

cranes & access

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January/February 2008 Vol. 10 issue 1

A look back at
2007

**Tower
crane
trends**

**Spider
lifts**

Conexpo
preview



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On the cover:

Several Wolff tower cranes including the new 355B luffer at its launch in Munich. Note the hoist access.



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It has been almost two years since we last took an in-depth look at compact tracked 'spider lifts'. With their popularity growing month by month and the range of products on the market ballooning we attempt to sort the wheat from the chaff. Mark Darwin visits Lucy Ashburner of Higher Access, a relative newcomer to access rental who is specialising in spider lift rental and has some refreshing views.

Tower Crane Trends 34



We look at some of the general trends affecting the rapidly growing tower crane market in the UK and Ireland. Including regulation, self erectors versus compact city cranes.

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The March issue will include a look at Spider cranes with a full listing of what's available, A review of the latest development in the scissor lift market and news from the ARA-Rental show.

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c&a
comment



Time to walk the talk

In this issue - the first of 2008 - we take our now traditional review of the highlights of 2007. And what a year it was. For many, 2007 will be remembered as the year of the tower

crane - and all for the wrong reasons. January set the mood with the Falcon Crane Hire collapse in Liverpool continuing the sombre mood from the end of the previous year. The Select Plant, Croydon 'no bolts' fiasco followed in June.

The tower crane is seen by many economists as a highly visible indicator of the economy. And from the number of tower cranes dominating city skylines last, and this year the economy looks in good shape.

But the grey clouds (hopefully not high winds?) are gathering - not just in the UK but also North America. The main problem is the increased or perceived increase in the frequency of tower crane accidents. Unfortunately, when a tower crane has a significant accident, it tends to be spectacularly visible, very messy and can make global news.

The problem is that legislators, spurred on by unions and campaigners feel that they need to be seen to be doing something about it due to the high profile of these accidents. The tower crane industry has not helped itself in this regard, and has been guilty in the past of cutting corners, often pushed along by contractors who talk from both sides of their mouths - pushing the safety mantra demanding all sorts of backside-covering documentation and yet on site pushing crane operators to carry on lifting when the wind is too high or the load slightly too heavy, not to mention opting for low bids when selecting crane suppliers.

The tower crane industry on both sides of the Atlantic is making great strides to 'get its house in order' and there is a tremendous desire from most companies to be the very best that they can. But you only need look at this month's letter section to see that there are still some cowboys out there that continue to threaten what is generally a diligent and increasingly safety conscious industry.

Of course everyone wants to eradicate accidents and deaths in the industry. There is already more than enough information and training courses. But maybe now is the time for the industry to stop 'talking the talk and perhaps trying to walk the walk'. If not we may be forced into an imposed solution which, everyone knows, is never the best solution.

Mark Darwin

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

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Terex senior management reshuffle

Terex has reshuffled its senior management 'as part of its strategy to increase its market presence in high growth markets around the globe'. The most significant change is that Steve Filipov, previously president of Terex Cranes, moves to the new position of president, developing markets and strategic accounts. His new role will be to step up the group's efforts to develop its businesses in emerging markets. Rick Nichols, previously president of Terex Materials Processing & Mining takes over as president of Terex Cranes. Both men will report to chief operating officer, Tom Riordan.

Nichols has made great strides with lean manufacturing, improving margins and capacity at the mining truck business. Harry Bussman general manager of Terex O&K, takes over at Terex Mining on a provisional basis, reporting to Nichols until a replacement is found.

George Ellis of Terex Utilities moves to vice president, manufacturing services and will continue to lead the Utilities business until a replacement is named. In his new role Ellis will have responsibility for the group's manufacturing strategic plan and assisting business operations with capital expenditure budgets.



Steve Filipov

Riordan said: "Steve Filipov is the right person to lead efforts to improve relationships with our large global strategic accounts and to oversee a more aggressive approach to increasing our presence in developing markets. Rick Nichols will lead capacity improvements in our crane facilities while continuing the globalisation of our business. With these appointments, we are putting in place the leadership we need to meet the challenging objectives we have set, including our ambitious goal

to reach \$12 billion in net sales with a 12 percent operating margin by 2010."



Rick Nichols

Celli to leave JLG

Israel Celli, the senior vice president international market development at JLG has announced that he is to 'retire' on February 15th after seven years with the company. Celli, 54, told Cranes&Access that having taken JLG's international business from revenues of around \$200 million to more than a \$1.3 billion he felt the time was right for a new challenge. He says he will remain in the aerial lift business most likely working on a consulting basis for rental companies.



Israel Celli



Neil Back is joined by Lavendon CEO Kevin Appleton, Andy Wright of Lavendon UK, Maarten Mijnlief head of Gardemann

New offices and image for Lavendon

Lavendon - the world's largest powered access rental specialist and owner of Nationwide Access, Panther, AMP, Kestrel, Higher Access and Rise Hire in the UK - opened its new headquarters building in Lutterworth in late January. The 17,000 sq ft purpose-built office block will house Lavendon Group and Lavendon UK (renamed Lavendon Access Services) staff.

The new building which was officially opened by Rugby player Neil Back, a member of England's 2003 World Cup team and former player with the Leicester Tigers, is located to the rear of Midland Court, where Lavendon rented its first small office unit in 1992 after it was formed to take over Nationwide Access.

At the same time the company announced a change to its corporate identity, in order to rationalise the multiplication of trading names that have followed from the series of acquisitions of the past two years. The company will cut the number of names it trades under from 12 to four, all of which will adopt a common logo style and livery. All self propelled lifts will be painted blue while all vehicle and trailer mounted lifts will be painted yellow.

In the UK AMP, Kestrel and Higher Platforms will merge under the Panther banner, while continuing to be managed separately, with their entrepreneur/managers reporting to Richard Miller, managing director of Lavendon's regional businesses.



The new Lavendon group identity.

In France, Belgium and Spain the DK Rental and Zoom names will be dropped, in favour of Lavendon, the first time the name has been used operationally. In Germany the Zoom and Gardemann businesses will merge under the Gardemann banner. All 21,000 aerial lifts in the Lavendon fleet will have the new blue and yellow 'Tick' logo fitted denoting a positive attitude.

Delivery vehicles for Nationwide, Rapid (Middle East) and Lavendon in Belgium, France and Spain will be blue, while those of Panther and Gardemann will be yellow.

The company feels that the new identity makes a clean break with the past, and will help it encourage common values throughout the group. It will also provide a structured image that can be easily adopted by new acquisitions.

...And an upbeat trading statement

The Lavendon Group has issued an upbeat trading statement for 2007 saying that its full year numbers will be better than expected. Revenues for the first eleven months are up by 49 percent on last year, with full year revenues likely to come in at over £186 million. At the same time it says that operating margins have improved significantly during the period. Full details on www.vertikal.net



(L-R) Alan Huddart of Hewden, Christian Bailie, UK/Ireland sales manager Cat Alliance and Maurizio Riso European sales director Cat Alliance with a new TH255



Hewden adds new teles

Hewden, the UK's largest telescopic handler rental company is to add 283 of the latest TH Series Caterpillar telehandlers to its fleet. The new additions will take the company's telehandler fleet to 2,600 units. The TH Series, built by JLG as part of its alliance with Caterpillar, includes six models from a 2,500kg capacity/5.5 metre lift height unit to a 4,000kg/17 metre model. The new models incorporate improved ergonomics, a smoother and more comfortable ride for the operator and Cat's new high power, low emission engines.

Alan Huddart, general manager of product and pricing at Hewden said: "This investment signals our intention to grow our plant hire business in the UK. We want to make the biggest, youngest and most reliable fleet of machines available to our customers."

...And sells its hoist business

Hewden also sold its hoist business, which comprises 75 units, to HTC Plant in early January.

Distribution network increased

JLG has been adding to its telehandler dealer network in the UK, most recently appointing Agriculture & Plant Services in the Isle of Man, Sandhurst Equipment Sales of Rochester, Kent, for the Greater London area and surrounding counties and Walker Plant Services for Nottingham and the surrounding areas from its Retford depot.

Easi-Uplifts joins Partner-Lift in Germany

Ireland's largest access rental company, Easi-Uplifts, has joined Partner-Lift the German rental franchise association in preparation for the opening of its first German outlet. See www.Vertikal.net for more information

Terex starts UK lift production

Terex Construction has begun manufacturing Genie GS1932 electric scissor lifts at its production plant in Coventry. The new production line was developed and fully tested at Genie headquarters in Redmond, Washington, before being implemented in Coventry.

New Aichi lifts

Aichi has released further details on its new European scissor and boom lifts.

The new models include two electric scissor lifts, the 20ft Skytower SV06CNL and 26ft SV08C NL with an overall width of 820mm and 360kg and 230kg platform capacity respectively. They are the first scissor lifts to feature AC direct electric drive and Aichi has said that these new models will be 'priced to sell in volume' in Europe and America.

The new booms are the 40ft Skymaster SP12C and 46ft SP14CJ. The SP12 is a plain straight boom with up to 10.9 metres of outreach while the SP14 features an articulating jib and boasts 12.7 metres outreach. The fact that they utilise a three section boom, rather than the usual two, means that the stowed length is almost 1.5 metres shorter than most competitors, at around six metres. Platform capacity is 250kg with the 1.8 metre (6ft) platform but drops to 227kg with

the 2.4 metre (8ft) basket. Aichi says that the overall height of the new booms is close to two metres, while most lifts in this class are over 2.3 metres high. Doornbos, the Dutch crane and access rental company has purchased the first 400 scissors and 200 booms. The new models will be officially launched at the ARA/Rental show in mid February. No mention has been made regarding the planned articulating boom range.



The new Aichi SV08C NL - 26ft 'skinny mini' scissor lift

The new Aichi SP14CJ 46ft boom lift

New super compact telehandler

JLG has launched a new super-compact five metre/2,500kg telehandler, the 2505. The new model was launched in the UK at the LAMMA agricultural equipment show in Newark Nottinghamshire where it was nominated for a best new product award and won a medal of merit. The new machine weighs less than 5,000kg, with an overall width of 1.8 metres and overall height of only 1.9 metres, enabling it to work in extremely confined spaces. It also incorporates a universal adaptor plate which enables it to use most skid-steer attachments, along with the usual attachments from JLG.



JLG 2055

New 86ft boom concept

Haulotte has announced a brand new 86 ft platform height telescopic boom lift, the H28TJ+ which offers an outreach of 23 metres, a platform capacity of 350kg and a unique five metre telescopic articulating jib.

The boom and jib on the new lift feature a hexagonal cross section design using what the company describes as 'high elastic modulus steel', in order to provide maximum rigidity for the 2.4 metre platform for improved operator comfort and precision.

The H28 TJ+ is fitted with Haulotte's latest generation control panel as used in the company's flagship H43TPX. It also features a relatively narrow fixed-width chassis, oscillating axle and 4x4 drive with differential locks. The new lift fits into the product line between the current H 25TPX and H43TPX, and will be unveiled at Conexpo on March 11th.

Make	Model	Platform height	Outreach	Capacity	Jib
Haulotte	H28TJ	86ft/26m	23m	350kg	5m
JLG	860SJ	86ft/26.2m	22.9m	230kg	1.8m
Genie	S85	85ft/25.9m	23.6m	227kg	1.5m
Snorkel/UpRight	TB85J/SB85J	85ft/25.9m	23.4m	227kg	1.5m

Appeal court keeps liability claim open

The Federal Court of Appeals has overturned a Missouri court's summary judgement in favour of RSC and Skyjack regarding the fitting of pothole protection on older lifts.

The case concerns a product liability suit following the death of Doyle Sappington, a carpenter carrying out work on a parking garage in Kansas City, Missouri in October 2001. Sappington died after the 1995 Skyjack SJ11 4626 scissor lift, rented from RSC, he was using tipped over after he reversed into a pothole.

Sappington was operating the lift on a smooth, relatively level, concrete surface at its full 26ft height with 135kg on the deck. The accident occurred when he drove the lift in reverse and the rear wheels dropped into a hole created earlier in the day when a portion of the concrete floor was removed and tipped over.

Sappington's relatives claim against Skyjack, and RSC revolves around a contention that Skyjack should not have manufactured a lift in 1995 without pothole protection, as three manufacturers had already started fitting it to some of their machines.

For a full report on this issue see www.vertical.net

NMT Invests £14 million

NMT, the Milton Keynes-based crane hire company is investing £14 million in new cranes to renew and expand its existing fleet. The spend includes £12 million with Terex Demag and £2 million with Spierings.

The Terex cranes include a 1,000 tonne AC 1000-9, a 350 tonne AC350, a 300 tonne AC300-1, a 250 tonne AC250-1, two 200 tonne AC200-1, a 100 tonne AC100-5, a 100 tonne AC100-4, an 80 tonne AC80-2, a 55 tonne AC55-1, a 50 tonne AC50-1, a 40 tonne AC40-1 and two 35 tonne AC35. The order with Spierings includes a new SK2400 AT7 seven axle crane plus a five axle and a four axle mobile self erecting tower crane.

The first units of the order have started to arrive with deliveries continuing until 2010.



A seven axle Spierings mobile tower crane has just arrived

Terex buys A.S.V

Terex is to acquire A.S.V the tracked loader and undercarriage manufacturer which produces tracked skid steer loaders for Caterpillar and also owns Loegering, the producer of track units to convert wheeled machines to crawlers.

...And buys in India

Terex has acquired a controlling interest in its joint venture, Terex Vectra Equipment, which builds loader-backhoes, skid steer loaders and rollers at a 36 acre facility in Greater Noida, Uttar Pradesh, India. It now owns 70 percent of the venture, which began operations in 2003.

Emerson adds spider cranes

Emerson Crane Hire of Dagenham, Essex has purchased its first two mini /spider cranes from GGR-Unic. The company says that it has been testing the market for a while on a rehire basis and decided to add its first two units, a Unic 295 and Unic 396 to its fleet to further test the market and to provide an additional service to its clients.



And Unic adds Galizia

GGR-UNIC, the Unic mini-crane master distributor for Europe, has been appointed as the Galizia pick and carry crane distributor for the UK. Galizia produces a range of seven pick and carry cranes ranging from 2.5 tonnes to 15 tonnes.

New production facility for Wolffkran

Wolffkran, the German based tower crane manufacturer is to build a new state-of-the-art 8,000 square metre production facility in Luckau, Brandenburg Germany. Construction of the new facility has already begun and is scheduled to come on stream in April 2008. It will employ a total of 150 people and will increase production capacity from the current 1,200 crane components to 3,000 components per annum.

Hop to it

Faraone, the Italian based manufacturer of compact self propelled, push around aerial lifts and manual access products has appointed Kermco Powered Access as its distributor for the UK and Ireland. Kermco is a new business established by Phil Orwin and is based in Lewes on the south coast.

The Faraone stand at the recent SAIE show



Best ever year

JCB enjoyed its best ever year in 2007 selling more than 70,000 machines, 30 percent up on 2006. At the European launch of its 2008 models, the company unveiled its new low-boom Hi-Viz Loadalls which are now in full production.

The machines - the 535-125 HiViz and the 535-140 HiViz - have been redesigned to offer improved visibility and productivity. JCB also plans a Conexpo launch for four high boom Loadalls for the USA, including a completely new model with a 10,000lb lift capacity and a working height of 56ft.

Chief operating officer Matthew Taylor said that JCB produced 13,500 telehandlers last year making it global market leader. In the UK it claims a 60 percent market share with sales of around 5,000 units.

Another Vertikal record

December set new records for Vertikal.net in what is the shortest working month of the year. There were 77,868 visits to the site from 43,407 unique visitors. Totals for the year make impressive reading - 27.93 million hits, 776,351 visits, 7.45 million pages viewed and 764 GB bandwidth consumed.

Grove GTK in action

Following extensive testing Grove's GTK1100 telescopic tower crane, unveiled at Bauma, has completed its inaugural lift. The first unit was delivered to Wiesbauer, the Bietigheim-Bissingen based rental company that helped develop the crane.

The GTK1100's first job was to install a 2kW wind turbine in Ilshofen, Baden Württemberg, Southern Germany for Repower Systems. Not requiring additional counterweight the crane was delivered to site on four trailers and completed the job in five lifts - the biggest being the 70 tonne nacelle.

Jochen Wiesbauer, managing director of Wiesbauer, said: "The lifts were the first in a field setting so we took extra caution and double-checked everything. But even with this, the cost and time savings compared to other lift solutions were exceptional."

See a full photographic sequence of the erection and lift at www.vertikal.net/en/stories.php?id=5116



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Improvement at Comedil

The tower crane specialist Terex Comedil has undergone substantial changes using the continual improvement philosophy Kaizen, which were unveiled at its first ever open house event in Fontanafredda, Italy.

The first results of the turnaround include a new spare parts and logistics centre in Fontanafredda which will start operations this year.

The company's new administration building was officially opened by general manager of Terex Comedil, Martina Moritsch and Steve Filipov, President of Terex Cranes.

"Our common goal is to process customer enquiries even faster and, within the context of product development, to pursue ideas for maximum safety and the simplest possible assembly and logistics," said Filipov.

The event was also used to show a new flat top crane to its range. The Comedil CTT 231 features a 70 metre boom and a lifting capacity of 2.1 tonnes at the tip. Terex says that the erection process has been significantly simplified - from the assembly of the stabiliser base to the positioning of the counterweights and faster assembly of the TS23 tower components.

The addition of railings and non-slip metal plates in the access and cab areas, together with aluminum ladders increase the crane operator's safety and comfort.

Electronics include a new touchscreen with graphical interface and new Integrated Control System (ICS) software aimed at increasing the ease, speed and precision of operation.



Opening the new parts and logistics centre

Tower crane action plan

The UK's Strategic Forum for Construction Tower crane group - a sub committee of the Strategic Forum comprising a number of UK construction industry groups, unions and government - has agreed a short term plan to ensure improving tower crane safety.

Topics under discussion included site induction, competency, maintenance, thorough examination, operator working conditions, communications on site, sharing information of near hits and communication to the public. Individual groups have been set up and report back to the main group by the end of February 2008. The next full meeting will be in April 2008.

Not quite a \$ billion for Haulotte

Haulotte has reported a 26 percent increase in revenues to a new record of €653 million (\$965 million, at time of going to press), 86 percent of which came from equipment sales,

The company is forecasting 2008 sales of around €700 million, an increase of just under 7.5 percent, although given that it will drop €30 million of French rental revenues, the like-for-like increase is closer to 12.5 percent. It also anticipates net profits of 11 percent of sales compared to an expected 12 percent for 2007.

Haulotte has also announced that it will continue its share buy back programme. In 2007 it bought 697,420 of its own shares for a total of €17 million.

Liebherr up 15%

Liebherr has reported first nine months revenues up by more than 15 percent to €5.34 billion. Sales of construction products grew by 18 percent with crane sales likely to have been at least half of this figure. The company expects full year 2007 revenues for the group to show similar growth, providing a total

revenue of €7.5 billion (10.8 billion) of which almost €5 billion (\$7.2 billion) is likely to come from construction equipment. It says that there will be a significant improvement in the group's profitability in 2007 accompanied by a further increase in the workforce to 29,063 people worldwide.



In demand

Zenith Aerial Platforms has taken the first Bronto Skylift S70XDT in UK. The new 70 metre lift is mounted on a left hand drive MAN TGA35.440 8X4 with a rear steering axle. In spite of being delivered a week before Christmas - one of the worst times of the year - Zenith reports that the unit went straight to work on a job in Leeds and already has a number of forward bookings lined up.

Cobra launched

Airtrax is set to finally launch its omni directional wheel Cobra range of self propelled scissor lifts at this year's ARA-Rental show in Las Vegas.

The company will show three models the biggest being the King Cobra ATX-3368 with 33ft platform height and 68 inch width.

All three platforms will be fitted with its omni directional wheels allowing the machines to move sideways or counter rotate. The lifts are primarily intended for use in aviation ground support although Airtrax believes that other industries can benefit from the design.

Airtrax will initially be accepting orders for the 32ft, ATX 3247 saying that 'the other units will be made available for sale as their respective production schedules are solidified during 2008.'

Mammoet in Convoi

Dutch based heavy lifting and transport specialist Mammoet has acquired the lifting and maintenance divisions of fellow Dutch crane and rigging company, Convoi. Around 130 Convoi employees based in Holland will join Mammoet along with 75 cranes. Convoi's remaining 400 employees will concentrate on industrial and project removals.

The name Convoi dates back to 1998 when crane company Marcon, Dabekausen and Geytenbeek merged.

The deal will strengthen Mammoet's position in the south of Holland and provide further opportunities for growth in Belgium and Germany. The acquired business will be known as Mammoet Zuid bv, using the existing premises in Geleen, Stein, and Venlo and a completely new building in Etten Leur.

expansion for Skyjack

Skyjack's new premises in Oswestry.



Skyjack - the world's fourth largest self propelled aerial lift manufacturer - has moved into new purpose-built European headquarters in Oswestry, Shropshire.

The facility will be the hub for Skyjack Europe's sales, service support, finance and administration operations in an effort to strengthen its presence in Europe. The new premises will also carry out some final assembly work, install options and ship directly to newly opened company stores in Germany and Sweden.

The company has also employed Ingo Regenbrecht in Germany to open Skyjack Deutschland in Witten. While in France it has hired Yannick Borgel, previously with UpRight and Genie France to head up its new French operation.

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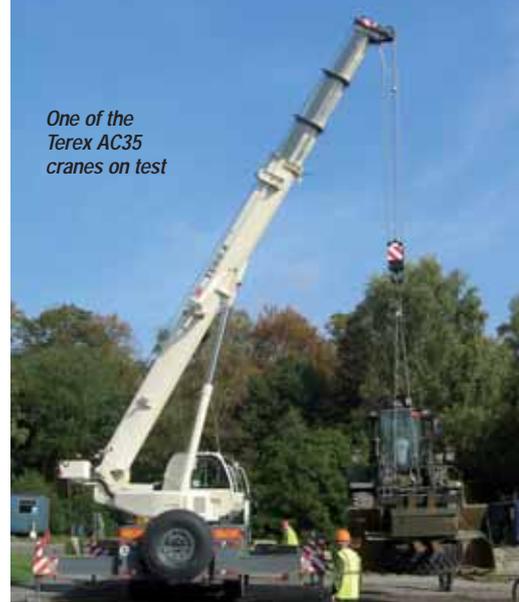
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You're in the army now

Terex Demag has won a contract to supply 65 new All-Terrain Cranes to the Amey-Lex Consortium

(ALC) for the British armed forces as part of the rationalisation plan for the Ministry of Defence's fleet of mobile cranes. The order comprises 59 of the 35 tonne AC35 and six, 55 tonne AC55-1.

