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May 2008 Vol. 10 issue 4

Telehandlers

Van
mounted lifts

Trailer
cranes

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photo album

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On the cover:

On the cover: A Manitou MRT 2540 telehandler on hire from Easi UpLifts placing materials on an Ocon Construction site in Manchester.



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Tower crane safety forum reports, Maxim acquired, Tanfield to supply Manitou with platforms, new 150 tonne taxi crane from Liebherr, Terex buys into the underbridge market, Skyjack completes Volvo/Ingersoll Rand deal, AFI opens in Romania, Everest windows fined £22,000, Russon and Manitou part company, World's largest crane christened, Fraud charges filed against Milne, Bobcat opens UK store, First quarter results round up, HUNE goes international.

Telehandlers 17

The growth of telehandlers has continued to gather pace. Compact models are now more prevalent and gaining in popularity, several new manufacturers have entered the market and products are being further refined. We particularly take a close look at the compact machines.



Van mounts 25

After rather a flat year or two, van mounted platform sales appear to have bounced right back as new trades discover the benefits of having a dedicated aerial lift on board. Here we review the most recent product additions and developments.

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Trailer cranes are just starting to be seen on UK construction sites. But can crane rental companies and end users see past the image of a simple, cost-effective machine? We look at the benefits of using these lightweight lifting tools and highlight the products available.

SED Stop Press 40/41



A quick round-up of the late entries and highlights from manufacturers attending the show at Rockingham.

Vertikal Days 40/41

Vertikal Days - the event for the lifting industry at Haydock Park - is shaping up to be a major event in the UK calendar. Here we take a preliminary look at what will be on show so make sure you register soon.



This year the IPAF Annual General Meeting and Summit coincided with the Federation's 25th anniversary, a milestone celebrated by the reception and dinner. In a five page special, we provide a tongue-in-cheek taste of the day's events which attracted a record attendance.

Bike build-off 51

As well as the usual array of new cranes, access and telehandler equipment at the recent Conexpo show in Las Vegas, several manufacturers were using custom bikes to attract visitors to their stands. Mark Darwin, a Harley fan marvels at two of the best.



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c&a
comment



Taking responsibility

Those of us in the crane, platform and telehandler industry are familiar with responsibility. Manufacturers have the responsibility to design and build

products that are safe - particularly mobile lifting equipment where failure can cause mass fatalities not only to those working alongside but also innocent bystanders.

Those who rent out equipment take responsibility for selecting good quality equipment and making sure it is well maintained and regularly inspected to prevent wear and tear resulting in a catastrophe. The end-user takes responsibility for choosing a machine matched to the task at hand and ensuring the operator or user is competent. Increasingly this means a person who has received some formal, certified training. So far, everyone is treated as an adult and is expected to assume their responsibilities. However, from here things begin to break down.

If the user/operator is an employee, the law treats him as if he were back at school - junior school - and as a result many behave that way. All too often we hear of court cases where an employer is penalised for not ensuring that little Johnny, aged 41, did not stand on a chair/balanced on a wonky table, in order to replace a light bulb; or for allowing young Tommy, 56, to operate his crane without using the outrigger mats supplied.

Now don't get me wrong, there are employers out there who cut corners and fail to supply the proper equipment. They deserve to be punished severely. But little Johnny could also say: "Hang on a minute! I need a ladder." Surely the employee must bear some responsibility. After all, he crosses the road each day without conducting a risk assessment.

This is particularly true when the employer has purchased appropriate equipment and sent Tommy or Johnny on training courses on how to use it safely. If they have then been too lazy to fetch the ladder or use the outrigger mats, shouldn't they be fully or at least partially responsible? Instead we see judgements saying employees should have been supervised and stopped from doing stupid things. Well, I'm sorry, but school ends at 18 for most of us.

If employees were made to take their share of the responsibility and the HSE dropped the pointless blame-and-sue mentality for one that seeks to learn from accidents and publicise the findings within weeks or even months, then the world would be an even safer place to work.

Mark Darwin

All power to the judge at Worcester Crown Court - see page 59 - who fined an operator for endangering his colleagues: Ed

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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Tower Crane safety forum reports progress

The UK's Strategic Forum for Construction's Tower Crane group has issued a progress update, which includes some new initiatives including an email address for Forum members to communicate incidents and near misses. The procedure will be trialled during May with any useful information communicated to the industry as a whole. The initiative will then be rolled out nationally. The HSE has repeatedly said that it suspects that near misses are purposely under reported, eliminating a major tool for improving safety.

Other progress reported included:

- The Site Induction Group is extending its brief to planning, checks and liaison process required before erection, climbing or dismantling cranes and will create a guidance document including management processes with clearer lines of accountability.
- The Competency Group will clarify expected levels of competency for individuals such as supervisors. A final document will be published by the end of June.
- The Maintenance and Thorough Examination Group has completed its Maintenance and Thorough Examination guidance, which will be launched on the 13th of May at SED in Corby and 25th June at Vertikal Days, Haydock.
- The Operator Conditions Group will publish a code of practice focusing on hours of work, fitness for work and environmental factors by the end of August.

Public access to information

A proposal has been produced to establish a mechanism for enabling members of the public to easily access information on local tower crane activity. The group says that it is looking into what this might include. The next meeting will take place on the 9th of July 2008.

Hi-Reach passes 2,000

Hi-Reach Access, the Swindon-based aerial lift rental company has taken delivery of its 2,000th aerial work platform - a 41 metre Genie Z135/70 self propelled boom lift - part of a recent order for 60 Genie boom lifts. The latest delivery is one of 12 big booms in the order which will take the Hi-Reach fleet of boom lifts of more than 40 metres to 50 units, placing it among Europe's largest big boom fleets.



Hi-Reach's 2,000th lift

At the same time the company has announced that it increased its revenues by 56 percent in 2007 to £10.9 million. Paul Richards, managing director and founder of Hi-Reach said: "The outlook for 2008 is encouraging with early indications showing growth across all product lines and regions. The Genie order is one of a number of orders for new equipment focused on specific customers and contracts."



Andrew Reid (L) hands over the presidency to John Ball as IPAF MD Tim Whiteman looks on.

New president for IPAF

John Ball, managing director of the Height for Hire group, of Ireland which includes Easi Uplifts, took over from Andrew Reid as president of the International Powered Access Federation at its AGM in Whittlebury in April. See IPAF AGM and Summit coverage on page 45.

Tanfield to supply Manitou

Tanfield, owner of aerial lift manufacturers UpRight and Snorkel, has reached an agreement with Manitou to supply 'certain aerial lift models' on an OEM basis to be marketed under the ManiAccess brand. While not confirmed, it is understood that this will include UpRight's 12ft platform height TM12 mast type self propelled lift. Manitou will include this model with four other new access products it plans to unveil on 1st July.

An UpRight TM12 branded in Snorkel colours, will now also sport Manitou livery



Maxim acquired

Maxim Crane Works, one of the world's largest crane rental companies is to be acquired by Platinum Equity Capital in a merger-deal. Partners II, will purchase all of Maxims outstanding stock for \$42.50 per share in cash. The acquisition is expected to complete by June 30th.

The Maxim Crane Works name emerged in 2000 as a brand for 12 acquisitions, which included the well known names of Dunn Equipment of Texas, Carlisle Crane and Caroline Crane to mention just a few. The company went through chapter 11 bankruptcy proceedings in 2004, exiting from the process in early 2005. It conducted a strategic review in 2006 and then held a share buy-back using a Dutch auction process last year, paying between \$48.75 and \$54 a share.



The company rents cranes and aerial lifts from 35 locations in six regions with a fleet of around 1,600 wheeled, 200 crawlers and a small fleet of tower cranes. Platinum Equity specialises in the merger, acquisition and operation of service companies, including information technology, telecommunications, logistics, manufacturing, metals services and distribution. It was founded in 1995 by Tom Gores and has completed more than 80 acquisitions with more than \$24 billion in aggregate annual revenues to date.



Up and down at JLG

JLG, through its parent, Oshkosh, has reported its half year results to the end of March. Comparing the full six months with last year is hard as JLG was only part of Oshkosh for four months in the 2006/7 period and the information provided by Oshkosh on JLG is minimal. The second quarter shows a 20 percent fall in North American revenues, more than offset by a doubling of its international sales. Overall the company saw revenues rise in the quarter by almost 15 percent compared with 2007. Operating income jumped 133 percent to \$123.6 million. The drop in the USA is blamed on major rental company accounts choosing to place small orders throughout the year rather than large orders at the start of the year. However the fall in the US telehandler market, of which JLG has a 60 percent share, must also have made an impact. The company reported that its order book shrank almost 30 percent in the quarter to \$905 million.

(For further details see www.Vertikal.Net 2nd May)

HUNE looks overseas

HUNE, the leading Spanish rental company which previously traded as Euroloc and includes major access rental companies Nacanco and Umesa and crane rental company Homs, has established an international sales division to sell its used equipment outside of its home market. Sergio Cerdan of Nacanco is heading up the new operation and has already started contacting potential partners. The majority of HUNE is owned by London and Boston-based private

equity firm, Advent International. Advent was responsible for arranging the MBO of Loxam in 1999 and then acquired Spain's Euroloc in 2003, buying Nacanco, Homs and Umesa last summer. It is now in the process of merging the four businesses (Homs - Umesa - Nacanco - Euroloc) under the HUNE brand.

The company has a policy of running most of its access equipment for seven to eight years before offering it for sale.

Nacanco, Umesa and HUNE branded lifts

A HUNE branded unit



c&a

news



The new Liebherr LTM1150-6.1 a compact six axle 150 tonne taxi crane

Liebherr unveils new 150 tonner

Liebherr unveiled its new 150 tonne, long boomed taxi crane at the Smopyc show in Zaragoza, Spain in late April. The six axle LTM 1150-6.1 boasts a six section, 66 metre Telematik main boom that can be extended to 93 metres hook height with up to 76 metres radius, when adding the 10.8 to 19 metre bi-fold offsettable swingaway extension plus seven metre insert. The insert fits between the boom nose and swingaway, to extend the swingaway offset point. The swingaway can be hydraulically 'luffed' between 0 and 40 degrees under full load. The LTM1150 can lift 11 tonnes on a 60 metre main boom, making it ideal for tower crane assembly. When the boom is telescoped to its full 66 metres it offers a capacity of 7.7 tonnes.

On the road the LTM1150 can carry up to 15 tonnes of counterweight within 12 tonne axle loads. In the UK where up to 16 tonne axle loads are permitted the crane could feasibly travel with its 30.8 tonne counterweight configuration. Two

eight tonne side slabs take the maximum counterweight up to 46.8 tonnes.

The six axle crane carrier has an overall length of just 13.5 metres, and an overall width of 2.75 metres, which coupled with its turning radius of 11 metres, is only slightly greater than many five axle 150/160 tonne All Terrain cranes.

All six axles steer, avoiding the need to lift middle axles in crab steer mode and Active rear axle steering automatically adjusts rear axle steer angle with travel speed. Pneumatic disk brakes are standard for greater efficiency, longer service intervals and fast exchange of brake pads, which are equipped with wear indicators.

The power train includes a Liebherr V8 turbo charged engine and 12 speed ZF-TC-Tronic gearbox with automatic gear change and dry clutch for improved fuel consumption. A torque converter provides smooth creep speeds during start offs as well as for manoeuvring in tight quarters.

Terex enters under-bridge access market

Terex has acquired Hydra Platforms, the Rock Hill, South Carolina-based manufacturer of truck and trailer mounted self erecting under-bridge access platforms used for bridge construction, maintenance and inspection. The terms of the deal have not yet been disclosed

Hydra will become part of the Terex Road building division, joining

Terex Utilities the manufacturer of truck mounted aerial platforms for the electrical utility market. It will also work closely with the company's Bid-Well subsidiary which manufactures bridge paving equipment in the USA. George Ellis, vice president and general manager of Terex Road building said: "Hydra is a leader in a growing market for under-bridge access. More than

93 percent of bridges in the United States were built before 1980 and 25 percent have been designated as structurally deficient or functionally obsolete. It is an excellent strategic fit since Bid-Well serves the same customer base and through which we hope to expand Hydra's national and international reach."



A Hydra under-bridge unit

Volvo Skyjacked



Canadian-based aerial lift company Skyjack - which also owns Carelift heavy duty Zoom Boom telehandlers - has reached agreement to acquire Volvo's material handling equipment business based in Shippensburg, Pennsylvania, which includes Ingersoll Rand telescopic handlers and rough terrain mast type fork trucks. Volvo acquired the business when it purchased the Ingersoll Rand Road Machinery business in April 2007.

Ken McDougall, president of Skyjack said: "We are very pleased to see the acquisition come to completion. Over the next several months Skyjack will continue to work closely with the existing dealer networks with a commitment from Volvo to assist us during the transition period."

Genie chooses China site

Terex has announced that its long planned aerial lift production facility in China will be located in Changzhou, a few hours northwest of Shanghai. Construction work is planned to start in June. The facility also has the potential to be expanded to form part of a future Terex manufacturing campus.

Initial production will focus on a line of personnel lifts, but a full range of aerial work platforms is expected to be produced at the facility.

Tim Ford, president, of Terex Aerials said: "The Asian market and in particular China is increasingly accepting aerial work platforms. We want to provide them with world class products, designed and produced locally, to their local specifications."

A Hird of Jekkos

Hull-based Peter Hird has bought six Jekko spider cranes for its mini crane rental fleet and expects to double that figure over the next 12 months.

The machines are fitted with the 'Multi-Power' option of DC/AC and diesel power and will be available with glass manipulators and hydraulic fly jibs.

Managing director Peter Hird said: "After great consideration and investigation into different spider lift products we choose Jekko for its quality, versatility and the back-up that Jekko can now offer."

The first Jekko cranes for Hird.



Expensive limit switch

The death of a 34 year-old Corus employee who was killed whilst working underneath a crane at the company's Brinsworth site in Rotherham in 2003 has cost the company £200,000 including £30,000 costs. Corus pleaded guilty to breaches of the Health and Safety at Work Act 1974.

A limit switch on a two block device fitted to the crane was defective, allowing the hoist rope to over-tighten and break. A 260kg hook block fell onto the worker from a height of seven metres.



Steve O'Hare (L) of Barclays Private Equity with David Shipman of AFI

A sign of the Times

AFI-Uplift achieved first place in the Sunday Times list of Britain's top 100 private companies with the fastest growing profits over the last three financial years. AFI profits have grown by 114 percent a year, rising from £549,000 in 2003 to £5.4 million in 2006. The company's revenues in 2006 were £20.4 million.

The company has 263 staff in 17 depots throughout the UK and a rental fleet of more than 4,300 aerial lifts. The only other company in the chart was privately owned JCB which was 62nd.

Minis in Norfolk

Norfolk-based plant hire company SGS, a division of SG South Construction, has entered the mini crane market with the purchase of two new Maeda units - a Maeda MC285CRME and an MC305CRME. Steve South, group managing director said: "We chose Maeda and Kranlyft after thorough evaluation of

the mini crane marketplace. The Maeda is an excellent product with high build quality and a proven track record. Kranlyft was also able to deliver training to the site within a week of our initial contact."

Steve South with his new Maeda MC285CRME.



Everest not the cleverest

The UK's largest replacement window company, Everest is fined £6,000 with £15,963.25 costs, at Luton Magistrates' Court after pleading guilty to breaching health and safety law including Work At Height Regulations.

Although there was no accident on two neighbouring sites in Luton, a passing HSE inspector saw towers erected without guardrails or suitable protection to prevent workers from falling. The inspector took immediate

enforcement action and served a Prohibition Notice which stopped work at both sites.

Everest Ltd was also recently fined £4,000 in another case prosecuted by HSE, when a Roofline Installer fell from the platform on which he was working.

HSE Inspector, Norman Macritchie said: "The challenge for the construction industry is to ensure that sensible and effective precautions are in place to stem these deaths."

The scaffold tower set up that cost Everest £22,000





One of Huntley Plant Hire's £1.8 million order for JCB HiViz telehandlers

Newcastle-based access and telehandler rental company Huntley Plant Hire has placed a £1.8 million order with JCB for a number of its HiViz telehandlers. The order includes machines from five metres up to 17 metre lift heights, but the majority consists of 12 and 14 metre 535-125 and 535-140 HiViz models.

The company says that this is the first tranche of 100 JCB telehandlers it plans to add during 2008 in order to keep the average age of its fleet at around eight months. Stephen Huntley said: "We have already placed a number of HiViz machines on sites throughout the UK, they have been well received and are considered a marked improvement on the previous models."

Russon and Manitou part

Manitou UK and Russon Access have 'amicably' ended their UK sales agreement. Manitou said the 'decision will enable Manitou UK to further expand its market penetration for the ManiAccess range of powered access platforms'.

Tony Hobbs, product manager for ManiAccess at Manitou UK added: "We have continually grown the sales of ManiAccess over the last few years and are moving onto the next stage of our strategy to meet customer demands for a dedicated nationwide after-sales network, providing a first class support, through the existing Manitou dealer network." Manitou UK recently appointed ex-Russon collaborator, Russell Rowley's new business R2 Access, to help sell its access products through the Manitou UK dealer network.

Crane Care opened

Manitowoc Crane Care, Manitowoc's customer support division officially opened its new 3,500 square metre (37,000sq ft) facility in Shady Grove, Pennsylvania at the end of March. The facility, located in Grove's old engineering building, has been renovated for the purpose and houses more than 100 product support employees responsible for aftermarket support covering Grove, Potain and

National Crane brands for both North and South America.

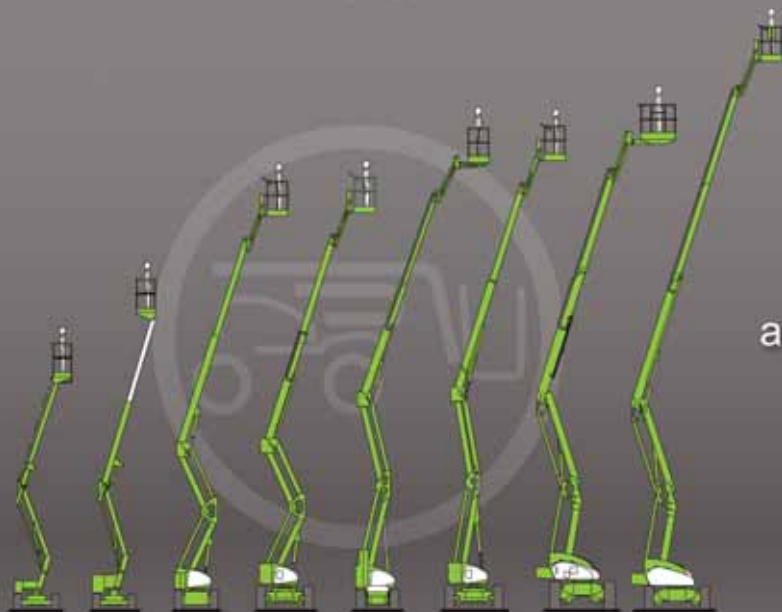
Dave Hardin, vice president of Manitowoc Crane Care in the Americas said: "These new quarters represent a significant investment in facilities and people and demonstrate the value that Manitowoc puts on supporting its cranes and more importantly, its customers."

