the 'ALLMI Training Scheme and Competency Assessment for Thorough Examinations and Load Tests'.

The three new template documents include a check sheet and defect log for the lorry loader and any attachments being used, as well as a template report of thorough examination, which covers all of the information required by the Lifting Operations and Lifting Equipment

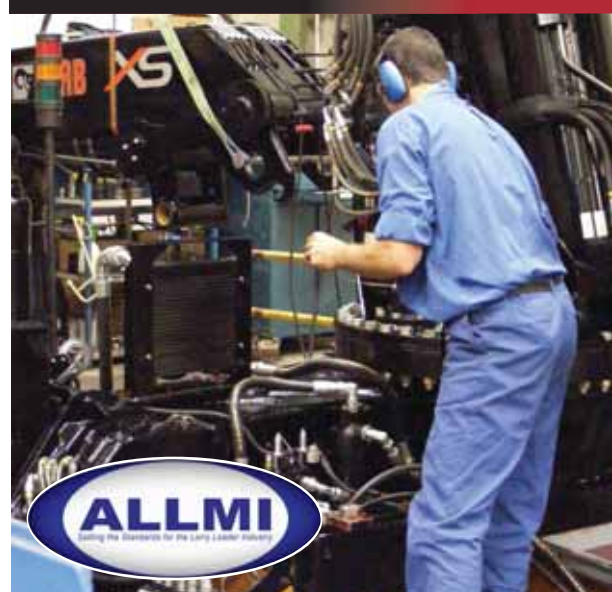
Regulations (LOLER). ALLMI Technical Director, Eric Hawkyard, said: "The Technical Committee is continually reviewing the Thorough Examination and Load Test training course, not only in terms of the course content, but also the documents that are issued to engineers. There have always been documents in place for course candidates to use, but following the feedback we've received, it is felt that the latest version will provide the required templates in a more condensed and user friendly format."

ALLMI at Vertikal Days

On the 25th and 26th June, ALLMI exhibited at Vertikal Days, the UK's only show dedicated exclusively to lifting equipment. With nine loader crane manufacturers also exhibiting, the lorry loader industry was better represented than at any other show this year.

ALLMI executive director, Tom Wakefield, said: "The show was put together very well and

Haydock Park provided the perfect venue. There was an impressive range of exhibitors taking part and as the show was focused purely on lifting equipment, the quality of the visitors was extremely good and with ongoing support it could well develop into a significant annual event for the lorry loader crane industry."



Engine Management Systems Update

The first meeting of the ALLMI Engine Management Systems (EMS) specialist working group has been scheduled for the 9th September.

The meeting follows the appointment of Ismo Leppanen, ALLMI's service director, as project manager for the association's work in this area. Tasked with driving the project forward, the working group has the objective to address the following issues:

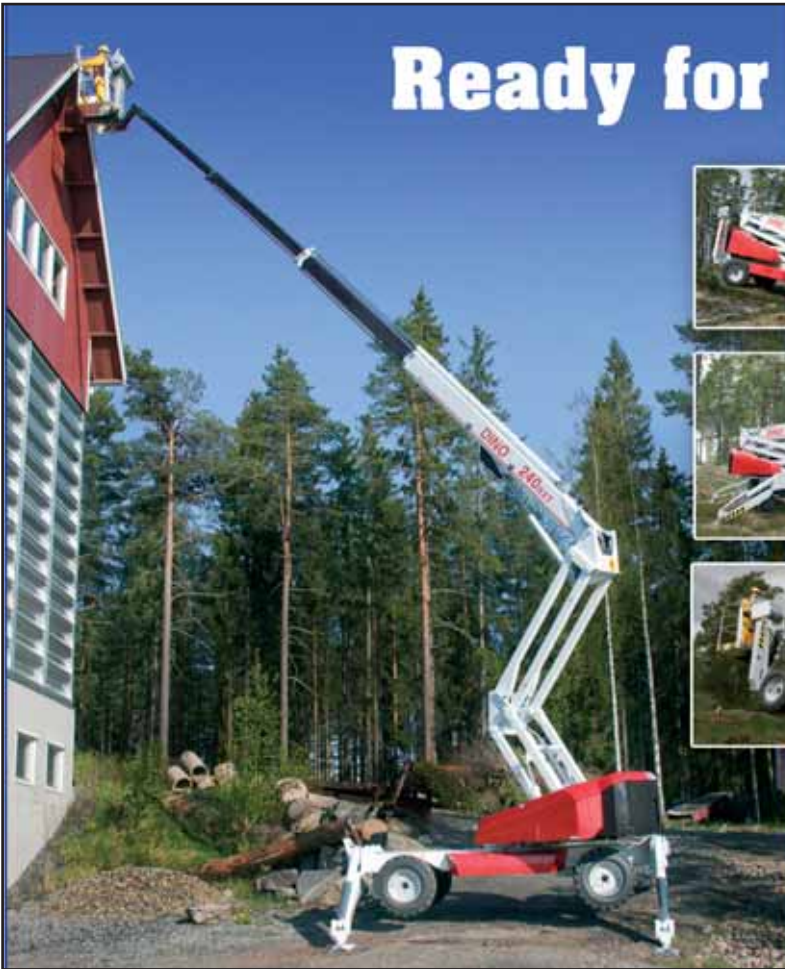
- How to collate truck, crane and PTO electrical information so that it is accessible from one source (the ALLMI website).
- The development of a 'Salesman's Form' that truck salesman can use when the vehicle is sold for crane use.
- The development of an 'Installer's Feedback Form' to help communication between the truck dealer and the crane installer.
- The production of chassis looms for connecting cranes.