ALC quickly identified the need to replace, increase lifting capacity, modernise and rationalise the existing MoD mobile crane fleet as well as avoiding custom-designed, over-specialised products. With this in mind Terex-Demag offered its AC35 and AC55-1 models keeping optional non-standard equipment to a bare minimum. Terex Cranes France will produce the machines on a special dedicated production line in order to avoid any delays to the company's regular commercial business.



One of the Terex AC35 cranes on test

CAP that!

Sales and rental company AJ Access Platforms has become the fifth IPAF accredited CAP assessment centre in the UK. The Competent Assessed Person scheme certifies that a person is 'competent' to carry out the six monthly machine inspections to the highest standards in accordance with IPAF and industry criteria.

AJ has also opened two new locations, a branch on the South coast between Southampton and Portsmouth and an office next to East Midlands Airport. The rental business at the new 'Southampton' branch will be run by Kevin Welch, a local man with plenty of powered access experience while Neil Wilkinson has been appointed as sales manager for the southern region responsible for new and used sales.

Paul Harbey, previously with Genie, has joined the company and will be based at the East Midlands location. His position is regional sales manager for the Midlands and Northern region.



John Swift and Kevin Welch

A load of new indicators

UK-based Loadwise International has announced a new range of wireless rated load indicators with the multi-line display LR1500 topping the range. The indicators are designed for both the OEM and the after-market as either an initial or replacement indicator.

The wireless operation does not require specialist installation and is transferable between cranes. All sensors are powered by lithium batteries with an expected life of five years and are designed to fully integrate with a range of sensors and

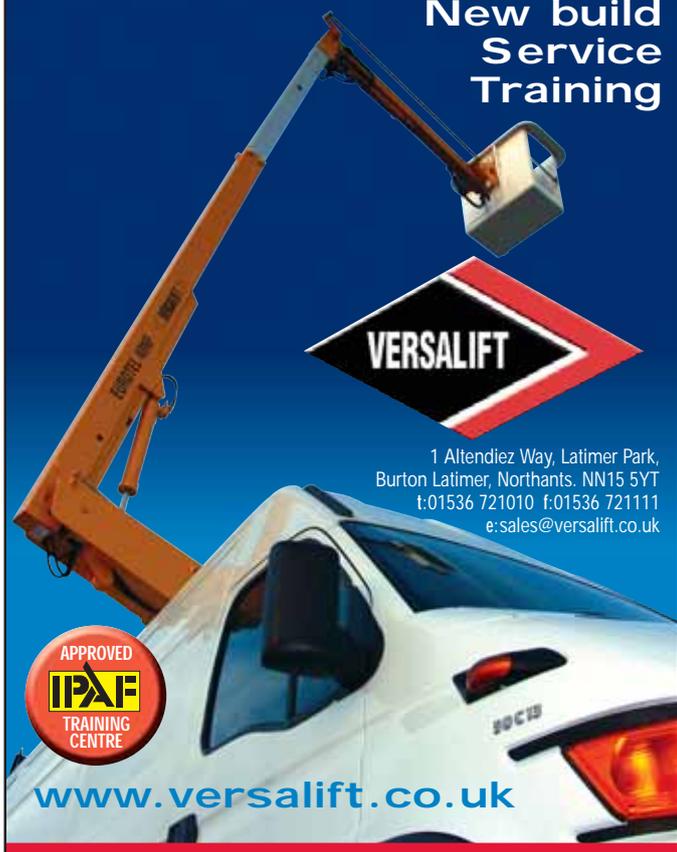
ancillaries. Separate models are available for wind speed, weight, radius and angle only. The top of the range LR1500 will be unveiled at Conexpo.



The Loadwise LR1500 console

Vehicle mounted access

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Nifty South Africa's new premises

Skydeck Skyjack for South Africa

Niftylift South Africa has reached an agreement with Canadian manufacturer Skyjack, to distribute its scissor lifts and booms in Southern Africa. The move follows Niftylift's relocation to larger premises in Durbanville, a suburb of Capetown, which will enable the company to carry more stock and a greater range of spare parts.

The deal gives Niftylift SA a full range of scissor lifts and an increasing range of straight booms to add to the Nifty line up of articulated booms, trailer lifts and tracked machines. The Skydeck name in South Africa was already taken by the local manufacturer Skyjacks which has caused a branding challenge for the original Skyjack products. Hence the decision to use the Skydeck brand locally. The first Skydeck branded machines have now arrived in Niftylift's inventory and are already shipping to end users.

Skyjack was previously distributed by Ingersoll Rand.



Skyjack's Skydeck logo for South Africa.

Haulotte quits French rental

The Haulotte Group has sold its rental businesses in France, Lev and Royan Leverage to Loxam. The two companies have a fleet of around 2,000 units which operate from 25 locations. They contributed around €30 million in revenues to the group in 2007.

Alexandre Saubot, Haulotte's chief operating officer, said: "This handover will have a positive impact on the Haulotte Group 2008 accounts and will strengthen its financial and human capacity to develop its business in and outside Western Europe."

New Pal card categories

On January 1st IPAF added a number of new categories to its PAL (Powered Access Licences), revising the categories within its programme to align with the international standards such as prEN 280 and ISO DIS 16368, that regulate the design and manufacture of access platforms worldwide.

The changes do NOT affect the training already received and existing PAL Cards remain valid as specified. Existing PAL Card holders do not need to get their cards changed and if they need a replacement card it will be issued with the original categories, reflecting the training received.

Details on the new categories and frequently asked questions are available at the Training section of www.ipaf.org

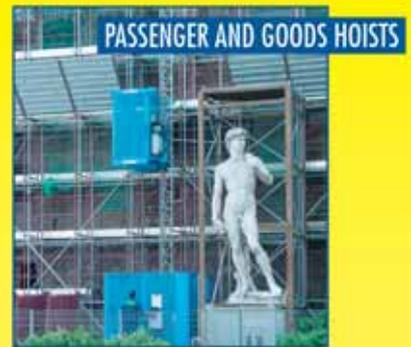


IPAF categories poster

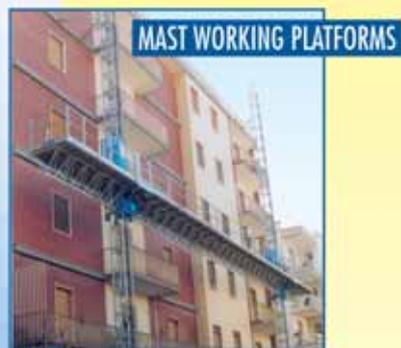


£16 million deal for A-Plant

A-Plant, the UK arm of the Ashted group has won the largest single supply contract in the company's history from the Wates Group. The new three year contract is potentially worth more than £16 million and will involve an investment by Ashted of more than £10 million in new equipment for Wates.



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ANSI models shown.



• **MEC** has appointed **Diane Tjerrild** as its new director of marketing and **Steve Citron** as its director of business development.



Diane Tjerrild

• **Sevcon**, the producer of electronics for aerial lifts and for trucks, has reported a 25% increase in revenues and a 256% increase in profits.

• **Lifting Solutions**, the UK based supplier of industrial cranes and lifting tackle, has appointed **Greg Fardell** as its new southern region sales engineer.

• **Dinolift**, the Finnish-based trailer lift manufacturer has appointed **Laadur** as its distributor in Estonia and Lithuania.

• **William 'Bill' Dowsett Jr**, 89, the founder of LDC, the manufacturer of the **Uni-Lift** of Moline, died last month.

• A 100 metre stretch of two storey façade scaffold came crashing down closing a street in **Middlesborough** injuring one.

• **Terex Aerials** has announced the appointment of **Alexander Kryukov** as regional sales manager for Russia and the CIS countries.

• The **Verticon Group** has sold the remainder of its New Zealand based business to **Daniel Smith Industries** for NZ\$13million (£5 million).

• UK based **A-Plant** has appointed **Douglas McLuckie** as the company's director of environment, health & safety and performance standards

• Terex has appointed **Bob Bartley** to the new position of director of field service for the **Terex Aerial Work Platforms**.

• The **IPAF Council** has agreed that the 2009 IPAF Summit will be held in Ireland.

• **Manitowoc** has appointed **Ingo Schiller**, currently with Liebherr, as vice president, sales and marketing for mobile hydraulic cranes in the Americas.

• **Magnus Rosén**, senior vice president of **Cramo Scandinavia**, has decided to leave the company for a leading position in another industry.

• **Poh Boon Lim** has been appointed as **UpRight** sales & distribution manager for the Asia Pacific Region.

• **Independent Parts and Service (IPS)** the UK based access parts and service company has moved its UK Parts operation into a separate building.



• German access equipment distributor, **Rothlehner** has reported revenues of €31 million for 2007, double that of four years ago.

• **Rival** has won the 10th annual Drechtsteden Entrepreneur Award

• **United Rentals** the world's largest rental company is indicating a 4% rental growth for 2007 and forecasting a further 3% increase in 2008.

• A man died after a **JCB** telehandler tipped over crushing the car he was sitting in on a site in Broughton Road, Banbury, operated by **Linden Homes**, part of the Galliford Try group.

• **Taylor Wimpey** is to pay suppliers 5 percent less as house prices fall and the credit crunch impacts on housebuilder's profits.

• **Genie Industries** has acquired aerial lift refurbishment company **Phoenix Equipment Co** of Waco, Texas.

• **Speedy**, the UK's largest rental company has purchased the tool and equipment rental business of **Amec Logistics and Support Services**.

• **Ramirent**, the Finnish based rental company has acquired a majority stake in **OTS Bratislava**, a leading Slovakian construction equipment rental company.

• **Körner** the German distributor for **Unic** has won the **Unic Top Distributor** award for 2007 at an 'Oscars night' ceremony.



• **Abi Piper** of **Scafftag** has won the individual achievement award at Time consultancy's working at height 2010 seminar.

• **Kranlyft**, the European distributor for Maeda mini cranes has appointed **Agratekas** as its distributor for Latvia and Lithuania.

• The SEC has filed a complaint against **Joseph F. Apuzzo**, a former Terex CFO, in connection with fraudulent transactions with **United Rentals** in 2000 and 2001.

• UK contractor **Sir Robert McAlpine** has been fined £40,000 plus costs after a worker lost his foot in a crane accident.

• **CNH** has announced the appointment of **Giuseppe Fano** as new president and CEO of **New Holland Construction Equipment**.

• **Midland Access Platforms** of the UK, has taken delivery of a **Ruthmann TB220** telescopic boom on a Mercedes chassis.

• **Power Climber**, the suspended platform manufacturer has appointed **Eric Thormann** as managing director. **Germain Vanhulle**, vice president International, will retire later in 2008.

• **Tat Hong** subsidiary - **Sunfield Investments** - changed its name to **Yongmao Holdings** and has been approved for listing on the Singapore stock exchange's main board at the same time as **Tat Hong** reduced its holding in the company

• **Chris Goddard** has been promoted to CEO of Australian aerial lift company **Force Corp** (Previously Australian Skyreach)

• **Strongco** has completed the sale of its Ontario aerial lift operations to **Voisins Equipment**.

• **Atlas Copco** will write off its options on additional payments for **RSC** in the belief that earnings will fail to trigger any payout.

• **United Rentals** has lost its bid to force **Cerberus** to complete its \$4 billion takeover.

• The UK's CPA is warning members of **Wayne Fletcher** of Fletcher construction after he stole over 20 pieces of construction equipment.

• Finnish rental company **Ramirent** has acquired **Tidermans/Hyresmaskiner** in Sweden.

• **Terex**, has stepped up and extended its share repurchase program.

• **ZF** the supplier of transmissions and axles to the crane and telehandler market has indicated 2007 sales up 8%

• **Select Plant**, the UK based crane and plant hire division of Laing O'Rourke has adopted **Rental result** software to manage its fleet.

• Former CFO of **United Rentals**, **Michael Nolan**, has pleaded guilty to making false securities filings in order to inflate the rental company's results.

• The new online replacement parts ordering service from **IPS** is now live

• **Bob Francis Crane Hire & Heavy Haulage** has supplied equipment for the new cafeteria at the top of mount Snowdon.

• Texas-based **Lewis Equipment Company** has expanded into New Zealand, buying **Vertikon's** tower cranes and hoist business.

• A group of squatters tried to save the old **Stothert&Pitt** crane works in Bath from demolition.

• **Favelle Favco** has boosted revenues by almost 36% in the first nine months of 2007.

• **Frederick Kuijer**, director international sales at scaffold and platform manufacturer, **Altrex** is leaving the company. He will be replaced by **Rudie Beverwijk**.

• **KR Wind of Denmark**, has taken delivery of a new 750 tonne **Liebherr LG 1750** lattice boomed mobile crane and has ordered two 600 tonne **LR1600** crawler cranes.

• The **Elevating Work Platform Association** of Australia has issued its 100,000th yellow Trained Operator card.

• **Manitowoc** chairman **Terry Growcock** has joined the board of **SGB** parent, **Harsco**.

• **Terex** has acquired a controlling interest in its Indian joint venture, **Terex Vectra Equipment**, which builds backhoes, skid steer loaders and compaction rollers.

• **Ashtead**, owner of **Sunbelt** and **A-Plant** has reported half year revenues up 24% to £523.5 million (\$1.1 billion).

• **Demag Cranes**, the industrial and port crane manufacturer has reported revenues up by almost 10% to over a € billion.

• **TIL** - formerly **Tractors India** - recently produced its 5,000th crane from its **Kamarhatty** plant.

• **JLG** has relocated its South Australia branch to new, purpose-built premises in **Greenfields**, north Adelaide.

• **Allan Access** is finally shipping its **V130** lift on the new 2007 **Land Rover Defender** chassis with Euro 4 engine.



Richard Saunders

• **AFI-Uplift** has appointed **Richard Saunders** as managing director as part of a management restructuring and **Nick Higgins** as its operations director.

• **Speedy Hire** and **HM Prison Service** have launched a plant maintenance rehabilitation scheme.

• Dutch based rental company **Riwal** has opened its first location in **Kazakhstan**.

• **Gam**, Spain's largest rental company has reported nine month revenues up almost 62% following its acquisition of **Vilatel**.

• German tower crane company **Wilbert** has shipped its 100th crane.

• **MT Højgaard** has sold its remaining 50% holding in Danish crane rental company, **BMS** to the **Enggaard** family.

• **Sharon Winter**, founder of **Supa Scaffolding**, has won the **Everywoman Athena Award** for outstanding entrepreneurial success.

• **Peter Frisk** the founder **Zip-Up Svenska** has died of a heart attack at his summer home in Sweden.

• **Mateco** has appointed a new managing director, **Hans-Hasso Kersten**

• **Mantis Cranes** has taken a 30 percent stake in Cambridge-based company **R & R Construction Logistics**.

• Tower crane manufacturer **Wolffkran**, is to build a new state-of-the-art production facility in **Luckau**, **Brandenburg** Germany.

• **Manitowoc Crane Care** has opened its fifth 24 hour contact centre in **Zhangjiagang**, **China**.

• **Scott R Nelson** has been appointed as president of **Bobcat** worldwide while **Neil Woodfin** takes over as president, of the **Bobcat Europe**,

• **Steve Shaughnessy**, previously with **A-Plant**, has been appointed as managing director of **Loxam UK**.



Steve Shaughnessy

• **JLG** has added a five year warranty option for its **ES scissor** lift range, including the recently introduced **1230ES**.

• Four men were arrested after they scaled a tower crane in **Belfast** city centre and refused to come down. They caused £10,000 of damage.

• **Manitou North America** has appointed **Kirk Zander** as director of sales and marketing, replacing **Ed Ugolini**.

• **Dr. Wolfgang Babel** has taken over as chief executive officer of **Hirschmann** parent company of **PAT** and **Kruger** crane load indication systems.

• **Palfinger's** preliminary results indicate another record year - its third in a row.

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

With so much happening in 2007, the year seemed to be over in a flash. Here we recall some of the more notable industry highlights together with news stories that made headlines around the globe.

A look 20

January

Valla Cranes UK opens a new joint venture operation in the Middle East

Manitowoc buys Shuttlelift pick and carry crane designs and brands with the aim to continue to market the products under both the Shuttlelift and Grove brand names.

The HSE imposes a prohibition order on Falcon Crane Hire following its second accident in three months, the collapse of a 40 metre high Jaso luffing tower crane in the centre of Liverpool which killed a construction worker.

Kato buys into EuroRigo Japanese crane producer Kato reaches an agreement with the Rigo family to establish a new European crane producer called EuroRigo, which will include Rigo cranes.



A 750 tonne Liebherr LG 1750 lattice boom mobile crane erects the world's tallest wind turbine near Cottbus, Germany. The windmill has a 160 metre hub height and blade tip height of 205 metres.

The Bank of England raises the bank interest rate to 5.25%.

Fraco establishes a new mast climbing business in Hampton, Middlesex, headed by managing director Ken Beesley.

Liebherr record

Liebherr delivered its 20,000 Ehingen-built crane - an LTM 1100-5.2 All Terrain unit - to Dutch-based crane company Hovago.



Martin Ainscough of Ainscough Crane Hire launches the UK's first on-line hire auction - www.onestophire.com.

Speedy cranes GGR-Unic agreed an alliance with Speedy Lifting to offer customers mini cranes from all 70 of its locations.



A media storm

erupts over racist comments made against Shilpa Shetty, the winner of Celebrity Big Brother.

February

New Zealand fishermen catch a colossal squid measuring about 10 metres long and weighing 450kg, the first adult squid ever landed.



Self Propelled Biljax American based Biljax launches its X series, a range of Self Propelled boom lifts with outriggers.

Venpa 3 purchases Italian rough terrain and city crane specialist Locatelli.

Arcomet Airtek Arcomet purchases the 50 percent of Airtek Cranes, its UK joint venture, that it did not already own.



Tony Blair opens UpRight's new 23,000 sq metre Vigo plant, touring the facility and speaking to employees.

Dutch based **PSE orders 1,300 UpRight lifts.**



Ainscough Crane Hire purchases Nationwide Crane Hire/Crane Services effectively gaining a stranglehold on the large telescopic crane market in the UK.

Contaminated fuel damages thousands of cars and Tesco and Morrisons withdraw supplies after silicon was detected in unleaded petrol.

back at

07



April

AFI-Uplift, opens a depot in Bellshill near Glasgow - its first depot in Scotland - with an initial fleet of 100 boom and scissor lifts.

A US shooting rampage at the Virginia Tech University results in 33 people, including the suspected gunman, dead.



Australia wins the ICC Cricket World Cup beating Sri Lanka by 53 runs at the Kensington Oval, Bridgetown, Barbados.

The Lavendon Group acquires Rise Hire and its rental fleet of 150 van mounts and a similar number of fork trucks which operates from a single location in Over, Cambridgeshire.

Skyjack, the boom and scissor lift producer, doubles its standard warranty plan to a full two years parts and labour

Height for Hire, which operates internationally as Easi-UpLifts, adds 11 new Maeda mini crawler cranes into its rental locations in Ireland and the UK.



Wacker Construction Equipment announces a merger with Neuson Kramer and plans for an Initial Public Offering of its stock.

Hybrid Equipment receives CE certification for the Custom HB1030E low weight self-propelled scissor lift.

Merlo unveils its new self propelled concept the Platform MPR series at Bauma. The unit is based on a Roto 360 degree telehandler chassis with an articulated telescopic boom lift mechanism.



March

The new £800m Wembley Stadium is finally completed - its first match is a 3-3 draw between England and Italy in an U-21 friendly.

Fifteen British navy personnel are captured at gunpoint by Iranian forces as they boarded a boat in the Gulf off the coast of Iraq.



Grove's radically different GTK 1100, was seen in the metal for the first time when Vertikal.Net published 'scoop' photos.

Genie appoints Matt Fearon as managing director and vice president of Genie Europe replacing Jim Otley.

Wilbert tower crane appoints ABP Cranes as its dealer in Ireland in response to increased demand.



GSR announced the E179T a new 17 metre straight telescopic truck mounted boom lift for 3.5 tonne trucks.

Winners Access orders the first 37 metre working height Wumag WT370 mounted on a MAN TGM 18 tonne chassis.



MSD-MBO Maurice Johnson, completes an MBO of the crane hire division of MSD Darlington Ltd.

Hewden appoints Nick Childs as its new head of access.



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For more information about the Manitowoc Model 14000, go to: www.mcgads.com/1185.





May

Three year old Madeleine McCann goes missing from her family's holiday apartment at the Ocean Club, in Praia da Luz.

Glen E. Tellock takes over as president and chief executive officer of the Manitowoc Group while Eric Etchart replaces Tellock as president of Manitowoc Crane Group.

JLG parent - Oshkosh finally announces that Craig Paylor has been appointed as president of JLG.



CTE launches the Power Tower - a powered push-around access platform which uses an in-line sigma type lift mechanism.

The Platform Company adds more telehandlers and places orders to take its fleet up to 250 units by year end.



Facelift shows its new 52 metre Bronto fitted with a very clever mini-jib/searcher hook fitted to the main boom at SED.

Irish-based Mantis Cranes appoints US dealer.

Independent Parts and Service (IPS) forms a new company, UpRight Powered Access Sales UK and establishes a new operation in Finland called IPS Oy.

Bluelift sorts out its UK distribution by appointing SkyKing.



June

Tony Blair stands down as UK prime minister after 10 years in the job. He is succeeded by Gordon Brown.

The London 2012 Olympics logo is unveiled and is instantly mauled by the public.



Tanfield, owner of UpRight, buys Snorkel for \$125 million and expands each brand's product range with a dual brand policy.



A blazing vehicle

packed with gas canisters was driven into the front of Glasgow airport's Terminal One building.

Another tower crane accident, this time in Croydon. The crane's operator was seriously injured and three men were trapped in the tower. The (HSE) discovered that the superstructure of the tower crane was not attached to the tower or the climbing frame.



Lavendon acquires Wizard Workspace - previously known as Independent Access Supplies with its fleet of 1,300 aerial lifts and nine depots. Andy Wright is appointed as overall head of Lavendon's UK businesses.



Haulotte appoints Phillip James as MD of Haulotte UK which includes UK Platforms.

Private Equity company 3i sells its interest in HSS to a group of investors led by Archie Norman, the ex MP and ex Asda CEO for about £310 million.

Outreach - the Palfinger distributor for Scotland and IPAF and ALLMI training centre - is acquired by its two senior managers Gary Potts and Derek Payne.