(L-R) Craig Rockwell of Rockwell Construction; Sharoy Ringer, Glen Tellock and Kevin Flohr of Manitowoc with Woody Rockwell, Rockwell Construction and Dave Hardin of Manitowoc.



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One of A-Plant's new
JCB telehandlers

A big order

A-Plant has placed orders for new equipment worth more than £30 million with Terex, JCB, Doosan, GenSet, JLG, Skyjack and AUSA.

The biggest single order went to Terex for dumpers, rollers and other compaction equipment. The JCB order includes a wide range of telehandlers with lifting heights from five to 17 metres. The powered access orders went to JLG and Skyjack. Sat Dhaiwal, chief executive of A-Plant, said: "This high level of investment ensures we have one of the youngest equipment fleets in the industry."

Falls down

Despite an increase in the total number of fatal injuries to UK workers to 241, latest figures show that in 2006/7 45 people died from falls from height at work, compared to 48 in 2005/6. However falls from height remain the most common kind of accident causing fatal injuries.

Provisional statistics for last year from the HSE show an increase in major injuries from falls from 3,385 in 2005/06 to 3,409 in 2006/07. Falls from ladders resulted in 12 deaths and 1050 major injuries.

Oktopus relocates

Oktopus UK, the UK distributor for Klaas trailer and aluminium cranes as well as Oktopus suction lifting devices and vacuum lifting machines, has relocated to new 930 square metre (10,000 sq ft) premises in Bromsgrove, Worcestershire to develop its research and training facilities. Oktopus managing director Richard Gould said: "We are dedicated to driving forward the message that all suction lifting machines must



An Oktopus suction device fitted to a telehandler.

incorporate a dual system for the suction operation. Our new premises allow us to demonstrate our machinery, which complies with all new legislation and educate users on best practice of installation. It also allows us to expand our team for the necessary on-going development of suction lifting equipment."

£20,000 tip

Solihull-based Rysman Construction, was fined by £18,000 plus £1,600 costs following an accident in which a telehandler it had rented, tipped over and landed in the road in Sutton Coldfield. Rysman was fined for failing to ensure the safety of members of the public after an employee of the company used the telehandler in spite of not being formally qualified to operate it. A trained operator was contracted by the company, but was on a break when the accident happened.

HSE prosecuting inspector Mike Ford told Sutton Coldfield Magistrates' Court: "It shows that even a company with a previously good health and safety record, can find itself in court for not actively monitoring the training and competence of operators and controlling who uses such machinery."

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AND MORE...

New heavy lift record?

Yantai Raffles Shipyard, the largest builder of semi-submersible drilling rigs in China has 'christened' the world's first fixed dual-beam gantry crane. Named 'Taisun' after a sacred mountain in China's Shandong Province to reflect its size and strength, the crane has a maximum capacity of more than 20,000 tonnes. More than 600 guests from all over the world attended the event at



The Taisun, the world's largest crane lifts a 20,133 tonne barge 30 metres above the water.

which 'Taisun' demonstrated its strength by lifting a 20,133 tonne launching barge 30 metres above the water which Yantai Raffles claims is a heavy-lift world record.

New load indicator logs data

Tower crane anti-collision company, SMIE has introduced a new in-cab load and zone display unit designed primarily to keep operators of stand alone cranes constantly informed of critical conditions, while incorporating an advanced data logger, keeping a constant log of the cranes operations. In the event of an accident at least the past 10 lift cycles will be fully recorded. The DLZ342 also allows for setting of specific zoning and records crane operations and where appropriate colour coding and sound alarms help warn when approaching a critical condition.



The DLZ 342 in-cab display.

Milne charged

The USA's Securities and Exchange Commission (SEC) has filed securities fraud charges against John Milne, the former vice chairman, president and chief financial officer of United Rentals, the world's largest rental company.

Milne is the third CFO to be charged in connection with the financial irregularities at United between 2000

and 2002. Michael Nolan, another former CFO at the company was charged in December, while Joseph Apuzzo, a former CFO of Terex was charged with aiding and abetting the two.

Milne was fired by United in August 2005 for failing to cooperate with the company's internal investigation. The SEC says that its investigation is continuing.

Bobcat UK store

Telehandler to skid steer manufacturer Bobcat has opened its first ever company store in the UK. Situated near West Bromwich in the West Midlands the new premises - run by Graham Haigh - includes a showroom, workshop and training centre. Bobcat West Midlands will be responsible for selling and servicing - but not renting - the full Bobcat range in Birmingham and the West Midlands, Warwickshire, Herefordshire, Worcestershire, Staffordshire and Shropshire.



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Haulotte down 7%

Haulotte - the French based aerial lift and telescopic handler manufacturer - has posted a seven percent 'like for like' decline in its first quarter revenues, but raised its full year projections. Total revenues were €122.2 million compared with €144.2 million in 2007, a decline of 15 percent. However revenues from LEV, its French rental business, were



€7.8 million in the same period 2007. Lev was sold to Loxam at the start of this year.

Lavendon up 26%

The Lavendon Group, the world's largest specialist aerial lift rental company, has reported first quarter revenues up 26 percent. UK revenues increased by 16 percent and Germany by three percent. The addition of DK Rental, contributing for the entire quarter, meant France/Belgium increased by almost 300 percent and Spain by 162 percent. Middle East revenues climbed 12 percent.

Sevenfold Tanfield

Tanfield - the owner of Snorkel and UpRight - has reported access revenues for its full year 2007 of £90 million compared to £11 million in 2006, an increase of over 700 percent. Group revenues, which include the SEV electric vehicles business, more than doubled to £123 million, while pre-tax profits jumped 235 percent to £12.4

million. It also reported a strong first quarter for 2008 with access sales of £43 million (\$85m) and an order book at the end of the quarter of over £101 million (\$200 m), up from £83 million at year's end 2007.

UpRight
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Loxam on top

Loxam, the French based rental company has posted basic numbers for 2007 showing revenues of €738 million, more than 36 percent higher than 2006. Profits increased 24 percent to €54

million. The company now has over 4,400 employees at 541 locations across 10 countries. However around 70 percent of its revenues still come from France.

Strong quarter for Terex Cranes

Terex Cranes has reported first quarter revenues up 26 percent to \$632.2 million 15.4 percent of the increase due to volume, with the balance due to currency exchange gains from the weak dollar compared to the Euro. Operating income increased 62 percent to \$85.8 million.

And platforms

Terex Aerial Work Platforms which largely trades under the Genie brand, saw first quarter revenues increase by 7.1 percent, to \$586.6 million compared to the same period in 2007. just over five percent of the improvement was due to increased volume with the balance due to currency gains. Income from operations was up 7.5 percent to \$106.6 million or 18.2 percent of sales, compared with 18.1 percent last year.



Manitowoc up 30%

The Manitowoc Crane Group has reported a 30 percent rise in revenues to \$884.4 million. Operating profits jumped 40 percent to \$134 million and the crane order book increased a further 15 percent during the quarter to \$3.3 billion - 72 percent higher than March 2009. The crane group currently represents 82 percent of group revenues. Manitowoc as a whole reported revenues up 25 percent to \$1.1 billion, while pre tax profits jumped 40 percent to \$143.5 million. Manitowoc also reached an agreement to acquire British-based food equipment business, Enodis in a transaction valued at around \$2.1 billion, including the assumption of Enodis' net debt of approximately \$207 million.



Manitou up 7.4%

Manitou reported first quarter sales up by 7.4 percent to €357 million. Sales in France grew by 12.3 percent, while sales to other European markets were flat, mainly due to a €6.5 million foreign currency loss, linked to the fall in sterling. Underlying volume grew by 11.6 percent while sales to other regions grew by a very healthy 19.2 percent. Closer to home, Manitou UK has reported that in 2007 its revenues exceeded £100 million for the first time, being 13 percent up on 2006.

Harsco Access up 20%

Harsco Access Services which owns SGB, Hünnebeck and Patent Scaffolding has reported a 20 percent increase in first quarter revenues to \$379 million. Organic sales growth contributed \$33 million - just over 10 percent - while acquisitions added \$1 million - less than one percent. Currency exchange gains contributed \$29 million. Operating income was up eight percent to \$37.8 million with currency factors representing around 10 percent of that.

Cat strong

Caterpillar reported a strong increase in sales for the first quarter of 2008 and is anticipating another record year. Overall sales revenues grew by 18 percent to \$11.8 billion, \$7.5 billion of which was new machine sales, an increase of 16 percent on the same period last year. Pre-tax profits were \$1.33 billion, an increase of 14 percent resulting from price increases and beneficial currency factors.

Sales slip at Gehl

Gehl, the US based telehandler manufacturer, has reported first quarter revenues of \$82.2 million a fall of 28.5 percent compared to 2007. The company recorded a pre-tax loss for the quarter of \$1.2 million compared to a profit of \$9.8 million in the same three months last year.

Hiab down 4%

Revenues at loader crane manufacturer Hiab declined four percent to €230 million for the first quarter of 2008 due to "the marked fall in demand in

the United States, for which strong growth in Europe and Asia could not fully compensate".

Operating income for the quarter was €17.7 million or 7.7 percent of sales, a fall of 27.5 percent from the first quarter of 2007.



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ANSI models shown.



- Leeds-based truck mounted platform rental company **Wilson Access** has moved from its old Brighthouse location to new premises in Elland in order to accommodate its new spider lift activity.



Wilson's new facilities in Elland

- Speedy Hire**, the UK's largest general rental company has appointed **Michael Averill** as a new non-executive director effective May 1.

- Bronto**, the Finnish based truck mounted lift company has announced first quarter revenues up 18% to \$24 million, while the company's orderbook jumped 70% to \$127 million.

- AFI Arbeitsbühnen**, the Hamburg based rental company headed by Günther Aust has opened a new location in Bucharest to serve the growing Romanian access market, it is managed by Hans Kaiser.

- The **CTE Power Tower** and **PLC TP9000** trailer mounted scissor lift have both been included in the latest Cromwell tools catalogue.



The TP9000

- A tower crane collapsed in **Damascus, Syria** as it was being dismantled, killing four workers and injuring two others.

- Tutt Bryant**, the Australian-based crane, access and equipment rental company has acquired **Caradel Hire** via its **Kingston Industries** subsidiary.

- Revenues at **United Rentals** fell 7.9 percent in the first quarter to \$772 million, rental revenues edged up to \$571 million. Pre-tax profits increased 18 percent to \$59 million.

- Chris Shove** of **Nationwide Access** has won the Wrekin Prize awarded by the Institute of Agricultural Engineers.



(L-R) Peter Douglas, Chris Shove and Peter Jones

- Spanish rental company **GAM**, owner of Vilatel, has reported 2007 revenues up 66% to €307.5 million.

- Three men fell to their death in the **United Arab Emirates**, due to their inability to communicate with the tower crane operator who placed a heavy load of concrete onto the platform they were standing, causing it to collapse.

- Manitowoc Crane Group** has appointed **Michael Jamieson** as a regional business manager covering several states in the Mid West and Central USA.



Michael Jamieson

- Alto** the alloy scaffold manufacturer has supplied a new winners podium to the Aintree racecourse in Liverpool.

- New York City's buildings commissioner, **Patricia Lancaster**, has resigned over the number of fatal construction accidents, including the crane collapse in March that killed seven.

- RSC** one of North America's largest rental companies has reported first quarter revenues up by almost four percent with rental revenues climbing seven percent.

- Sevcon/Tech Ops**, suppliers of electronics to the access and fork truck industries, has reported record first half revenues of \$20.8 million an increase of nearly 12 percent over 2007.

- Hertz Equipment Rental Corporation** has acquired aerial lift rental company, **All Reach Equipment** of Connecticut.

- Terex Utilities**, the aerial lift and digger derrick manufacturer has announced a \$4 million, 3,700 square metre (40,000 sq ft) expansion plan for its Waterdown South Dakota, facility.

- Chinese construction equipment manufacturer LuiGong has acquired **Bengbu Zhencong Anli** and renamed it Anhui LiuGong Crane Co Ltd.

- The **Cornish fire brigade** is considering renting, rather than buying its latest aerial lift device in the face of union objections.

- Australian **Kennards Lift and Shift** has launched **Rig-Release**, a remote-release crane hook.

- New York City** completed the inspection of all tower cranes in the five boroughs, however only 72 percent of them passed the first inspection.

- A 44 year old tower crane erector was killed in **Parole, Maryland, USA** after he was caught in the jib during while dismantling the crane.

- Zarges**, the alloy scaffold tower and ladder manufacturer has appointed **Neil Harper** as UK national sales manager.



Neil Harper

- MRX Engineering Support Services** was fined £100,000 plus almost £17,000 costs following a fatal crane accident.

- A truck with loader crane struck and damaged a railway bridge in **Langley Mill, Derbyshire**, closing the line for a period of time.

- Work has started on cutting up the two quayside cranes in **Felixtowe** damaged in early March when a ship loaded with new cranes smashed into them in stormy weather.

- South Korean **Doosan Heavy Industries** has won a \$117million (£59 million) order for rubber tyred gantry cranes in Singapore from PSA Singapore Terminals.

- Europe's largest container terminal operator **Eurogate** is planning a €1.1 billion investment to manage the rising number of very large container vessels.

- Tanfield's **Smith Electric Vehicles** division has launched the Smith Ampere, an electric powered van designed in collaboration with **Ford**.

- SGB UK** has won a £2 million order to provide scaffolding to Jacobs Engineering at the Lindsay Oil Refinery.

- Early unvalidated figures from the UK's **HSE** suggest a 10 percent fall in construction industry deaths - but warns against complacency.

- Demag Cranes AG** is considering raising its full-year guidance of earnings before interest and tax of €110 million.

- Carlo Bacchiega**, who set up and managed Instant Srl, as part of UpRight in Italy has died following a long illness.

- A tower crane hit one of the main transmission lines in **Manila, Philippines**, cutting power to much of the city.

- Palfinger Bison** has extended its H-Line option on its truck mounted aerial lift that permits full outreach within the vehicle width (down only outrigger jacking) up to its 30 metre models.



A Palfinger Bison truck mounted platform

- Tower crane manufacturer **Wilbert**, has started moving into its new production facility in Waldlaubersheim, Germany.

- Chinese container crane maker, **Shanghai Zhenhua Port Machinery**, is to issue \$286 million of new shares.

- Northern Crane Services** of Edmonton Alberta, Canada has acquired Mullen Crane and Transport of Soda Springs Idaho.

- JLG** has promoted **Rick Alton** to vice president and general manager of the JLG Caterpillar Alliance Group.



Rick Alton

- Scaninter Nokia/Scanclimber** the Finnish mastclimber manufacturer has been acquired by two venture capital firms.

- Vp**, owner of **UK Forks**, has acquired **DJ Tool Hire** and **Arcotherm** through its Hire Station subsidiary.

- Faraone** and its UK dealer - **Kermco** have announced a new 7m push around lift, to be unveiled at SED and Vertikal Days.

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Developing but not changing

In our last major feature on telehandlers we highlighted the enormous market expansion and developments that had taken place in the preceding 12 months. Since then progress has, if anything, gathered pace. Compact models are now more prevalent, several new manufacturers have entered the market and products are being further refined. Mark Darwin takes a look at this continually developing market.

Last year, much was written of Haulotte's and Liebherr's entrance into the telehandler market with their own products. Following its high profile launch, Haulotte's two model range - the 4014 and 4017 - has gradually started to reach end users. In the UK and Ireland Stream Plant Hire (Ireland) and Sangwin Plant Hire are trialing them, but at four tonnes lift and 14 metres or 17 metres lift height, they are at the top end of the rental market where the 'bread and butter' models tend to be smaller.

The Liebherr telehandlers have entered the UK market through Liebherr's own rental fleet, meanwhile the Caterpillar/JLG alliance is beginning to pick up pace with new products just starting to enter the market. Hewden - the UK's largest telescopic handler rental company - added 283 of the new TH range including some of Cat's

smallest model, the TH255 compact telehandler (designed and built by JLG and similar to its own G5-18A/2505). The Hewden telehandler fleet now numbers some 2,600 units. The new TH Series incorporates improved ergonomics, a smoother and more comfortable ride for the operator and Cat's new high power, low emission engines.

Size matters

JCB shouted its market leadership of the telescopic handler market by placing a huge advertising hoarding on the front of the Marriott Suites Hotel directly overlooking the recent Conexpo Gold lot showground where most of the world's telehandler manufacturers were exhibiting. At the show, it was showing off its new HiViz telehandlers officially launched in Europe in January, as well as its new high boom 'North American' models.

Matthew Taylor - JCB group chief operating officer - said at the



Liebherr machines have entered the UK market through its own rental operation.

launch in Spain that 'the company was now global market leader having produced 13,500 telehandlers in 2007 and was clear UK leader with sales of 5,000 units giving it a 60 percent UK market share. Its main markets after the UK include

50 years since its idea of turning an agricultural tractor around and adding an extending mast. The company has always shied away from publicly quoting production figures to back up this long-held belief. However at Conexpo, it did release a number of key facts claiming - world market leadership in rough terrain fork trucks, which combines its telescopic and mast type models having produced over 15,000 units in 2007, with more than 250,000 units produced since it began. Given that most RT fork lifts are telehandlers it still seems that Manitou and JCB are 'neck and neck'.



France, Italy, Spain and Germany with the company building sales in Scandinavia and Russia growing but still in its infancy.'

Until recently, Manitou has always been accepted as the global telehandler leader. In fact it is now



Who is market leader? Manitou started it all in 1958 and says it has built 250,000 units since then



Striking in black, Haulotte's telehandlers are just starting to appear in the UK.



Currently on the fringe in the UK, Faresin has a good range of machines including its compact 6.25.

So while the giants argue it out for the number one spot, they should be very careful not take their eye off the market for a second, particularly with the raft of new entrants trying to muscle in. AUSA, Saez, MZ Imer and Galmax have all now added compact products while the more established manufacturers continually update and improve their offerings with Italian 'newcomers' such as Dieci and Farasin continuing to make strides in the UK and Ireland. Fortunately the global market is still growing allowing everyone to sell and enticing others into the sector.