Commenting on the upcoming meeting, Leppanen said: "the past couple of months have been spent liaising with members of the working group regarding the issues we'll be discussing in September. The level of debate has been very pleasing and I feel that the forthcoming meeting will see us take a significant step forward."



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IPAF training goes Caribbean

The Barbados Agricultural Management Company (BAMC) based in Warrens, Barbados now has seven IPAF-qualified MEWP operators in the categories Mobile Vertical (3a) and Mobile Boom (3b), thanks to training delivered by IPAF approved training centre Rapid Platforms Ltd of the UK.

Chris Buisseret, Rapid Platforms training manager, presenting first qualifying trainee Marlon Munroe, maintenance manager BAMC Portvale, with his IPAF cap, flanked by Don Trotman, maintenance manager BAMC Andrews.



c&a

IPAF focus

GLA requirement

The Greater London Authority (GLA) has been discussing with industry its requirement for diesel particulate filters on plant with diesel engines above 37 kW used on large, high-profile demolition and construction sites. The requirement is outlined in the GLA's Best Practice Guide to the Control of Dust and Emissions for Construction and Demolition.

The GLA has said that there will be no exemptions and no Eligible Equipment List. However, IPAF understands that plant already exempted under the Low Emission Zone (LEZ) may not be affected by the requirement. IPAF is working with the Construction Plant-hire Association (CPA) to obtain clarification.

IPAF technical officer Gil Male confirmed that the GLA requirement could affect diesel-engined self-propelled booms and scissor lifts that are above the 37 kW limit. IPAF members with further queries are advised to contact Gil Male.

Summit venue announced

The next IPAF Summit will be held on 2 April 2009 at the Crowne Plaza Northwood in Dublin, Ireland. It will be preceded by an informal networking event on the evening of 1st April at a well-known Dublin attraction. IPAF has arranged special room rates at the Crowne Plaza Northwood and the Holiday Inn which is just next door.

The special rates expire 1 February 2009. For booking details, see www.ipaf.org/events



IPAF targets youngsters at APEX

IPAF is launching a major campaign to attract young people to the access industry, starting at the APEX show in Maastricht where IPAF has stand 1145.

A sub-group led by Roger Bowden, chairman of Niftylift, is developing an IPAF engineering apprenticeship designed to lead to a "technician" level qualification.

IPAF is also launching the Job Access challenge among colleges in Europe. The not-for-profit trade federation is looking for manufacturers and rental companies to sponsor 18-year-olds from technical high schools who will be trained to operate access platforms safely and through that process, to obtain a PAL Card (Powered Access Licence) as proof of training. Job Access will

culminate with a competition on the IPAF stand at Intermat 2009, where teams of young people will have to complete various tasks using access platforms safely.

IPAF will give a 30-minute presentation on Job Access at the APEX Conference on the morning of 17 September.

Other IPAF meetings during APEX include:

IPAF Manufacturers' Technical Committee Meeting (members only) 18 September, 9:00, MECC, Berlin Room

IPAF Mast Climbing Work Platform (International) Committee Meeting 18 September, 14:00, MECC, Berlin Room

IPAF European Rental Forum 18 September, 14:30

A plus for Light

Exeter based Light Hire has qualified for the IPAF Rental+ quality mark.

"We work hard to provide our customers with the best possible level of service and support," said Brian Light, managing director of Light Hire.

"The achievement of the IPAF Rental+ quality mark is recognition of this."



Brian Light (left), managing director of Light Hire, receives the IPAF Rental+ award from IPAF managing director Tim Whiteman.

PDS on 24 September

IPAF instructors should not miss the Professional Development Seminar on 24 September at the Best Western Moat House, Stoke-on-Trent ST1 5BQ.

IPAF has arranged for a discounted room rate of £99 including breakfast. Book four weeks before the PDS and quote "IPAF Seminar". Call the hotel direct on 0870 225 4601. See programme and registration details at www.ipaf.org/events

New regulations for the supply of machinery

New regulations that implement the Machinery Directive 2006/42/EC in the UK come into force on 29 December 2009. More information at www.ipaf.org

Europlatform focuses on futuristic rental companies

"The access rental company of the future" is the theme of the second Europlatform conference in Maastricht on 16th September, the day before the APEX show.