Hewden Stuart agrees to sell the business and assets, excluding real estate of its UK tool hire division to Speedy Hire for £115 million.

Power Lifting Services is appointed Böcker dealer in the UK for the truck and trailer mounted ranges of aluminium cranes.





Flooding continued for the third month with as many as 140,000 people in Gloucestershire cut off from water supplies and having to use bottled water.

Speedy Hire continues to expand by acquiring Waterford Hire in Ireland and employs Eugene Heather as its MD.

BBC correspondent Alan Johnston - kidnapped in Gaza on 12 March - was released.

J. Martin Benchoff the man that built Grove manufacturing into a worldwide crane and aerial lift manufacturer, dies at his home in Rouzerville near Waynesboro, Pennsylvania aged 80.

Roger Federer wins his fifth Wimbledon men's singles title equaling the modern-day record of Bjorn Borg.



July

The seventh and **final Harry Potter book** breaks sales records on both sides of the Atlantic, selling 11 million copies in its first 24 hours.



JLG announces a new European parts distribution centre next to its existing production facility in Aasmechelen, Belgium.

Liebherr adds a new 600 tonne lattice boom crawler crane - the LR 1600/2 - targeted at the wind turbine installation market.

Doosan buys Bobcat from Ingersoll Rand following several months of bidding.

Ray Ledger re-enters the access market by leading a Management Buy Out at Stoke-based Kimberly Access.



Manitowoc Crane Group acquires Shirke Construction Equipments of Pune, India, a leading player in the Indian tower crane market and a manufacturing partner for Potain since it acquired Richier in 1982.

Liebherr appoints Christoph Kleiner as a Geschäftsführer of Liebherr-Werk Echingen, responsible for worldwide sales.



August

Disaster strikes in the US state of Minnesota when a road bridge over the Mississippi collapses during evening rush-hour killing 13 people.

Thousands of people in the northern hemisphere witness a spectacular light show of shooting stars, known as the Perseid meteor shower.

Zenith Aerial Platforms - owned jointly by Mark Butler and Andy Ainsworth - takes delivery of the UK's largest truck mounted lift the Bronto S90HLA.



London Tower Service takes the first JLG 1230ES mast type lift in the UK, taking its fleet of JLG machines to more than 100 units.

Crowland Cranes confirms an order for the first 10 Zoomlion 30V truck mounted crane units.

Rise Hire orders 52 Versalift van mounted platforms worth £2.6 million and 14 new Landrover mounted booms from Gardner Denver.

Wire Rope Corporation of America, (WRCA) announces it is to acquire the entire business of German specialist wire rope company Casar.

Cramo forms a new joint venture in Russia with Moscow-based crane and access rental company Rentakran.

Potain ships its 1,000th GTMR 386 self erecting tower crane making it one of the most popular Potain self erectors ever.



Nationwide Skylift takes delivery of its first of five 37 metre Ruthmann T370 Truck mounted platforms part of its £4 million, 47 unit investment.

Yet another **Lavendon** acquisition sees the company snapping up **Higher Platforms** for a total of £8.9 million.

Elavation takes the first new **Skyjack boom** - an S45JT - to arrive in the UK. The booms are part of a 50 machine order.



September

The global credit crunch takes its toll on **Northern Rock** with customers queuing to take out their money.

Liebherr unveils its new HS 825 HD Litronic, a 40 tonne hydraulic duty cycle crawler claimed to be the most powerful in its segment.

The first **Niftylift HR21 Bi-energy** rough terrain articulated boom lifts are delivered to Dutch rental company HWS by Nifty's dealer Eurosupply.



Return to Haydock The first **Vertikal Days** event at Haydock Park - which featured numerous new products from more than 50 exhibitors - received a massive thumbs-up from visitors and exhibitors.

UpRight International the alloy tower company unveils a new corporate image and change in the company name to **Instant UpRight**



Terex Cranes opens a new distribution and sales centre in Helsingborg, Sweden to cover the Scandinavian region.

JCB's Loadall Telehandler business unit **wins** Queen's Award for International Trade.



A-Plant places a further £13 million worth of orders for new equipment including a wide range of JCB telehandlers.

Skyjack buys into telehandlers with the acquisition of **Carelift** and its Zoom boom range.

Skyjack purchases the assets of N-C Liftteknik AB, its Swedish distributor.

Wumag unveils its WT1000 at 102.5m the world's largest platform, at a special open day in Krefeld Germany and then at Europlatform in Basel.



City Lifting takes delivery of the first seven axle Spierings SK 2400- AT 7 mobile tower crane and the first Unic 706 mini crane in the UK.

Independent Parts and Service (IPS), the **UpRight** distributor for the UK and **Access Platform Sales (APS)** the Snorkel distributor, agrees to form a new company to sell the merged product range, with each company holding 50 percent of the equity.

IPAF reaches 250,000 active PAL (Powered Access Licence) card carriers.

Kranlyft announces a full two year warranty for its **Maeda** spider cranes.



Manitou launches the MT Privelege range of telehandlers with heights from 14 to 18 metres. Designed primarily for the construction sector.

October



South Africa defeat England 15-6 in the world cup final at Stade de France to add a second Webb Ellis Cup to the one they won as hosts in 1995.

Liebherr-Rental UK, appoints Paul Clark as general manager - managing director designate.

William O'Brien Junior purchases the 75 percent holding in **William O'Brien Plant Hire** that he did not already own.

Palfinger launches a new Hi Performance loader crane range at a major event in Bologna Italy.

Vertikal Press launches **Cranes&Access Russia** - distributed to 15,000 readers throughout Russia and the CIS states. **VertikalNet.ru** website goes live.

Potain adds a third and smallest model to its City Topless range - the MCT78.



Alimak Hek unveils its new modular mast climber system which allows a wide range of mast climbing work and transport platforms to be built from a small number of interchangeable modular components.

AFI-Uplift acquires **North East Access** the powered access rental company based in Hebburn, Tyne and Wear.

Link Belt appoints NRC as its crane distributor for the UK and Ireland. NRC already sells and services Hitachi Sumitomo crawler cranes.



Terex Demag hands over its new 3,200 tonne capacity CC8800-1 Twin - the world's largest mobile crawler crane - to its new owner Al Jaber.

Skylift Hire of Limerick celebrates 10 years in business and wins a national branding award.



Ainscough Crane Hire, announces the sale of the business to the existing management team headed by Neil Partridge, for £255 million.

MEC unveils its plans to develop a full line of boom lifts starting with a 40ft straight boom followed by a 45ft jibbed version.





Kobelco confirms its new 110 tonne capacity crawler crane - the CKE1100 - will be available from early next year.



Apple's much-hyped iPhone finally hits UK shelves.

All charges were dropped against **ES Access** operator John Whitfield in relation to the accident involving a train striking the platform of his Moog MB250 under-bridge unit in February this year.

United Rentals files a lawsuit against Cerberus Capital Management, for failing to go through with its acquisition of the world's largest rental company.

Potain secures its biggest single order ever through its UAE-based dealer and rental company, NFT placing an order for 208 cranes.

JLG Australia launches the LiftPod - a lightweight one-man portable lift that fills the gap between ladders and larger aerial work platforms for one-person lift applications.



Manitou unveils its Manitrac telehandler agricultural tractor.



Genie announces that it has produced more than 500, Z-45/25 articulating booms in Perugia, Italy since April and plans to start construction of a new facility in the USA next year.

Two computer discs holding the personal details of all families in the UK with a child under 16 go missing.

The Lavendon Group agrees the acquisition of Belgium-based DK rental along with its operations in Spain and France for £61.4 million.

Nationwide Access managing director Peter Whittall, announces he is leaving the company by mutual agreement.

Saez, changes its name to the Saez Group in preparation for a planned diversification including a range of telescopic handlers.

Haulotte opens its latest sales and service subsidiary, Haulotte Middle East FZE in the Dubai Airport Duty Free Zone.

AFI-UpLift acquires **Central Access**, the Newstead, Nottingham-based powered access rental and training specialist.

Niftylift Australia moves into new purpose-built premises in Tomago, near Newcastle, New South Wales.

December

Mantis Cranes teams up with UK crane company R & B Construction Logistics by taking a 30 percent investment in the Cambridge-based company.

IPAF announces new lift categories for its PAL card, effective from 1 January 2008.

Pakistani former Prime Minister Benazir Bhutto is assassinated in a suicide attack. A gunman shot her in the neck and set off a bomb.



Led Zeppelin re-form to play a one-off gig at the O2 Arena in London.

Bob Francis Crane Hire supplies equipment for the new cafeteria at the top of Mount Snowdon. At a height of 1085m, the steep terrain makes any construction difficult.

A J Access Platforms opens a new branch between Southampton and Portsmouth and a support office next to East Midlands Airport.

Palfinger takes over MBB Liftsystems - one of the leading suppliers of tail lifts. The deal is Palfinger's largest acquisition to date.



Aichi releases more details on its new products which include two new narrow aisle electric slab scissor lifts aimed at the international market and new 40/46 ft straight boom. It also has plans to start construction on a new production facility in the USA next year.

Sharon Winter, co-founder of Supa Scaffolding, wins the Everywoman Athena Award, for outstanding entrepreneurial success.

Steve Shaughnessy has been appointed as managing director of **Loxam UK**.

Wolffkran announces it is to build a new state-of-the-art 8,000 square metre production facility in Luckau, Brandenburg Germany.



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Ian Richardson, actor 72

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Martin Benchoff

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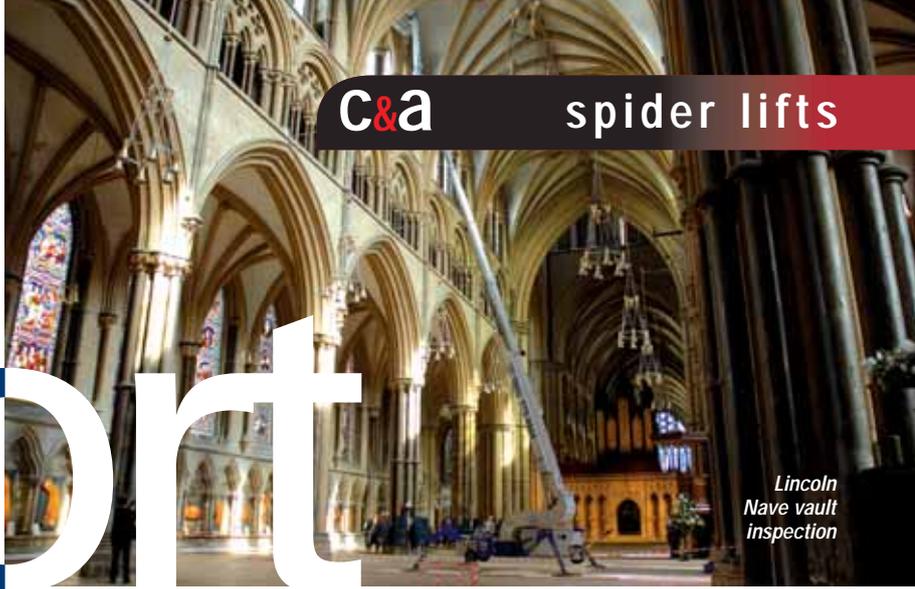
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last resort

C&a

spider lifts



Lincoln Nave vault inspection

25 years ago Max Access - or B&G crane sales as it was then known - introduced the first spider lifts into the UK when it started to import the original Falck Schmidt spider lifts from Denmark. Launched at the Haydock show in 1982, the new concept struggled given that powered access was still in its infancy and the spider machines were completely unknown and expensive.

In the 25 years since, the popularity of access equipment in general has soared, but it is only relatively recently that the spider platform has become widely accepted. To many they are still only used when everything else fails - a last resort rather than first option. But this is slowly changing as even the major hire companies are starting to add small numbers of the more popular sized units to their fleets.

British Aerospace at Broughton bought the first spider in the UK in 1982, the company having a specific need satisfied by the spider solution. That first deal was difficult with Max Access calling on Falck Schmidt to help bring the price down to an acceptable budget level for the client.



British Aerospace purchased the first spider in the UK in 1982

like a 'spider'. The brothers were struggling to find a solution of how to get good outrigger spread from an ultra-narrow access platform chassis. The story goes that the two were on holiday at the time, passing a rainy afternoon in their log cabin playing with paper clips when they came up with the solution. On returning to their

levelling capability with a variety of outrigger base dimensions.

The original machines were fitted with both wheeled and tracked chassis although today the vast majority are now fitted on tracks. A more popular version of the concept uses regular outrigger legs on smaller, tracked undercarriages. These now popular machines are simpler, cheaper and easier to operate. Straight booms tended to be used initially and these are still popular on the larger machines such as Omme and the larger Teupen units for example. The articulated boom is becoming increasingly popular, particularly on the smaller units giving excellent up and over capabilities as well as keeping the overall weight down.

In the late 1990's manufacturers such as Hinowa and Oil&Steel mounted small 10 and 12 metre articulated booms to the rubber tracked mini excavator chassis. The advantages included a narrow chassis - narrow enough to drive through a single door - and very low ground bearing pressure enabling it to cross a muddy lawn and set up on a slope. These are all highly desirable features allowing the spider platform to work in restricted or remote sites not accessible to other types of platforms.



This 23 metre straight boom Palazzani features a jib for increased versatility

Relatively high purchase prices still remain, particularly for the larger specialist spider platforms, but given their rise in popularity and the increase in manufacturers now producing machines, there is a very wide range of platform heights, technical features and prices.

But back to the basics and clarifying exactly what is meant by a spider lift. The original machine invented by the Falck Schmidt brothers was so called because of its four, two-section outrigger legs which when folded down and supporting the weight of the machine, makes the platform look

workshop, they not only found that the spider leg concept worked, providing a stable base from an 800mm wide chassis, but it also provided extreme



The leg configuration provides extreme levelling capability - and also the ability to unload itself from the transport vehicle

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One of the major players at the smaller end of the market is Hinowa

Recent entrant Bluelift is available in the UK from SkyKing.

set the design trend for this type of lift. Although Hinowa's machines are light in weight they have a solid reputation and appear to cope well with the rental environment.

One of the most recent entrants is Italian designed and built Bluelift with a range of superbly engineered products that stand out from the crowd. The company has decided to concentrate on higher specification models built in relatively small volumes. Last month the company opened a new 1,000 sq metre facility in Rimini with a further production area ready at the end of 2009. In the UK and Ireland the marque has been available from SkyKing since May of last year. Look out for a new 14 metre working height and seven metre outreach machine the company says it will

Over the past few years the number of companies producing such lifts has ballooned, as has the range of models produced by each company. So extensive is the range of products on offer worldwide that when it came time to draw up our comparison chart (see page 33) we were forced to edit the listing to those manufacturers who distribute products internationally.

In the UK there are now about 15 manufacturers offering 'spider' type machines but only one - Niftylift - manufactures in this country.

Estimates of the total UK/Ireland park is about 600 units of which perhaps more than 200 are Falck Schmidt with the remainder made up of machines from manufacturers such as Teupen, Omme, Hinowa, Oil&Steel, Palazzani and Niftylift with recent additions including Bluelift and CTE.

The most popular size of machine for hire has a working height of between 10 and 17 metres which covers the needs of most users. This sector of the market is dominated by Italian manufacturers thanks to their innovative design, wide product range and perhaps critical to rental companies, competitive pricing. There is a great similarity between many of the products on offer with 12 to 14 metre working height machines weighing in at around 1,400kg and 16 to 17 metre models with gross weights of around 2,000kg.

The major players at the small end are undoubtedly Hinowa followed by Oil&Steel both of which have



Italian manufacturers - including Oil&Steel shown - are popular choices in the 10-17 metre sector

be launching in May. The machine is said to be very compact, the same size as one of its 12 metre machines and will incorporate 'innovative structural and technological solutions'.

Another new entrant is CTE which has launched a 13 metre and a 17 metre model. In particular the 17 metre has been praised by



C&a

spider lifts

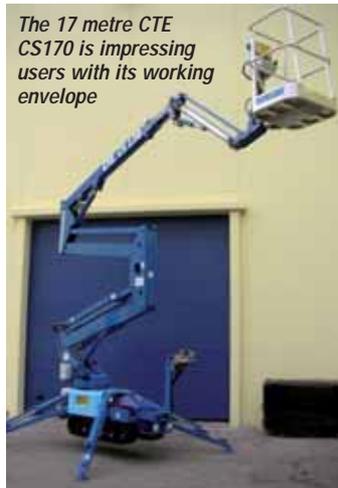
users for its working envelope, particularly at lower working heights.



As mentioned earlier, not only is Niftylift the only UK-based

Niftylift is the only UK-based spider manufacturer.

spider manufacturer but its three model range is also a little different. The company tends to be dismissive of its presence in this sector but quietly ships a sizeable number of units making it a significant supplier. Niftylift uses standard superstructures from its self propelled boom and trailer lift range. Its 12 metre model is, therefore, a few hundred kilos heavier than other lightest models on the market. Currently available in two versions - a narrow model that can retract its undercarriage to 780mm to pass through doorways and a more popular fixed chassis machine with an overall width of 1,100mm.



The 17 metre CTE CS170 is impressing users with its working envelope

The company believes that the popularity of the fixed machine is primarily due to its two man basket. It is still narrow enough for most applications and a fixed undercarriage is certainly simpler to own and operate. A narrow machine with a neatly designed retractable two man cage has been launched recently. In normal use the platform is extended, then when taking the machine through a narrow opening, the cage is rapidly retracted. About 20 seconds is all it takes thanks to a very neat over-centre mechanism which avoids any moving parts on the platform floor and provides an extended basket every bit as solid as the standard two man version. It will be interesting to see if this new design makes the narrow model more popular. The first unit off the line has been sold to local Milton Keynes company, Elavation.

Niftylift's retractable two man cage is quick and easy to operate.

Niftylift's 17 metre model is a bit of a beast, especially compared to its Italian competitors. The use of standard superstructures results in a long, and at more than 3,000kg, a heavy machine. So while it might be an ideal machine for rugged forestry work it is too bulky for many users. As a result the company is flirting with introducing a 15 metre model that offers more working height and outreach than its 12 metre models but is more compact than the 17 metre. Time will tell if this unit makes it to the open market.

At the top end of the spider lift market are the models built in Germany and Denmark plus a couple of specialised Italian producers. Teupen is exceptional in that it is one of a few companies to produce a full range from 12 metres up to 50 metres - currently the tallest model on the market. However due to the specialist materials and innovative features its machines are a good deal more expensive than those covered so far.



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This Worldlift Industries Falcon 370C shows how manoeuvrable big spider lifts can be

In spite of this they do have a strong following, obviously in its home market of Germany where specification and quality are the primary requirements, but also among the specialist hirers and end users in the UK. Users who clearly appreciate the features and build quality they offer. UK distributor Ranger Equipment says that the 15 metre Leo 15GT is one of its most popular models but the Leo 23GT is hard to beat for a machine that will do anything. The range is constantly being improved and two models have just been added - the 17.8 metre working height Leo 18GT and the Leo 25GT arriving this month.



The Omme 1930R

The telescopic boom Leo 25T has been completely redesigned and complements the articulating boomed Leo 23GT model that the arboriculture industry already knows so well. The main advantage of the telescopic boom is speed, which Teupen claims is much quicker to achieve maximum elevation than any articulating boom lift. The Leo 25GT also has a horizontal outreach of 15.50 metres, along with 25 metres working height. With a gross weight of 3,000kg, the unit can be towed behind a large 4x4 using a special Fortuna trailer which weighs just 450kg.

Teupen has also just shipped an unusual 12 metre model to the UK. The Leo 12T Arcade has been designed without outriggers

specifically for working on upper open floors in shopping centres. Strictly not a true spider lift this straight telescopic boom lift has dual slew rings, the first allows a short superstructure arm, roughly 1.5 metres long, to rotate by up to 100 degrees at a height of 1.39 metres with the main slew bearing attached to its end. The result is that the main boom can be swung out over the banister of an upper floor in a mall to reach a typical atrium dome.

The unit can be quickly reduced to an overall length less than three metres yet offers up to 8.6 metres working outreach. Its main benefit is that it can in some cases replace a much larger machine without taking up space on the ground floor.

Among the Danish producers is the originator of the concept, Falck Schmidt. Now part of Worldlift Industries which includes Denka, the company sits at the top of the market and tends to specialise in providing machines for high atriums. Even its largest models - available with either tracks or wheels - can fit through a standard door while its largest tracked machine is more than capable of traveling up an escalator!

The other Danish producer is Omme Lift, represented in the UK and Ireland by APS. While not the prettiest lifts to look at, they are much prized for their specifications, reliability and solid performance, not to mention competitive price. Omme has adopted the spider-type outriggers on all of its tracked machines and given them incredible leveling capability, possibly the best in the industry. For this reason they are a popular choice for working on inclines - from indoor ski slopes to multi-storey car park ramps.

The two Italian producers that manufacture a full product line include Palazzani - the first company

This Palazzani TSJ34-C is being used for the installation of cladding panels in an enclosed courtyard area having been lifted into position by the tower crane.

to introduce an alternative to the Falck Schmidt spider lift - and Platform Basket. In the early days the Danish company tried to protect its spider outrigger design from copiers. However its patent protection was obviously not all encompassing and could not prevent the classic design being imitated. Today it is widely used on both mini cranes and aerial lifts. Palazzani has been sold in the UK for some time with the largest fleet being owned by Universal Access in London, at one time the official importer. The range is now distributed in the UK by Tracked Access and offers machines from 19 to 48 metres on both tracks and wheels with or without telescopic jibs.



Terrain Scout R21.

Two models have been introduced recently - the Palazzani TSJ30/R with a wheeled chassis and the XTJ42/C which has been added to Tracked Access' rental fleet - reflecting the increasing demand for the larger spider machine.

With a 42 metre working height, the XTJ42/C has a telescopic fly boom, variable width tracked chassis, on-board generator and almost 20 metres of outreach.

The other producer is Platform Basket, which since it emerged under new ownership has decided to concentrate more on this type of lift. The company produces a range from 12 metres up to 30 metres and has incorporated some interesting design features, including a cranked outrigger leg, which while not quite offer the leveling ability of an original spider outrigger, it does offer more than a straight leg, particularly when combined with its pivoted track leveling system.

Traditionally spider lifts have been used for cleaning and maintenance particularly in shopping centres and for large atriums. However more and more are being used in facilities maintenance and construction - particularly with the increasing use of large pre-fabricated panels. The machine's ability to access and work in otherwise impossible situations means that it will always be in demand. Its taken 25 years, but the spider lift may well have broken its 'last resort' image and is now firmly becoming a mainstream option.