The Chinese, so active in other areas of construction equipment, are not yet making any inroads into the telehandler market. Hunan Sunward showed a 3,500kg, 13.65 metre machine at Bauma last year, but since then very little has been seen. The same applies to Portuguese manufacturer Galmax with its compact machine.

Heavy weight champion

One of Manitou's latest additions is the monster MHT 10210 - the world's largest telehandler capable of lifting 21 tonnes and the bigger brother of the MHT 10160. The MHT 10210 can lift five tonnes at 5.79 metres and almost 13 tonnes to a maximum height of 9.7 metres. This massive model is targeted at special applications such as quarries, and is likely to take telehandlers into new markets, possibly taking business away from the largest mast-type fork trucks and possibly nibbling away at another part of the crane market.

An interesting new addition to the Manitou truck mounted line-up is the Manitransit TMT55 4-Way. This three-wheeled, bi-directional 'piggy-back' machine has rotating front drive wheels that allow both front and side travel - ideal for handling and manoeuvring loads in confined areas. It has a 2.46 tonne capacity

and 3.43 metre maximum lift height and hooks on the back of a delivery truck.

The time is right?

The biggest change in the telehandler market over the last year has been the emergence of the super compact models with several manufacturers entering the sector for the first time. Small materials handling machines have been around for many years with Merlo having designed a model which never took off and Manitou's Buggiscopic ploughing an almost lone furrow since the mid 1980's followed more recently by its innovative three-wheeled Twisco.

With brownfield developments and space-restricted sites becoming the norm rather than the exception, many new builds are forced to use underground car parks and parts of the building for material storage. This means the demand for low height, narrow manoeuvrable machines with good lift performance is growing. Combine this with the continued growth in worldwide telehandler sales (in spite of the recent dip in North America) and it is not surprising that more manufacturers are looking for a slice of the action.



Manitou's Buggiscopic has been around since the mid 1980's.

One of the first telehandlers to kick off the compact revolution was the Manitou Twisco. These three wheeled 1.5 and 2.0 tonne capacity machines are remarkably manoeuvrable and compact and will handle loads in restricted spaces.

AUSA, having tried the telehandler market in the past and left it, used Conexpo to unveil its Taurulift T204H - an all-terrain, compact forklift with extending arm, tilting cab and hydrostatic transmission. The Spanish company - the world's largest dumper manufacturer has done well with its mast-type rough terrain forklifts and obviously sees

growth in this sector of the market by looking at telehandlers again. Its new machine fits into the 'under 1,600mm wide, 2,000mm high' compact category and can lift 2,000kg to 4.2 metres. In the compact telehandler table we have included machines up to 2,000mm wide and about 2,000mm high. The Taurulift has a good standard specification and includes hydraulic quick hitch, beacon, anti-vandal and security systems as well as the tilting cabin which gives excellent service access.



AUSA Taurulift T204H features an extending arm, tilting cab and hydrostatic transmission.

Another Spanish manufacturer looking to diversify into telehandlers is Saez. Late last year, Saez - Spain's largest tower crane manufacturer - signalled its intentions to expand its product offering by renaming the company the Saez Group in preparation for....its new range of telehandlers. Two machines are currently available - the SZ255 and the SZ306 - with a 17 metre model in the pipeline. Surprising for two newly introduced models, the machines are visually quite different. The more powerful SZ306 has a squatter, more purposeful look with a 70mm lower cab height at 1,970mm. Its 100hp Perkins engine is 15hp more powerful than the SZ225's John Deere but is longer and has less ground clearance than its more traditional looking smaller sister.

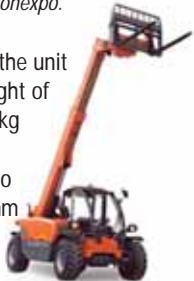
The company expects to begin shipping this summer and still hopes to produce about 400 units in 2008. Distribution has not been finalised but is thought to initially be through the existing tower crane dealers such as London Tower Crane Hire & Sales in the UK, but this has not yet been confirmed.

Another Spanish manufacturer MZ Imer already has rigid mast forklifts but has also launched a good looking, compact machine the MZ-2706 Lift. Built at



The more purposeful looking SZ306 seen for the first time at Conexpo.

its facility in Zaragoza, the unit has a maximum lift height of six metres and a 2,700kg maximum capacity. Measuring just over two metres high and 1,845mm wide, it has a Yanmar engine and maximum speed of 25 km per hour. Load charts indicate a maximum load of 800kg at 3.5 metres with the fully extended boom - about average for its size.



Yet another Spanish manufacturer offering a compact telehandler - the MZ Imer 2706 Lift.

According to JCB, the overall market for telehandlers in the UK appears to have leveled off after several years of strong growth. "The UK and Ireland market as a whole is flat but taken in isolation Ireland is down by 35 percent because of the decline in house



building," said JCB sales managing director Tim Burnhope. "We would expect this situation to continue throughout 2008."



JCB has doubled sales of its compact machines last year





One of Huntley Plant's JCB HiViz machines

Different story

"JCB had its best ever year in 2007 with compact Loadalls, with sales up 200 percent compared to 2006," he said. "Driving market demand is the requirement to have machines in less accessible construction and industrial sites where visibility, manoeuvrability and load lift performance have to be comparable with much larger machines. Also, there is a need to lift and place machines in car parks and inside buildings where headroom is restricted and this has also contributed to the increase in sales of compact Loadalls."

JCB also said that the new HiViz range has spurred new orders. Huntley Plant Hire, the Newcastle-based access and telehandler rental company, has recently placed a £1.8 million order for a number of HiViz machines from five metres up to 17 metre lift heights, with the majority being the 12 and 14 metre 535-125 HiViz and 535-140 HiViz models. Huntley says that this is the first of 100 JCB telehandlers it plans to add during 2008 in order to keep the average age of its fleet at around eight months. "We have found that the new HiViz machines are well received on site and are considered a marked improvement on the previous models," said Stephen Huntley.

JCB has a wide range of telehandlers including several compact models. The JCB 520-40 has one of the best turning circles in its class with an outside radius of just three metres, ideal for small yards and spaces. These compact machines often work alongside larger telehandlers helping in the more 'space-restricted' areas.

Terex telehandlers are now marketed under the Genie brand. The company offers a wide range of machines from compact to 360 degree models and has added several new products over the past year or so. At the smaller end of the scale Genie has improved its

GTH-2506 compact rough-terrain telehandler to include a stronger, more comfortable cab, increased load capacity at maximum reach, a new emission-compliant engine and a more easily accessible engine compartment for easier servicing.



"Our goal with the GTH-2506 redesign was to improve the machine's performance and serviceability while keeping it affordable and simple to use," said Carlo Forini, general manager for the telehandler product range.

The machine now lifts 900kg at its maximum reach, 100kg more than the previous model and features a new 50 kW Tier 3 compliant Deutz engine. Its compact dimensions remain the same but hydraulics have also been upgraded. The flow on the auxiliary line (which controls the hydraulic attachment connection/disconnection function) now incorporates reversible and continuous flow functionality through a two-position electrical switch. The direction and the rate of the flow are controlled by a dedicated manual knob placed at the back of the joystick. When the auxiliary continuous flow function is activated, the other three functions of the boom are still active - boom up and down, telescope and fork tilt - enabling simultaneous operations.

A dedicated enable switch allows the attachment quick connect/disconnect function to be activated through the joystick.

By re-engineering the telehandler's boom - with fewer welded parts, larger-diameter load-bearing pins, standard hoses in place of twin hoses routed internally in the boom and redesigned attachment articulation - there should be a reduction in the maintenance time and lower cost of ownership. Genie's larger GTH-3007 also benefits from these improvements.

Genie has redesigned its GTH-2506 improving its performance and serviceability

customer feed-back resulting in improved visibility and operator comfort. Standard service intervals of 250 hours and a gross weight of less than five tonnes means that it can be lifted by crane at most sites for use on higher level floors. As with many of the super compacts it can handle a wide range of skid steer attachments.

JLG also recently launched its new Model 3513PS - one of nine PS machines - which features a maximum lift capacity of 3,500kg with a forward reach of 1.85 metres at its maximum lift height of 13 metres. It can also lift 1,000kg to a maximum forward reach of 9.2 metres. All PS machines feature a number of improvements designed to enhance overall performance and operator appeal over the previous 3500 and 4000 Series machines.

"The PS Series' hydraulic system retains the industry-leading high-output (132 l/min) variable-displacement, load-sensing pump, coupled to a new flow-compensating valve," says Brian Boeckman, a JLG product manager for telehandlers. "This gives more responsive and balanced proportional control for faster cycles and better use of power, with improved overall efficiency, fuel economy and performance."

The drive train and main structural components remain unchanged from the 3500 and 4000 models, but provision has been made for subsequent updates to the new Tier 3 Perkins engine. The power shift transmission now incorporates a selectable brake-pedal operated de-clutch function with an improved stabiliser/chassis-levelling interlock system to facilitate positioning during loading-out operations.

Brands galore

With Gradall, Lull and Skytrak as well as its own range, JLG must surely have the widest brand portfolio of any manufacturer, although only the JLG models are marketed in Europe. Its telehandler alliance with Caterpillar is also now starting to yield results with a new range of machines for both companies. Its focus this year has been on, yes you've guessed it, a new super compact machine in parallel to the Cat TH255 as well as upgrades to its existing range.



Its new 2.5 tonne five metre compact 2505 can lift 800kg at its maximum reach of 3.3 metres. JLG says it spent a lot of time gathering



JLG's new 2.5 tonne compact 2505 can lift 800kg at its maximum reach of 3.3 metres



"The power shift transmission offers distinct performance advantages in certain applications, where features such as high tractive effort throughout a wide speed range are important," said Boeckman.

Conexpo also saw JLG introduce AccuPlace with Ride Control which provides linear boom motion and boom suspension system for more stable movement over rough terrain. Said to enhance load placement and reduce bounce while transporting a load, it offers faster boom speeds, a significant reduction of leak points which helps maintenance requirements and a 25 percent increase in hydraulic flow allowing certain attachments to work more efficiently.

Skid steers

Masters of the compact equipment - Bobcat - has also recently entered the compact telehandler market



The Bobcat T2250 is said to offer the features and benefits of a skid steer, artic wheel loader and telehandler all rolled into one.

with the 2.2 tonne, 5.2 metre lift height T2250. The first in the UK is now working on a long-term hire with Network Rail. The T2250 is said to offer features and benefits of the skid-steer loader, articulated wheeled loader and telehandler rolled into one machine, giving a good range of uses from plant hire, construction, industry, builders merchants and landscaping.

Supplied by AMS Bobcat of Scunthorpe in Lincolnshire, the new T2250 telehandler joins a fleet of Bobcat S130 and S100 skid-steer

loaders that Network Rail regularly hires from AMS for maintenance contracts on the rail network. Fitted with the same Bob-Tach quick-change attachment mounting system that is used on the T250 and all other Bobcat compact loaders, it allows the T2250 to use conventional and combination buckets, sweepers, trenchers, rotary cutters, pallet forks, snow blades, rotary snow blowers and many others.

The Bob-Tach is an alternative to the conventional attachment system which can also be incorporated in the T2250. The multi-attachment capability and the compact dimensions of the T2250 - a height of 1970 mm, width of 1800 mm and length (without attachment) of 4190 mm made it an attractive package for Network Rail. Stevan Rhodes, Network Rail's assistant section manager for OffTrack in Leeds, said: "This machine can be used by every department here from the signal replacement and level crossing crews to the welding teams. Its lifting capacity means we can take on bigger jobs such as lifting quarter tonne panels with ease when we're taking out level crossings. This machine can do anything from grading for access roads to mowing overgrown vegetation at the trackside."



An electronically regulated hydrostatic transmission, a standard feature on all Bobcat telescopic handlers, enables the operator to choose between two driving modes - direct drive, where priority is given to travel speed, or soft drive, where priority is given to hydraulic power and torque.



Merlo reports that its Roto machines had their best year ever

In its low speed mode, the T2250 has a forward/reverse range of up to six km per hour, whilst in the high speed mode the speed range is tops out at 25 km per hour. An optional creep travel mode allows a low travel speed at high engine rpm to ensure adequate hydraulic flow for attachments such as the sweeper. Bobcat has also just launched the new 3.5 tonne, 12 metre T35120SL MP telehandler a fully 'man platform-ready' model designed for use with the company's new 'Man Platform' attachment. Equipped as standard with 24 inch Dunlop tyres, the new model extends the number of Bobcat telehandlers that can be used with the Man Platform to three, including the 14 metre T40140 and 17 metre T40170 models.

As a man platform-ready telehandler, the T35120SL MP shares the electronics and joystick controls of the T40140 and T40170 models as well as an emergency control box at the rear of the machine, an additional electro-hydraulic pump for lowering and retracting the boom in case of engine failure and a sensor to detect the presence of the man platform. Once it has been detected, the safety functions of the T35120SL MP telehandler are automatically activated including the blocking of all controls but the platform remote control system. The unit uses the same high tensile steel boom design utilised in the 14 and 17 metre Bobcat telehandlers which use of thinner plates, reducing its overall weight. It also has a counter-bow design in order to counter deflection when loaded at full reach.

Its Roto time

Manitou's 30 metre, 360 degree MRT 3050 is now starting to attract the attention of rental fleets in the UK. However its significant price premium compared to the 25 metre models, not to mention the greater challenges of transporting it, all add to a rental rate about 40 percent higher than an MRT 2540 - means that most customers will opt for the smaller machine. Even so, 360 degree models are still not as popular in the UK as mainland Europe. Although this is beginning to change with Merlo, which leads the 360 degree market in the UK, reporting its best year ever for Roto sales into the UK market.



Three man platform machines are available from Bobcat including this new 12 metre T35120SL MP

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New Holland has launched a range of three telehandlers including the M428

Merlo intrigued many last year with its telehandler-based self propelled, high speed articulated booms however its telehandlers are still its primary product and the company is without question the leading producer of 360 degree models. In fact its 360 degree nomenclature Roto has virtually become the generic word for 360 degree telehandlers. Its latest model is the Roto 40.26 - an upgraded 40.25 - with increased lift height and a redesigned boom which gives more performance for the same weight.

The company also launched a new compact machine, the 39.10 with stabilisers as standard to satisfy demand in the UK and France where buyers have often purchased larger machines than they wanted or needed in order to have stabilisers which were not available in the past on smaller models. Merlo says that total telehandler output was up 20 percent in 2007 and having added further production space during the year, it expects this to continue to grow in 2008.

Merlo claims to have been in the 'super compact' market before most, but given that the machine

used the same basic components as larger models, it just did not make sense financially. As with many innovations it was probably ahead of its time. The smallest models currently in the company's range are the P28.8 and P32.6 compact machines, originally introduced to satisfy demands for a low, narrow machine for the construction and farming sectors. Introduced in June 2006 they use the same wide cab as the new Turbofarmer/Panoramic models, as well as the 102hp Deutz turbocharged engines. The new chassis design keeps the width to 2,000mm, while overall height is 2,150mm or 2,000mm in the 'L' low profile models. Merlo uses a three section boom to give its P28.8 models a 'best in sector' 8.2 metre lift height. 'Plus' variants add a 40 km per hour travel speed and 'load-sensing' hydraulics on certain models. Boom suspension is also available.

Getting serious

New Holland is another company that having dabbled on the edge of the telehandler market for some time, is now trying to become a



Liebherr is now available in the UK



JCB machines have a full range of attachments

used the same basic components as larger models, it just did not make sense financially. As with many innovations it was probably ahead of its time. The smallest models currently in the company's range are the P28.8 and P32.6 compact machines, originally introduced to satisfy demands for a low, narrow machine for the construction and



A Merlo machine with basket

mainstream player. Its new, Italian-built low-boom, three machine M series range offers lift capacities from three to four tonnes with maximum lifts of 12.74 to 13.60 metres, single joystick control side mounted engine.

The way materials are supplied and used on site has been at the heart of the telehandler growth and development. This is reflected in the massive variations in their usage from country to country. For example Germany, typically the largest construction market in Europe buys relatively few telehandlers, with contractors traditionally using self erecting tower cranes and material hoists

to move materials on site. France possibly sits in the middle using large numbers of both. With better communications and the never ending push to improve efficiency, not to mention safety, we are likely to see the Germans using more telehandlers and the British using more cranes and hoists - in other words we might all be moving in the direction of the French!

With more manufacturers looking at this market and with more companies using telehandlers over a wider range of applications it will be interesting to see the effect this has on the products themselves as producers look for differentiation. Watch this space!

Telehandlers and mast climbers

Milliners Wharf, part of the redevelopment of the Victoria Mills area of Ancotes being built by Manchester-based Ocon Construction is a new development of 261 apartments over a nine storey steel frame. Its site close to the Ashton Canal meant little space to the rear of the structure so the company used a

combination of mastclimbers and two, 25 metre Manitou MRT 2540 360 degree telehandlers supplied by Easi UpLifts, Midlands depot for access and handling duties. With the frame now fully erected, there is also the possibility that the site will take the latest 30 metre, Manitou MRT3050 - one of which is due to join the Easi UpLift fleet shortly - to give easier reach to the upper floors. Because of the lack of access to the rear of the building, all materials have to be loaded onto three landing stages at the front of the building and then 'rolled' through the building to the rear.

One of the Manitou MRT 2540 telehandlers placing materials on the upper floor.



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Van mounted platforms

The van mounted market in the UK and Ireland is probably as busy as it has ever been, with manufacturers' bulging order books extending deliveries until the end of the year, if not beyond. However continual changes to the vehicle chassis are having an effect on the market. Cranes & Access investigates.

Anyone passing their driving test after January 1997 is restricted to driving vehicles less than 3.5 tonnes without taking a further heavier vehicle test. This effectively limits anyone under the age of 29 with a regular car licence to driving a commercial vehicle with a van chassis such as the popular Ford Transit or the Iveco Daily. With the number of people in the working population affected by this ruling now reaching a significant level, buyers of truck and van mounted platforms are increasingly focusing their spending on lifts that can creep in under this threshold. This in turn is having an effect on new product development.

One of the van mount's 'raison d'etre' is that it provides both a working platform and has the storage capacity to double up as a mobile store/workshop/lockup. The market was in fact created by street lighting contractors along with telephone engineers and their specific needs to carry equipment and then gain access to lights or poles. More recently other trades have taken the van mounted lift to heart, including CCTV installation and maintenance contractors and urban tree surgeons.

Street lighting generally requires heights of up to 11 metres for town centre and amenity lighting and 12.5 to 17 metres for lights along major roads and motorways.