Speakers include Chris Wraith from Lavendon Access Services, who will present a zero tolerance approach to accidents, Jeff Eisenberg from Riwal, who will look at financing a rental business the

modern way, and Anders Collman and Martin Frelund from Cramo, who will show the benefits of being an ethical rental company.

The conference is being held at the Grand Hotel de l'Empereur, opposite Maastricht's main railway station and within walking distance of the town centre. See the programme and booking details at www.europlatform.info



Driver CPC

IPAF has prepared basic guidelines on how the Driver's Certificate of Professional Competence might affect MEWP users. See www.ipaf.org



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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

Window company hit for £6,500

Eastern Windows Manufacturing Co of Booth Street, Handsworth, Birmingham, was fined £5,000 with £1,480 costs by Coventry Magistrates' Court after pleading guilty to breaching Regulation 6(3) of the Work at Height Regulations 2005, the maximum fine a Magistrates' Courts can impose for a breach of health and safety regulations.

On September 6th 2005, an employee fell 2.5 metres through a fragile roof whilst fitting new doors, windows and roof to a single storey extension at Townsend Road, Coventry. The man fractured his skull and vertebrae, has difficulty walking and is deaf in one ear.

Inspector Stephen Farthing said: "An employee suffered very serious injuries in this incident. Despite this, the company later sent a second man to work on the same roof without any additional protection from falling."

Aerial lift apprentice scoops top award

An aerial lift and telehandler apprentice - Stephen Vicary of The Platform Company - has won the UK's National Construction College's Apprentice of the year award.

Vicary, in his third year of his apprenticeship also won the Top Plant Mechanics - Access Platforms Apprentice award. (For details of other awards visit www.vertikal.net and put apprentices in the search box)



Stephen Vicary accepts his award from former boxing world champion Barry McGuigan

Watch out for employees on breaks

The Health and Safety Executive has warned of the importance of employers knowing what their staff, especially apprentices, do on their premises during meal breaks.

The warning follows the prosecution of S. Cartwright & Sons (Coachbuilders) Ltd of Atlantic Street, Broadheath in Altrincham, Greater Manchester, after a 16 year-old apprentice, Ashley Saunders, sustained fatal injuries after falling through a fragile roof whilst retrieving a football during a lunchtime kick-about. Saunders dragged a mobile work platform, used within the plant, to the front of the building and used it to

climb on to the roof to look for the ball. As he stepped onto the roof he fell 5.3 metres through a skylight to the concrete floor below and died from his injuries.

The company was fined £7,000 and ordered to pay £17,376 costs after pleading guilty at Manchester Crown Court to a charge under Regulation 8 (1) (c) of the Management of Health and Safety at Work Regulations 1999.



Who trained him then?

This summer while the PM was away the front of Downing street was cleaned, look at this man teetering on top a step ladder with a pressure washer alongside spiked railings and a three or four metre drop.



C&A

training

poor planning is blamed for this accident

Poor planning costs £17,000

Cheshire Crane Hire of Nant Road, Connah's Quay, Flintshire was fined £8,000 and ordered to pay full costs of £8,842 at Wirral Magistrates' Court after one of its 60 tonne All Terrain cranes tipped over last March at the Champion Spark Plug plant in Upton, Wirral due to a lack of suitable cribbing under the outriggers and poor lift planning.

According to HSE Inspector Neil Jamieson: "Frank Preston, Cheshire Crane's managing director, had estimated the weight of a chimney that had to be lifted at about six tonnes, however its actual weight was more than double that. He also failed to explain the type of contract to his client, nor did he ask him to sign any papers, which is essential good practice."

"It is essential that for all lifting operations, proper planning - including careful assessment of the ground conditions and appropriate methods of work - should be adopted. It is fortunate in this case that nobody was hurt, but there was the potential for fatalities." The crane was parked on a tarmac surface, but its outriggers were

extended onto the adjacent grass. The outrigger mats used were inadequate for the ground conditions and weight and once the crane took the weight of the 23 metre long steel stack from the outside wall of the building, the outriggers slipped off the mats and punched through the ground and the crane overturned.

Fortunately there were no injuries, although the carrier cab of the Tadano Faun crane crushed an electricity sub station, while its diesel and hydraulic tanks leaked out over the following days, contaminating a local brook. Cheshire Crane pleaded guilty to a breach of Section 2(1) of the Health and Safety at Work etc Act in that it failed to ensure the safety of its employee.



The outrigger mats were inadequate for the ground conditions

IPAF launches apprenticeship

A working group led by Roger Bowden of Niftylift is developing an IPAF engineering apprenticeship designed to lead to a "technician" level qualification. The Federation is also launching the Job Access challenge among colleges in Europe, see page 63 for details.