Platform Basket has a range from 12-30 metres



On the right track

Higher Access - based in Ramsbottom near Bury to the north of Manchester - is a relatively new company specialising in larger spider platforms. In just two years the company has grown steadily to its current fleet of 25 platforms.

Despite its relatively small size, the company is attracting many prestigious clients which it puts down to a combination of excellent service and wide range of modern, well-maintained equipment. Mark Darwin visited self-confessed 'spider platform anorak' and motorbike fanatic Lucy Ashburner to find out more.

Higher Access is a company punching well above its weight. Slick, professional brochures, the latest spider platforms for almost every



application, knowledgeable staff and good service all give the impression of a much larger company. However the company was started just two years ago by a family of powered access novices. "My father, Peter, was running a local double glazing business which used scaffold towers and the like, one day he saw a Teupen machine working and immediately spotted its potential," said Ashburner. "He was looking for a business opportunity and I had some money to invest after selling a house, so we ended up visiting Teupen dealer, Ranger Equipment and spent a day playing with a Teupen 15GT. We were both so impressed we spent £130,000

on three machines, two Leo 15GTs and one Leo 23GT."

At this point, they still had not fully researched the market but rapidly built-up a customer database

and organised brochures and mailshots. "Our first few customers told us they liked the fact that the equipment was new, clean, arrived at the specified time, was well-maintained and if there was

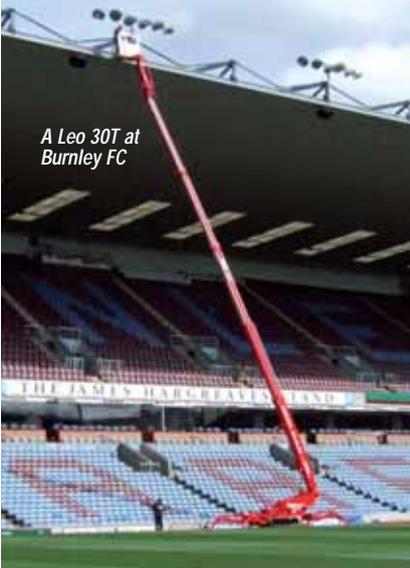
a problem, was sorted the same day," said Ashburner. "We have tried to maintain this philosophy as we have grown."



A Leo 26T

nifty lift

self-propelled • trailer mounted • vehicle mounted • track mounted



A Leo 30T at Burnley FC

she says. "For all non-operated machines we insist that operators have an IPAF card.

Prior to starting Higher Access, Ashburner was a store manager for B&Q in Bolton but was fed-up with not 'having a life'. "Hours may be longer in the access industry and it is more stressful but it is worth it because it is ours," she says. "I love it, its brilliant."

As the company has grown the range of equipment has expanded. "The Teupen machines are undoubtedly the best built machines on the market," she says, "but they are



The CTE Z20E used for the Guttering Servicing company.

expensive and there are gaps in the range. It is all about having the right machine for the job. I have probably looked at and tried every spider machine available in the UK so the machines we offer suit all applications and pockets."

Ashburner runs the rental operation while her father provides the service cover and mum, Ruth, does the accounts. The company is currently looking for two more staff - an office manager to free Ashburner up for customer visits and more selling time, and a driver/engineer to help maintain service levels.

Although a relative novice Ashburner is a self-confessed spider anorak. She has a total 'hands-on' approach and likes to operate and know the machines inside out before hiring them out. "These are quite complicated machines so you can't just drop them off on site like other equipment,"

spider lifts

Higher Access now has two Omme units - a 2200 and a 2600 - which she says are fast, solid and workmanlike - popular with builders and tree surgeons and thanks to a lower purchase price, have lower rental rates. The company is also experimenting with a small number of non spider platforms in order to offer a wider service to existing customers, these include JLG 3246ES scissors and a CTE Z20E truck mounted platform.

Ashburner admits to a lack of tolerance with suppliers who let her down. She says that she was disappointed when the CTE Z20E arrived five months late and in the wrong colour and was therefore very reluctant to even look at the company's 13.5 metre and 17 metre spider lifts. She is though very glad she did. "The working envelope of the 17 metre CS170 is fantastic, particularly low down where it has four to five metres outreach," she said. "Its small footprint is also impressive." Three more CTE lifts are currently on order, a 13.5 metre and two 17 metre machines - scheduled for February and March delivery.



The truck mounted platform is kept very busy.

The company is also on the verge of ordering some 12,19 and 20ft scissor lifts but intends to remain a spider platform specialist. "We are currently talking with Ranger about a 50 metre Leo 50 GT, currently the highest spider platform available," says Ashburner.

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spider lifts



The Omme 2200RBD copes well on steep slopes

"This will hopefully be added to the fleet later in the year and although it is a huge investment for us I think it's the right step as a spider specialist."

Based to the north of Manchester just off the M66 motorway, the company services the North of England, concerns about service quality limits rentals further afield, although it says that the equipment it has is very reliable.

"The Teupen machines had a few niggles - mainly electrical - in the first months but once sorted are very reliable," says Ashburner. "The Omme machines have been totally problem free, but not being articulated

do not have the up and over capability but do have great outreach."

So what does Higher Access look for in a spider platform?

"Build quality, stability and ease of use are the three main areas that we focus on," she says. "All platforms on hire have to be built to last and cope with the general abuse meted out on site. They have to be easy to operate and be stable throughout the working envelope. If it takes me a while to work out the controls, just imagine how difficult it is for occasional hirers. If the machine feels unstable we will not have it in the fleet."

"Spider platforms are becoming more popular but some will only use them when all else fails, they are viewed as the last resort rather than an option," said Ashburner. "We recently had a painting company who rang us regarding a painting contract above a stairwell in large corporate offices in Leeds. They had already tried three self propelled booms but in the process had knocked a door off its hinges, damaged a pane of glass and broken several floor tiles. We supplied a Teupen GT23 which drove straight

into the building and in six hours had completed the job with no damage. The hire rate is probably double that of the self propelled, but the job was done quickly, efficiently and without damage. And had they come to us first the job would have been done cheaper as well."

So what would be the ideal machine?

"One manufacturer did ask us to help them with ideas for a new project, from our point of view, the ideal machine would be an articulated unit with a working height of 30 metres, weighing less than five tonnes at a reasonable price."

The company has also started a Gutter Servicing company using its 20 metre truck mounted CTE Z20E. Although only publicised through its website, since the end of October it has had two months solid work. "It utilises existing equipment and we can offer a competitive half and day rate," says Ashburner.

And what of the future?

By remaining a specialist and avoiding direct competition it obtains work from the big rental companies. "Future plans include opening another depot and doubling the size of the fleet over the next three years."

"We have now sorted out the working hours to a sensible level so I don't need to do too many long weekends which leaves time for my new hobby - riding a motorbike. I passed my test a few months ago but would like to replace my Honda VFR 400 with a Ducati 749 in the spring - for track days and to tour round Europe. With Lucy Ashburner in the driving seat I'm sure it will have to get used to life in the fast lane."



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Make /Model	Max working ht	Max outreach	transport size lwxwxh	working outrigger spread lwxw	Max basket cap kg	Weight kg
Bluelift C12/6.5	12.00	6.50	4.15 x 0.78* x 2.00	2.60 x 2.60	120	1500
Bluelift C12/6.5H	12.00	6.50	4.15 x 0.78* x 2.15	3.22 x 3.22	200	1550
Bluelift C12/6.5HB	12.00	6.50	4.15 x 0.78* x 2.00	2.60 x 2.60	200	1920
Bluelift C16/5.8	16.00	5.80	5.00 x 1.10 x 2.00	2.50 x 2.50	200	2050
Bluelift C18/8	18.00	8.30	5.05 x 1.1 x 2.00	2.65 x 2.65	200	2350
Bluelift C21/11	21.00	11.00	5.30 x 1.1 x 2.25	4.00 x 4.00 max	200	3700
Bluelift SA16 compact	16.00	8.30	4.37 x 0.78* x 2.00	3.00 x 3.00	200	2150
Cela Spyder 120	12.20	6.80	3.83 x 0.90 x 1.98		200	
Cela Spyder 150	15.00	8.50	4.80 x 1.20 x 2.05		200	
Cela Spyder 230 (S)	23.00	11.00	6.00 x 1.30 x 2.10		200	
Cela Spyder 260 (S)	26.00	11.00	6.30 x 1.30 x 2.18		200	4200
Cela Spyder 300 (S)	30.00	16.50	7.37 x 1.50 x 2.33		200	7300
Cela Spyder 380 (S)	38.00	14.00	7.25 x 1.70 x 2.50		200	10000
CTE CS135	13.30	7.00	3.76 x 0.78 x 1.99	2.60 x 2.60	200	1450
CTE CS170	17.00	7.50	4.25 x 0.80 x 2.00	2.83 x 2.85	200	2000
Hinowa Goldlift 14.70	14.00	7.00	3.98 x 0.78 x 1.98	3.00 x 3.00	200	1700
Hinowa Goldlift 8.35	8.00	3.50	3.49 x 0.76 x 1.75	2.15 x 1.85	120	750
Hinowa Lightlift 14.72	13.90	6.76	4.02 x 0.79 x 2.07	2.87 x 2.91	200	1350
Hinowa Lightlift 19.65	18.80	6.40	4.45 x 0.79 x 1.98	2.89 x 2.89	200	2080
Leader Jumper 160	16.00	7.00			200	
Leguan 110	11.00	5.35	3.85* x 1.12 x 1.70	2.80 x 3.00	200	1450
Leguan 125	12.50	6.30	4.40* x 1.12 x 1.80	3.00 x 3.30	200	1650
Lionlift GS12-07	12.50	6.50	3.90 x 0.89 x 1.98		200	1500
Lionlift GS15-07	15.00	7.00	5.18 x 0.98* x 2.15		200	1900
Lionlift GS15-09	15.00	8.80	4.7/5.4 x 0.90 x 1.95/2.30		200	1900
Lionlift GS18-11 (S)	18.50	10.50	4.80 x 0.90 x 1.98		200	2600
Nifty TD120T	12.20	6.10	3.95 x 1.10 x 1.90	x 3.55	200	1800
Nifty TD120TN	12.20	6.10	3.95 x 0.75-1.15 x 1.90	x 3.00	120	1770
Nifty TD170	17.10	8.70	5.60 x 1.85 x 2.10	x 4.40	200	3090
Nifty TD90	9.70	5.60	3.70 x 0.75 x 1.90	x 2.10	120	850
Oil & Steel Octopussy 10	10.00	5.00	3.98 x 0.78 x 1.76	2.10 x 2.10	120	1385
Oil & Steel Octopussy 108 twin	10.00	5.00	3.98 x 0.78 x 1.76	2.10 x 2.10	200	1410
Oil & Steel Octopussy 12	12.00	6.80	3.98 x 0.78 x 2.18	2.80 x 2.80	120	1500
Oil & Steel Octopussy 1210 twin	12.00	6.80	3.98 x 0.78 x 1.96	2.50 x 2.50	200	1540
Oil & Steel Octopussy 14	14.00	6.40	4.00 x 0.78 x 2.18	2.80 x 2.80	120	1600
Oil & Steel Octopussy 1412 twin	14.00	6.40	4.00 x 0.78 x 1.96	2.50 x 2.50	200	1630
Oil & Steel Octopussy 1690	15.30	9.00	4.80 x 1.15 x 2.30	3.25 x 3.25	200	2800
Oil & Steel Octopussy 17	17.00	6.80	4.40 x 0.78 x 2.00	2.50 x 2.50	120	1965
Oil & Steel Octopussy 1715 twin	17.00	6.80	4.40 x 0.78 x 2.00	2.50 x 2.50	200	1980
Oil & Steel Octopussy 2190	21.00	9.00	5.20 x 1.15 x 2.45	3.55 x 3.55	200	3100
Oil & Steel Octopussy 2714 (S)	27.00	14.00	6.45 x 1.65 x 2.16		200	6000
Omme 1750	17.20	10.40	5.80 x 1.10 x 1.99	4.25 x 3.45	200	2800
Omme 1930	19.10	10.20	5.90 x 1.10 x 2.07	4.25 x 3.45	200	3150
Omme 1950R	19.30	11.70	6.30 x 1.10 x 1.99	4.25 x 3.45	200	2880
Omme 2200R	21.80	12.20	6.40 x 1.10 x 0.99	4.25 x 3.45	200	3000
Omme 2600R	25.60	12.60	7.20 x 1.10 x 0.99	4.25 x 3.45	200	3500
Omme 3000R	29.70	12.60	8.00 x 1.10 x 1.99	4.25 x 3.45	200	
Palazzani Ragano TSJ 19	19.00	10.00	5.70 x 0.98 x 1.98	variable	200	2950
Palazzani Ragano TSJ23	23.00	12.00	5.90 x 0.98-1.30 x 1.98	variable	200	3500
Palazzani Ragano TSJ30	30.00	15.00	6.70 x 1.50 x 2.29	variable	200	6000
Palazzani Ragano TSJ34	34.00	15.00	7.50 x 1.50 x 2.35	variable	200	6500
Palazzani Ragano TSJ39	39.00	16.00	7.75 x 1.50 x 2.42	variable	200	7800
Palazzani Ragano XTJ30 (S)	30.00	14.00	7.50 x 1.50 x 2.35	variable	200	6500
Palazzani Ragano XTJ35 (S)	35.00	16.00	7.75 x 1.50 x 2.42	variable	200	7800
Palazzani Ragano XTJ42 (S)	42.00	17.00	8.20 x 1.37-1.80 x 2.31	variable	200	10480
Palazzani Ragano XTJ48 (S)	49.00	18.00	8.68 x 8.70 x 1.45-1.90 x 2.48	variable	200	13200
Platform Basket Spider 12A	12.20	6.50	3.36* x 0.85 x 1.99	2.69 x 2.69	200	1650
Platform Basket Spider 15.75	15.00	8.50	4.25* x 0.78* x 1.93	3.65 x 3.01	200	1850
Platform Basket Spider 150A	15.00	8.70	4.50* x 0.96 x 2.40	3.85 x 3.85	200	2000
Platform Basket Spider 18 (S)	18.00	10.00	4.98* x 0.98 x 1.99	3.66 x 3.66	200	2850
Platform Basket Spider 18.75	18.00	8.50	4.25* x 0.78* x 1.93	3.66 x 3.01	200	2200
Platform Basket Spider 25 (S)	25.00	14.00	6.09 x 1.40 x 2.05	4.80 x 4.00	200	5000
Platform Basket Spider 30 (S)	30.00	14.00	6.76 x 1.40 x 2.08	4.80 x 4.00	200	6200
Socage Navaho DA22	22.30	11.50	5.58 x 1.20 x 2.26	** x 4.30	200	2850
Socage Navaho DAJ17 (S)	16.60	7.50	4.31 x 0.79 x 1.99	** x 3.00	200	1900
Terrain Scout R14 (Italmec)	14.00	6.50	4.01 x 0.78 x 1.99	2.70 x 2.70	200	1690
Terrain Scout R16 (Italmec)	16.00	6.50	4.06 x 0.78 x 1.99	2.70 x 2.70	200	1780
Terrain Scout R19 (Italmec)	19.00	12.00	5.17 x 0.89 x 1.99	3.95 x 3.95	200	2900
Terrain Scout R20 (Italmec)	20.00	11.50	6.10 x 0.89 x 1.97	3.95 x 3.95	200	2950
Terrain Scout R21 (Italmec)	21.00	12.00	5.45 x 0.89 x 1.97	3.95 x 3.95	200	2950
Terrain Scout S160 (Italmec)	16.00	8.00			200	
Teupen Leo 12G	12.10	5.60	4.71 x 0.78 x 1.99	2.65	200	1650
Teupen Leo 15GT	14.90	6.40	3.99* x 0.78 x 1.99	2.65	200	1850
Teupen Leo 18GT	16.00	6.95	5.75 x 0.94 x 1.98	2.92	200	2100
Teupen Leo 19T	18.80	11.30	5.90 x 1.49 x 1.99	4.19	200	2700
Teupen Leo 22T	22.00	14.50	7.25 x 1.78 x 1.95	4.34 max, 2.61 min	200	2600
Teupen Leo 23GT	23.00	11.20	6.20 x 0.98 x 1.98	4.10 max, 2.30 min	200	3000
Teupen Leo 23T	22.50	11.30	6.10 x 1.49 x 1.98	4.19	200	2900
Teupen Leo 25T	25.00	15.50	7.20 x 1.78 x 1.98	4.34 max, 2.61 min	200	2980
Teupen Leo 26T	26.00	13.00	6.30 x 1.58 x 1.98	4.34 max, 3.0 min	200	3450
Teupen Leo 30T	30.00	15.70	7.20 x 1.58 x 1.98	4.34 max, 3.0 min	200	4200
Teupen Leo 36T	35.50	15.20	8.10 x 1.58 x 1.98	4.34 max, 3.46 min	200	4800
Teupen Leo 50GT	50.00	18.00	8.30 x 1.58 x 1.98	5.01 max, 3.76 min	200	13400
Worldlift Industries Falcon FS290C	29.00	13.00	6.30 x 1.50 x 2.30	4.60 x 4.60	200	5100
Worldlift Industries Falcon FS320C	32.00	14.50	6.30 x 1.50 x 2.30	4.60 x 4.60	200	5450
Worldlift Industries Falcon FS370C	37.00	16.00	8.10 x 1.20 x 2.10		200	8000
Worldlift Industries Falcon FS420C	42.00	16.00	8.25 x 1.20 x 2.10		200	8700

(S) = pantograph outriggers Recently introduced models *without basket



Pump up the volume

Premier league club Tottenham Hotspur FC is planning to upgrade its comprehensive sound system at its White Hart Lane ground in North London. The first phase of the work requires exploratory work to be carried out on one of 16 existing high level bass speakers located around the ground.

Unfortunately, there is very little space around the edge of the pitch to move and set-up a suitable access platform, but specialist hire company MBS Tracked Access of Braintree in Essex felt that, with a bit of planning, it would be possible to negotiate a Teupen machine into a suitable position from which to elevate an engineer to the required 22 metre height.

A 1.58 metre wide Teupen Leo 36T tracked access platform was carefully tracked along the pitch-side pathway to the desired spot and onto a double layer of 25 mm ply sheets to provide maximum surface protection. Then, with some front row seats removed, it was possible to safely position the four stabiliser legs using suitable spreader plates and blocks, after running the machine up a ramp made from sleepers in order to clear the vertical side boarding.

The rubber tracked undercarriage Leo 36T exerts a ground bearing pressure of just 6.4 N per cm making it ideal for traversing soft or delicate surfaces. Once in position, the machine offers a maximum working height of 35.5 metres with an outreach of up to 15.2 metres.

In addition, the Leo 36T features a 'fuzzy logic' control system which provides ultra-smooth movements and high levels of operator confidence which, on the Tottenham job, enabled very precise positioning of the basket to allow the engineer to safely remove the speaker.

Where is it all going?



The tower crane was originally a Franco German concept, gathering pace in both France and Germany after the Second World War and then spreading to Italy and Spain and then gradually further afield. It is only relatively recently that the UK and Ireland or even the USA has seen a significant trend towards this type of lifting equipment. With every spare space in urban areas being developed we can expect this trend to gather pace with tower cranes replacing a good deal of the work previously carried out by mobile cranes on these shores.

With this late but enthusiastic adoption of the tower crane, buyers and users are faced with a wide and ever increasing choice of products, from traditional saddle jibs, to flat tops, luffers, climbers, folding or telescopic self erectors, city cranes and mobile truck mounted models. Add to this the intense focus on tower cranes that a few high profile accidents has caused and it is hard to sort the trend from the aberration.

Regulation

One thing is for sure - a very strong trend is the increasing move towards tighter regulation, which if not handled sensibly could make this very efficient and fundamentally safe form of lifting, bureaucratic and expensive. Being so visible, tower cranes tend to be one of the few items of construction plant that

'Joe Public' can easily identify. With every city skyline dominated by the equipment, it is hard not to notice them. For many they are seen as an economic indicator, the sign of a good economy and a buoyant construction industry.

But all is not sweetness and light for tower cranes - not just in the UK but also in North America. The main problem is the increased - or



Small self-erectors such as this Vanson VC15 are ideal on single or double unit houses and small factory buildings

perceived increase - frequency of tower crane accidents. Unfortunately, when a tower crane has a significant accident, it tends to be spectacularly visible and very messy.

Statistics if available, would probably show that pro rata, there are no more accidents than previously - there are just that many more cranes currently in operation. Add this to 'instant global news', a very visible and therefore newsworthy item such as a tower crane and the recent spate of accidents looks like an epidemic. This has led to an almost vigilante style persecution to totally eradicate accidents.

But why are there any accidents when there is so much HSE and industry interest in them? Paul Phillips of Tower Crane Specialists and currently chair of the CPA tower crane interest group, believes that there is more than enough information covering the safe erection, use, maintenance and dismantling of cranes, but no-one appears bothered to either read it or take note of what it says.

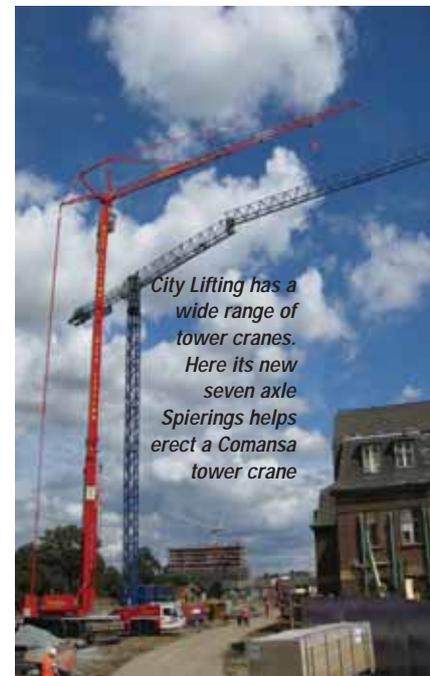
"Too many people think driving and erecting a tower crane is a doddle," he says.

Perhaps contractors and hirers are too busy, under impossible deadlines to complete the work to let staff have time off attend on training courses. This is certainly backed by the undersubscribed CITB courses.

With the public, HSE and government seriously looking at the tower crane sector, it needs to get its own house in order sooner rather than later. Or we might end up like Miami-Dade County, Florida in the USA where sweeping new rules may soon govern the use of cranes, mast climbers and hoists. And failure to comply could result in revoking the building permit and shutting down the entire site.