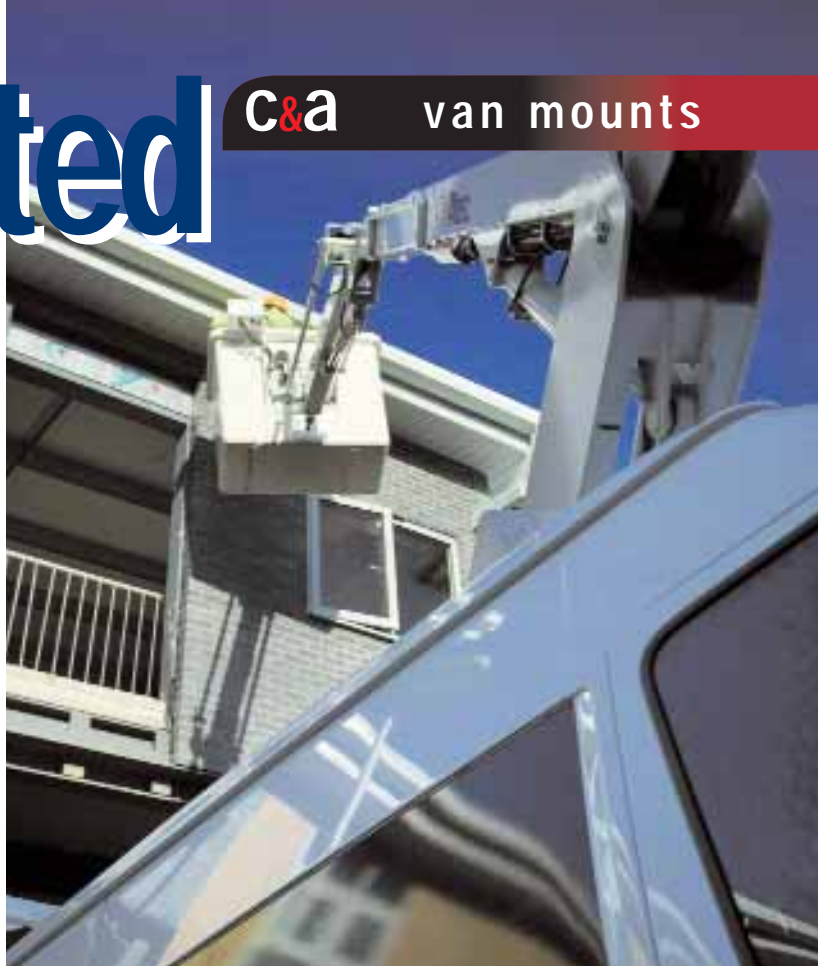
For CCTV 12 to 13 metres working height and up to five metres outreach will usually suffice.

The most common van mounted platforms are those with 12.5 to 13 metres working height, due to the fact that most platforms of this height leave a reasonable payload and sufficient space in the van for tools and parts needed for the job and are still easy to drive. Some of these vans are used as mobile workshops, with vices, workbenches and washing facilities all built in.

The challenge for platform

manufacturers over the past few years has been the increasing weight of the basic chassis from equipment involved with meeting the Euro IV engine emissions. This additional weight ultimately eats into the vans payload, putting pressure on lift manufacturers to respond and compensate.

Manufacturers are now struggling to cope with the latest weight gains, which have eroded a large chunk of the vans spare payload to make the whole concept viable. Market leading manufacturer Versalift UK, which builds platforms on chassis from 2.9 to 7.5 tonnes, thinks that it has now reached the point of no return. It says that there is no more potential for cutting further weight from the design of its 3.5 tonne van mounted platforms. It points out that the market leading 3.5 tonne Ford Transit chassis has increased in weight by 120kg in its latest form, which decimated the payload capacity on its Eurotel range. As a result it has had to redesign the Eurotel, using higher tensile steels in the main boom and turret, reducing plate thickness - 8mm thick steel is now 6mm - and using plastic components for guards and covers wherever possible. The end result, it says, is that its 13.2 metre working height ET36 now has a van payload of about 290kg, much less and it would border



on being unviable for its job. So if there are further chassis weight increases, it will inevitably eat directly into this payload.

Gardner Denver has already accepted that the whole 3.5 tonne van mount platform concept will ultimately face defeat as a practical cargo carrying proposition. The majority of its van production is now in the five tonne and 6.5 tonne range, which offers an average payload of 1.5 tonnes.

"The whole concept of the 3.5 tonne van mounted platform is now flawed," says Scott McCall, Gardner Denver's national sales manager. "In a total role reversal, 85 percent of our 280 machine production is now on five tonne and larger GVW chassis."

It will be interesting to see how the weight of the 3.5 tonne chassis

develops over the next year or two, any further increase in weight would kill its use as a mobile store/workshop and platform. And without the storage space why not use a truck mounted 3.5 tonne platform?

So how big is the UK van market?

All manufacturers are seeing an increase in enquiries from potential first time users driven by concerns over the Working at Height and duty of care regulations. However this increased enquiry level does



Steve Couling md of Versalift showing off the walk in basket

not yet appear to have resulted in a significant increase in orders. The van mounted platform market is generally one of the more stable access markets year on year. According to Steve Couling, managing director of Versalift, a good year might be 750 units, a bad year 600-650. He thinks total sales over the past 12 months amount to about 700 with Versalift taking around 55 percent or 380 units (85 percent of which have 12.5-14.5 metre working heights). Versalift's main competitor - Bradford-based Gardner Denver - thinks the market is slightly smaller and closer to 600, but at least there is some sort of agreement.

If figures are to be believed (380 Versalift - made up of about 280 3.5 tonners and 100, 7.5 tonne truck machines - 280 Gardner Denver, SkyKing with around 60 and others at about 100) the total of 820 makes it a very good year if you listen to Couling and McCall. However it is not unusual for

manufacturers to round up their own numbers while understating the total market so annual sales in the region of 750 would appear to be about right.

Traditionally the van market has been dominated by two or three major purchasers - one being British Telecom - but when these big buyers decide not to purchase for any reason, the repercussions can be very serious. BT tends to place contracts for about 250 machines every three years. When the contract for 2003/4/5 ended, rather than re-order it used 2006 to reorganise and review the business. All contracts were put on hold and the number of new lifts it ordered dipped to just 11 units.

"Today BT still has a major impact on the van market and if it does not place an order, then we are looking at a shortfall of over 100 units," says Couling. "We sell about 70 to 80 units direct to BT and another 20 to 30 to contractors involved with BT work. Over the last 12 months we have sold 85 BT connected units."



Gardner Denver launched its 13.5 metre Land Rover 4x4 at last year's SED

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Versalift is unusual in the van mounted platform market in that it is a total specialist, and so the loss of such magnitude has a major repercussions. For this reason the company has been building-up its after sales business which includes repairs, refurbishment, rebuilds, servicing, spare parts and training.

"In 2004 we achieved £1 million in after-sales revenue," said Couling, "this has risen year on year so that in 2008 we are looking at a figure of £2.7 million of our £13 million turnover and an output of about 400 units per year. We also carry about half a million pounds worth of replacement parts - probably more than we should but our aim is to give flawless support."

Couling quotes a figure of 99.3 percent same day parts shipment but then explains the very high figure. "What this essentially means is that the machines are very reliable and it is mainly small components that are needed - which we have in stock." Keeping these sorts of figures is important to improve our customer support, but also essential for the British Telecom contract which closely monitors statistics on machine, warranty and downtime."

The company has recently completed a 2,300 square metres (25,000 sq ft) extension to add to its 3,250 square metre (35,000 sqft) facility to be able to cope with the ongoing growth in after sales services.



An Allan Access Unimog platform

In an interesting and perhaps surprising move last August, Versalift announced a formal agreement with the UK's leading van mounted lift rental company, Rise Hire following its acquisition a few months earlier by the Lavendon Group.

"We have been working alongside Rise Hire since it began in 2003," said Couling. "It is a logical step in that a utility company that owns around a100 units, is also likely to rent in a further 20-25 units through the year. By working together we are able to offer our customers our product on a rental basis. When customers ring, our first question is 'do you want to hire or buy'."

But is there a problem with other rental companies when a manufacturer is so close with a competitor?

"We think people buy Versalift products because they are the best



AERIAL WORK PLATFORMS



Versalift's new 25,000 sq ft factory extension



All Versalift models feature a one and two man capacity rating which can increase the outreach depending on the weighed load in the basket. 120kg or less allows the additional outreach which according to Couling is particularly useful for contractors working in city centres.

Another development over the past two years has been the introduction of the walk-in basket - again particularly useful for operators who may be in and out of the basket 50 times or more a day.

on the market and we haven't seen a reduction in the machines sold to our major rental customers," he says.

Perhaps there is something in it perhaps not, but Gardner Denver is having its busiest year ever, particularly with five tonne and 6.5 tonne van mounts into rental companies. It believes that it is very close to Versalift on production numbers even though the mix of machines is very different - 85 percent being the larger five tonne plus van mounted platforms.

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Gardner Denver does not supply BT but is seeing changes in its market which used to be primarily to Local Authorities and their contractors. Now however with PFI contracts it is doing well with the rental companies, perhaps because it does not have a relationship with a specific hirer?

"We are very busy working with rental companies, even those in general access with the increasing awareness that the working at height legislation is starting to have," says McCall. "Demand is also being driven by the power network companies which have a specified amount to invest in vehicles but have tended to hold off purchasing for a few years but this is now coming through."

The company has a full order book which is helped by its new 4x4 Land Rover-based lift launched at last year's SED show. Several manufacturers reported increasing interest in the vehicles more suited to off-road work.

Gardner Denver has sold 42 of these 13.5 metre platforms on Land Rover 110 chassis since January. It also is well down the line towards producing its first platform on the Iveco Daily 4x4 which will be delivered to Norwegian Electricity.

When the chassis becomes available in the UK, it will again be first into the market with a machine for EDF.

The company launched a new plastic basket with walk-in gate design at the recent Commercial Vehicles show. The basket, made from fabricated plastic, can be retro-fitted to older Gardner Denver vehicles with cracked or damaged fibreglass baskets.

Versalift offers a full machine refurbishment facility.



"Fibreglass can break quite easily whereas the plastic baskets can take more punishment without damage, and yet can still be repaired if necessary," says McCall. "The full, walk-in door is warmer for the operator and safer, easier and quicker to use."

While there is no question regarding the trend to 3.5 tonne truck mounts and vans, those companies who have operators able to drive the larger machines generally prefer to hire or buy them. This is particularly true where a decent payload is required, resulting in a second van accompanying the platform van tying up two vehicles on each contract where a single five tonne van with platform would have handled it.

"The 3.5 tonner is an ideal short-term hire particularly for sign erection companies," adds McCall, "but in the long term it is the payload that is critical. We are even seeing increasing interest in 6.5 tonne machines purely for the increased payload."

In the five tonne capacity range, Gardner Denver uses chassis such as the Iveco 50C and Mercedes 511 both proving popular with a 14.5 metre working height platform and 10 metres of outreach.

Aquarius Leasing - one of the largest van mounted rental companies in the UK - was a big



The Altec AT103F 13 metre platform on a Euro IV Ford Transit

user of Gardner Denver products. Last December it was acquired by David Wraith through a new company, Access Hire Nationwide, Wraith is best known for founding Nationwide Access Platforms with Garry Smith in the mid 1980's. Wraith sold Nationwide Access to a Management Buy In by David Price supported by Cinven in 1992, which became the Lavendon group. Since then of course Lavendon has gone on to become the world's largest specialist powered access rental company. With the Lavendon acquisition of Rise Hire he is now going head to head against it with his new company.



A Rise Hire platform

John Wood, managing director of Access Hire Nationwide says that the van mounted hire market is buoyant at the moment, "in an ideal world buyers would prefer a 3.5 tonne van with 14 metre working height platform." He says

"Most hirers make do with the payload on the 3.5 tonne machines, as all too often they don't have the drivers with the appropriate licence. In spite of this the higher platform and payload requirement is making the five tonners increasingly popular."

Currently Access Hire Nationwide claims to have 286 machines in its fleet and is looking to expand this with a further 100 or so machines over the next 16 months."

"Three quarters of the fleet is Gardner Denver, but we also have some SkyKing and Versalift units although not too many because of the Rise Hire association. Gardner Denver is our preferred supplier but we try and achieve complete independence."

Most of those we spoke with agreed that rental rates have improved over the last 12 months following their low point in 2006 when BT's inactivity saturated the rest of the market with machines. "Rates are up all over the UK but particularly in the South East and because many councils are now looking to hire rather than buy," said Wood. "There is also a lot of money being spent on power infrastructure so overall the market is going well."

Two other significant van mounted platform producers are Skyking and Allan Access, both based near Market Harborough. The SkyKing Reverse Articulated (RA) and Telescopic Jib (TJV) van mount range are produced by GSR the truck mounted aerial lift specialist and are available for mounting on vans and chassis cabs with a GVW of up to 7.5 tonnes, giving maximum working heights from 10.5 metres to 17.5 metres.

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Allen Access, owned by industry veteran Phil Allan, has a wide range of equipment including van and 4x4 mounted vehicles using Niftylift and Socage booms as well as the well established Powered Access range. At last year's Vertical Days the company launched a new 3.5 tonne van mount with 12 metre working height, No-outriggers and up to 12 metres outreach, while retaining 450kg of payload. This year it plans to show a 14 metre model with similar characteristics on the same size van. It has also started shipping its Nifty based boom lifts on the new Santana 4x4, shortly to be rebranded as the Iveco Massif, as well as the traditional Land Rover. Allan Access was also the UK distributor for Altec insulated

booms until it moved to Terex Utilities. Altec is now distributed by Coventry-based Kalmar and backed by a national team of 60 engineers so it will be interesting to see if a new sales force can break into the UK market for the American giant. The first telescopic boomed unit - the new AT103F 13 metre platform has been designed and mounted onto the Euro IV front wheel drive Ford Transit.

Altec is also a specialist in fully insulated boom lifts, and is naturally looking to muscle in on Versalift's domination of this market in the UK. Versalift says that about 25 percent of the units it produces are insulated machines - up to 46kV or an optional 69kV. "With outage (when the system is down) costs of £200,000 for just four hours without power, contractors need to have machines that can work on live cables," says Couling. "And with the UK pylons placed across the countryside many opt for platforms mounted on Unimog U3000 7.5 or 8.5 tonne chassis or 10 or 12 tonne Unimog U400."



An Allan Access V130 on a Land Rover chassis

So overall the van market has recovered well since a low point in 2006. Rental rates are on the up, there is increased activity generated from the work at height and duty of care legislation, resulting in full order books for the foreseeable future. Street lighting work will always provide a base line of work, although this

is increasingly augmented with other work such as CCTV and tree work. The only major problem may come should the 3.5 tonne chassis put on weight again. Even if it did happen, a spot of extra training and a new test for drivers who have passed their test after 1997 and they can benefit from extra height and payload with five tonne unit.



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German supremacy

c&a trailer cranes

Changing the thought process of equipment users can be a long and slow process. Over the years the telehandler and more recently mastclimbers show that it can be done. One item of equipment that is currently trying and stands a good chance is the trailer crane. Crane & Access reviews progress in this growing niche sector.

Equipment such as the mini excavator, articulated dump truck and telehandler were all available for many years before being welcomed by users like long lost sons. All went through a similar process of adoption that took many years before being accepted as the 'norm'. In the crane sector, it took the All Terrain about 20 years before dominating the sector and the mini/spider crane is only now just beginning to gain mass recognition with increasing sales. Unfortunately for the distributors in the UK, the trailer crane is several years behind the mini crane, but has huge potential.

Aluminium trailer cranes are made by three German manufacturers - Böcker, Klaas and Paus. Like other types of equipment (UK van mounted producers in the Market Harborough area for example) the three companies are clustered geographically, Böcker is based in Werne, Klaas in Ascheberg and Paus in Emsbüren - in the adjacent North Rhine - Westphalia and Lower

Saxony regions. Two of them have been established for a long time - Klaas is celebrating 75 years and Böcker 50 years in production this year.

The main markets for trailer cranes tend to be Germany and France, which of course are also strong markets for self erecting tower cranes with total European sales now approaching 500 units. In Germany Böcker and Klaas are joint market leaders but it is thought Böcker is European market leader.

The manufacturers of these machines have never really seen the UK or Ireland as a serious market, possibly because of contractors seeming reluctance to use equipment such as small self-erectors, so very few have been used here.

In fact it was SED about two years ago that Oktopus UK showed the Klaas trailer crane for the first time with specialist panel and glass lifting attachments. It was hoping that the machines would primarily gain acceptance through the glazing



sector in the same way spider cranes initially gained popularity. Later that year the Paus Skywalker machine was taken on by GGR-Unic - again a company heavily involved in the glass installation business with its suction devices and Unic spider cranes.

their many advantages. Estimates on the total number of units currently working in the UK hover around the 20 mark, made up mainly of rental machines in the distributor's own hire fleets and a few recent sales.



Trailer cranes can move themselves around site



All trailer cranes have good up and over reach

Some Böcker products have been available in the UK for some time but its aluminium trailer cranes made an appearance last July when it appointed Power Lifting Services to look after its trailer and truck mounted aluminium cranes.

The trailer crane's route to success has so far mirrored that of the mini crane. Initially dismissed by many 'proper' crane hirers as toys, trailer cranes are very gradually beginning to gain a following as contractors start to appreciate

The changing attitudes towards the new equipment is being helped by legislation such as the material handling regulations as well as the growing trend towards more environmentally friendly, lower carbon footprint machines. Saving time and money are also high on most users' wish-lists but given the conservative nature of many contractors, supplied by a crane rental industry that prefers to own general purpose machines than niche equipment and it is not hard to understand the slow progress.



Setting up in confined spaces is no problem

So what is a trailer crane and what can it do? With just three manufacturers all producing what initially look like similar machines, it is fairly easy to decide on a specific machine. Like all things, there are price differentials with some more expensive with build-quality, features and performance to match.

However, being relatively simple and quick to set up and not requiring an expensive and complicated chassis, the units are relatively inexpensive to run and hire compared with the alternatives which range from a small All Terrain crane, to a large 360 degree telehandler, very large lorry loader or self erecting tower crane.

As can be seen from the table, maximum capacities range from 500 to 1,500kg, compared to machines that are currently used for similar duties - ie large truck-mounted loader cranes, larger 360 degree telehandlers or small city, truck and AT cranes this does not sound high, although it is comparable with self erector tower cranes. If you ask trades such as roofers, M&E contractors and housebuilders the question 'what do you want to lift to roof level or over and how heavy is it' the answer you will receive is generally that weight is no more than 500kg. One of the heavier items lifted to the top of buildings is an air conditioning unit that may weigh up to 400kg. So while the maximum capacity is relatively

small, it is more than enough for the tasks required.