Working hours Poll

In an on-line editorial we highlighted the fact that excessively long working days and weeks have to be a factor in reducing safety of some trades, such as tower crane operators and more particularly, erectors.

We asked:

Should the working hours of crane operators and erectors be controlled by law?
In total over the eight week period 823 people voted. 553 or 67% voted Yes 270 or 33% voted No

Size does matter

Dutch heavy lift specialist Mammoet has had a range of scale models badged in its black and red livery for a number of years. In conjunction with the Dutch model maker WSI, it has now gone one step further and commissioned a model of one of its own heavy lift cranes, the Mammoet PTC III modular heavy ringer crane that is named Amalia.

The PTC is a massive crane, capable of lifting 1,600 tonnes. It is typically used in heavy lifting applications in petrochemical and power construction, a key feature is that it can be split down to container sized loads for transport.

As may be expected, the model, which is 1:50 scale, is also huge, in fact it is the largest mass produced scale model currently available.

The box it comes in weighs in at a hefty 27kg, and the crane takes around 12 hours or so to assemble, and although it is not difficult, patience is certainly required. As the model is well made, it goes together fine and the assembly instructions are detailed and helpful. When built, the PTC is extremely impressive, standing nearly two metres tall. However this model is not just about size, it is superbly detailed as well and the quality of model engineering is very good indeed. The base of the crane consists of a heavy ring with adjustable leveling feet. On top of this sits the upper structure which rests on four roller assemblies that run on the ring. Even though the crane is extremely heavy, it rotates smoothly through 360 degrees.

The superstructure is fully detailed with a maze of walkways which

The functions of the crane work very well with the winches having an efficient braking mechanism, so there is no feeling that the heavy parts of the model are not being held securely. The operator's cab is also interesting as it pops up from a container on the side of the crane, has a full tilt function and features sliding doors.

This amount of model does not come cheap, and it costs almost €1,500, which includes a DVD on the making of it a glossy brochure and a signed limited edition certificate. Not only does this buy you the world's largest mass produced scale model, but a first class one too.

Overall the Mammoet PTCIII is one of the very best models reviewed by Cranes Etc. Its massive proportions are perfectly complemented by superb details to produce an excellent model. It will not disappoint



a collector, and would look equally good in a museum or corporate office. It is available from the Mammoet Store www.mammoetstore.com and there is also a dedicated website www.ptcmodel.com.

To read the full review of this model visit www.cranesetc.co.uk

The PTC dwarfs a Liebherr LTM1070



Massive upper structure

have fine mesh floors and very good metal handrails. The whole of the machine deck is a mass of cabling which gives the model a very detailed and complex appearance. A feature of the crane is the large twin boom and back mast. These are very well made with the chord members being tubular, rather than having flat edges as in some die cast models. The sheaves are all metal, the spoked ones are particularly nice. The main hook is very heavy, and although reeving it is a lengthy operation, the end result is pleasing.



Heavy boom construction



Operator's cab



Ring power pack

Cranes Etc Model Rating

Packaging (max 10)	9
Detail (max 30)	29
Features (max 20)	19
Quality (max 25)	23
Price (max 15)	12
Overall (max 100)	92%

Lifting & Moving the World

C&a books & models

This is an anniversary book celebrating 60 years since the founding of the Specialised Carriers & Riggers Association. The first half of the book covers the association's history decade by decade and a brief overview of the economic and regulatory climate affecting heavy transport and rigging.

The copy merely skims the surface so don't expect a deep read on the development of cranes or lifting. It does, however, provide a good

overview of the development of the industry and its association - albeit with a very heavy emphasis on North America.

The back half is devoted to reviews or histories of 66 member companies that helped sponsor the book. Some of the entries are excellent corporate histories with a range of historic photographs, many never published before and dug out of archives especially for this book. Others are little more than advertorials.

In summary this coffee table book does its job well, after all it is a celebration of the association's achievements and progress over 60 years, along with the industry it represents. It also helps provide

another very necessary service, that of writing down the history of the modern crane industry before too much is lost for all time.

This is beautifully designed and produced book that anyone interested in heavy transport or lifting will want to have as both a reference piece and to dip in and out of when time or fancy permits.

Lifting & Moving the World is published by KHL and costs a cent under \$60 and in our view is a worthwhile investment. It can be ordered through the SC&RA or the publisher.



The book contains some excellent photography, both historical and recent



The back half of the book has reviews from 66 crane and transport members



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Readers Letters



Dear Sir,

A UK hire company has adopted an out of service procedure that involves leaving a suspended load attached to the hook block of its tower cranes.

The cranes appear unattended and wind sails have also been added. The site in London borders a live overhead railway one side and private properties on the other. Does this affect the stability of the crane in out of service with regard to additional wind forces exerted from the rear, actually increasing the loads imposed? Is this in line with 'Best Practice' and with any recent guidelines issued by the CPA, TCIG, or current ACOPS?