This 'extreme' state of affairs was brought about following 14 crane-related fatalities in South Florida in the first five months of 2006, matching the total of the whole of 2005.

The proposed rules cover operator certification, the appointment of independent inspectors for cranes and hoists, the mandatory testing of the equipment as often as every 90 days and an approval process prior to such equipment being erected. No half measures here then and perhaps surprising given that they



City Lifting has a wide range of tower cranes. Here its new seven axle Spierings helps erect a Comansa tower crane

were drawn up by a committee is largely made up of employees from major contractors and crane rental companies. These stringent proposals leave the crane owner/user with very little room to manoeuvre and facing enormously increased costs.

Spurious parts

Another worrying trend is the reported increase in counterfeit tower crane replacement parts, which may have reduced tensile strength, impact toughness and inadequate weld joints. Until recently, most spurious tower crane components have been produced in Asia - mainly China and Korea - but with counterfeit parts production growing in Europe, the potential for a problem is growing.

"Some counterfeit components are easy to spot but some even the manufacturer has difficulty identifying," says Christoph Schneider, tower crane project manager for Liebherr. "We believe that using these parts may result in the collapse of a tower crane." Liebherr is one manufacturer that has carried out extensive tests on counterfeit components using university and material test labs. It found that most components are dimensionally and visually quite accurate however the lesser quality of the material did not meet the minimum static safety requirements.

"Yield points in tensile tests are significantly below what is required and the low temperature tests showed many unsuitable for work in cold weather becoming very brittle," adds Schneider.

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The Group



Chinese manufacturers are making inroads into Europe and the UK

Weld quality was another area of concern. Weld joints, particularly on transverse connections were found not to be up to standard and in some cases only 50 percent of the transfer cross-section was present.

"When the crane is in operation, the crane torque causes high levels of stress which in poor quality components can lead to cracks. If this was to go unnoticed for too



Any tower crane accident is instantly global news

long, it could result in the complete destruction of the transverse connections and cause the crane to overturn." Great - all the industry needs at this point in time.

Another trend is towards additional electronic aids, particularly anti-collision devices. Mandatory in France they may be helpful on busy, multi-crane sites, when tower cranes overlap but would not have prevented most of the recent 'high-profile' accidents. They might though save what is believed to be a high number of near misses which might otherwise cause the 'next accident'.

Finding people

With such demand for tower cranes, finding good, experienced operators and fitters is a major headache and perhaps at the root of the safety problems?

Tower crane manufacturers have helped by designing cranes that are easier to erect and operate. But the growing range of equipment - needed to cope with all types of construction - from all over the world means that most fleets are very mixed.

City, flat top tower, saddle jib, luffing jib, self erecting, mini and truck mounted - all have their own particular use required by differing markets. Speed of construction is of the essence and with more and more developments using congested, brown-field sites, contractors over the last five to seven years have been seriously looking at small self erecting tower cranes. This is partly due to a change in attitude to how we build, helped by the HSE's wish to reduce site traffic and therefore accidents from equipment such as telehandlers. Remote controls allow the operator to stay

with the load, positioning it with more precision and therefore safety. It also allows materials to be centralised resulting in easier and safer site deliveries.

Their popularity is also increasing because they are becoming easier to source with a huge increase in the number of companies offering them for hire, the realisation that the right crane can save a significant amount of time and money through increased productivity and cost a lot less per month than bringing a mobile crane in every week. The crane is also always on hand when needed. Unlike builders in Germany

or France most users in the UK and Ireland rent a self erector rather than own it and will not attempt to erect the crane themselves. Electric supply to the crane is also a major consideration but generators are increasingly used which simplifies the problem.

Self erector or compact city

Given that almost all self erectors are set up by the rental company, there is an increasing trend towards the small city crane for small sites. Companies such as City Lifting offer a fixed price to put up one of its small Comansa top slewers thanks to their easy transport and ability to erect them with a 50 to 70 tonne mobile crane. Manitowoc UK also confirms that sales of these smaller top slewers is one of its fastest growing products. The advantage is not only a simpler crane, but in the case where the developer has not taken the interference of tall trees into consideration, an extra tower section will usually solve the problem where a folding self erector cannot be adapted. In the case where poor planning results in the crane becoming blocked in by the new building it is not an issue for a city crane, while making this mistake with a one-piece self erector will be costly.

This same trend has seen a rapid adoption of the Jost hydraulic luffing tower cranes thanks to their easy erection and simple set up, not to mention easier jib stowage to prevent oversailing. This trespassing into the air space of an adjoining property is a significant issue in the UK and a problem on some sites for the larger self erectors. The number of cranes that have been severely

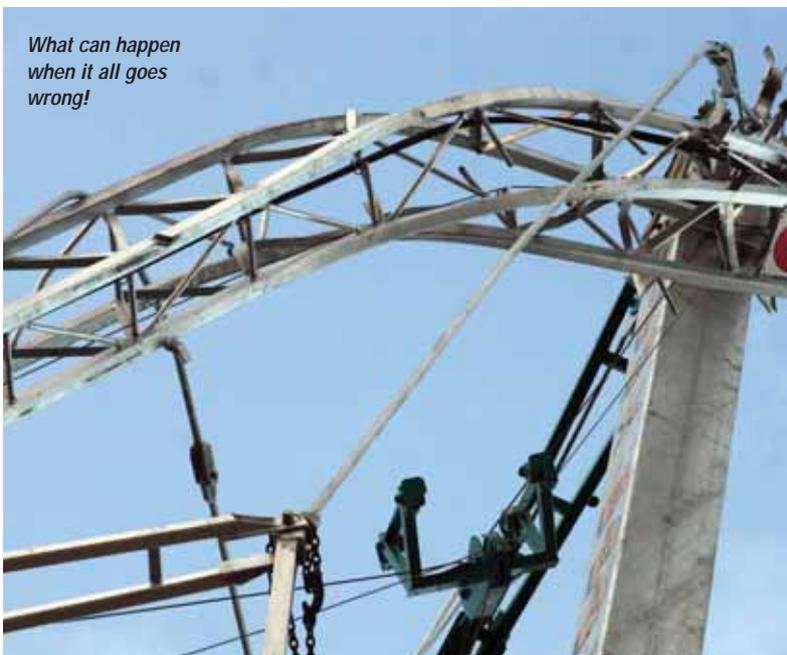
There has been a rapid adoption of Jost hydraulic luffing tower cranes



damaged through an operator folding the jib when the wind is too high or when the hoist trolley is not in the correct position is exceptionally high in the UK. The HSE says that most of its regions have now investigated one or more such accidents, fortunately few if any have resulted in serious injuries.

At the smaller end self erectors such as the Vanson Cranes VC15 are proving ideal for placing roof slates, trusses, tiles and blocks single or double unit houses or small factory buildings. With a capacity of 1.5 tonnes at a radius of seven metres or 600kg to 15 metres, both at 15 metres high they are growing in popularity. Gone are guys climbing up and down ladders carrying materials.

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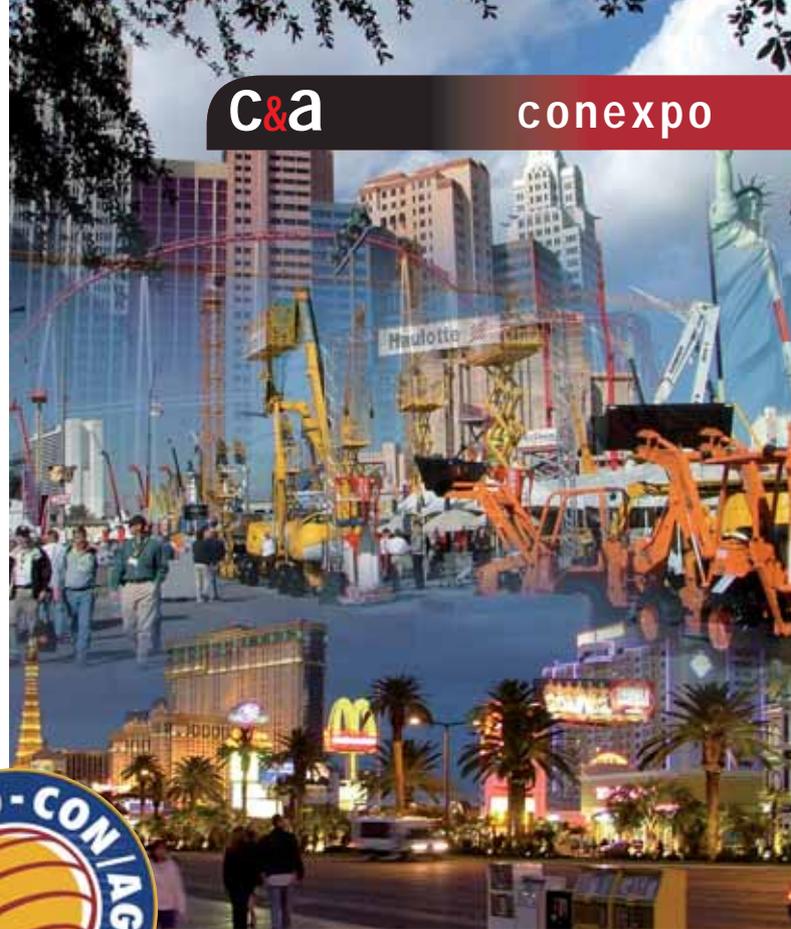
March will be here before we know it and once again its time for the big American construction equipment show. With more than 2,000 exhibitor stands and 125,000 visitors expected, Conexpo 2008 will, without question, be this year's big international event for those interested in construction related machinery. Lifting equipment will certainly be out in force and Cranes&Access will be among the exhibitors. Here is our guide to the show and some of the highlights to look out for. If you are planning a visit make sure you get your hands on a copy of Vertikal Conexpo the definitive guide to all of the lifting equipment at the big show.

While Conexpo now looks like a bit of a minnow alongside the ever expanding Bauma exhibition in Munich, it remains one of the world's great shows. For many of the largest equipment producers - Caterpillar, Terex, Manitowoc and JLG - this is their home show and therefore of special importance. Certainly all of the world's big crane makers will be out in force as well as all the big aerial lift manufacturers. There will also be plenty of telescopic handlers on display, although the majority will be very different from the products that we are used to in Europe. While the focus of many of these company's will be to launch new models on their home market, they will of course still use Conexpo to unveil new models for the world market. Manufacturers from Europe and Asia will be out to impress local buyers and dealers in what is still the biggest and most influential equipment market in the world. While new products, methods and ideas is the core aim of this show,

this is also an event to meet and spend time with manufacturers, rental companies and a wide variety of industry personalities.

Viva Las Vegas

Las Vegas in early March can be chilly, it has even been known to snow! But it is most likely to be nice and sunny with a dry desert climate - possibly even hot, just the ticket after a cold wet dank northern European winter. As if the people, equipment and the climate are not enough - this of course the entertainment capital of the world. Las Vegas is crass, brash, loud and crowded, but no-one can do a big extravaganza of a show like Las Vegas or attract so many of the world's biggest entertainers. It also boasts some fantastic restaurants to suit any taste from three star Michelin to 'pile it high' as much as you can eat buffets. Many of its hotels are tourist attractions in their own right. If you have not been before Las Vegas is true



c&a

conexpo



stop-and-stare land and we have not even mentioned gambling - sorry gaming. No matter what game of chance you like to play you will find it in Vegas from slot machines to poker.

Add to all this some great golf courses and amazing tourist attractions such as the Grand Canyon and Hoover Dam and hopefully you are already packing your bags?

Down to business

So who and what will you see at this year's Conexpo? In the following pages we list all of the lifting and associated exhibitors and highlight some of the key new products to expect. At this stage many companies have yet to release information so look out for Vertikal Conexpo, which goes to press just before the show.

Some basic information

Dates: March 11th to 15th
Show times: 9:00 till 17:00 (15:00 on 15th)
Venue: Las Vegas Convention Centre

How to get there

There are some direct flights from Europe but most flights need a transfer through Chicago, Washington DC, Philadelphia, New York or Denver. Best winter connections are via Los Angeles, San Francisco or Dallas - avoid the snow belt if you can!) Save money and buy an all-in, short vacation package. Flights and hotels

can come out less than the regular cost of the flight alone and stay on over the Saturday night to get the best deal.

If you have a problem finding a vacation package from Europe use the Conexpo web site and official travel agents. www.conexpoconagg.com or go to the events guide on www.vertikal.net

Once in Las Vegas

Shuttle bus - free buses run regularly in the morning and evening to and from most big hotels.



The Monorail - now extended links from most big hotels to the show.

A regular bus runs down the strip stopping at most hotels and the convention centre.

Taxi - Expensive, rude - probably the least attractive option on offer - take the bus!

Restaurants: Pick up a copy of Vertikal Conexpo at stand S-555 and check out our guide to our favourite eating places.





Falck Schmidt at Caesars Palace

Access

Mobile powered access

Altec Industries	G-270	Gold
Böcker	S-614-4	Silver
Bil-Jax	S-8417	Silver
Bravi Platforms	B-933	Blue
Custom Equipment	B-955	Blue
Elliot Equipment	G248	Gold
Genie/terex	G-200	Gold
Haulotte	G-236	Gold
Hinowa	S-16200/B-962	Silver/Blue
Hydra	G-324	Gold
Italmecc Manlifts	C-7107	Central
JLG	G-170	Gold
Loeering	C-5796	Central
Manitou	G-195	Gold
MEC	B-959	Blue
PM/Oil & Steel	RL-43033	
ReachMaster	B-962	Blue
Skyjack	B-958	Blue
Snorkel	B-117	Gold
Time Condor Versalift	B-957	Blue
UpRight	G-117	Gold
Versalift	B-957	Blue
Worldlift	B-962	Blue

Access highlights

The most striking new access products at the show are likely to be boom lifts from Haulotte, Skyjack, MEC and Bil-Jax. Haulotte is looking to

impress with its radically new 80ft platform height H28TJ straight boom with five metre telescopic jib. The new model is relatively compact, has a big capacity, big outreach and big basket and must surely be a contender for best new access product of the show?

Haulotte H28TJ

Next stop has to be the Skyjack stand, the company will be unveiling its latest boom models, both straight booms in the 60ft class, the 66ft platform height SJ66T sports an articulating jib, while the 61ft SJ61T does not. Aside from the jib the two units are almost identical, and will build on the characteristic of rugged simplicity established with its SJ40T/45JT models.

Staying with straight booms the next stop has to be MEC, the California based producer of scissor lifts and telehandlers which is unveiling its first boom lift, the M40-T a 40/45ft platform height straight telescopic - jib/no jib range. The man behind the MEC Booms is 20 year Genie veteran Steve Citron, which probably explains why the artist's impressions bear a resemblance to the blue and grey machines from Redmond.



MEC boom

Bil-Jax is launching further models in its self propelled X-Boom range. For many this will be the first chance to see the 36ft platform height 36XT, while the 45ft 45XA is new for the show. The X booms feature straight telescopic booms, 4x4 drive, 45 percent gradeability and

extremely low gross weights - just over 2,000 kg for the 45ft. Bil-Jax says that outrigger set up takes just 30 seconds.

The new Bil-Jax 45XA



The new Skyjack booms will build on the SJ45T concept



Genie is not promising major new product launches for Conexpo but will show its S60/65 TraX crawler



Genie TraX

boom lifts developed with Loeering, now a part of the Terex family. It may well also surprise with a new Runabout mini lift?

JLG is also not promising any aerial lift revelations at Conexpo, but do look at the ES range, including the 1230ES which will sport a good number of enhancements and improvements.



JLG 1230ES

Snorkel/UpRight Most products on the stand will be sporting Snorkel livery. This is one of the first chances to see the merged product line up. Look out for the UpRight Speed Level which has been updated with a number of detailed improvements. The group is also launching its Aerial based TL37 and TL49K trailer lifts in North America under the UpRight brand.



Snorkel Speed Level

Mast climbers and hoists

Alimak Hek	G-336	Gold
Avro Hoist Company	B-905A	Blue
Baoda Engineering	B-920	Blue
Machinery/SBU Hoist		
Böcker	S-614-4	Silver
Camac	G192	Gold
Columbus McKinnon	S-11155	Silver
Fraco	GP-50439	
Harrington Hoists	C-4255	Central
Hydro Mobile	RL-42001	
Scanclimber/Scaninter	B-977	Blue
Stros	B-974	Blue
Tractel	GP-50844	
Wuxi Shenxi	C-7269C	Central

Alimak-Hek is using Conexpo to launch its L-350 - Light and M450 Medium mast climbers from its new modular range on the North American market. Canadian producer Fraco is also likely to have something new while Spanish producer Camac is making its Conexpo debut with a broad range of product.



Finnish based Scanclimber has a strong following in North America

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The Tadano TM-35100 - Truck crane or boom truck?

Cranes

Mobile cranes

Böcker	S-614-4	Silver
Broderson	G-127	Gold
Fushun	G-156	Gold
Grove	G-353	Gold
Jekko	RL-41030	
Kobelco	G-320	Gold
Lampson International	B-952	Blue
Lewis Equipment	B-950	Blue
Liebherr	G-374	Gold
Link Belt	G-240	Gold
Maeda	RL-45023	
MAIT Spa	S-734	Silver
Manitowoc	G-353	Gold
Mantis Cranes	B-935	Blue
Sany Heavy Industries	S-634	Silver
Shuttlelift	G-363	Gold
Tadano-Faun	G-328	Gold
Terex	G-200	Gold
Tes Car	S-19135	Silver
XCMG	S-800	Silver
Xuzhou-Intensus	S-800	Silver
Zoomlion Heavy Industries	S-8239	Silver

Link Belt is promising to make a big splash with two exciting new mystery telescopic cranes. It will also show its new 220 tonne five axle ATC-350 All Terrain crane with its 68 metre main boom and the 70-tonne HTC-8675 series II truck crane with longer reach and improved lift capacities.

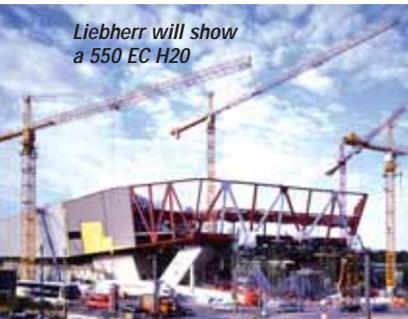
The Link Belt ATC-350



Tadano is also indicating some possible surprises on its stand and will show two new North American truck mounted cranes, the GS-300XL GT-900XL and a crane that it refers to as a boom truck, but which looks more like a truck crane, the TM-35100.

Liebherr is holding its cards close to its chest but is expected to show three mobile cranes including its 100 tonne LTR1100 crawler telescopic crane along with the LR1600.

Liebherr will show a 550 EC H20



Grove will have a lot to talk about with two new All Terrain cranes, the five axle 170 tonne GMK5170, which boasts a 64 metre boom and up to 100 metres tip height and the 95 tonne GMK5095 first seen at Bauma last year. Two new truck cranes for North America - the 35 tonne TM500E-2, replaces the TMS500E and is mounted on a three axle commercial chassis, offering a top speed of 65 mph and the 100 tonne TMS9000E, with 43 metre pinned boom.



Terex is keeping quiet about its display, but expect to see the recently launched 110 tonne RT1120 rough terrain crane which combines German - Demag upper structure technology with American RT chassis technology.

Terex RT1120



Tower cranes

Jaso	S-553	Silver
Lewis Equipment	B-950	Blue
Linden Comansa	G-380	Gold
Liebherr	G-374	Gold
RD Lift SRL	RL-44013	
Peiner Terex	G-200	Gold
Potain	G-353	Gold
Sun Crane	B-950	Blue
Terex	G-200	Gold
Wolffkran	C-4033-6	Central
Zoomlion	S-8239	Silver

While the range of tower cranes on offer at Conexpo cannot compare with that of Bauma as this year it probably had the greatest number of tower crane exhibitors it has ever seen. Potain will have two new models on display, a new IGO T85, a bigger brother to the T70 launched last year and the second unit with a telescopic lattice tower. The T85 has a maximum capacity of 6,000kg and a 45 metre jib which can handle up to 1,250kgs at its tip. The company will also show a new flat top crane the MDT 268 the largest crane in its redesigned MDT range. The various models offer 65 metre jibs with 2.5 tonne jib tip capacity. Wolffkran will use the show to launch its new 355B luffing jib crane, first seen at Bauma, while also hoping to gain a foothold in the US market where until now it has not had a strong presence.

Liebherr will have at least two towers on show, the 355 HC-L 16/32 Litronic luffing jib crane along with the larger 550 EC H20 Litronic.



A larger version of the Potain T70 - the T85 will be unveiled

The USA is still the land of the boom truck, rather than the articulated loader crane, and this will be more than evident with the cranes on display. You can expect National Crane, Manitex, Altec and others will be focusing on their larger models including the new 50 ton Manitex 50110S with almost 50 metres of reach on board.



National crane will have its new 25 tonne 900H with 48 metres of boom and jib.



There will be a good number of articulated boom producers out in force, including Palfinger which

will stress its larger models such as the PK 85002 and PK 150002 and PM which will have two cranes dedicated to the North America market, the 35LC-USA and will unveil its largest model the PM 85027SP+J1204.20 which offers a hook height of up to 33 metres at which it can handle a load of over 900kg.

Loader cranes/ Boom trucks

Atlas -Terex	G-200	Gold
Altec Industries	G-270	Gold
Auto Crane	C-4233	Central
Elliot Equipment	G248	Gold
Heila Truck Loaders	C-7107	Central
Hiab	RL-45013	
Iowa mold Tooling	N-2141	North
Manitex	G-330	Gold
Palfinger	S-610	Silver
PM	RL-43033	
Stellar Industries	G-230	Gold
Summit Truck Equipment	N-2859	North
Terex	G-200	Gold

The super compact 2505



Telehandlers

Telehandlers

Bobcat	G-100	Gold
Carelift	G-300	Gold
Case Construction Equipment	N-1609	North
Caterpillar	G-140	Gold
Faresin Handlers	RP-34005	
Gehl	N-2601	North
Genie/Terex	G-200	Gold
Gradall Industries	G-137	Gold
Harlo Products Corp	B-922	Blue
Haulotte Group	G-236	Gold
Hinowa	S-16200	Silver
Hunan Sunward	N-1041	North
Intelligent Machinery		
JCB	G-160	Gold
JLG	G-170	Gold
Komatsu America Corp	N-1009	North
Liebherr	G-374	Gold
Lull	G-170	Gold
Manitou	G-195	Gold
MEC	B-959	Blue
Mustang	N-2741	North
New Holland Construction	G-120	Gold
Pettibone	G-259	Gold
Sellick Equipment	B-924	Blue
Skyjack	B-958	Blue
Skytrak	G-170	Gold
Taylor Machine Works	C-6513	Central
Terex	G-200	Gold
Xtreme	G-147	Gold
Zoom Boom -Carelift	G-300	Gold

North American telehandlers are quite different from those sold in Europe, with buyers largely preferring the high mounted boom configurations, tough rugged construction and open cabs. The argument goes that the high boom provides visibility to the side at any boom angle. However there is a clear trend towards European style machines, particularly at each end of the size range. Key new products to look out for include JLG's new super compact model 2505 which is one of the increasing number of 'world' telehandlers. With the same machine built and sold on both sides of the Atlantic, it offers a lift height of five metres and maximum capacity of 2,500kg. It weighs just 5,000kg and is under two metres high.