All the cranes have maximum lift heights ranging from 24 to 31 metres and all are capable of taking at least 200kg to a radius of 17 metres (and the best 200kg to 21 metres).



Brick forks

So these are aimed specifically at certain sectors of the lifting market. It is hardly surprising therefore that the trades that have already spotted the potential of these machines in a big way are roofing and glazing contractors and general housebuilders.

One of the other advantages is the machine's low weight. Given that all are towed by normal 4x4 vehicles, even the heaviest is just 3.5 tonnes. Compare that to a small All Terrain and imagine the effect when working on a school playground with a minimum covering of asphalt

and very little base. The low weight also means the machines can also be used inside the building in weight sensitive areas.

As we all look for more environmentally friendly, lower carbon footprint machines, these cranes fit the bill. No large gas guzzling, high maintenance chassis, the trailer cranes use a small petrol, diesel or electric power pack to operate the crane functions as well as move itself around site - either driving one of the tandem axles or the jockey wheel. Generally they are very manoeuvrable even in poor ground conditions and can be easily and accurately positioned.

Not needing an expensive chassis, the units are therefore cheaper to purchase, rent, run and maintain. They are also much easier and quicker to set up and operate - some taking just five minutes when worked by an experienced operator.

Once in position on site, the machine extends its swing-out outriggers and with manual leveling via hydraulic jacks. Most machines have several outrigger positions so that the crane can be variably rigged to set-up alongside a building or avoid an obstruction.

Böcker is launching its new chassis in June/July which has infinitely variable positions on all four outriggers, this crane also has the very latest PLC control so that depending upon the load and the position of the outriggers the machine automatically calculates its maximum capacity and radius and cuts out when either is reached, obliging the operator to improve the load moment before continuing.

Remote radio controls are also available on all machines with some also including a full LED display of the weight on the end of the hook, the height and boom angle. This also allows the operator to follow the load and visually see it to its final position - even if the crane is out of sight.

Both the Böcker and the Paus machines use closed aluminium profile booms which they claim gives improved rigidity. Klaas on the other hand opts for an open lattice

ladder type arrangement on both the boom and jib.

Either single or double section jibs are manually set into position to suit the application, although the Skyworker has a hydraulic toggle-knee joint which allows the jib to be raised from an angle of 0 to 172 degrees. The Böcker hoist features a slack rope device and rope layer control to help avoid rope problems.

So not only are these machines simple, quick and easy to set up and relatively inexpensive to buy and run, but they are also versatile because of the wide range of attachments available. Brick grabs, rubble boxes, long-load carriers,



An aluminium skip

glass handling vacuum units and of course man baskets are all available.

Until these advantages are fully appreciated by users, these cranes will remain a niche rental machine. However as hires turn to sales, (which is now happening) it will not be long before they start to sell in larger numbers. And unlike most mobile cranes, delivery times are far more reasonable.

Unfortunately, one factor that is currently working against these European produced cranes in the UK - along with every other item of equipment priced in Euros - is the falling value of Sterling against the Euro which is pushing up prices. However with almost all mobile cranes built in the Euro zone, this is true of most of the alternatives.

When choosing between the three manufacturers, all of which offer similar main features, it is likely to be the smaller details, be it construction, design or technical features and the resulting cost variations or of course the company that is selling and supporting it. After all this is still very much a people business. The only way to decide which is right for you is to try them all and see which one you prefer. As they say 'You pays your money and takes your choice'.

Trailer Cranes

Make	Model	Max Capacity	Max Tip ht	Transport LxWxH /m	Machine GVW	Capacity at max radius
Böcker	AHK 25/800 PLC	800kg	25m	8.5x2.2x2.45	2,700kg	250 @17.5m
Böcker	AHK 27/1200 PLC	1,200kg	27m	8.5x2.2x2.45	2,700kg	200@19.8m
Böcker	AHK 30/1400 PLC	1,400kg	30m	9.0x2.2x2.60	3,500kg	200@19.8m
Böcker	AHK 31/1500 PLC	1,500kg	31m	9.1x2.3x2.92	3,500kg	200kg@21m
Klaas	K17-24	500kg	23.7m	7.9x2.1x2.20	2,100kg	200kg @17m
Klaas	K19-28	1,300kg	28.4m	8.0x2.1x2.45	3,500kg	250kg@19m
Paus	Skyworker PTK 30	1,200kg	29.8m	9.1x2.1x2.40	3,490kg	250kg@18m

Maeda Mini Cranes now in, small, medium, large, x-large, x-x-large.

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You can equip them with a wide range of below the hook accessories including vacuum lifters for glass handling and cladding alongside many other applications. Also, the entire MC range can be operated by remote control....



MC104 - 1 Ton Mini Crane
Capacity (kg/m): 995/1.1
Max Radius (m): 5.10
Max Height (m): 5.50
Engine: Petrol / Electric
LPG / Electric



MC285 - 2.5 Ton Mini Crane
Capacity (kg/m): 2820/1.4
Max Radius (m): 8.21
Max Height (m): 8.70
Engine: Diesel / Electric



MC305 - 3 Ton Mini Crane
Capacity (kg/m): 2930/4
Max Radius (m): 12.16
Max Height (m): 12.66
Engine: Diesel / Electric



MC405 - 4 Ton Mini Crane
Capacity (kg/m): 3830/2.7
Max Radius (m): 16
Max Height (m): 16.8
Engine: Diesel / Electric



LC785 - 5 Ton Mini Crane
Capacity (kg/m): 4900/2.1
Max Radius (m): 14.52
Max Height (m): 16.35
Engine: Diesel

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Oktopus has legs

Klaas aluminium crane distributor and suction lifting specialist Oktopus UK says that the company's trailer cranes are beginning to prove popular with construction companies in the UK. According to Andrew Hinton-Sheley, head of the cranes division, the latest models can be adapted with a wide range of factory built lifting accessories.

"From an environmental aspect, the Klaas trailer crane has a much lower carbon footprint as it's not reliant on a HGV based chassis - instead it is towed by a suitable vehicle and is ready to work within 10 minutes of arriving at its working position." He adds: "The onboard diesel engine can also be turned off when not in use which makes it a much 'greener' option compared to a mobile crane. By using its Hetronic remote control and fully hydraulic outriggers the crane operator can rig the crane as required without any manual handling issues such as handling jib sections or rigging fly jibs."

He says that Oktopus has supplied cranes for contracts as varied as lifting glass into

position at the O2 arena, to building oak framed houses in the Malvern Hills. "Weighing 3.5 tonnes the trailer crane can be lifted by a larger crane onto working areas where mobile cranes couldn't possibly work, such as concrete slab areas with ground bearing limits or into positions where tower cranes are out of radius. The trailer crane is also usable on grassed areas without the need for portable roadway due to its low ground pressures."

The company has recently sold three new cranes, including a Klaas TC28 trailer crane with access platform attachment to Ken Wilson Roofing and two TC30s one each to lifting specialists McAndrew Milne and Cannock-based building facades specialist Parry Bowen.

"We are seeing a definite rise in sales for the Klaas range of cranes for 2008, along with an increase in demand for trailer cranes from our own hire fleet," he adds.

Ken Wilson Roofing has purchase a 22 metre working radius and 1300kg TC28 trailer crane complete with an access platform attachment.



Rugby quick in and out

Power Lifting Services, the Böcker trailer and aluminium truck crane distributor in the UK, regularly provides one of its trailer cranes on a rental basis for short light lifts. A recent contract involved using its Böcker AHK 31 crane to lift a 450kg roof truss pack onto a two storey house on a Miller Homes site in Rugby.

After unhitching the crane from its 4x4 tow vehicle it was driven across the site under its own power and into the position for the lift. The crane lifted the 450kg load, to an 11 metre radius with an under hook height of 21 metres, with partially extended outriggers on the back side to avoid a small excavation. The AHK31 was delivered, set up and had completed the lift in under an hour.

With offices in London and Stafford, Power Lifting Services covers the whole of the UK specialising in contract lifting, truck mounted ladder hoists and traffic management. Its hire fleet of Böcker trailer cranes includes three, 1,200kg capacity AHK 27s with 27 metre maximum lift height and a 1,500kg, 31 metre AHK 31 which was launched last year at Bauma. The AHK 31 can also be converted into an access platform with a two man basket, increasing the versatility of the machine and offering a 250kg capacity at 12 metres outreach or 150kg at 15 metres.



The crane easily lifted the 450kg truss pack.



The AHK 31 took less than an hour to complete the lift for Miller Homes at a site in Rugby



The company has recently sold several cranes to a timber frame house erector and a contract lifting contractor as well as its first Böcker aluminium truck crane - an AK 32/1500 on a MAN chassis to Towcester-based Berry Cranes.

For those interested in seeing and trying out this novel truck mounted crane Power Lifting Services is due to have a demonstration unit in the UK from mid May.



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JCHI to access Europe

Chinese manufacturer Beijing JingCheng Heavy Industry (JCHI) is in the final stages of launching its range of access platforms in Europe. The company - an IPAF member - attended the recent IPAF Summit meeting where Cranes & Access talked to vice technical director Bai Ri about the company and its plans for the future.

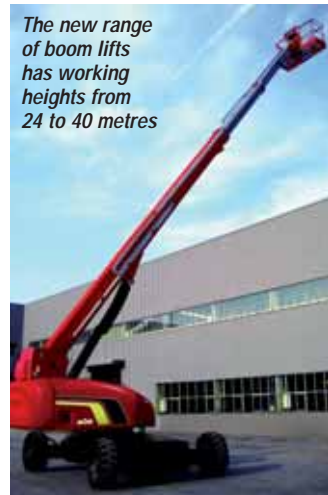
JCHI has been eyeing the European market for its range of access platforms for some time. Attending its second IPAF Summit, the company is raising its profile and building up distribution contacts with a view, it says, to entering the market in a big way. Like many Chinese companies, little is known about JCHI outside of its home market where it currently sells most of its production. Formerly BQ Crane Works it claims to be the first modern crane manufacturer to be established in China, producing machines in the 1950's. Truck and port cranes are still part of its product line. Over recent years the cranes have been superseded by its aerial work platforms but the crane side of the business is also growing again.



Bai Ri

"We were the first Chinese company to enter into a joint venture with a foreign company," said Bai Ri speaking through his information management specialist and translator Liu Wenjing. "We now have several joint ventures producing a wide range of equipment. We also make our own truck crane which we sell

into Russia and a three and four axle All Terrain chassis that can be used either for 25 and 35 tonne cranes or as the base for an access platform. We are also working on a new 50 tonne chassis."



The new range of boom lifts has working heights from 24 to 40 metres

The company has also recently developed a heavy-duty, three axle, 55 tonne capacity lattice boomed crane - the QLY 55 - aimed at work in docks and industrial applications. Its joint ventures include BQ Tadano Crane Co which was set up in March, 2003 and produces cranes in a 120,000 sq metre factory in Linhe Industry Developing District of Beijing. There is also Beijing Zhonghuan Kinetics Heavy Vehicles Co (BZK) a joint venture with Singapore Technologies Kinetics (STK) which produces 20 to 50 tonne off-road dump trucks, port tractors, 25 tonne all terrain articulated trucks, semi-trailer bulk cement tankers and a 12 cubic metre concrete mixer.



C&a

face to face

As well as its own axle, gearbox and heat treatment companies JCHI also has a joint venture with Korean giant Hyundai Heavy Industry and since 2002 has developed and sold 3,100 forklift trucks and 2,900 excavators with the aim of becoming one of the largest forklift truck and excavator manufacture and suppliers in China. BQ Crane Works developed its first aerial lifts back in 1993 but it wasn't until 2003 and an increase in demand that it put more resources into the platform side of the business. Headquartered in the suburbs of Beijing, JCHI has a modern 200,000 square metre manufacturing plant producing a range of platforms for the local market.

The company's line up has included trailer mounted articulated booms and scissor lifts up to 12 metres plus a 22 metre spider platform for some time. However the company is currently going through a major expansion programme and recent additions include an eight model range of 4x4 straight telescopic boom lifts - with and without jibs - with working heights from 24 to 40 metres. It is also extending its scissor lift line up with a range of a three platforms with working heights from eight to 12 metres. It says that it is also planning a range of articulated booms from 12 - 18 metres which should be available next year.

"We have finished working on the 16 metre articulated machine and are also looking at developing a series of RT scissors from 10 to 20 metres," said Bai Ri. "The CE process for the scissor lifts is finished and the booms will also be certified when we exhibit them at the APEX show."

Although it has produced scissor platforms in China since 2003 selling about 500 last year, it has only

recently started selling the booms. Being a truck crane manufacturer, JCHI has used some of its boom technology on the platforms which it says results in reduced deflection and improved strength.

"We are looking to export about 80 percent of our platform production and over the past year or so have been looking for distributors in Europe, the Middle East and Australia," he said. "India has placed the first order for 50 boom lifts but we have still not signed up any dealers in Europe. We have a good product and a competitive price so finding the right distributors is the key to our export success."



The scissor range will be seen at the APEX Show

SED Stop Press

For those of you with rapid delivery, reading online or at the show, here are some last minute exhibits to look out for at SED. The full preview can be found in the April issue of *Cranes&Access*.

Merlo access

If you are into access equipment but not telehandlers you might not have bothered to go over and see the green stand. However we can now confirm that the company will

show its new high speed road going platform. Shown as a prototype at Bauma last year, deliveries are underway. If you do not make it to SED you can also try it out at Vertikal Days at Hadock Park in June.



The big Effer 1750 ready for mounting at Britcom's facility in Yorkshire



HMF

HMF - the Danish-based loader crane company - is a late entry in the show will be showing two new models. The Odin 60 tonne/metre crane mounted on a Volvo 8x2 chassis has a front stabiliser leg mounted centrally under the cab, which HMF says doubles the lift capacity over the front of the vehicle. Also on show is a new version of its best selling 1244

grab loader. Designed to fit onto a DAF 8x4 chassis without the need to remove the original exhaust, it saves as much as £2,000 in installation costs. Stand 732, Avenue Q.

Big Effer

We can now confirm that a 126 tonne/metre Effer 1750 loader crane will feature on the Britcom stand. Mounted on a DAF FAD XF105 8x4 Super Space Cab, short drop-side body, it offers a maximum tip height

Vertikal Days Haydock 2008

June 25th and the second Vertikal Days event for the lifting industry opens at Haydock Park near Manchester. The event which focuses on Access equipment, Cranes and Telescopic Handlers is shaping up to be a major event in the UK calendar. Vertikal Days is unlike most shows, in that it both specialises in lifting equipment with a relaxed frame of mind. The focus is not on ushering thousands of people through the gates, or in seeing who can build the flashiest stand, but on the people who make up the industry. With fewer visitors, and the knowledge that everyone on site shares the same specialist business interests, there is time to stop and talk and exchange ideas. With demonstrations very much allowed there is also plenty of opportunity to see products in action and test them yourself.

Yes there is a free lunch

Entrance is free to anyone involved in the industry, and includes parking, entrance, all day refreshments and a first class all inclusive lunch. Yes it is true you can leave you wallet at home, but do bring your order book.

Register and help

In order to register, your supplier will have special entrance tickets or you can register on line at www.vertikaldays.net. While you can get into the event without registering on-line, the organisers

would very much appreciate it if you would take a couple of minutes to register in order to help judge the catering requirements and have a named badge ready for you.

So what will you see?

So far some 55 manufacturers or brands of equipment and services will be represented, while a further two dozen or so are pencilled in or sitting on the fence while they decide... it is after all a relaxed affair and last minute exhibits are very much allowed. Several companies have already announced they are unveiling new products at the show, while some will be exhibiting in the UK for the very first time. It promises to be a must attend event for anyone involved with working at height or lifting. So what can you expect to see? A full and



comprehensive guide to the event will be carried in the June issue of *Cranes&Access* but in the meantime the following manufacturers will be represented:

Access Equipment

Manitou - Maniaccess, Haulotte, JLG, Genie, UpRight, MEC - exhibiting for the first time in the UK, Bronto with its world premier of the S61XDT, Böcker, Pagliero, Bil-Jax, Dinolift, Teupen, Versalift, Gardner Denver, Wumag, GSR, Bluelift, Socage, Terex Utilities, Allan Access unveiling a new 14 metre 3,500kg van mounted platform, Denka, Falck-



of 36 metres, can lift 1,500kg to more than 32 metres radius and offers a maximum capacity of more than 38 tonnes.

Haulotte

Haulotte has confirmed that it is showing its new H28TJ straight boom with telescopic jib. Unveiled at Conexpo, Las Vegas in March, this will be the first showing in the UK. Also making its first appearance will be the second model in the company's new telehandler range, the 14 metre, 4,000kg HTL 4014.

Marooka

Marooka will have an Allan Access/Niftylift V150 boom lift mounted on one of the company's special rubber-tracked crawler-mounted carriers. The machine is aimed at the utility market with its go anywhere ability and relatively high travel speeds.



An earlier Marooka platform, a Pegasus, mounted on the company's MST 600V chassis.

Mercedes/Terex

Mercedes will show a Unimog equipped with a Terex Utilities OM42 insulated boom lift.

InspHired

InspHire is using SED to show three new products including inspHire WepPortal and inspHire Mobile Working which add mobile access and input capabilities to its rental based software programmes.

Tower crane best practice

The CPA will launch its new Best Practice guide for Maintenance, Inspection and Thorough Examination of Tower Cranes at the show on May 13th at 11:00 with the HSE's Ian Simpson chairing the seminar. Other speakers include CPA's Tim Watson and spokesmen from both Bovis Lend Lease and SAFed.

The association will also host afternoon sessions on each of the three days of the show at 14:00, with seminars aimed particularly at contractors. The session will be lead by TCIG's chairman Syd Appleyard with speakers from the TCIG, including Tim Watson and Ian Simpson.

The new guide has been produced in conjunction with the Health and Safety Executive (HSE), Safety Assessment Federation (SAFed), Construction Federation, National Construction College and ConstructionSkills.

Haulotte's second new telehandler the 14 metre HTL4014



If you do not manage to make it to SED then the seminar will be repeated on June 25th at Vertikal Days in Haydock.

When: Tuesday, Wednesday and Thursday, May 13th, 14th and 15th

Where: Rockingham Speedway, Corby, Northamptonshire

Post code for Sat Nav: NN17 5AF

Parking: On site and free

Entrance fee: Free by pre-registration online www.blaxx.net/2008/sed08/reg/ or link in from www.vertikal.net

Alternatively turn up on the day, fill in a form and wait in the queue.

Schmidt, Skyjack with its new telescopic boom lifts, Facelift, Niftylift, Ascendant, Holland Lift, PB scissor lifts and booms, Platform Basket, Cela, Merlo, Skyking and Faraone.