Name withheld

The cranes concerned are Comedil owned and operated by Select, space did not allow the recommended out of service angle for the jib due to over-sailing. Select contacted the manufacturer which suggested suspending a one tonne load on the hook to compensate for the higher boom angle. A wind sail was also added to help ensure best positioning to the wind with the extra weight. The resulting crane is without doubt safer



The letter was received with photos of the two cranes

and better balanced than without the load - although leaving a load suspended like this does go against normal recommended practice. One point that was raised by the experts we spoke to was that the weights were too high, and in serious wind might have swung into and collided with the jib. We understand that this has been adjusted since. One very valid point that was made was that if a safety cage was put over the

railway and if out of service over sailing was not such an issue I the UK, a regular top slewing tower crane could have been used? - Or for that matter the jib of the luffer could have been set at its normal out of service radius. Ed

Dear Sir,

With regards to outrigger mats for trailer mounted booms and self drive booms etc, could you advise on what size pad would be considered to be a good general all round mat? I have just enquired about buying some proper pads from a well-known supplier and they have said that there are two sizes that are most popular, 300mm and 500mm. The thing that concerns me is that if I purchase the 500mm pads and a customer has a problem with the machine still sinking, am I liable because we have supplied the pads? I/we can't see what the ground conditions on site are like and even if we can see, we don't know what the ground below is like. I know you believe pads are a good idea and should be supplied, however how can we do this in your opinion without leaving ourselves open to trouble?

Yours sincerely

Simon Rush

Bucks Access Rentals Ltd

Simon Rush raises an issue that is a concern of several rental companies. We have suggested in the past that the rental contact include a warning for machines with outriggers, that mats should be used, and that it is the customers' responsibility to assess the ground conditions and ensure that a sufficiently large mat is used to ensure that the machine does not sink into soft ground or exceed any point loading limitations. It would be a good idea for IPAF to introduce a standard clause for this that the industry as a whole might use. Ed

Dear Mark,

Mr Terry McGettigan's letter in your June/July issue raises a valid matter of concern to all crane users. Slew ring bolts lose their preload in service by yielding under load and if they are not tightened, they do not take their full share of the applied load and bolts near them are overloaded in their turn. These tend to yield and lose preload, so the problem spreads, with risk of ultimate failure.

If slew ring bolts, which repeatedly become loose, are simply re-tightened again and again, they are being continuously stretched risking eventually failure.

When I worked with Jones Cranes and Iron Fairy, I introduced a method for checking these bolts, which prevents this latter problem. This was routinely to check slew ring bolts at 80 percent of full assembly torque, using a torque wrench, and if the bolt/nut moved at all under this load the bolt was replaced with a new bolt of correct specification, and the thread of the old bolt was permanently damaged to prevent re-use.

Once this regime was introduced we had no further slew ring problems, and I recommend something like it for general use on all cranes with slew rings.

Gordon Innes

(Formerly technical director of Jones Cranes Ltd.)

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 Vertical Press Ltd or its staff.



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Dear Sir,

I believe that the plans to reduce emissions through the immediate retro fit of Diesel Particulate Filters are ill conceived, costly and impractical, particularly in light of Non-Road Mobile Machinery stage IIIB emission standards, which engine manufacturers are on target to meet by 2010 - the stipulated timeframe.

The biggest issue is the cost and huge practical problems, ranging from £3,000 - £6,000 per machine, paid upfront by plant hirers, like us. Ultimately that cost is likely to be passed on to the contractor through increased hire rates leading to spiralling project costs. Inevitably the British taxpayer, at a time when most are feeling the pinch, will pick up the bill. In the case of the London Olympics, where projected costs have risen from the original estimate of £2.375 billion to £9.3 billion, is it possible to sustain higher rates for machines when budgets are already under scrutiny?

Practically there are still numerous unresolved issues. Firstly the accredited suppliers list, which was due to be published at the end of May 2008, still has not materialised, so there is still no official source for the technology. We understand that only a few DPF companies have been accredited - not enough for the list to be sent out. So we can't currently retrofit a DPF anyway.

So, is it really worth all the hassle? Will Londoners truly benefit from cleaner air from the legislation? The principles of controlling exhaust emissions are admirable and there is widespread support for measures that increase life expectancy by substantially reducing carbon particulate levels. However, the proposals for DPF's seem flawed.

Only 8% of particulate emissions in London are caused by plant. Fitting expensive DPF systems now will have little appreciable effect on overall emissions. It makes sense for all concerned to wait for Stage III B, which, by the time the issues are resolved, may well only be months away!

London is already benefiting too from stage IIIA engines and recent measures that halve the sulphur content of red diesel and cut particulate emissions by around 10% nationwide, more than the effect of the combined total of the projects in London.