Manitou will have an impressive display and is concentrating its new product introductions at the higher end with the 16,000 kg, 10 metre lift height MHT10160 another 'world' telehandler. There is a possibility that a new, even higher capacity model the MHT10210 will make its worldwide debut.

JCB says that it will unveil four high boom Loadalls built specifically for the North American market, the



The massive Manitou MHT10210 may make an appearance.

506-36, 507-42, 509-42 and a completely new 10,000lb - 56ft model.

CAT is also launching a worldwide machine, the super compact TH255, essentially the Caterpillar version of the JLG 2505 produced by the Cat JLG Alliance.



The new CAT TH255

Local company Xtreme is owned by rental man Don Ahern. These ultra heavy duty machines are well worth a look, although they are clearly not designed for Europe, look out for the massive XRM1267. At the other end of the scale the Xtreme compact machines are supplied by Dieci.

Case will show three new models. The TX742, TX842 and TX945 are designed for visibility, operator comfort, machine balance and ease of maintenance and serviceability.



Case

Others

Remote Controls • Control Remoto

Autec	S-10711	Silver
Cavotec	C-7590	Central
HBC Radiomatic	G-122	Gold
Hetronic	G-338	Gold
Ikusi	C-4369	Central
Omnex	C-4259	Central
Tele Radio	RP-37032	

Electronics

Ascotel	S-12321	Silver
Brigade Electronics	S-17801	Silver
Crane Dispatch Software	N-1300	North
3B6	S-18127	Silver
Cranesmart Systems	G-193	Gold
H J Hirtzer & Associates	S-847	Silver
Hirschmann	G-335	Gold
Ikusi -	C-4369	Central
Itowa	S-18004	Silver
Kruger -Hirschmann	G-335	Gold
Laser Technology	C-6286	Central
Load Systems International	G-196	Gold
Loadwise	C-4867	Central
Moba	S-16530	Silver
McKee Communications	C-4029	Central
Omnex Control Systems ULC	C-4259	Central
Orlaco	B-953	Blue
PAT - Hirschmann	G-335	Gold
Rayco-Wylie Systems	B-944	Blue
Robinson Engineering Corp	GP-51242	
SMIE	B-901	Blue
Trimble	S-17411	Silver

Components • Componentes

American Crane & Tractor Parts	H-24017	
Atlanta Trading Company	GP-50607	
Berco	N-2902	North
Cavotec	C-7590	Central
Centranz	GP-51329	
Conveyor Components	C-6338	Central
Brevini	S-15327	Silver
Bosch Rexroth	S-13013	Silver
Dana Corporation	S-16313	Silver
Dica	S-9821	Silver
Double Coin/CMA	S-12621	Silver
EBC Industries	S-17827	Silver
Friction Marketing	C-4759	Central
Getz Enterprises	S-12431	Silver
Gosan Crane Components	C-4743	Central
IMO USA	C-4033-8	Central
Lube-A-Boom	S-550	Silver
Mailhot Industries	GP-50829	
North American Hydraulics	S-13819	Silver
Optima Batteries	S-17330	Silver
Opus Electronics Inc	C-4033-11	Central
Oriental Engineering Works	S-17713	Silver
Partsmaster	C-4947	Central
Pirtek	S-17819	Silver
Power-Packer	S-17911	Silver
Samek Corporation	GP-50245	
Simplex	S-17231	Silver
Solideal	G-366	Gold
SSAB Hardox	C-4168	Central
Tifco Industries	S-17408	Silver
Timco	B-951	Blue
Track One	S-12807	Silver
Tulsa Winch	C-6313	Central
Wachendorff Elektronik	C-4033-11	Central
ZF Industries	S-16039	Silver

Tyres

Amerityre	RP-31001	
Balkrishna Tyres	S-12019	Silver
Bridgestone Firestone	N-2301	North
Carpenter Company	GP-50919	
Double Coin/CMA	S-12621	Silver
Gaither Tool Company	GP-50703	
Goodyear	C-6769	Central
Michelin	N-2763	North
Solideal	G-366	Gold
Titan/General OTR	S-12101	Silver
Yokohama Tire	S-8729	Silver



Others continued

Engines

Cummins	S-16013	Silver
Deutz	S-16538	Silver
Hatz Diesel	S-16405	Silver
Kubota Engine	S-16049	Silver
Mitsubishi Engine	S-17627	Silver
MTU Detroit Diesel	S-16127	Silver
Perkins Engines	S-15927	Silver
Southwest Products Corp	S-8551	Silver
Volvo	G-134	Gold

Lifting Equipment

Actek Mfg & Eng	GP-50509	
Alturamats	S-11407	Silver
ARI-HETRA	GP-50629/RL-44030	
Arrow Material Handling Products	B-903	Blue
Auto Crane	C-4233	Central
Böcker	S-614-4	Silver
BVA Hydraulics	S-17431	Silver
Caldwell Group	S-9145	Silver
Crosby Group	C-4455	Central
Enerpac	S-17005	Silver
Extreme Outback Products	S-12310	Silver
F & M Mafco	S-18027	Silver
Feterl Manufacturing Corp	G-387	Gold
Gunnebo Johnson	G-307	Gold
Hyda-Tech International	S-16253	Silver
Hydraulic Power Systems	S-884	Silver
iHC Fundex Equipment	S-19100	Silver
Independent Parts & Service (IPS)	C-4345	Central
Kinshofer Liftall	S-19101	Silver
Kundel	C-4432	Central
Lift Equipment	GP-51011	
Lift Systems Inc	B-971	Blue
Lift-All Co	GP-50739	
Lifting Technologies	G-325	Gold
Lug-All	S-9928	Silver
Miller Products	C-7589	Central
Noblelift Equipment	C-7269B	Central
Palfinger	S-610	Silver
Ramsey Winch	RP-36017	
RGC/Reimann & Georger	S-8833	Silver
Rope Block	RL-45023	
Rotzler Inc	C-6282	Central
Sellstrom Manufacturing Co	H-23026	
Sicoma North America	S-8852	Silver
Signature Fencing & Flooring	GP-50809	
Spanco	S-9928	Silver
Stertil-Koni	B-956	Blue
SwapLoader	G-301	Gold
Thern	S-9145	Silver
Wimag	S-614-3	Silver

Wire Rope

Bethlehem -Wirerope Works	C-4913	Central
Bridon American	C-4027	Central
Casar -WireCo	C-4459	Central
Extreme Outback Products	S-12310	Silver
Lift-All Co Inc	GP-50739	
Twin City Wire	C-7573	Central
WireCo	C-4459	Central
WRCA -WireCo	C-4459	Central
Wirerope Works	C-4913	Central

Associations/Services

ARA American Rental Association	L3216	
ANMOPyC - Spanish Manu. Ass	L-3527	
AWPT	SZ-1000	
IPAF	SZ-1000	
Material Handling Ind. of America	L-3511	
NCCCO	L-3102	
Ritchie Bros	N-2041	North
Vertikal Conexpo	S-555	Silver
Vertikal Press	S-555	Silver
Wynne Systems	S-10917	Silver

IPAF or AWPT as it is known in North America has a large stand or 'Safety Area' promoting, among other things it's 'Click It' campaign (Clunk Click) and will be providing live 15 minute demonstrations of what happens when you don't wear a harness and short lanyard in a boom lift. IPAF training is just beginning the gather momentum in the USA and the federation hopes to make some significant progress. No matter if you are a member or not, stop by and see the IPAF team.



NCCCO The National Commission for the Certification of Crane Operators is led by British born Graham Brent, (a company a not a government department) is at the forefront of crane operator certification which is slowly sweeping across the United States.

If this subject has any interest it will be well worth stopping for a chat.

Vertikal Conexpo

The Vertikal Press will once again produce Vertikal Conexpo in both Spanish and English. The guide to all the lifting equipment on display will include large plans of the areas where most lifting exhibitors are located along with guided tours for each product type, highlighting new products and services. Vertikal Conexpo also includes a detailed guide to Las Vegas, with restaurants shows, transport details and lots more. Take a look on line before you go then stop at stand S555 in the silver lot to get your personal copy.



Tower crane safety@work conference

Tower crane safety equipment manufacturer SMIE is organising a short tower crane safety conference in partnership with crane operator certification company NCCCO, tower crane distributor and rental company Morrow Equipment and the Vertikal Press. Speakers will include Paul Phillips, Graham Brent, Tim Rowley and Leigh Sparrow. Entry is free and the conference will last around two hours.

Tower crane safety@work conference

Thursday March 13, 2008 09.30 ~ 11.30 - Las Vegas Convention Center

<http://www.vpreg.com/forms/smie/smie.php>



The Valla 20E Crane

Helping you to cut installation times down dramatically

Valla 20E



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Capacity
4,400 lbs



Weight
4,100 lbs



Power
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Lifting Capacities from
4,400 lbs to 200,000 lbs,
available in DC powered,
LPG & Diesel.



The 20E from Valla is a safe and economical replacement for single beam counter weight scaffolding using electric hoists.

The 20E, pictured above, will be used to hoist all kinds of panelling for building exterior cladding systems, its extendable boom allowing manoeuvrability around columns and other obstacles.

If you require any information about Valla Cranes' product range or would like a demonstration call on +44 (0) 1482 351 546 or visit www.valla.com.

Just one of the Valla range of Electric compact mini cranes, the 20E boasts an unbeatable range of features:

- A pick and carry mobile crane with no outriggers
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- Electric fume free operation reduces pollution
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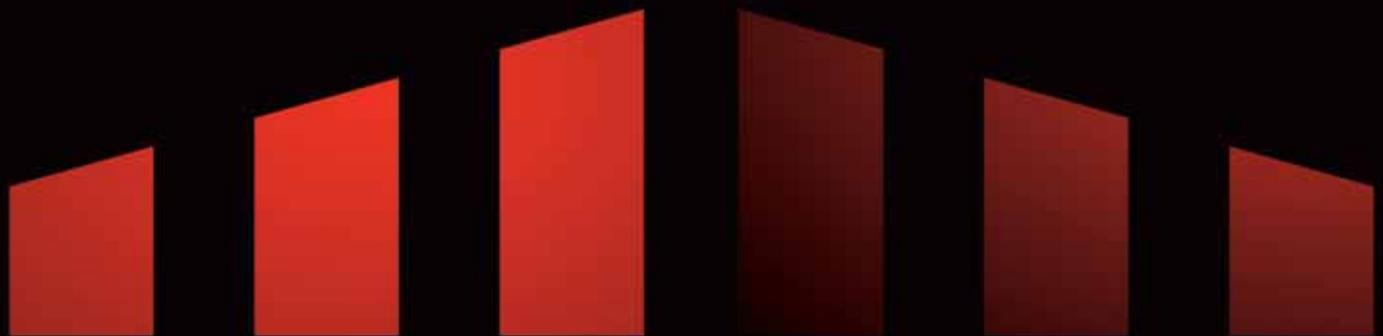
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HSE Shattered Lives Campaign

Starting mid-February 2008, PASMA will be actively supporting the Health and Safety Executive's national Shattered Lives Campaign.

Directed principally at those working in the building and plant maintenance sectors, the campaign will promote competence under the Work at Height Regulations. It aims to make sure that anyone involved in work at height has the knowledge and experience necessary to complete a task safely.

A major theme of the campaign will be the clear connection between competency and training. The HSE's advertising campaign will direct users to the PASMA website for details of those PASMA approved training centres participating in the promotion by offering a campaign-linked discount.

Mainly web-based, it will include new pages on the HSE website highlighting the range of skills and knowledge that an HSE or Local Authority inspector looks for when assessing competency in the workplace.



The campaign includes a new interactive page indicating typical errors when working at height. This can be accessed at the following address: www.hse.gov.uk/falls/heightaware/flashindex.htm and will form the front end of the campaign pages.

Falls from height continue to be the major cause of fatalities in the workplace with 45 deaths in 2006/07 and 3,409 major injuries, an increase on the previous year.

Allan Kingsbury wins PASMA Prize



(L-R) Rob Rawlinson, Geoff Lister and Allan Kingsbury at the presentation

Allan Kingsbury is the winner of the 2007 PASMA Prize at Leeds College of Building. He is seen here at the prize giving ceremony in Leeds Town Hall with Geoff Lister, president of the Federation of Master Builders, and Rob Rawlinson, a Leeds Carnegie Rugby Union player.

Kingsbury won best student in Year One of the college's roof, slate and tiling course. Now in his second year, he works for Max Abraham (Roofing Contractors) Ltd.

PASMA appoints first national training manager

On 4th February 2008 Stuart Hopkins becomes PASMA's first national training manager. He joins the association from HSS - Hire Service Group where he was formerly group senior trainer.

A versatile manager with more than 20 years of experience in personnel management,

administration and training with HSS, Hopkins is already a PASMA instructor and well known and respected throughout the industry.

PASMA managing director, Peter Bennett said: "Stuart is a proven achiever with excellent leadership and organisational skills. He will be an enormous asset to the association at a decisive and all important time in its development."



Stuart Hopkins

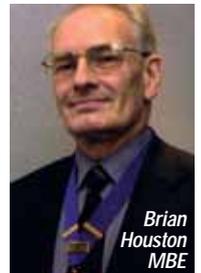


Aluminium tower system on council house refurbishment project for East Thames Housing. Project value £75,000
Picture courtesy of Atrium Access Ltd, Essex.

Towers In Action

New Year's honour for past chairman

Congratulations are in order for Brian Houston on gaining an MBE in the New Year's Honours List for services to the construction industry. Houston is the immediate past chairman of the association and a Council member.



Brian Houston MBE

Regional Training Scheme Auditor (Northern Region)

As part of its ongoing development plans, PASMA will shortly be announcing the engagement of a new training scheme auditor. Training centres in the north of England and Scotland can therefore look forward to seeing a new face at their next scheduled or, indeed, unannounced audit.

Access Industry Forum

As a leading member of the Access Industry Forum [AIF], PASMA will again be participating in the Access Live, Access Village and Access Seminar activities planned for the 2008 Safety & Health Expo, 13-15 May 2008.

Mobile power houses



Batteries are a critical element in the powered access and lifting world with seven out of 10 self propelled aerial work platforms powered by lead acid batteries. In the crane market, only the industrial pick and carry cranes are currently battery powered. However at least one manufacturer - Mr Gru in Italy - has developed a fully battery powered city crane. Of course, every regular crane on the market relies on a battery or two to get started every morning. The technology used in a lead acid battery has hardly changed in over 70 years and traditional lead acid cells are the mainstay of the industry. That could be about to change.

'Idiots buy cheap'

While lead acid battery technology may hardly have changed, it is also true that manufacturers specialising in the provision of deep cycle batteries for aerial lifts or other heavy-duty applications have been constantly refining and updating their offerings. This has now reached the point where the better-made batteries installed by manufacturers so outshine their cheaper substitutes that only an idiot would fit a low cost alternative. Using cheap generic batteries will, over a two to three year period, easily cost double or treble that of a quality product, not to mention the downtime costs involved and the customer irritation that it can cause.

Gel comes of age

Within the traditional battery technology the gel battery is finally coming of age. While this low maintenance battery has been around for quite a while, it is only recently that the mainstream, deep-cycle battery producers such as Trojan have felt comfortable developing and promoting them for aerial lift

applications. Trojan launched its new six volt deep-cycle gel battery, early last year and reports strong sales particularly in continental Europe.

The UK and Ireland on the other hand have been very slow to move to gel batteries with the exception of companies responding to particular end-user requirements. It is possibly this growing end-user demand will inevitably move more rental companies over to gel rather than the attraction of its other main benefit of being virtually maintenance free.

An increasing number of aerial lift users ranging from food plants to airports and hospitals are banning traditional lead acid wet batteries from their premises. Gel batteries are seen as cleaner and safer so this demand is likely to spread steadily across an increasing number of premises as more facility managers dig deeper into risk assessments and realise that gel batteries for aerial lifts are now widely available.

Should you switch to gel?

So should you switch your electric fleet to gel? Here we look at the main factors affecting battery choice with the pros and cons of gel compared to regular lead acid batteries.

1. Cost: This is certainly the main reason why gel batteries have not yet taken off in the UK and Ireland. A regular top quality lead acid battery

can be sourced for around £65 if purchased in volume. A gel battery from the same supplier is likely to be double that. So a full four battery power pack for a slab scissor lift will cost £520 compared to £260. This can of course be offset by the elimination of battery testing.

2. Life span: This argument can go either way. On the one hand a good gel battery used in an aerial lift application will last around two years before it needs to be replaced. On the other hand a good quality traditional wet battery will, if well maintained, last around five years, perhaps longer.

However, if you look at statistics compiled by battery companies that specialise in the deep cycle batteries commonly used in lifts, it is interesting to compare the life expectancy for an identical battery when used in golf carts (five years), cleaning machines (three years) and aerial lifts (two years). The fact that aerial lift companies are currently only achieving a two year lifespan due to poor maintenance, means that for most companies there is no life span downside for gel batteries and companies can ignore battery maintenance with a clear conscience.

3. Cleanliness and safety: No question, on this issue the gel battery is cleaner and safer than the traditional wet battery. It can be



Pick and carry cranes and the largest scissor lifts use full traction fork lift type battery packs

tipped on its side or even upside down and it will not leak. For this reason alone many companies are specifying that only sealed batteries are used on their premises. The sealed maintenance-free alternative to gel is Absorbent Glass Mat (AGM) in which the electrolyte is absorbed into a fibreglass mat. While being an excellent battery for starting or standby, they do not respond well to the deep discharges required in aerial lift applications and are not therefore a practical alternative.

The future is bright

However if we look beyond the aerial lift market to the world of electric delivery vehicles, not to mention cars of course, the pace of development is blistering, reminiscent of the rapid progress made a few years back with mobile phone and laptop batteries and systems.

There has been more development over the past seven years in this area than in the previous 70! And yet over the next five years the pace is likely to be even more rapid and could easily spell the beginning of the end for the lead acid battery as we know it.



US batteries are distributed in the UK by IPS and Manbat



Trojan has engineered a gel battery for aerial lift applications

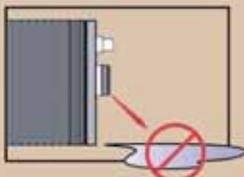
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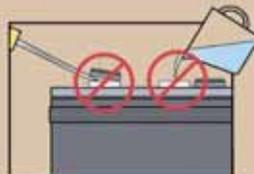


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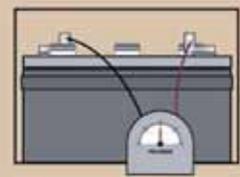
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Always use a voltage regulated temperature compensated charger





Batteries should be easily accessible

Not only is progress rapid, but high tech expensive technology such as Lithium Ion Phosphate batteries are plunging in price making them practical and cost effective at the top end of the vehicle market offering more power and longer periods between charges for a given size while also providing rapid recharging times. Start talking with the real battery enthusiasts and they witter on about the huge strides being made in battery chemistry, the potential of nano technology and the virtues of Nickel Cobalt for starting batteries, with its high power to weight ratio, strong performance when cold and better turning power.

However, when it comes to traction or deep cycle power, the nirvana is currently the Sodium Nickel Chloride battery with its amazing density. With a price of around £6,000 for a set to power an average car it is currently cost prohibitive although this could rapidly change as the focus on electric vehicles gathers pace.

A Zebra sodium nickel chloride battery as used on SEV's Newton delivery truck.



If we look at where these new batteries are likely to be produced you need only to look east to China where a number of companies are evaluating the new technology with the aim to be in pole position on the grid as the price barriers fall and volume escalates. The Chinese battery industry has not been at all successful with quality deep cycle batteries - the vast majority of these are still produced in the USA - however by concentrating on future battery technology it is entirely possible that they will leap frog western battery producers.

It is entirely possible, perhaps even likely that electric booms and larger scissors coming off-line in 2012, just as the UK Olympics get underway, are powered by batteries totally different to the ones we are all familiar with today.

When it comes to smaller machines it is hard to see the new technology replacing lead acid batteries any time soon. What might change is better built in battery monitoring and improved three stage battery chargers. As new production facilities come on stream we are also likely to see the cost of gel batteries fall until they are competitive with wet batteries.



How to get five years from your batteries

By looking after your batteries it is easily possible to more than double their life expectancy saving substantial sums in terms of replacement cost, which includes both the purchase price for a new set of batteries and installation manpower.

Inspect batteries regularly

- Keep them clean
- Make sure cables are properly attached and in good condition
- Check for any cracks and leakage (catch cracks early and they can be repaired)

Keep batteries well charged

- Leaving batteries in a prolonged state of discharge is one of the most harmful things you can do to a battery. Make sure that users understand the need to recharge batteries every night in order to keep them topped up. Machines coming back from a rental contract should be put on-charge as soon as they return to the yard.

Keep electrolyte topped up

- Ideally top up batteries with distilled water only after charging
- If the level is so low that the plates are exposed to air, add just enough water to cover them, charge and then top up.
- Never add acid to a battery - a surprising number of batteries are damaged by people topping up with acid rather than water.



Hydrometer

Test batteries regularly

- For specific gravity
- For voltage

This will warn of an impending problem and it could save a field call and an on-site battery or machine swap.



battery voltage tester

Don't let batteries freeze

Don't leave a machine where the batteries can freeze, a fully charged battery will resist freezing more than a discharged one. A machine that is stored outside in the depths of winter with flat batteries will suffer badly.

Its not just the battery cost

Don't forget that the replacement cost of a battery pack is far more than the cost of the batteries themselves. There is the labour to remove the old and install the new, batteries need to be conditioned to achieve peak performance and finally when batteries start to fail they will begin to let users down with shorter working times between charges. This can easily cost a day or two rental, an extra delivery cost and an irritated customer.