Cranes and lifting

The following crane and lifting related products will be represented:

Tadano-Faun, Liebherr, Valla cranes, Maeda, Unic, Paus, Oktopus, GGR Glass, Modulift, Galizia, Reisbaum, Comansa, City Lifting, Spierings, Klaas, AGS tower crane safety systems, Speedy Lifting, Eco power pads and several loader crane

companies in the ALLMI Zone, including PM, Palfinger, Effer, Britcom, HMF, Hyva and Fassi. A further 10 lifting companies are pencilled in to attend but have yet to confirm their stands.



Telehandlers and other



In terms of telehandlers so far the following companies will show machines, JLG, Genie/Terex, Manitou, Liebherr, Merlo, Haulotte and MEC with a further two producers currently considering the merits of attending this year.

Other exhibitors include: InspHire and Higher Concept rental software, AGD consumables, UK Generators, Meteogroup, Trojan Batteries, access training from Kingfisher, the CPA and IPAF.

Tower crane safety

The CPA is organising a short, sharp seminar to



launch its best practice guide to Tower Crane safety, inspection, maintenance and thorough

examination at the event. The seminar is free to those who register and will include several experienced speakers including Tim Watson, Syd Appleyard chairman of the Tower Crane Interest Group and Ian Simpson of the HSE. It starts at 11:00am in the Levehulme suite.

Music

Last Year Vertikal Days established itself with some interesting music accompaniment both during the lunch period and at the evening event. This year we have Lincoln Noel and his band from the South Midlands which we hope will help add an extra touch to what is most important of all a relaxed networking event.

Registering is easy

Visitor or exhibitor, register now and help make this an event to remember.



If you have not already done so, register now for your free entrance ticket www.vertikaldays.net or call your crane access or telehandler supplier.

If you are not yet down as an exhibitor, supporter or sponsor, don't worry, there is still time. Exhibiting at Vertikal Days is about as stress free as is possible. Register your interest on line at www.vertikal.days and we will do the rest. Or call any of the Vertikal Press team.



Keeping up with demand

Christoph Kleiner took over from Hans-Georg Frey as managing director of sales and marketing for Liebherr Echingen late last year. Cranes&Access' Alexander Ochs travelled to Echingen to meet and talk to the four man senior management team and see the new facility currently under construction.

Now in its fourth year of consecutive growth, Liebherr Echingen built more than 1,600 cranes last year and chalked up €1.3 billion of revenues. This year, the manufacturer is targeting an increase of 15 percent and will exceed 1,800 units. With compound annual growth averaging more than 15 percent over the past few years and lead times now extending into 2010 for particular models, Christoph Kleiner, the new managing director says he is very conscious of the need to expand the company's resources.

"I am the new one of the four here," he says with a laugh. The 42 year old joined Liebherr last November, replacing Hans-Georg Frey with responsibility for the sales and service of Liebherr Echingen products.

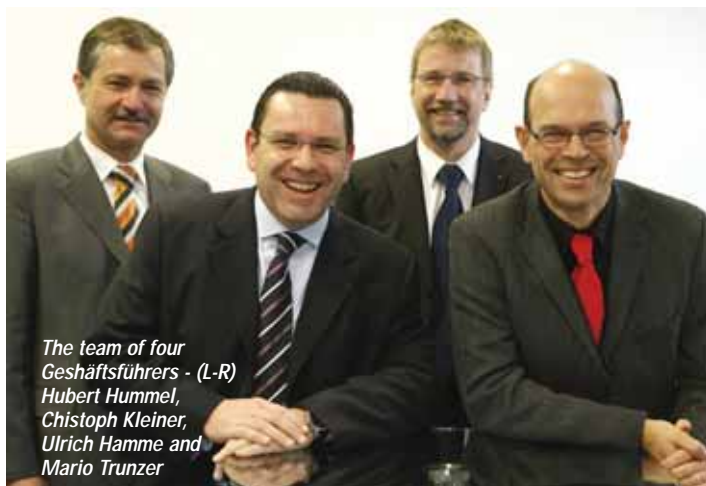
Liebherr claims a dominant position in the All Terrain market with a world market share of 43 percent. With major construction projects and investments in energy generation at all-time highs, demand for mobile cranes looks very positive well into the future.

So if the company is to maintain its market share, expansion is vital. Large cranes, particularly big crawlers are also benefiting from the same growth trends creating strong long-term demand.

"The level of our order backlog is exceptionally high with 2008 and 2009 almost completely full," said Mario Trunzer another of the four-man senior team, "and with delivery times of April 2010 for some crane models, that takes us up to the next Bauma show."

The Echingen team says that it is doing all it can to eliminate production bottlenecks. A new ultra-modern small-parts warehouse has been opened and 131 new employees in Echingen have been added to help staff it. Liebherr has also implemented a medium-term 24 month programme to expand the premises and production capacity.

At the end of the year a new production hall for crawler cranes will be finished. According to Hubert Hummel, managing director responsible for production, this will provide a production line manufacturing process for the big machines.



The team of four Geschäftsführers - (L-R) Hubert Hummel, Christoph Kleiner, Ulrich Hamme and Mario Trunzer

The new large crawler crane production line will be completed later this year



Liebherr's stand at Conexpo with the LR1300 and LR1600/2



The Echingen facility is one of the most modern crane plants in the world

In spite of capacity bottlenecks, Liebherr is continuing to expand its current, 35 model crane product line.

"The company is planning a significant expansion of its larger crane range," said Ulrich Hamme. "One such development is the matching of the superstructure from the 1,200 tonne LTM 11200 All Terrain crane with a narrow track crawler chassis. Another is the new 350 tonne, six axle All Terrain crane, the LTM 1350-6,1. The company is also introducing an MK 88, which is targeted to compete with the four-axle Spierings."

Liebherr has already shipped its first 600 tonne LR 1600/2 in narrow track format. The new model was one of the main attractions on the company's stand at Conexpo. The next big crane will extend the top end of the company's crawler crane

line, currently headed by the 1,350 tonne LR11350, with a maximum capacity in the 2,000 tonne plus range. The new LRXXL crawler, as it is dubbed, is likely to be an all-new conventional design with strong capacity charts, but is also likely to extend the current maximum boom/jib combinations for this size of crane. The plan is to unveil the massive machine at the next Bauma in April 2010.

"The crane business, has traditionally been cyclical, but it currently appears to have moved away from its traditional cycle," said Kleiner. "We currently cannot see any potential downturn in worldwide demand until at least well after 2010. There is only one thing that mars the current optimism and that is the fact that we are bound to disappoint customers with the current delivery times."

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Tackling the Summit

This year the IPAF Annual General Meeting and Summit coincided with the Federation's 25th anniversary, a milestone celebrated by the reception and dinner. The following pages give a taste of the day's events which attracted a record attendance.

The AGM and Summit attracted a record number of delegates but as usual, the very brief AGM was less well attended.

noted that the industry was still relatively young and that when IPAF began some 25 years ago, many of today's products had only just been invented. He said: "The future is bright and the future for IPAF is very bright."



Tim Whiteman IPAF managing director opens the AGM and Summit.

AGM

Business included the approval of 2007 accounts and budget for 2008 along with a report on the transfer from a Not for Profit company to mutual status. It had been hoped to announce the mutual status at the AGM, but the transfer has been delayed by two to three months and is likely to take place during the summer. A vote was made in respect of council and board nominations as well as for committee chairmen.

The main event was the handing over of the presidency from Andrew Reid to John Ball, managing director of Height for Hire/Easi UpLifts. In his review of the past 12 months Reid

The 2008 IPAF council.



Andrew Reid (L) hands over to new president John Ball

Ball thanked Reid for 'his sterling work over the past two years', said that IPAF owed him a substantial debt of gratitude and wished him well in his retirement. After giving a short biography covering his entrance into the access industry some 22 years ago, Ball noted that the organisation is at a critical stage in its development in terms of extending its work and its influence to a truly global level. He also stressed the youth of the industry and announced that the next Summit will be held on April 2nd in Dublin adding that he hoped to see a similar attendance level as this year. He closed by promising to do all he could to continue the strong progress that his predecessors had achieved, adding 'The best is yet to come'.



c&a

IPAF summit

The Summit was very well attended

Summit

The Summit's theme this year was 'Are your MEWPs safe'. IPAF's technical officer Gil Male covered 'Thorough Inspections and the Law', focusing on self or second party inspections as well as highlighting 'Best Practice'. He talked about the need for those carrying out in-house inspections to be independent and unbiased and how that might be shown to be the case in the event of an investigation. Rupert Douglas Jones, IPAF international training manager added to this by covering the CAP programme which sets standards and certification for Competent Persons.



Gil Male



Rupert Douglas Jones

Dr Roberto Ciannotti was one of several senior officials from the Italian government associations that monitor and regulate safety.



Peter Jones of Lavendon Access Services took up the baton discussing accidents and particularly those involving overhead obstructions and crushing against control panels.



Alex Tribick, Peter Jones and Denis Barry

The summit was wound up with a very dynamic presentation by Alex Tribick of WH Mathews and Denis Barry of Five Paper Buildings, on the new UK Corporate Manslaughter and Homicide Acts, warning delegates about what to expect, the steps that companies must take to protect against the most penal aspects of the act which can include unlimited fines, with recommendations of up to 10 percent of gross revenues plus, not to mention tough remedial and publicity orders.

Barry stressed the need for a positive corporate culture, to be seen to be taking safety seriously, to heed employees concerns and be seen to act on safety advice.

The sum of it all was that well managed companies have little to fear from the new regulations while poorly managed companies are likely to be hit hard in the event of an accident. It also reinforced the need to follow industry best practices.



A good number of questions were posed to the speakers.



Back by popular demand our photograph album of the event and with an extra page it is bigger than ever. The photos show a good time was had by all at what was an excellent event. As with last year we could not restrain ourselves from adding a few possible captions, hopefully we have not offended anyone... too much? It is all meant in the spirit of fun. If you have a better caption, for any of the pictures please do send it to us.



The InspHired team give a demo.



"So I gave him a karate chop to the back of the neck" Erkki Hokkinen of Dinolift shows Mark Darwin Editor of C&A.



"Help I have been cornered" Peter Jones and Andy Wright of Lavendon flank Austin Baker of AFI-UpLift.



"Typical! They've left me to do all the work" Teresa Carlino.



John Corcoran, Mike Ripton, Susan Foster, Tony Groat and Brad Boehler



Tim Whiteman of IPAF shares a joke with Wayne Lawson of JLG.



"I don't care for your attitude mate" Ben Martin of Gardner Denver chats with John Jordan of Rapid Platforms.



Spot the odd one out Pier Angelo Cantù, Mauro Potrich of CTE, Gianluca Ferramola of Airo with Gerhard Hillebrand of IPAF Italia.



"I see your wife picked your tie as well" Nick Cragg and John Swift of AJ Access, Will Holloway of KHL, Andy McCusker of Active and Patrick Hill of KHL



"What are you talking about?" John Ball of Easi UpLifts



"Come on now you are going to have to smarten yourself up now you are president" Andrew Reid with John Ball.



"So what was it like being president then?" Roger Bowden of Niftylift with Andrew Reid.



"I bet you can't flutter your eyelashes like this?" Jim Pearson of A-Plant with ex colleague Steve Shaughnessy of Loxam.



"I don't believe he just said that!" Carrie Jordan at the summit.



"Look see it says it in this book of fine print" Denis Barry of Five Paper Buildings.



"What are we agreeing to here Bai?" Dirk Konings of PSE, Leigh Sparrow of Vertikal with Bai Ri and Liu Wenjing of Beijing Jingcheng Heavy Industries.



"What do you mean is my family name Adams?" Rupert Douglas Jones and Steven McEwan.



"Hey Jimmy! You got a problem with that?!" Andrew Reid makes a point.



"How much does the presidents job pay! Ha let me tell you" Past president Pierre Saubot of Haulotte with John Ball.



"So what do they call a collection of lawyers?" Alex Tribick of WH Mathews, shares a joke with Denis Barry and Ben Douglas Jones of Five Paper Buildings.



"I'm not sure what's in this tea? But I can recommend it" Chrissie Sloan of R&M Marketing with Berlinda Nadarajan of IPAF.



"So what do you know about finance?" Richard Marchant of Facelift is interviewed.



"Look at all the help I have now the work is done!" Christine Park, Susan Kitching and Teresa Carlino of IPAF.



A card shark challenges past IPAF president Roger Venthen now with Gamble.



"Get that camera out of here, you're cramping my style" Maria Hadlow of KHL with charmer Richard Rawlings of R&M marketing.



"She is so much better looking than John Fuller" John Ball with Linda Betts of Genie.



"Frank you are supposed to hug the ladies" Jean Harrison, Roger Bowden, a worried looking Margaret Caton, Dennis Ashworth, past president Frank Huish and his friend Glynn Goodwin of Genie.



The Easi UpLifts team out in force:-Patrick McArdle, Gerard Jennings, John Ball, Fergus McArdle, Mary Beakey and Harry McArdle.



Two Celtic Tigers Kevin O'Shea of Mastclimbers with Harry McArdle of Easi UpLifts.



"We are all the perfect height" Ben Bowers of Lifterz, Tom Wilson of Wilson Access and Fergus McArdle of Easi-UpLifts.



The Italian regulators: Giancarlo Bianchi of AIAS, Mario Alvino of Italy's ministry of Labour, Roberto Cionotti of ISPEL with Gerhard Hillebrand of IPAF Italy.



Access Link compatriots - John Swift of AJ Access, Julie Houston-Smyth and David Houston of Highway Plant and Nick Cragg of AJ Access.



"Can I have the name of your dentist?" Chris Buisseret of Rapid Platforms and Richard Tindale of UpRight.



Isabelle Laplume of IPAF France with Dirk Konings of PSE and Reinhard Willenbrock of IPAF Germany.



"Watch those Dutch men Liu" Liu Wenjing, Hans Aarse, Dirk Konings and Bai Ri.



The devil sprouts horns - Funny man Frank Page of Facelift with Leigh Sparrow of Vertikal and Dirk Konings of PSE.



Patrick and Harry McArdle with John and Carrie Jordan.



"You look nifty do you know anything about boom lifts?" John Keely of Niftylift gets a grilling.



"They don't build them like that anymore" Claude Guillou past president of IPAF admires the historic photo display.

And so to dinner and...

More than 260 members and guests attended the 25th anniversary dinner following the Summit and champagne reception. They were treated to a wide range of entertainment throughout dinner, while speeches were kept to a minimum.





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MEC



c&a bike build off

v Manitowoc?

As well as the usual array of new cranes, access and telehandler equipment at the recent Conexpo show in Las Vegas, several manufacturers were using custom bikes to attract visitors to their stands.

Two of the best bikes - not to mention most relevant to us - on show were those on the MEC aerial work platform/telehandler and Manitowoc stands. By definition, custom bikes are individually designed and built, however both of these bikes could not have been more different.

The MEC bike was designed and built by the company's managing director Jim Tolle (pictured) who did all the design and build work himself in his own style. Tolle said that he regularly builds custom bikes often for the rich and famous particularly rock stars.

The Manitowoc bike was built by the infamous Teutuls of Orange Country Choppers (of American Chopper) fame as a corporate marketing/publicity machine and therefore was themed to reflect

the crane side of the Manitowoc business. The bike formed part of one of their television bike-build programmes shown in the States on May 1st.

Since Conexpo we have been asking Vertikal.Net readers to vote on their preferred bike. Obviously not a typical Vertikal.Net poll question, but more than 700 votes have been polled to date. The MEC bike took a huge early lead but over time this has been whittled away so that it is now has only a six percent lead in the voting. So the MEC bike wins - just, with 53.1 percent of the votes.



For those of you into custom bikes, Tolle did say that he was starting to export some of his bikes into the UK through a distributor in Shropshire for a reasonable £15-25,000 depending on specification.

We have not been able to secure a ride on either bike so 'rideability' is not an issue. The winner is purely down to the kind of bike you like. Both bikes have really nice features - the MEC is more minimalist, the Manitowoc clearly crane themed. Check out the pictures and make up your own mind.





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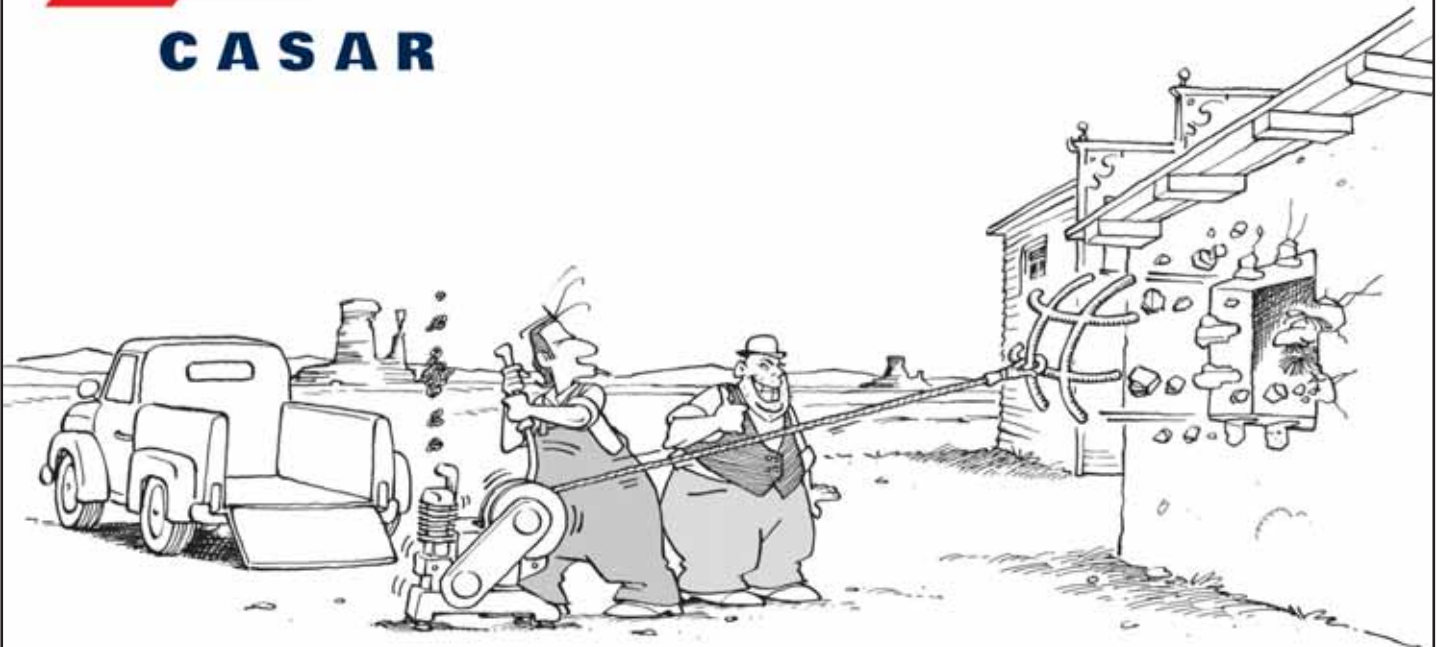


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LED beacons

E2S, one of Europe's leading manufacturers of warning sounders and beacons, has developed a new range of beacon lights. Designated the Spectra range, the new beacons are available in three sizes and six lens colours with a choice of static, flashing filament, Xenon strobe, rotating or LED versions.