In more ways than one measures are in place to reduce emissions without unnecessary cost and delay. The proposed legislation will only add cost and inconvenience to the process for very little gain. I am right behind the manufacturers in their recent call to scrap the implementation. Let's hope the GLA will see sense and accept our arguments.

With so much at stake financially for the plant hirers, it remains to be seen whether they will turn down business in London.

Barry Beavis, Boss Services, Chertsey, Surrey,

Dear Sir,

Please wake up congress in America. We need CDAC. How many people have to die.....Re: crane accident in Houston Texas.

Anonymous Please

This short but to the point plea came from a crane man in the Mid West of the USA following the collapse of Deep South's VersaCrane TC36000 in July which resulted in four deaths.

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Dear Sir,

This mail is to let you know that I am very disappointed in your article on/photos of, the Wyoming accident with the Lampson crane. If you do not know the facts regarding the ground conditions then keep your yap shut!!! and your comments to yourself!! I am a good acquaintance with the Lampson people and their engineers. They do know what they are doing and of course you liberal, uneducated press with your hind site being 20/20 when it comes to any crane accident. Are you going to write false accusations regarding the crane accident in Kansas city? Kristine Meinhardt

We reported on this accident, in June, in which a 1,100 ton Lampson Translift LTL1100 collapsed at the Black thunder mine in Northeast Wyoming. The initial statement issued by the mine said that the cause of the accident was due to the ground shifting under the crane, causing it to tip. What Kristine took issue with was the fact that we said:

"A great deal of preparation was taken by Lamspoons to walk this massive crane over the railway tracks into the site when it first arrived, without damaging what is one of the nations busiest railway routes. It is very hard to imagine therefore that the crane was lifting from ground that had not been tested and analysed to the 'nth' degree, and that massive margins for error were not then calculated into the lifting platform."

In the week since the accident, the only information coming out says that there had been a good deal of rain around that time and that this might have had an effect on the ground conditions. A 2,600 ton Lampson LTL 2600 has now moved into the mine to complete the job.

Dear Sir,

My company has started to buy tower cranes from a Chinese manufacturer (name given) and I wondered if you had any feedback from other readers or your own experience, regarding the structural integrity of these cranes?

So far from what I can see they appear to be fine, at least as they arrive, however it is clear to see that they have an inferior finish - they look cheaper - than say a Liebherr or a Comedil. But when you are paying around a third of the price that is to be expected.

I have seen major brand cranes whose structure was manufactured in China, such as the Potain MC 310 and while they have performed perfectly well, the finish was also of a lower standard and they deteriorated faster than on the cranes which they build in Europe. I imagine this will change over time, but then the price is likely to go up too. If you do have any input worth sharing I would be grateful of having it.

Thank you.

Name withheld, as permission to use was not received in time for publication



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A torch with built-in camera

Swann Security has launched the FlashlightDVR, a heavy-duty torch (flashlight for you Americans) with a built-in video recorder and camera that also allows you to record video and take photos during the day or at night.

The torch features a strong aluminium construction designed for use in all weather conditions. It has 128MB of built-in memory and supports mini-SD cards up to 2GB for extra storage. With three brightness levels and infrared sensors it provides night vision up to four metres.



This torch includes a built-in video recorder and still camera.

A USB port allows you to view and store videos or photos on a computer. The unit comes complete with a USB cable and AC/DC chargers including a cigarette adaptor.

All-round safety vision



The new Uvex Winner safety glasses

While an increasing number of companies insist that its employees wear safety glasses at work, very few like the look or the feel of them.

The end result means that a large percentage of workers do not wear them, particularly when working outside of a controlled environment. Uvex has introduced a new product, the Uvex Winner that might help.

First of all its wrap around lens and frameless styling means the product looks and feels better than the

normal pair of safety glasses. However the safety features of these new glasses put them on a par with a pair of goggles. Available with either clear or grey sun glare lenses, they feature sprung side metal arms and soft-grip temple ends for a secure and comfortable fit.

The company has also introduced a web-based prescription ordering service which links optician, dealer and manufacturer to simplify and speed up the process of ordering prescription lenses for its safety eyewear.

New force transducers from Tecsis

Tecsis has introduced two new force transducers, which are ideally suited for tough applications where space is limited. The S-Type F2351 and the low-profile transducer F1301 are both made from stainless steel, use thin film technology and can be incorporated into the force flow of a lifting function.

The low-profile transducer F1301 is available with nominal loads from 10 kN to 200 kN and four screw threads on its base make the installation easy.

Due to its low overall height the F1301 is suited for mounting underneath a platform. A convex upper surface helps ensure, that the transmission of

torsional or transverse forces are practically impossible.