Recycle

One last thought the battery directive will require a major shake up in battery recycling in 2009 that will force every user to play their part. In the meantime don't overlook the fact that a four unit deep cycle battery pack will fetch £32 in scrap!



Energy Batteries in Corby is doubling the warehouse space in its current 20,000 sqft facility and has moved into a new 10,000 sqft facility in Glasgow. The company is also adding its own delivery and collection vehicles in order to provide a recycling collection service

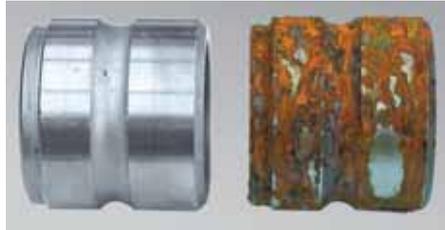
New roller bearing treatment

The Schaeffler Group and its FAG bearings division has introduced a new treatment for roller bearing components to provide exceptional resistance to corrosion in aggressive environments.

The new material named Cronitect is a high-grade martensitic hardening steel, developed specifically for rolling bearings. It offers maximum corrosion resistance under extreme conditions, for example, in dry running applications or when the bearings are in contact with water, acids or cleaning agents.

Based on the consistent refinement of high-grade NIROSteels, Cronitect achieves a very high hardness through its unique chemical composition, in combination with a new thermo-chemical surface

layer treatment process. The material is therefore able to withstand extreme conditions, including salt spray testing in accordance with DIN 50021 SS without any problems, even after 600 hours.



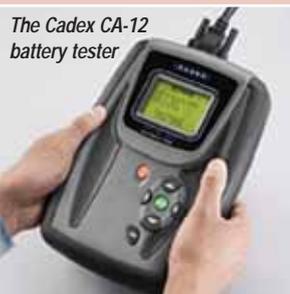
Cronitect will withstand extreme salt water and corrosive substance exposure here compared to other high grade bearing material

Battery tester measures capacity

Cadex claims that its Spectro CA-12 is the first hand-held battery tester that reads battery reserve capacity, CCA and state-of-charge in a single, non-invasive 15-second test. The instrument is based on 'multi-model electrochemical impedance spectroscopy'. Until now, this method was reserved for expensive laboratory peripherals and trained staff. The Spectro CA-12 makes the technology portable, affordable and simple to use.

Methods for the rapid testing of lead acid batteries have been improving for many years but older technologies only verify the presence of energy and measure conductivity. Battery capacity remains unknown and is the most comprehensive means of assessing a battery, particularly the deep cycle batteries used on aerial lifts which can usually only be obtained with a full discharge/charge.

The strength of a battery tester is in identifying anomalies while the battery is still functioning. The Spectro CA-12 provides a linear state-of-health test range from 0 to 90 percent, meaning that the instrument can spot abnormalities before a performance drop is noticeable. This allows the replacement of a battery before failure occurs. The tester can interface with a PC and a printer to download the test information. The CA-12 is powered by a rechargeable lithium-ion battery which provides up to 50 full tests per charge with a three hour recharge time. Screen information is available in English, German, French and Spanish. Housed in drop-resistant ABS with rubber shock absorbing over-folds, the unit measures 172 mm x 248 mm x 61 mm and weighs just over a kilo.



The Cadex CA-12 battery tester



Intelift's universal hook

Plug and play hook

Ingersoll Rand has developed a universal hook, featuring a sensitive control handle, for its Intelift pneumatic balancers. The hook has the advantage of being fully 'plug and play' and can be installed in just a few minutes, whatever the type of load or the gripping tool used. The universal hook is particularly suited for all repetitive tasks involving handling of loads of up to 230 kg in industrial environments.

By integrating the control handle in the hook holding the gripping tool or the load, Ingersoll Rand has developed a plug-and-play system that suits all types of handling tasks. It is no longer necessary to integrate the strain gauge in each gripping tool. The operator then uses a single sensitive control handle to deal with loads and set the Intelift balancer operating mode.

Clearly better

Over the past 10 years or so the inspection routines for slings and other lifting gear has been tightened up beyond measure. However the synthetic round-sling where the actual load-bearing material is hidden from a quick visual inspection by its cover is more often left in service until the cover becomes damaged or it is subjected to a more in depth inspection process.

It is entirely possible that the internal sling can fray and be weakened while the outer-cover, which has no load carrying duty, remains in good visual condition. Clearly this could lead to an accident. First Sling Technology of Oklahoma has introduced a round sling cover made from transparent polytetrafluoroethylene (PTFE), which allows visual inspection of the internal elements along with the benefits of being harder wearing and lighter weight than traditional nylon covers.



enquiries

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

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

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AFI-Uplift takes on CAP

With the purchase of Central Access, AFI-Uplift is now able to offer CAP assessments. CAP stands for Competent Assessed Person. The CAP programme assesses service and maintenance engineers as competent persons who can perform thorough examinations of access platforms.

A CAP assessment takes one day and covers thorough examination requirements, performance, records and defect reporting. Successful candidates are issued with the CAP Card, which certifies that they have been independently assessed as competent persons having the knowledge and ability to plan, manage or carry out thorough

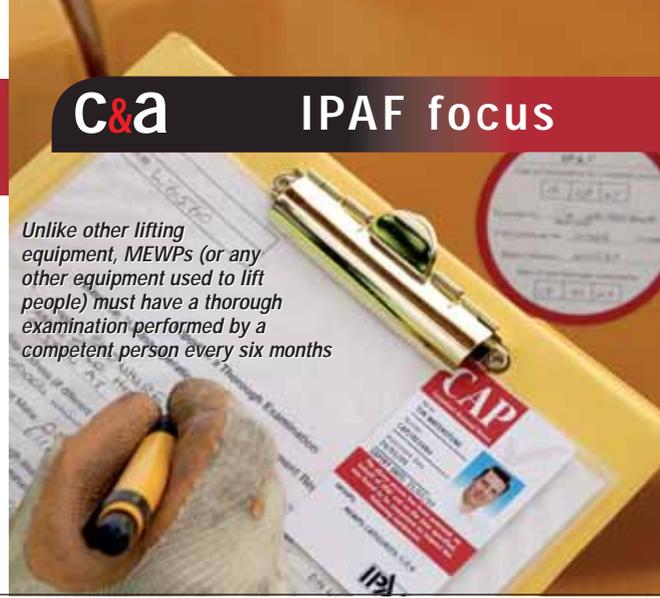
examinations of platforms. Six-monthly thorough examinations of all equipment used to lift people are required by law under the Lifting Operations and Lifting Equipment Regulations (LOLER) 1998.

More information on CAP and location details of approved centres can be found at www.ipaf.org/cap

C&a

IPAF focus

Unlike other lifting equipment, MEWPs (or any other equipment used to lift people) must have a thorough examination performed by a competent person every six months



Click It! at CONEXPO

The IPAF Safety Zone at CONEXPO (Booth SZ1000, West Blue Lot) covers nearly 8,000 square feet (about 745 square metres) and will feature a dynamic demonstration on the dangers of not wearing a harness in boom type platforms. This 15-minute show will run at regular intervals throughout the day and give practical advice on the correct way to use a harness, as part of the North American Click It! campaign for harnesses on booms. Show times are: 10:00, 12:00, 13:00, 14:00 and 16:00.

Several meetings will be held at the IPAF stand during CONEXPO, including the IPAF Manufacturers' Technical Committee meeting (12 March, 14:00) and the IPAF MCWP (International) Committee Meeting (13 March, 14:00). Full details are at www.ipaf.org/events

Celebrating 25 years at the Summit

IPAF turns 25 this year and the IPAF Summit on 15 April 2008 at Whittlebury Hall in Northamptonshire will end with a celebration party with live entertainment, differing from the traditional sit-down dinner.

IPAF is looking for memorabilia that illustrate its history, e.g. old pictures, posters, the first PAL Card. Please send suitable items to the Milnthorpe office for the attention of Jean Harrison.

The celebration party will be preceded by the IPAF Summit, which will

focus on thorough examinations. Authoritative speakers from government and industry will show why machine safety is an issue for rental companies and users. The final programme will be available at www.ipaf.org



New face at IPAF

IPAF welcomed its newest member of staff in December. Nicola Dixon joins the training administration team in Milnthorpe and assists with the processing of PAL Card applications.



Back from Africa

For those who might have missed this: Rupert Douglas-Jones, IPAF international training manager, made it back from Enduro Africa, a challenging 14-day motorbike ride in aid of the charity Riders for Health (www.riders.org).

Around £5,500 was raised, with the support of IPAF members, for people in need. The charity aims to bring mobility to African health workers, so that they can deliver healthcare to the poorest and most remote villages. At the end of the challenging ride, all of the motorbikes are handed over to local health workers.

"The most difficult part was raising the money, getting physically into shape and completing the trip," said Douglas-Jones. "But the satisfaction is great. I would like to thank everybody who came forward and supported us in this worthwhile project."



Motorbiking for a good cause.

Support for the Lighthouse Club

IPAF is sponsoring the web pages of the Benevolent Fund of The Lighthouse club for 2008.

The Benevolent Fund of the Lighthouse Club is a charity dedicated to the construction industry. The Fund gives financial help to people in construction and its many associated activities. In the event that an accident or illness is causing financial

hardship to workers and/or their families, a request for help will receive consideration. More information is at www.lighthouseclub.org

"We are delighted to play a small part in contributing to the worthy aims of the excellent Lighthouse Club," said IPAF managing director Tim Whiteman.

IPAF hits 555

A whole host of new membership applications were approved at the IPAF Council in January and IPAF has now reached the figure of 555 members.

The Council recognised this as a significant achievement and expressed its congratulations to all at IPAF for this and the record of more than 70,000 PAL Cards processed last year.

Europlatform to be held day before APEX

The second Europlatform conference will be held on 16 September 2008 in Maastricht, the Netherlands, the day before the start of the APEX show.

The one-day conference will focus on access rental management and safety issues. Those with suggestions on topics to be covered and those interested in speaking at the conference or in sponsorship opportunities should contact Tim Whiteman, IPAF managing director (basel@ipaf.org) or Murray Pollok (muarry.pollok@khl.com). More details will be available in the coming months at www.europlatform.info



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Non Destructive testing

Following feedback from the industry regarding the lack of information available on Non-Destructive Testing (NDT), the ALLMI Technical Committee carried out extensive research throughout 2007 and will shortly publish a Guidance Note on the subject which will be available to download from ALLMI's website. The following is a brief overview on the subject.

Non-destructive testing covers a variety of non-invasive techniques used to determine the integrity of a material, component or structure without harming, stressing or impairing its future usefulness. The British Standard for The Safe Use of Lorry Loaders (BS 7121 Part 4), recommends that a non-destructive test of the crane's structure is made in conjunction with a thorough examination, eight years after the crane first entered service.

The first stage is to thoroughly clean the crane, removing grease and grime prior to a thorough visual inspection. In the case of a more in-depth analysis the crane may require dismantling and/or removal of some paint. The extent of this preparation depends greatly on the NDT method being used (however, blistered, flaking or cracked paint must always be removed - and then made good to prevent corrosion). Before carrying out the inspection, it's essential that a risk assessment is carried out, with particular consideration on how to safely reach all parts of the crane, taking fall prevention measures as appropriate. Suitable tools and protective equipment must also be used.

There are a variety of NDT tests, each based on a particular scientific principle. The following are those most commonly used:



Visual Inspection

Look for paint cracks. Steel exposed by a paint crack will come into contact with rainwater or salt air and rust. Telltale reddish-brown signs are easy markers of places to start looking for cracks, but be aware that visual signs of failure may not always be apparent, e.g. rust / cracks painted over.

Electromagnetic Testing

Detects cracks on and below the surface by inducing electric currents or magnetic fields into the test object, such as a weld, and observing the electromagnetic response often with iron powder. This method is very accurate and has the ability to test complex shapes, but it is limited by the depth of inspection.

Dye Penetrant Testing

Employs a penetrating dye, which is applied over the surface of the component and enters clean, dry and open defects. The inspection is carried out by first cleaning the surface to remove foreign material in the crack. The penetrant is then applied to the surface and allowed to soak into the cracks. Excess penetrant is then removed and a developer applied which draws penetrant from the cracks out onto the surface.

This method only detects surface defects in non-porous materials, but can be used on a wide variety, including metals, plastics and ceramics.

Magnetic Particle

Very fine dyed magnetic particles are suspended in a liquid and painted onto the test surface. Cracks on and below the surface are indicated by a gathering of the dyed particles, due to a distortion of the magnetic field, which is caused by the crack. It is necessary to grind the surface at

suspect crack locations to ensure against false positives/negatives. This grinding can help prevent fatigue cracks by removing weld toes, for example, without compromising the structure. Note that this method is not suitable for non-magnetic materials and is not suited to complex objects. However it is possible to test through uncracked paint with this method.

Ultrasonic

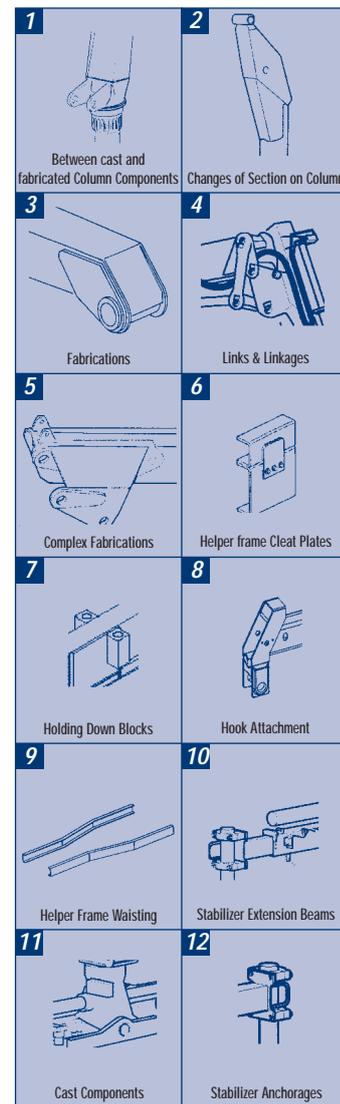
Uses high frequency pulse waves to detect flaws in materials and can also measure an object's thickness (e.g. the degree of corrosion inside a pipe). The pulse waves are transmitted through the material and any defects cause reflections of the sound. By measuring the time difference between the transmission and the reflected sound an estimate of the defect's depth can be made. Ultrasonic testing can detect flaws at a superior depth in a wide variety of materials.



Radiographic Testing

Uses short wavelength electromagnetic radiation (e.g. X-ray) to detect hidden flaws in various materials by measuring the intensity of radiation through the test object. Surface defects may require grinding to smooth the surface before analysis, in order to ensure that a clear image of a crack can be seen on the radiograph, which may otherwise be obstructed. Penetrants can be used to make surface cracks more visible.

The following are some example areas to be checked when performing the visual inspection:



All of the above areas should initially, be visually inspected, although for points 1 and 2 it would be prudent to also use Ultrasonic or Magnetic Particle testing due to the critical nature of the welds. Any suspected cracks found by the visual inspection should be further checked with one of the other techniques.

In addition to the testing methods and procedure, it must be ensured that any certificates and/or reports of NDT, are appended to the Report of Thorough Examination. Lorry loader owners should also be aware that the competent person performing the test should be qualified in the techniques of NDT (BS EN 473 'Non Destructive Testing Qualification and Certification NDT Personnel - General Principles', details the required qualifications and certification of NDT personnel).

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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

Stepladders cost Toyota £28k

Toyota (UK) was fined £25,000 and ordered to pay £3,321 in costs following an accident in which two employees fell from two stepladders after the company pleaded guilty to breaching Section 2(1) of the Health and Safety at Work Act 1974 and contravening Regulation 3(1)(a) of the Management of Health and Safety at Work Regulations 1999.

Paul Gale, of Tutbury and Andrew Tunnicliff, of Stoke on Trent, were working from a pair of 2.5 metre high stepladders fitting a three metre length of steel channel to the underside of a gantry crane when

both fell about two metres to the ground. Gale suffered several injuries including a fractured skull, cheekbone and sinus, fractured right wrist and multiple dislocations to his middle left finger. Tunnicliff escaped injury.

HSE inspector Samantha Farrar said: "Falls from height remains one of the common causes of fatal and major injuries in the workplace. This incident highlights how vital it is for companies to ensure that the risks from such work are suitably assessed and that appropriate work equipment is selected and used."

Inadequate training costs £21,000

Steven Harry Brian Martin, director of SM Coldstores, of Sheldon, Birmingham, was ordered to pay £21,000 in compensation to the widow and child of Nathan Savage by Derby Crown Court. In December, Savage, 39, an employee of SM Coldstores died after falling from a significant height during overnight work at the Eagle Shopping Centre Devonshire Walk, Derby on 10th November 2005. Savage and his brother Lee had been hired by SM Coldstores which was contracted by Carter Retail Equipment to install protective roof panels at the centre during the early hours.

The work was carried out using 'tower scaffolding', Savage had little experience working at height and had not been inducted on to the site. The prosecution claimed that Martin had failed to check that he had an epileptic condition and had not taken out liability insurance. Savage suffered serious head injuries after falling from the tower.

Martin apologised for the circumstances surrounding Savage's death saying that he had 'underestimated the risks they faced'. He added that Carter Retail had initially said it would provide scissor lifts, but when they arrived at the project he was told his firm would have to work with scaffolding.

In sentencing, Judge Burgess said: "Every employer has a duty to look after and protect the people who work for them. There was inadequate supervision or training, particularly for Nathan Savage and his brother. It's plain corners were cut. There is no sum of money that can make up for the loss to his family."

HSE Principal Inspector Samantha Peace added: "These incidents could have been avoided if companies ensured that they had thought through a safe way of tackling the job, selected the right equipment and ensured workers were fully trained."

£5,000 for breaching Work At Height Regulations

Maghull Construction Company of Switch House, Northern Perimeter Road, Bootle was fined £3,000 and ordered to pay £1,908 costs after pleading guilty of breaching the Work at Height Regulations 2005. An HSE inspector visited a Maghull site. The inspector found unsafe work at height practices including inadequate edge

protection and missing guardrails and toe boards. They served a Prohibition Notice which stopped work near open edges until suitable measures to prevent falls were in place. When the inspector revisited the site on 2 November she discovered similar problems and a second Prohibition Notice was served.

C&a

training



Who trained him?

In this example of appalling practice, the company had rented an 80ft boom lift which simply was not high enough to reach the top of the silo, but rather than change the lift the site supervisor told the rigger to use a ladder. When he refused the supervisor himself climbed the ladder to remove the slings from the crane.

Poor lift planning costs McAlpine £52,000

Sir Robert McAlpine Ltd was fined £40,000 and ordered to pay costs of £12,526, at the Old Bailey's Central Criminal Court in December, after pleading guilty to breaching section 2(1) of the Health and Safety at Work Act 1974. In July 2005 a worker at a construction site in Westminster, London, lost his lower leg after he was trapped by a lamp post knocked over by a mobile crane.

The crane was moved several times during the day and when it was placed in its final position it was

noticed that it could hit a lamp in spite of that no allowances were made for the lamp post. Sadly the crane did strike the lamp post which shattered and fell onto the man whose injuries led to his foot being amputated.

Monica Babb an HSE Inspector said: "Crane operations can present serious risks and it is therefore essential that crane installation is properly planned and implemented. Management systems should be clear so that a safe system of work is employed and incidents such as this are avoided."

Efficient access?

Here is a shot sent us where the equipment is as basic as it gets. Hardly safe, hardly efficient either, taking two employees to do the work of one plus a lift.



National

HEWDEN

Contact: Access Training

Tel: 01925 860826

Email: accesstraining@hewden.co.uk

www.hewden.co.uk

Scotland

OUTREACH

Tel: 01324 889000 Fax: 01324 888901

e-mail: mailbox@outreachltd.co.uk

Web: www.outreachltd.co.uk

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

Built to last

It is often said that about 90 percent of all the Land Rovers ever built are still operational. The same may well apply to Jones and Iron Fairy cranes. They don't just die, they get rebuilt and refurbished. Mark Darwin investigates.

With the crane market as buoyant as it ever has been, new cranes are either both expensive and have long delivery times while good used cranes are as rare as hens teeth. One solution is to give your existing, tired machine a new lease of life - either a refurbishment or total rebuild.

In the UK there are surprisingly few companies that specialise in this type of service, and even fewer that have all the parts needed to carry out the work sitting on the shelf. One such company that has both is West Sussex-based Southdown Engineers.

You may not have heard of Southdown Engineers, but if I mentioned Jones and Iron Fairy then things instantly

become more familiar. But whilst everyone in the crane industry has heard of these famous marques, I bet there are very few who know their recent history.

I caught up with Sean Preston, a director of Southdown Engineers to try to find out more about the past, present and future of two of the big names in the history of the UK crane sector.

Critical to anything happening now and in the future is the fact that most Jones and Iron Fairy cranes were totally over-engineered. This meant that they are very strong and reliable, making a major overhaul or total refurbishment well worthwhile. The other plus is that even over the last 30 years, there are very few modern cranes in the UK that can combine the pick and carry capacity and road going capabilities of the Iron Fairy, which is why there are still so many in operation even with major crane hirers.

Now for a bit of history. The Iron Fairy crane was designed and manufactured in the mid 1950's by British Hoist & Crane based in Swindon. In 1973 it merged with the GCM 600 group, formally the George Cohen 600 group which became known as the 600 group in 1975. The 600 came from its early head office address of 600 Commercial Road, East London that it moved to in 1876. George Cohen & Son started trading in 1843!

In 1915 GCM acquired and took a controlling interest in a company called TC Jones & Co which led to purchasing a steel foundry and engineering works in Letchworth in 1928. Five years later the first Jones



This Jones 971C was refurbished and sold to Gosport Ferries

crane was produced and it is thought that the crane was named after Percy Jones, a salesman in south Wales working for GCM.

Jones Cranes also played an invaluable part in the war, producing more than 1,000 mobile cranes. These were used in many international locations including unloading the first barge to land on the beaches at Arromanches, Normandy on D-Day. To meet the demand for cranes needed for D-Day, the company produced 180 cranes in just 25 weeks.

Jumping on a few years, GCM sold the Iron Fairy side of the business to Severnside Machinery in about 1993/4 with some of its strut jib and dockside equipment going to a Danish concern. Part of Jones remained in the UK, based in Wisborough Green in Sussex and traded for a while as Jones Mobile Cranes - totally independent of Severnside Machinery.