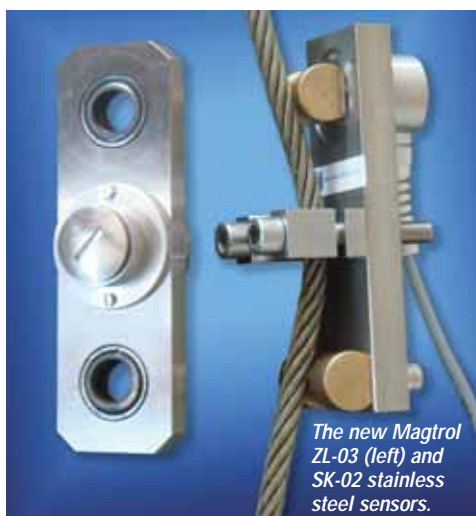
The LED beacon offers a longer operational life with lower costs than a traditional filament lamp, particularly important for continuous use or where access or

maintenance is a challenge. The low voltage DC LED has a choice of nine user-selectable modes giving continuous, flashing, rotating, double strike and alternate side flash modes; up to three stages of alarm can be selected through the appropriate wiring connections. All units have a choice of cable entries for ease of wiring. Manufactured from UV stabilised polycarbonate, Spectra beacons will not fade when exposed to direct sunlight and are protected to IP65, making them suitable for outdoor and mobile applications.



New stainless transducers

Magtrol, the Swiss-based specialist in force measurement has introduced a new range of load measuring sensors. The all stainless steel cable-tension strain gauge type sensor SK-02, has been designed for quick installation without any mechanical modification to an existing installation. It can handle cables with a diameter from eight to 22 mm. The stainless steel ZL-03 traction type sensor simply measures the weight of suspended loads. The new sensor is designed to withstand long-term dynamic loadings, as well as cope with hostile environments. It is available in a range of sizes from 10 to 100 kN and offers a large overload capacity and a high level of precision.



The new Magtrol ZL-03 (left) and SK-02 stainless steel sensors.

Sobriety guaranteed

The Alcolock 500 is an in-cab alcohol immobiliser system that helps ensure that only a sober driver/operator can use the vehicle, whether it be a truck, crane, aerial lift or telehandler. The device uses a hand-held breathalyser with a wireless system to automatically prevent the engine from starting if it detects a pre-determined level of alcohol in the driver's system.

The operator must blow into a hand held device prior to starting the vehicle or machine, a time delay (normally 30 minutes) can be adjusted to suit the application, with stops and restarts allowed within a preset time, avoiding the need to repeatedly blow into the device when short burst of intermittent use.

The mouthpiece is removable and a reset button allows for switching between multiple drivers, while an override switch can be provided in case of an emergency.

The level of alcohol allowed can be preset to suit a company's policy from zero upwards. Each time a sample is taken it records the date, time and level of alcohol by breath. The system stores up to 4,000 samples, which can be

downloaded directly onto a PC at any time. It also has the capability via a GSM module to send the same information back to your operations department to provide immediate and up to date information.

The system which can be retrofitted to almost any vehicle, has been developed and manufactured by PFK Electronics in South Africa and Lion Laboratories in the UK. Some 7,000 units are said to be in daily use in Europe. In the UK Coopers, a company managing a fleet of over 100 refuse trucks has just fitted all of its trucks with the device.



The Alcolock 500



The operator simply blows into the hand-set before starting the vehicle.]]

enquiries

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

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New Guidance Note: Tying-in Mobile Access Towers

As a general rule PASMA recommends that access towers should be tied-in to the structure being worked on wherever possible, as it is good practice to do so. There are circumstances, however, when it is mandatory to tie-in: For example, when the desired height is greater than the maximum free standing height of the tower; where it is not possible to fully

deploy stabilisers, outriggers or counterweights or where other circumstances indicated in the instruction manual are encountered. A new guidance note from PASMA provides guidance to users of when and where a tower should be tied in to an adjacent structure. The guidance note identifies the most common tie in arrangements for securing towers, including box ties,

lip ties, through ties, expanding anchor ties and the use of girder couplers. Mobile access towers should of course always be assembled in accordance with the appropriate and current manufacturer's instruction manual and should comply with current regulations. For more information about this new guidance note please go to www.pasma.co.uk



AIF Seminar Theatre at Safety & Health Expo, 13 -15 May, NEC

As a founder member of the Access Industry Forum (AIF), the alliance for access, PASMA will be making a series of presentations in the AIF Seminar Theatre at Safety & Health Expo. The following presentations are currently scheduled:

- Tue, 13 May 12.45:** Tower inspection: Time for a closer look
- Wed, 14 May 11.45:** Advance guardrails with towers
- Thur, 15 May 12.45:** High time for low level access
14.15: Forgotten anything...what about rescue planning for towers?

Access in action



The PASMA poster

Popular Poster

For a copy of this poster, one of the most popular items available from the PASMA online shop, please go to www.pasma.co.uk

Lyte makes it a dozen

The addition of Lyte Industries, the Swansea-based tower and ladder manufacturer to the association, brings the total number of PASMA manufacturing members up to a full dozen.	Aliscaff	www.aliscaff.co.uk
	Alto Tower Systems Ltd	www.alto-towers.co.uk
	Aluminium Castings Limited	www.basstowers.com
	Euro Towers Ltd	www.eurotowers.co.uk
	Instant Upright Ltd	www.instantupright.com
	Layher Ltd	www.layher.co.uk
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	Turner Access Ltd	www.turner-access.co.uk
	Youngman Group	www.youngmangroup.com
	Zarges UK Ltd	www.zargesuk.co.uk

PASMA people profile

A long time supporter of the association and its work in advancing safety and best practice is PASMA vice chairman, Roger Verallo, managing director of Euro Towers, the company he founded with a former president of the association, Tony Williams (now retired) in October 1991.

Prior to establishing Euro Towers Verallo and Williams, worked together at Zig-Zag Scaffolds, Milton Keynes for 14 years, leaving the business after it was acquired by SGB. Asked about his involvement with PASMA he said: "I am delighted to be associated with an organisation devoted to best practice. In an industry making major advances, it is ensuring that progress is backed by knowledge, understanding and competence."



Roger Verallo

Five Fast Facts About PASMA

1. It is the UK's lead trade association for the mobile access tower industry
2. It is also one of the fastest growing trade associations in the UK
3. Its standard training scheme is recognised and respected as the industry benchmark
4. In 2008 PASMA expects to train around 45,000 operatives
5. It works closely with the HSE and is a major publisher of safety-related tower information

PASMA AGM: Mark Your Diary!

The date for this years Annual General Meeting looms closer, it is Tuesday, 15 July and the venue is Moxhull Hall in Sutton Coldfield. To reserve your place go to www.pasma.co.uk

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Ismo Leppanen takes on EMS Project



Ismo Leppanen

On the 9th April at ALLMI's 65th General Meeting Ismo Leppanen was appointed as a director of the Association. Having been in the loader crane industry for over 12 years, the past two years spent

as managing director of Hiab UK, Leppanen now brings his extensive experience to the ALLMI Board. He says: "ALLMI has made great progress during recent years and it's an exciting time to be involved with the running of the Association. I've taken over the role of service director, which includes overseeing the Engine Management Systems project. Our aim is to work with loader crane manufacturers and installers, bodybuilders and truck manufacturers in order to resolve the problems surrounding the programming of Engine Management Systems." If you would like to be involved in ALLMI's work in this area please contact the ALLMI office.

Manufacturers / Service Agents - General Meeting Review

ALLMI's 65th General meeting for manufacturers and service agents included an update to members on the roles and responsibilities that each director will be taking for the year ahead. With the exception of Ismo Leppanen taking over from Ben James as service director, all other roles and responsibilities remain unchanged, including the re-appointment of Mark Rigby, who is now serving his second consecutive term as chairman. The directors' roles and responsibilities are:

Andrew Taylor	training director	International opportunities for ALLMI training
Alan Johnson	commercial director	Buyers co-operative development
Lee Maynard	membership director	Membership growth
Eric Hawkyard	technical director	ALLMI code of practice / BS7121 Part 4
Ismo Leppanen	service director	Engine Management Systems

In addition, members were briefed on the revisions currently taking place to the ALLMI Code of Practice, as well as BS7121 Part 4 and EN12999, the British and European Standards for lorry loaders. Members were then provided with a financial report for ALLMI's 2007/08 financial year, and were updated on the negotiations taking place with a leading distributor of oil and lubricants regarding the ALLMI Buyers Co-operative, as well as hearing of plans to incorporate the supply of lifting accessories into the Association's buying arrangements. In addition, technical director, Eric Hawkyard, informed members that the ALLMI guidance notes on ground pressure and stabiliser forces were nearing completion, whilst executive director, Tom Wakefield, reported on how the ALLMI reward scheme was benefiting members who introduce new companies to the Association. The meeting finished with a discussion on the dangers of working under chassis with automatic rear air suspension dump facilities, which will soon be the subject of an ALLMI Technical Bulletin. ALLMI chairman, Mark Rigby, said: "Even though members receive regular updates, there's a lot happening within ALLMI and the industry as a whole, and so the general meetings provide us with an excellent opportunity to keep members abreast of developments, and just as importantly, to receive and discuss feedback."



WTB Group signs up to ALLMI Slinger/Signaller Training

Yet another Operators' Forum member has adopted a company-wide policy to use the ALLMI Slinger/Signaller course. Already a user of ALLMI lorry loader training, the WTB Group which includes Burdens, the distributor of civil engineering and infrastructure supplies, will soon put the first of its operators through the Slinger/Signaller programme. Peter Duckett, group mechanical operations manager for WTB, said: "We've been using the ALLMI lorry loader scheme for many years and so we know the quality of the training it provides. Moving over to the ALLMI Slinger/Signaller course was a natural progression for us and we look forward to reaping the benefits of using such a comprehensive training programme, and to having an input into the scheme via our membership of the Operators' Forum." For further information on ALLMI Slinger/Signaller training, please contact the ALLMI office.

Vertikal Days

Vertikal Days, the UK's only show dedicated entirely to the lifting equipment industry and, which in 2007 provided the setting for ALLMI's Instructor Product Update event, will this year feature an exhibition area devoted exclusively to ALLMI's manufacturer/importer members. With such a wide variety of lorry loaders on display it promises to be an excellent opportunity for operators to view a broad range of the latest equipment from across the industry. ALLMI executive director, Tom Wakefield, said: "We have 11 different loader crane manufacturers represented within

ALLMI and each one has been invited to take part. Details are still being finalised, but it could well be that Vertikal Days provides visitors with a very impressive array of loader cranes that other shows taking place this year would find hard to compete with." All ALLMI members will be entitled to a free show pass to the value of £20, which covers the entrance fee, parking, lunch and refreshments.



ALLMI will have a major presence at Vertikal Days

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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

Lack of training costs £11,100

Carlisle Glass Ltd of Crown Street, Carlisle was fined £10,000 plus costs of £1,100 after pleading guilty to failing to ensure the safety at work of an employee. On the 25th June 2007 the company sent one of its employees to repair a broken window at a property in Durrhill Road, Carlisle. The employee had removed large pieces of broken glass and was using a hacking tool and a hammer to remove the old putty from the frame when the ladder slipped and he severed an artery and two tendons on his left hand.

HSE Inspector, Mhairi Duffy, told the court that the ladder was not secured and the employee had not received any training in the use of ladders. The ladder was not suitable for the type of the work as the employee was unable to hold on properly while working. Duffy said: "This was an entirely avoidable incident and the consequences could have been far worse. The injured person has undergone physiotherapy, but still suffers from some mobility loss and loss of grip. The injured person had not received any training in the use of ladders and in this case more suitable access equipment should have been used.

After the incident the company was served with four Prohibition Notices banning it from using ladders that were in poor condition and four Improvement Notices.

Driver fined for causing injury

Gerald David Wyatt, a forklift truck driver working at Eardisley Sawmills, Herefordshire was fined £1,750 for causing serious injuries to a colleague in January. Wyatt pleaded guilty to failing to take reasonable care for the health and safety of others under Section 7 of the Health and Safety at Work Act 1974. Worcester Crown Court heard that Wyatt was driving a Rough-Terrain fork truck while the forks were loaded with a stack of 12 modular sheds. The load significantly obscured his vision and a fellow employee was struck by the load causing a fractured pelvis, cuts and

bruises. HSE's investigating inspector Anne Robinson said: "It is important that individuals are aware that they, as well as their employer, have duties under the law to take reasonable care of the health and safety of others who may be affected by their acts or omissions at work. Wyatt's employer had employed an in-house forklift truck trainer and he had received regular refresher training and re-testing. Operators of lift trucks must ensure that they operate them in accordance with the training they have been given to prevent such tragedies."

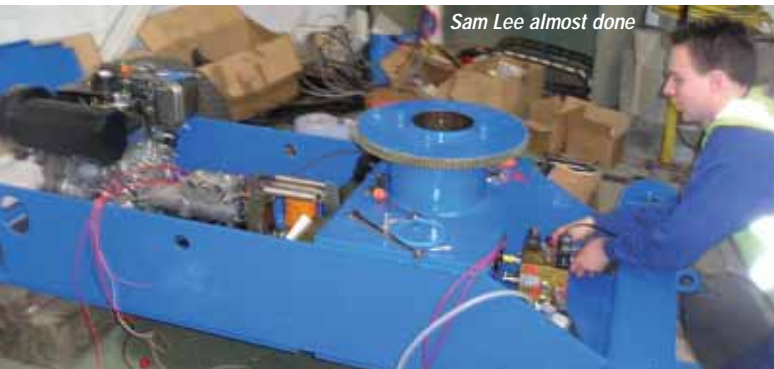
Nifty rebuilds almost done

For the past three months two young apprentices working for A.M.P, the West Country powered access company, now part of Lavendon, have been rebuilding two dilapidated and abused Niftylift HR120's. The two, Chris Verrin-Sipsom in Liskeard and Sam Lee in Taunton, have now completed their machines and they will be on display at SED and Access Days.



Chris Verrin Sipsom and...

Sam Lee almost done



C&a

training

Who trained him then?

Who trained him then?

This marquee erector clearly has no idea about what constitutes safe work at height. Clearly he has a total brain disconnect. One assumes he must be self employed?

Telehandler reverse costs £14,000

FOCSA Services (UK) Ltd, of Rochdale, was fined £10,000 and ordered to pay costs of £4,277 after pleading guilty to breaching the Health and Safety at Work Act 1974. In September 2006, a 54-year-old worker was run over by a telehandler as it manoeuvred to unload a kerbside recycling vehicle at the Atlas Mill Recycling Site in Brighouse, managed by FOCSA. The man suffered severe internal injuries and was hospitalised for three months.

Health and Safety Inspector Kate Dixon said: "This was a tragic and entirely avoidable incident, from which the worker was lucky to escape with his life. The employer failed to ensure that proper measures were taken to provide a system of work that adequately controlled the risks arising from the movement of vehicles on the site. The consequences will affect him permanently. The dangerous parts of the site were not adequately fenced off or secured and site rules were not enforced. This meant that members of the public were also put at risk."

Fit for purpose?

Spotted in the centre of Zaragoza, Spain, two men in a very suspect platform, and of course no harnesses. An accident waiting to happen.



Fall from alloy tower costs £4,100

RH Phillips & Sons Ltd of Bognor Regis, West Sussex, has been fined £2,500 and ordered to pay £1,600 costs, plus a £15 victim surcharge at Chichester Magistrates' Court. R H Phillips pleaded guilty to a breach of Regulation 4 of the Work at Height Regulations 2005. An employee, John Dennis suffered fractured ribs following a fall from the top platform of the unguarded mobile scaffold tower. The Court heard that Dennis had received no training or instruction from his employer on the use of the access tower. The HSE investigation also found that the persons setting up the scaffolding tower were not suitably competent to erect or dismantle tower scaffolding, and the scaffolding itself was unfit for use in a work activity.

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Are your MEWPs safe?

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IPAF focus

Is your equipment safe? Who is competent to carry out thorough examinations of access platforms? IPAF is addressing these questions at this year's SED show.

In the UK and Ireland access equipment used to lift people must be thoroughly examined by a competent person every six months. IPAF's CAP Card (Competent Assessed Person)

certifies that the holder has been independently assessed as being knowledgeable and able to carry out thorough examinations. The assessments focus on machine safety and are for experienced engineers.

Visit the IPAF stand (800, Avenue L, Cranes & Access Zone) to find out about this and IPAF's established PAL Card (Powered Access Licence) operator training programme.



Truck drivers' CPC

IPAF is currently analysing the implications of Directive 2003/59/EC for mobile elevating work platform users.

"One area of potential concern is whether or not people who rent a truck or van-mounted MEWP will need a CPC," said Gil Male, IPAF technical officer. "We are preparing a short interpretation and guidance for IPAF members."

The Drivers' Certificate of Professional Competence (CPC) is for LGV (large goods vehicle) and PCV (bus or coach) drivers who operate professionally throughout the UK. It is being developed as a requirement of Directive

2003/59/EC, which is designed to improve the knowledge and skills of professional LGV and PCV drivers. There are two parts to the legislation:

1. The initial qualification that must be achieved by new LGV and PCV drivers along with their vocational licence to enable them to use their licence professionally, and
2. Periodic training, which involves all professional drivers undertaking 35 hours of training every 5 years.

The Driver CPC for PCV drivers is to be implemented by 10 September 2008 and that for LGV drivers by 10 September 2009.

Watch www.ipaf.org for more news.

Safety-conscious access companies need not fear Corporate Manslaughter Act

The new Corporate Manslaughter and Corporate Homicide Act 2007 will support well-managed access companies by punishing those that take unjustifiable risks with people's safety, said barrister Denis Barry, speaking at the IPAF Summit on 15 April.

The Act went into force on 6 April 2008 and applies across the UK. Under the law, an organisation is guilty of a statutory offence if the way in which it manages or organises its activities causes a death and amounts to a gross breach of a relevant duty of care to the deceased.