The new Tecsis F1301 force transducer

New bearings from Schaeffler

Schaeffler has introduced a new range of integral tapered roller bearings designed for low-speed high-load applications such as crane sheaves and forklift masts. The JKOS integral tapered roller bearings are single-row units, sealed on one side and lubricated for life with a high quality grease. The self-retained bearings are installed in pairs to provide a bearing unit

that is sealed on both sides. Due to their large support base, the bearing unit can support all load combinations, including radial, axial and tilting forces and when used in an 'O' arrangement they require no setting of internal clearance.

When the bearing is assembled with an annular ring, the profiled plastic cage snaps into a slot in

the extended outer ring and holds the bearing ring and the roller and cage assembly together. After the bearing is fitted, there is no longer any contact between the cage and the outer ring, resulting in no wear of the cage during operation. The bearings can be used in operating temperatures from 30°C to 110°C, limited only by the grease and seal material.



Schaeffler's new bearings are designed for high load, low speed applications such as fork lift masts and crane sheaves.

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Make / Type	y. o. m.	Drive	Boom / Fly Jib
20 Krupp KMK 2020	1994	4x4x4	20,50m + 3,80m
30 t Kato KA 300 E	1990	4x4x4	26,40m + 7,30m
30 t PPM ATT 335	1997	4x4x4	27,40m + 15,00m
35 t PPM 380 ATT	1989	4x4x4	30,40m + 12,50m
35 t PPM ATT 400	1998	4x4x4	30,40m + 15,00m
40 t Faun RTF 40-3	2001	6x6x6	30,00m + 15,45m
40 t Liebherr LTM 1040-1	1994	6x4x6	30,00m + 8,00m
50 t PPM ATT 590	1996	6x6x6	40,00m + 15,00m
50 t PPM ATT 600	1997	6x6x6	40,00m + 15,00m
50 t Faun ATF 50-3	1997	6x6x6	38,00m + 16,00m
70 t Grove TT 865	1997	8x6x8	38,00m + 18,50m
75 t Grove GMK 4075	2001	8x6x8	43,00m + 17,00m
80 t Liebherr LTM 1080/1	1999	8x6x8	48,00m + 17,00m

TELESCOPIC - TRUCK CRANES

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

REACHSTACKER

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

BOOMLIFTER

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

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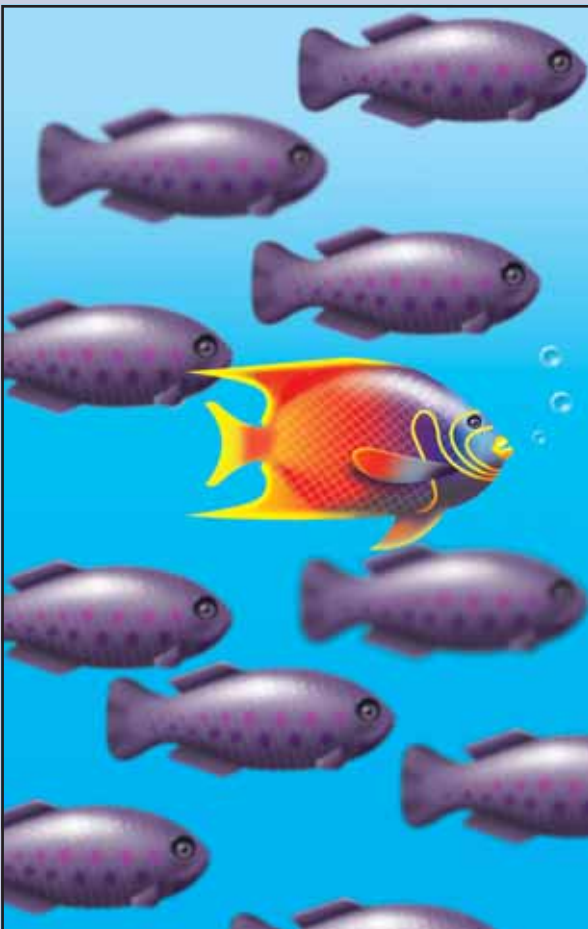
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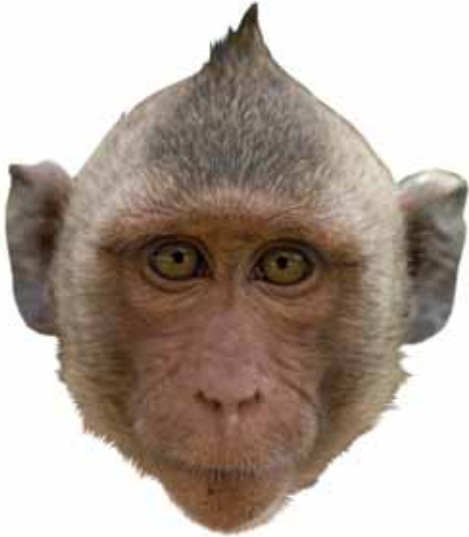
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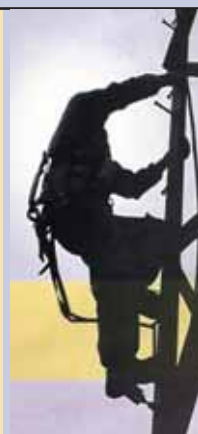
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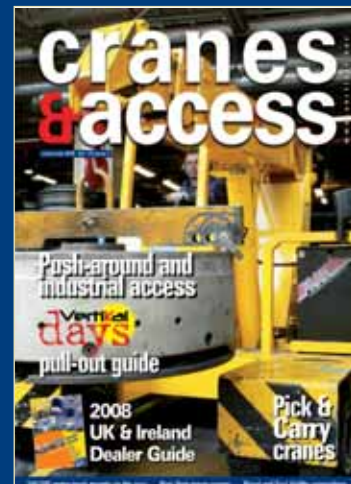


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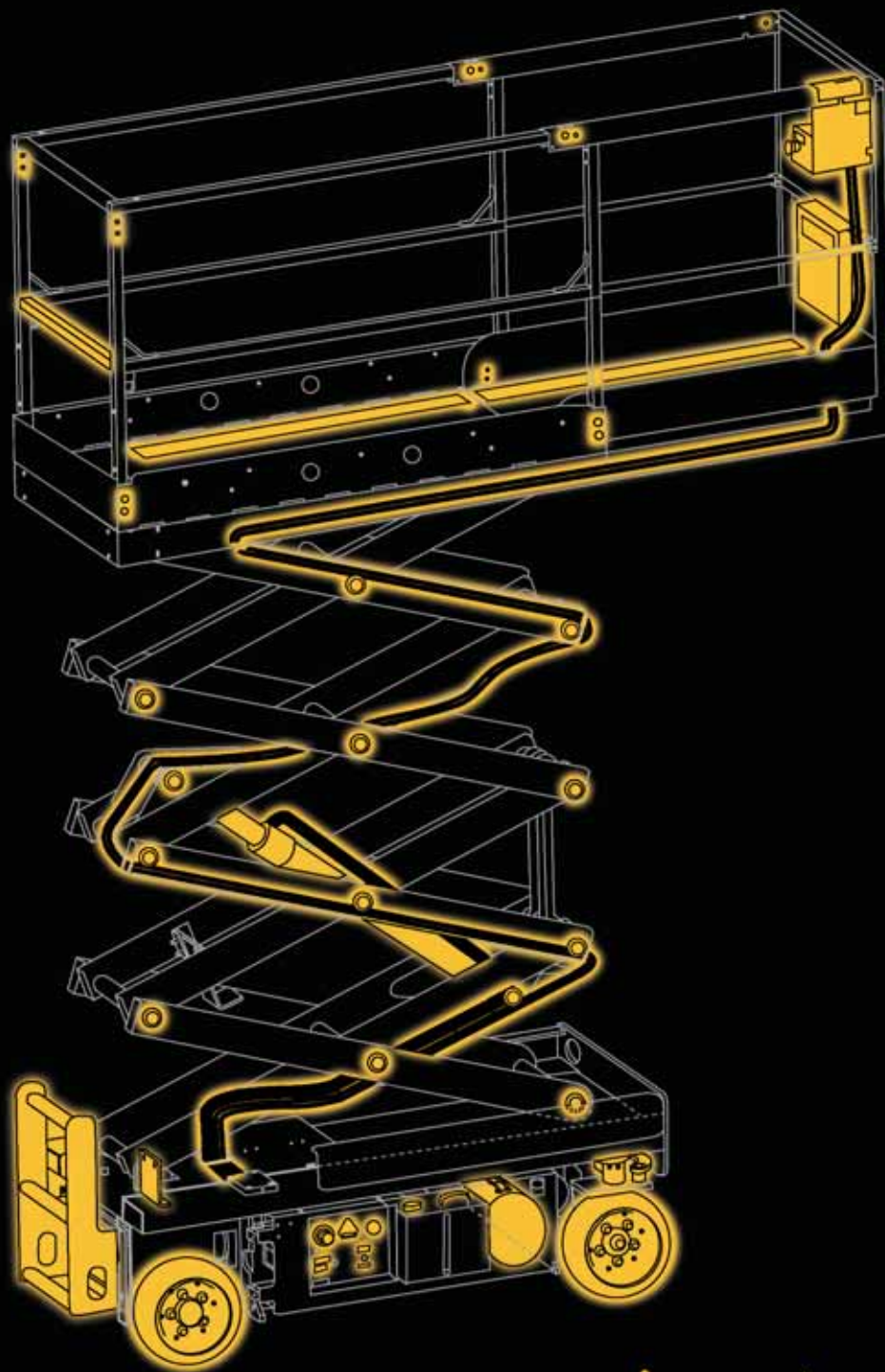
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