Barry urged access companies to review management and operator training procedures, and to ensure that safety systems are in place, as the key question that the Act poses is whether management failure to organise activities properly caused the victim's death.

Managing thorough examinations

Gil Male, IPAF technical officer, has carried out an examination of the inspection and thorough examination practices throughout Europe, as outlined in the Use of Work Equipment Directive 95/63/EC, and the United States, as defined in the ANSI standards.

Across the European countries and the US, differences exist in the

frequency of thorough examinations, for example, 12 months in Germany, Italy and the Netherlands compared with six months in the UK and France and three months plus an annual inspection in the USA. Other differences lie in the nature of the examination record (certificate, report, entry in machine safety file or sticker), the required length of

time for record keeping, and the type of competent person (government inspectors, second or third-party inspectors).

Male indicated that IPAF is working with the European Rental Association on a statement on thorough examinations which would outline best practice on this subject.

New IPAF auditors

IPAF is expanding its UK audit function and increasing the number of unannounced audits to training centres.

Together with Giles Councill and Geoff Marshall, the UK team has been expanded to include Chris Smith and Richard Steele. Andrea Boldrini has recently been appointed to audit training centres in Italy. IPAF is also looking to recruit auditors in Germany, the Netherlands and North America.

All active IPAF training centres are subject to quality audits and expected to meet stringent quality standards and procedures. IPAF has increased its auditing activities internationally to ensure that training is delivered to high standards on a consistent basis throughout the world.

Two new IPAF auditors who will be visiting training centres more often: Chris Smith (L) and Richard Steele (R).



IPAF president takes charge

John Ball, group managing director of Height for Hire, Ireland, is the new president of IPAF, having



John Ball is the new president of IPAF

been appointed at its Annual General Meeting on 15 April. Close to 270 people attended the AGM, Summit and annual dinner which celebrated the federation's 25th anniversary.

A photo contest was launched as part of the celebrations.



Presentations from the IPAF Summit on the theme of thorough examinations are available at the Resources section of www.ipaf.org



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IPAF Summit 2009 on 2 April in Dublin

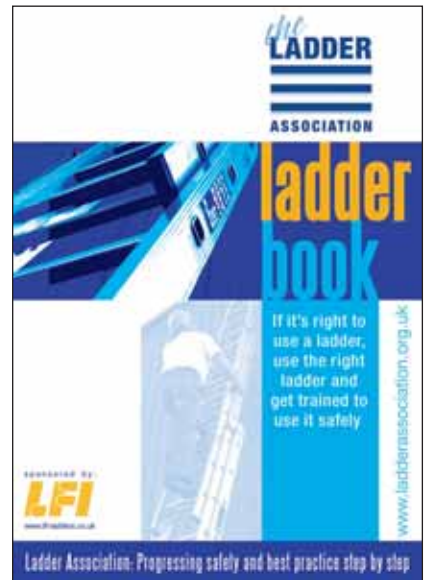
Ladder Association launches the LadderBook

The Ladder Association has published the LadderBook, a 12-page best practice guide to the safe use of ladders and stepladders.

Containing a foreword by Eddie Bailey, Health & Safety Executive programme manager for Falls from Height, and an interview with Geoffrey Podger, chief executive of the HSE, it contains a wealth of information about an invaluable piece of workplace equipment.

The Association is committed to progressing safety and best practice step by step, adapting to the challenges facing the industry by positioning itself as the clear and acknowledged focus for ladders and stepladders in the marketplace.

The message from the association is unequivocal: if and when it's right to use a ladder, use the right ladder and get trained to use it safely. Despite the many myths circulating, the HSE has not banned ladders and for straightforward, short duration work, ladders and stepladders remain a good option, subject of course to a risk assessment. Sponsored by LFI Ladders, the LadderBook is available now. For a copy please email info@ladderassociation.org.uk



Giving ladders a new lease of life

10 things you need to know about ladders

1. Ladders are not banned
2. If you are going to use a ladder, use the right ladder
3. Make sure you use it safely
4. Use it only for tasks of low risk and short duration
5. No single task should take longer than 30 minutes
6. For longer jobs consider another type of access equipment
7. Eliminate or reduce the risks before proceeding
8. Always plan ahead
9. Make sure you're competent to use a ladder
10. Training is the key to competency

New poster promotes competency

The Ladder Association
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Fax: 0845 260 1049
Email: info@ladderassociation.org.uk
Web: www.ladderassociation.org.uk



Ladder Association training: The definitive standard

The Work at Height Regulations demand sensible risk management, the proper planning and organising of work, making sure that people working at height are competent and that the right equipment is used and selected.

Demonstration of competence is key, which is why the Ladder Association operates a national training scheme for users, supervisors and managers wanting to equip themselves with the knowledge, skills and confidence necessary to use ladders safely and productively.

Developed by experts who know and understand ladders and stepladders and speak the language, the course is increasingly recognised as the industry standard. Upon successful completion, every delegate receives a certificate of competence and LadderCard as objective proof of competence. All Ladder Association training centres are audited to ensure their continuing compliance with the high standards involved.

"Training is a natural and logical extension of our activities," says Don Aers chairman of the Ladder Association. "It is a practical expression of the association's commitment to encouraging safety and best practice."



Giant LadderCard for 'Turbo' Burrows

Terry 'Turbo' Burrows, seven times world window cleaning champion, is pictured here receiving the new-style LadderCard. Having successfully completed the Ladder Association's standard training course, he was presented with the giant LadderCard at Windex 2008 by Richard Macleod, major account manager at the Youngman Group.

At the same event, David Walker, immediate past chairman of the association, delivered a presentation entitled 'If it's right to use a ladder, use the right ladder and get trained to use it safely'.



Telehandler Trio

C&a books & models

The 'standard' scale for construction models is 1:50, but for smaller machines such as telehandlers a larger scale is often used. For this month's review three 1:50 telehandler models have been chosen, the Komatsu WH613, the Liebherr TL 435-13 and the Sennebogen 305C.



The Telehandler Trio

All three models come in boxes with windows so you can see the model inside and they all share the fact that no instructions or information is provided to describe either the model or the real machine.

Manufactured by Universal Hobbies, it is one of a range of detailed models produced for Komatsu. The graphics are impressive with some tiny warning notices reproduced. In terms of

features, the model is only supplied with a set of forks and the steering works the least well of the three, although the boom can be raised to the steepest angle.

Turning to the Liebherr, the model reflects the solid engineering of the parent company and is made by Bami. The real telehandler can lift 3,500kg and the maximum height is 13 metres. The model is well

detailed and the functions of the model all perform solidly. In addition to a set of forks and a pallet, a dirt bucket is provided as an attachment.

The Sennebogen is a slightly different machine able to lift 5,000kg. It does not feature stabilisers and has

a lifting height of just 7.3 metres. The model is also manufactured by Bami and in many respects has a similar level of detail to the Liebherr. The features are good with the steering being able to achieve a hard lock and the model replicates the interesting elevating cab mechanism of the original. It also comes with a bucket as well as forks and pallet, with the addition that the bucket has a trash grille.



The Liebherr TL 435-13

The Liebherr is a good solid offering with a balance between detail and functionality. All three models are recommended but overall the Sennebogen perhaps has the edge over the other two, partly because of that interesting elevating cab.

To read the full review of these models visit www.cranesetc.co.uk



The Sennebogen 305C

In comparing the three models, they each have facets to commend them. The Komatsu is the cheapest and yet has the most detail although the working parts are perhaps the least satisfactory.

Cranes Etc Model Rating

Komatsu WH613	69%
Liebherr TL 435-13	70%
Sennebogen 305C	71%



The Komatsu WH613

Hopefully this will be improved upon for future models.

The Komatsu can lift to a height of over 12 metres with a maximum capacity of 3,500kg. In model form it is the smallest of the three, and has the finer details.

Waterproof Logbooks

The Elevating Work Platform Association of Australia has published a new waterproof aerial lift safety check and routine maintenance logbook. The logbook is intended to remain with each machine and to be completed each day the machine is used, recording the daily pre use inspection.

A reminder of what needs to be checked is carried on its bright yellow cover. Each time the machine is checked - generally once for each day of use - the operator is asked to record the

The waterproof EWPA Safety Check & Routine Maintenance Logbook carries the check list on its cover.

inspection in the log book. If during a routine inspection a fault is discovered the second section, in pink, has spaces to record the basic facts of the fault. Finally the last section is reserved for routine maintenance for the owner's service staff to record more major inspections, repairs and regular periodic services.

While the book has been designed to meet Australian regulations the checks and requirements are good on a worldwide level.

The books are available from the EWPA at a cost of A\$10 (£4.80/€6.10) to members and A\$15 (£7.20/€9.15) for non members. With 135 daily entry points for the pre use check, the logbook should normally last around six months, which in the UK will span the time between each Thorough Inspection.



The daily log.




The telehandler log book.

The Association also produces a similar logbook for Telescopic Handlers although this is not yet available on waterproof paper although the cover is laminated. The sections are similar to the MEWP book, with a daily log of the routine inspections, a section for reporting faults and a routine service and repair log.

Books can be ordered from EWPA via its website www.ewpa.com.au

Readers Letters



Ian Simpson of the HSE has highlighted the risks associated with what he calls Hybrid lifts and writes an open letter to Colin Wood of the CPA outlining the situation

Colin,

As you are aware this is a subject that I spoke about at the Mobile Crane Open Meeting at Vertikal Days at Haydock last year.

Lifting Operations with a mobile crane are covered by the Lifting Operations and Lifting Equipment Regulations 1998 (LOLER). In support of the regulations the Health and Safety Commission published an Approved Code of Practice and Guidance to LOLER - L113. All HSC Approved Code of Practices (ACOP) have a special legal status. If a person/organisation is prosecuted for breach of health and safety law, and it is proved that they did not follow the relevant provisions of the code, they will need to show that they have complied with the law in some other way or a court will find them at fault.

LOLER Regulation 8 requires that all lifting operations are:

- a) Properly planned by a competent person
- b) Appropriately supervised
- c) Carried out in a safe manner

Within L113 there is reference in several places to the BS7121 standards. It should be noted that these references are within the guidance rather than ACOP or Regulation sections.

British Standard Code of Practices have a different legal standing to ACOPs. The HSE commends the use of each standard to those that have duties under the Health and Safety at Work etc Act 1974, and states that the standard was drawn up with the participation of representatives of the HSE and will be referred to in relevant HSE publications. British Standard Codes of Practice are therefore not legal requirements, but rather act as a Bench Mark and guidance, that may be referred to in court, as to what is Best Practice, what is reasonably practical, and how a duty holder may comply with the law.

Persons planning and undertaking lifting operations are free to deviate from the guidance provided in a British Standard Code of Practice so long as they still comply with the law.

Within BS7121 guidance is provided on two alternative methods by which lifting operations may be undertaken. These being a "Contract Lift" or a "Crane Hire" with which I am sure you are very familiar.

Your enquiry and the subject of my talk at Vertikal Days was the movement by certain sections of the crane hire industry towards a hybrid arrangement, somewhere between a Contract Lift and a Crane Hire. In this case the crane hire company and the organisation requiring the lifting operation will have deviated from the guidance contained within BS7121. As such they will no longer be able in court to claim compliance and the onus will be on them to demonstrate that the route they have chosen provides an equal or better level of safety.

As I am sure you are aware BS7121 lists out duties and responsibilities for the various members of a lifting team. In a hybrid lift situation it is essential that all of these duties and responsibilities are picked up by someone and not forgotten or neglected.

When HSE is considering enforcement action it is important that any potential action is targeted, proportional, transparent and consistent. To ensure consistency the Inspector will bench mark the actions of the duty holder against the LOLER ACOP, LOLER Guidance and BS7121. The inspector will be looking to ensure that all of the duties and responsibilities have been appropriately discharged by each duty holder. They will in particular be looking to identify the person in charge of the lifting operation. In a Contract Lift or Crane Hire this person is relatively easy to identify. In a hybrid lift the Inspector, and for that matter a court, will have to make that decision themselves. Thus consistency in enforcement would be difficult to achieve.

In summary if a company goes down the Hybrid route they need to think very carefully about the consequences and satisfy themselves that they are in full compliance with the law and the system they choose to follow is as good as or better than the British Standard.

I hope this is of some help.

Ian M Simpson
HM Specialist Inspector
Construction Division Technology Unit
Grove House
Manchester M16 0RB

Ian Simpson will be back at Vertikal Days, Haydock on July 25th to talk about Best Practice with tower cranes in a free seminar held in the on site conference suites

Letters to the editor:

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

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50 t Faun ATF 50-3	1996	6x6x6	38,00m + 16,00m
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50 t Grove GMK 3050	2001	6x6x6	38,00m + 9,00m
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70 t Grove TT 865	1997	8x6x8	38,00m + 18,50m
80 t Faun RTF 80-4	1994	8x6x8	42,10m + 16,00m
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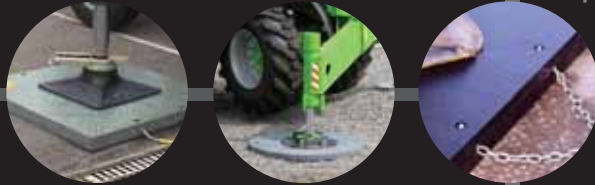
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Trailer Mounted Platform
2003, 14.2m (47.02ft) working height, Hydraulic Out Riggers



Genie S85 4x4

Self Propelled Telescopic Platform
2000, 27.7m (91.4ft) working height, 4 Wheeled Drive, Fly Jib



Haulotte Star 6

Personnel Platform
2007, 6m (19.8ft) working height, Non-Marking Tyres, Electric

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Skyjack 6832 RT 4x4

Self Propelled Scissor Platform
2007, 11.6m (38.28ft) working height, 4 Wheeled Drive, Rough Terrain



Upright X32N

Self Propelled Scissor Platform
1999, 11.8m (38.94ft) working height, Re-painted, Side Out Deck



Liftlux SL20525

Self Propelled Scissor Platform
2001, 22.5m (74.2ft) working height, Side Out Deck



AICHI SR210

Self Propelled Telescopic Platform
1998, 20.3m (66.99ft) working height, Re-painted and repaired



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Battery Scissor 7.6m - 17.3m

Genie GS-1932	7.8m	2004/5/6/7
Genie GS-2032	8.1m	2004/5/6/7
Genie GS-2632	9.9m	2005
Genie GS-2646	9.9m	2004/5/6/7
Genie GS-3246	11.7m	2004/5/6/7
Lifflux SL153-12	17.3m	2001/7

Diesel Scissor 11.5m - 22.5m

Skyjack SJ-6832 RT	11.5m	2007
Genie GS-3384 RT	12.0m	2005/6/7
Skyjack SJ-7135 RT	12.5m	2007
Skyjack SJ-9250 RT	17.1m	2007
Genie GS-5390 RT	18.1m	2005/6/7
Lifflux 205-25	22.5m	1999

Battery Boom 9.4m - 13.5m

Genie Z-25/8	9.4m	1999/2000
Genie Z-30/20N RJ	11.1m	2005/6
Genie Z-34/22N	12.5m	2005/6
Upright AB38	13.5m	2004/5/7

Diesel Boom 16m - 20.4m

Genie Z-45/25J BI	16.0m	2002/3/4/5/6
Genie Z-45/25J RT	16.0m	2004/5/6/7
Genie S-45	15.7m	2004/5/6/7
Genie Z-51/30J RT	17.6m	2007
Genie Z60/34	20.4m	2004/5/6/7

Diesel Boom 21.8m - 43.1m

Genie S-65	21.8m	2001/5/6/7
Genie Z-80/60	26.4m	2004/5/6/7
Genie S-85	27.9m	2005/6/7
Genie S-125	40.1m	2004/5/6/7
Genie Z-135/70	43.1m	2006/7

Specialised Access 12.2m - 42m

Nifty TD 120 TN	12.2m	2007
Scanlift SL 185	18.5m	2000
Scanlift SL 190	18.4m	2001
Omme 2200 RBD	21.8m	2004/6/7
Denka Lift DL-22N	22.0m	2001/2
Scanlift SL 240	24.0m	2000/1/4
Spider FS 290	29.0m	2005
Omme 3000 RBD	29.7m	2006/7
Spider FS 370	37.0m	2005
Spider FS 420C	42.0m	2005

Telescopic Forklift 4m - 21m

Manitou SLT 415	4.0m/1.5 ton	2002
Manitou BT 420	4.0m/2 ton	2002
Manitou MLT 523	5.0m/2.3 ton	2004/5
Manitou MT 932	9.0m/3.2 ton	2005
Manitou MT 1030	10.0m/3 ton	2005
Manitou MT 1335	13.0m/3.5 ton	2005
Manitou MT 1740	17.0m/4.0 ton	2005
Manitou MRT 2150	21.0m/5.0 ton	2004/5

Vehicle-Mounted 13m - 50m

Large choice of:		
Simon SS220/263/300		1987-1999
Bronto S34/46/50		2002-2005

Mini Crane 2 - 4.9 ton

Maeda MC104 CR G	5.5m/1.0 ton	2003
Valla 20E	4.5m/2.0 ton	2003
Maeda MC285 CRM E	8.7m/2.8 ton	2006
Maeda MC305 CRM E	12.1m/2.9 ton	2006
Valla 35E	6.5m/3.5 ton	2003
Maeda MC405 CRM E	16.8m/3.8 ton	2007
Maeda LC785	16.3m/4.9 ton	2007



the access specialists

Machinery For Sale



Genie S-65
Stick Boom
21.8m - 2001/5/6/7



Genie S-85
Stick Boom
27.9m - 2005/6/7



Genie GS-2032
Battery Scissor
8.1m - 2004/5/6/7



Genie GS-2646
Battery Scissor
9.9m - 2004/5/6/7



Manitou MLT 523
Telescopic Forklift
5.0m/2.3 ton - 2004/5



Manitou MT 1030
Telescopic Forklift
10m/3.0 ton - 2005



Spider FS 290
Specialised
29.0m - 2005



Omme 3000 RBD
Specialised
29.7m - 2006/7



Genie Z-45/25 RT
Articulated Boom
16.0m - 2004/5/6/7



Genie Z-80/60
Articulated Boom
26.4m - 2004/5/6/7



Skyjack SJ-7135 RT
Diesel Scissor
12.5m - 2006/7



Genie GS-5390 RT
Diesel Scissor
18.5m - 2005/6/7



Manitou MT 1740
Telescopic Forklift
17.0m/4.0 ton - 2005



Manitou MT 2150
Telescopic Forklift
21.0m/5.0 ton - 2004/5



GSR 12.5RA (Iveco)
Vehicle-Mounted
12.5m - 2003



Nifty 130VT
(Nissan Cabstar)
Vehicle-Mounted
13.0m - 2003

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