In 1997 Jones Mobile Cranes pulled out of the crane market altogether and the current owners Southdown Engineers took over the parts business. Southdown was at this time also buying, selling, repairing and supporting Iron Fairy equipment and later acquired the trademarks and drawings for Iron Fairy cranes.

At the same time as acquiring Severnside last year, Southdown bought a small local firm called Edwards Engineering which moved into the main premises and now goes under the name Southdown Precision.

Confused? Hardly surprising, it would appear that many Jones and Iron Fairy customers are as well.

"The recent history of the two companies is quite fragmented and it is the main reason to get it back under one roof," says Sean Preston, "so customers for Jones and Iron Fairy parts, service, refurbishments and rebuilds know where to come." "Southdown Engineers is a family business, started by my father in 1990 dealing mainly in transport and hire of road plates," said Preston. "I left school in 1986 and while most people seemed to be going into IT and the service industries, I did the unfashionable thing and went into engineering and have always worked in the family business."



Jones Cranes Super 20 Barge at Arromanches, Normandy, D-Day



This JIF10S was refurbished and sold to Virgin and is working at Gatwick Airport

With its full 'off the shelf' spares for all Jones and Iron Fairy cranes since 1974, and an engineering company within the group, Southdown is ideally placed to carry out complete rebuilds and refurbishments. And not just for these older marques. The company has also recently completed a full rebuild of a Tadano TL250E truck crane.

"We now have the capacity to carry out four complete rebuilds and a few refurbishments each year," says Preston. "We estimate that there are about 14,000 Jones and Iron Fairy machines produced from the early Mark 6 Iron Fairy of the 1950's through the Sapphire in the 1960's (the MOD had hundreds of these), the 6, 8 and 10 tonners redesigned in 1974 and through to the 12 and

15 tonners in the early 80's."

According to Preston, these machines were so over-engineered that they rarely break. "Customers buy them and keep them, they just keep on working," he said.

Whatever the customer wants is possible with the rebuilds - air conditioning, remote controls, new engine or gas conversion - all are possible. The original Ford engines would not be used in the rebuild but the Perkins engines are still available and can be turbocharged for a useful additional 50 hp.

Cost is usually the deciding factor in any rebuild/refurbishment.

"As a ball park figure, a rebuild of a 15 tonne Iron Fairy is about £75,000," says Preston, "whereas a new



A Tadano TL250E truck crane also rebuilt by Southdown



This JIF15A was rebuilt and resold to VT communications

machine may be anywhere between £120-160k. And many modern cranes do not have the road capabilities or duties of the Iron Fairy."

The fact that companies such as Hewden, Ainscough and Mammoet all have Iron Fairy machines in their fleets is a testament to the original design and build strength of the machines.

"One recent refurbishment of a 10 tonne unit went to Virgin at Gatwick airport and is being used to change

windcreens on planes," said Preston.

Unfortunately there are some parts that are harder to get. Because of the growth in wind turbines and their use of identical slew rings, there is a one year lead time for this item. All the other parts dating back over the last 35 years are no problem. There aren't many companies that can say that. So if you have an old Jones or Iron Fairy, or would like a refurbished or rebuilt unit, you now know where to go.



Casar Special Wire Ropes. Quality from start to finish.

Tel. +49 6841 8091 385. www.casar.de

Builder of Titans

In 1999 Sir William Arrol & Company finally closed the doors on its last outpost in Scotland, drawing a line under its 130 year history. A year or two earlier its then owner NEI Thompson had donated its substantial archive of 10,000 photographs, a few drawings and other material to the Royal Commission on the Ancient and Historical Monuments of Scotland. Since then the Commission has been working its way through the archive tracing the history of each photo and drawing. It has published two catalogues on the collection which make for interesting reading by any crane enthusiast. The slimmer volume covers Scottish material while the other is headed 'A Guide to the International Material'.

William Arrol (1839 - 1913) started the business around 1870 and moved to its long term home at the Dalrnock Iron Works in 1872. The company was originally a structural steel company designing and building bridges and other structures. Notable buildings included steel framed power stations such as Battersea and large production plants including the Ransome and Rapier crane plant in Ipswich built in 1898.

Arrol began building cranes in 1907 when it designed and built a large Titan hammerhead crane for John Browns of Clydebank. The company subcontracted Stothert & Pitt of

Bath to provide the crane's running gear including slewing gear, hoists, controls blocks and cables. In 1910 it took over Appleby Crane & Transporter Co of Parkhead, Glasgow to increase its crane production without the need for subcontractors. It went on to produce a wide range of cranes including tower cranes, wharf cranes, floating cranes, electric overhead travelling cranes and Goliath gantry cranes. But it is best known for its Titan hammerhead cranes of which only 14 now survive.

In the 1960's the Industrial Reconstruction Corporation was busy consolidating the UK's crane

builders and Arrol was one of six crane companies placed under the wing of Clark Chapman which then became Northern Engineering Industries (NEI), NEI Thompson and finally Clark Chapman which survives to this day.

If you are at all interested in structural engineering, bridges, early construction or cranes then you will thoroughly enjoy dipping in and out of these books. In addition to almost 100 large photographs from 1898 onwards, it includes a brief but comprehensive history of the company and each photograph is meticulously researched and captioned. The book also contains a

full list of the company's projects by date, as well as a country by country listing of the cranes delivered and projects carried out. The Scottish book has a good deal less information than the International catalogue. If your budget will stretch to it, buy both catalogues, if only one then the International book is without question the one to go for.

The catalogues can be ordered on line at www.reahms.gov.uk or call the secretary on 0131662 1456 price: £8.00 for the International and £3:00 for the Scottish. Or via booksellers - ISBN 1-902419-22-7



Towable scale

The number of mass produced scale models of trailer lifts are extremely rare, and JLG is the only major company that we are aware of that has commissioned such a model.

Built in its more recent 1/32 scale the T-350 model is extremely well executed and detailed. Unlike some of the company's larger models it is very much a scale model for collectors and not at all suitable for



Detail is excellent



Ready for the road



Boom raised...



...and extended

children. The dedication to accuracy makes for a great model but it does mean that it is extremely delicate. As a result it needs careful handling when setting up.

All of the hydraulic cylinders and joints are nicely tight enabling it to be set up in any configuration without boom or basket dropping. This includes the outriggers which work well as well as being faithful to the original. All in all a very good and desirable model.

The T-350 model can be purchased from JLG dealers or online at www.jlg.com for £39.99 plus tax.

Towering Potain

Model collectors have waited a long time for a 1:50 scale tower crane to become available and at Bauma 2007 prototypes of two models were shown. The first to be available is the Potain MDT 178 topless tower crane from the Manitowoc Crane Group, made by TWH in China.

As befits the model it comes in a very large box over 1.1 metres long and this is because the model is supplied largely made up, with little assembly needed. It even has all of its reeving done, so this is an easy model for the non-expert and a clear



Trolley and hook

The operator's cab has opening doors and windscreen wipers on the windows. Electrical cabinets have realistic cabling which connects to the various motors and really enhances the quality feel of this model. The Potain MDT 178 has distinctive styling and the scale model copies this perfectly with the counter jib and counterweights being just like the original. The main jib is an excellent piece of model engineering being true and straight over its one metre length.



Detailed cab area



Excellent mast sections

instruction guide makes the building required very easy.

Size is not substituted for detail and this model is top notch in this regard. The mast sections are excellent and are complete with platforms and ladders and the ladders are even fitted with safety cages.

A model to look up to



A small metal key is provided with the model and this can be used to operate the hoist and the trolley mechanism. There is also a working service derrick and an operational concrete skip provides a load. The crane can be displayed at different heights up to 1.4m tall depending on the number of sections used in the mast. An optional climbing frame will be available for the crane soon and this will enhance the model further.

This is a high quality scale model which has excellent detailing and is made extremely well. Even with a price of around €400 it is very good value for money.

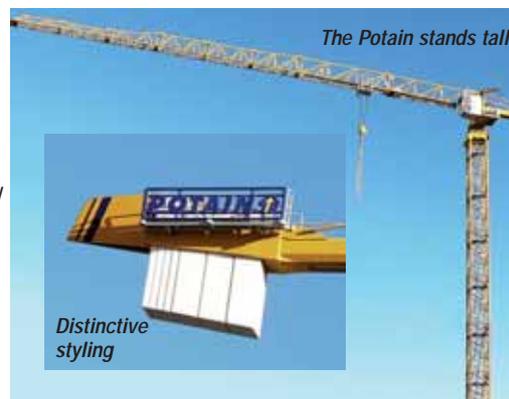
This is the first large tower crane model in this scale. TWH has done an exceptionally fine job combining top class model engineering with excellent detailing. Its size is such that anyone who sees it cannot fail but to be

impressed. It is first class and fully deserves to be a Cranes Etc Top Ten Model.

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

Cranes Etc Model Rating

Packaging (max 10)	9
Detail (max 30)	27
Features (max 20)	17
Quality (max 25)	23
Price (max 15)	12
Overall (max 100)	88%



The Potain stands tall

Distinctive styling

Battery book



The Trojan battery maintenance guide is a handy publication no matter what batteries are fitted to your aerial lifts.

Trojan Batteries has published a handy pocket sized book on the maintenance of deep cycle batteries. The booklet takes a very simple straightforward approach to looking after the batteries that are used on most aerial lifts.

The content is clearly structured, with no waffle and a clean, clear layout and good quality diagrams where necessary. Subject matter includes: A simple step by step checklist for routine inspection; Torque settings for different types of battery connectors; How to carry out specific gravity testing; Open circuit voltage testing; How and

when to top up with water; check points on cleaning, storage and charging; How to equalise wet batteries and connect them up for different power outputs and finally a glossary of battery terminology and a few lined pages at the back are left blank for notes.

Make no mistake this is not a bedtime read no matter how passionate you might be about deep cycle batteries. It is though a tremendously useful and helpful day to day guide for anyone who is responsible for looking after battery powered lifts of cranes.

Copies can be obtained from Trojan battery or from your local master distributor.

www.trojanbattery.com

Readers *Letters*



In December we received the photograph (see right) of a crane working on a prestigious Spencer Dock development in Dublin. If the counterweight had been correctly fitted on the higher crane it interfered with the slightly lower one. The crane company, one assumes with the agreement of the contractor (?) came up with the make-do solution in the photo.



We published the photo and received a number of incredulous responses, the two below represent the views of all our respondents, none of which thought that this was acceptable practice. We understand that less than 24 hours went by before the publicity caused a major investigation on site. Apparently the main thrust of which was to determine who took the photo rather than to rectify the dangerous situation. However the crane has been taken down.

Hi

Re your photo of a Comansa in Dublin with counter weights stacked, I have been erecting towers for 32 years and would never consider the likes of that. A sudden stop while slewing with a load caused by a power failure and the slew brakes coming on and I wouldn't like to be driving it or below it depending on those straps. I have seen concrete pipes strapped on (for counterweight) before. The same person that erected that Comansa had a crane up with a ton of 30mm rebar strapped on to an old BPR a couple of years ago. Liebherr do the same to the last ballast block on the 154 ECH but its got a proper frame.

Regards

Name withheld as editor precaution

Dear Sir,

There are a number of problems here, as is obvious to most. Number one, ballast on tower cranes is placed in specific locations on the counter jib. It's not just randomly placed as ballast anywhere. An engineer must determine it's location if it deviates from the manual via back moment calculations.

During operation it's common that the beams supporting these counterweights can flex laterally while starting and stopping slewing motions. What is retaining their location? Ballast on Cross Bases are subjected to far less movement yet are often designed with reliefs on the lowest weights to prevent excessive movement. Additionally I've seen weights improperly placed upon a cross base spall concrete due to the steel shifting below (see pic). The entire weight was cracking and had to be reinforced via an added I beam.

Who approved this? In the US no one outside of a professional licensed engineer or the manufacturer can accept this. Not even the leaser or contractor can make this decision and no manufacturer will put their name on this and wouldn't hire an engineer who would.

What is holding the weights in place laterally on top? I see one strap on a lower weight but none on top. Abrasion and compression may not be enough over time.

Finally is the weight loaded evenly side to side. In essence is the placement of the weight placing torsional loading on the counter jib and it's pendants beyond it's intended design? Is one pendant taking more than 50 percent of the load?

The contractor could lower the other crane or maybe fit a reinforced tower section to allow this crane to be taller. One or the other must be done. Later in the schedule of the job the cranes could then be tied in and climbed to allow for clearance of the building. It's not difficult, only costly. If I were in a meeting and this were requested more than once I'd be less than polite about the intelligence of the requester.

Thanks for the information.

Gaytor Rasmussen

Kent Engineering

Tukwilla, WA 98168

Letters to the editor

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

Dear Sir,

I just read your article titled "Pink Scissors" and I happen to notice that not one of the six people on the lifts was wearing a harness. What image does this manufacturer project? Shouldn't they be supporting that a harness is one of the most important safety apparatus? I am from a country where it is law that before you use any lift, you must have a harness. The saying "100% ties off" is often used. Does anyone else find this odd?

Derek Holland

Holland Crane

We responded with our view on the wearing of harnesses in scissor lifts and pointed out that harnesses in all aerial work platforms are not in fact a legal requirement in Canada, which is where Mr Holland lives. This is always a hot topic though and we would appreciate your views, publishable or not.

Ed

Sir,

I am in full agreement with the use of low ground pressure pads when outriggers are used and a greater awareness of the inherent dangers of equipment becoming unstable when used in poor ground conditions, particularly in the training of operators.

However, I also believe that equipment manufacturers should also take on board the dangers highlighted by improper use of equipment in unsuitable ground conditions.

When equipment manufacturers advertise their products in action, (particularly lorry loaders and access equipment) they like to show their products in the best light and show off the versatility of the equipment. This is generally achieved by depicting the equipment operating on uneven or soft ground conditions (grass verges, construction sites where the ground is waterlogged etc.) If you look closely at these photographs, invariably, there are no low ground pressure mats employed and the basic pad provided by the equipment is used alone.

In my opinion, this sends out a misleading message to operators, in that this equipment can be used safely in such conditions. Experience has taught us that this is exactly the conditions that contribute to the equipment becoming unstable and sadly resulting in personal injury, damage to equipment and property.

We all know 'a picture paints a thousand words' and this is used as a powerful tool in the marketing business. The photographs need to be more realistic, particularly in the safety aspect concerning outrigger use and low ground pressure pads. When the manufacturers start using pads in their adverts, the message will start get through to a greater number of operators and users alike.

A similar situation arose some years ago when the 'All terrain' crane concept was first brought into the market. Depictions of cranes getting into impossible situations, misled some into believing that such cranes could negotiate terrain that was not realistic, resulting in damage to the crane and property.

The efforts by you and your journal to highlight this problem with outrigger mats are to be encouraged, but I would respectfully add that this message be taken on board by the marketing departments of equipment manufacturers, so that they can play their part in this important issue too.

I realise that to some, this may be contentious, nevertheless I believe it should be acknowledged and if we are serious about reducing overturning incidents this also needs to be considered.

Best Regards

Bill McLuckie, Lifting Engineer

Hunterston 'A' Site, Magnox North.

Ayrshire

Dear Sir,

The Government has taken considerable flack for its plans to reduce HSE funding, but the construction industry is strongly advised against using this as an excuse for rising accident and death rates. After all, this is an industry wide responsibility.

Maybe - and I stress it's only a maybe - the cuts will result in fewer or less rigorous on-site HSE checks, but that shouldn't give the green light for contractors to begin dropping standards. It's a false economy to do so and will do nothing to reduce the time and money attributed to accidents and employee or equipment down time.

There's a real danger of complacency slipping in and that could be the biggest part of the proposed spending cut fallout. Contractors need to realise that regulations and compliance is one thing but to stop there, at the minimum requirement, rarely adds any value to the business.

Appropriate health and safety systems and a rigorous approach to equipment status management is proven to reduce maintenance costs, improve the likelihood of tendering success and also enhances business reputation.

At a time when on-site death rates are spiralling, de-skilling and recruitment is an issue, health and safety best practice has never been more important.

Those firms who think they can cut corners and avoid the HSE - at a time when it is vulnerable - are only cheating themselves, the business and its employees.

Yours sincerely,

Jonathan Edwin

Business Manager, Scafftag

Dear Sir,

I too run several Ruthmanns in my fleet, and have to agree that these machines are excellent - we have local councils crying out for our TB220's. Our current fleet includes a Bronto 440x, Wumag WT370, Bronto 34m, Ruthmann T310, two Ruthmann TK270's and two Ruthmann TB220's and more than 400 various scissor lifts and self propelled booms. I find that all too often plant hire is not highlighted enough in Scotland.

Name not provided (or.. hate to say it ...misplaced?)

Leigh,

We have just had a customer come in to our showroom telling us about stupid videos on youtube, specifically relating to "how not to use a machine" and 'jumping from cherry pickers'.

After checking video clip, it just shows the kind of morons we have in our industry.

<http://youtube.com/watch?v=y>

Is there any way that we as an industry can lobby to prevent such thing being put on these kind of websites, as it is bound to encourage even more brain-dead muppets from following suit.

Thankfully, my customer thought the videos were stupid and even more thankfully, the machine wasn't ours!

Regards,

Jim Longstaff

Managing director

Clements Plant & Tool Hire, Coventry, UK

Whats on?

The Rental Show 2008

ARA convention and rental show
February 11-14, 2008 Las Vegas, USA
Phone: +1800 334 2177
Fax: +1309 764 1533
E-mail: info@therentalshow.com

Samoter

Earthmoving and construction
equipment show
March 5-9th 2006 Verona, Italy
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www.samoter.it



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The leading US construction show.
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April 15, 2008 Whitebury, UK
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Fax: +44(0)1539564686
E-mail: info@ipaf.org



Smopyc 2008

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

Access Days

Open day event
May 13-14, 2008, Milton Keynes, UK
Phone: +44 (0) 1908 2234
Fax: +44 (0) 1908 312733
E-mail: info@niftylift.com

SED 2008

UK's premier construction equipment exhibition
May 13-15, 2008
Rockingham Speedway,



Corby, UK
Phone: [44] 020 8652 4810
Fax: [44] 020 8652 4804
E-mail: jackie.hanford@rbi.co.uk

Safety & Health Expo

Health and safety show
May 20-22, 2008
Birmingham, UK
Phone: +44 (0)207 921 8067
Fax: +44 (0)207 921 8058
E-mail: tbond@cmpinformation.com

CTT

Russian equipment show,
June 17-21, 2008. Moscow, Russia
Phone: +49 89 949 22 116
Fax: +49 89 949 22 350
E-mail: miedaner@imag.de

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and access industry
Haydock Park
June 25/26th 2008
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Web: www.vertikaldays.net



Europlatform

IPAF central Europe Summit
September 16, 2008
Maastricht, Holland
Phone: +44 (0)15395 62444
Fax: +44 (0)15395 64686
E-mail: info@ipaf.org



Apex

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



Intermat 2009

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

Bauma 2010

World's largest construction
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30 t PPM ATT 350	2000	4x4x4	30,40m + 15,00m
35 t PPM ATT 400/2	2000	4x4x4	30,40m + 15,00m
50 t PPM ATT 600	2000	6x6x6	40,00m + 15,00m
70 t Faun ATF 70-4	1999	8x8x8	40,00m + 16,00m

TELESCOPIC - TRUCK CRANES

Make / Type	y. o. m.	Drive	Boom / Fly Jib
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50 t Tadano TG 500 E	1995	8x4x4	40,40m + 15,00m

REACHSTACKER

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

BOOMLIFTER

Make / Type	y. o. m.	Boom / Fly Jib
3 t JCB Telehandler 535-95	2003	9,50 m
3 t JCB Telehandler 535-105	2007	10,50 m
3 t JCB Telehandler 532-120	2002	12,50 m

AIRMASTER

Make / Type	y. o. m.
0 t JCB Airmaster 2CX	2003
0 t JCB Airmaster 2CX	2005

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Excellent salary, commission, and vehicle package as well as paid expenses.

Please respond to Rob Collins at
robcollins@sumner.com

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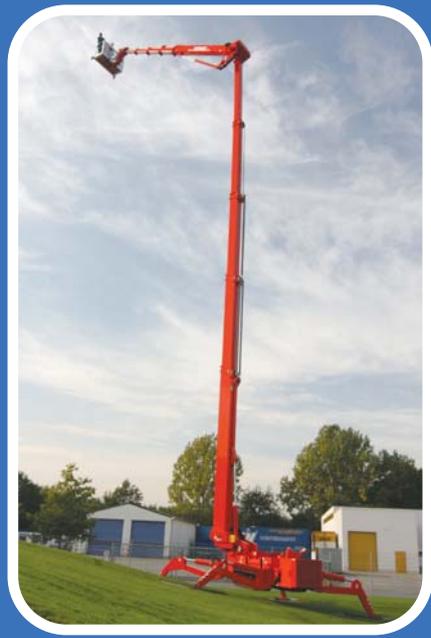
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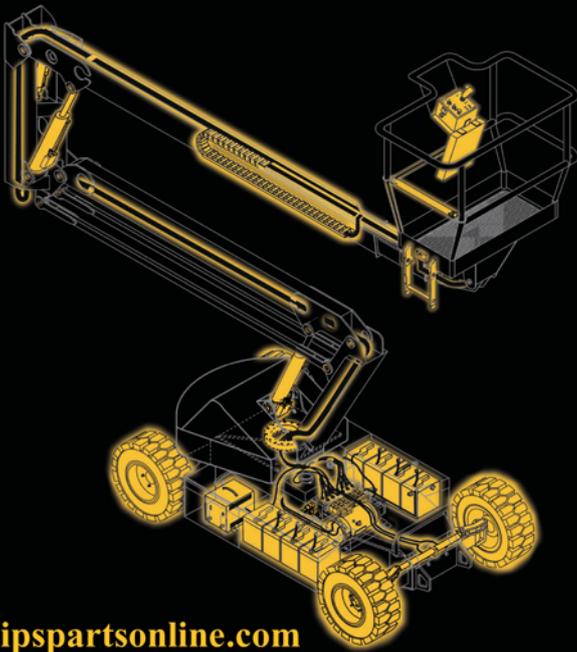
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Genie GS2032	7.9m	2004/5/6/7
Genie GS2632	9.9m	2004/5
Genie GS2646	9.9m	2004/5/6
Genie GS3246	11.7m	2004/5/6/7
Liftlux 153-12	17.3m	2001/7

Diesel Scissors 11.5m - 22.5m

Skyjack SJ6832	11.5m	2004/5/6/7
Genie GS3384	12m	2005/6/7
Skyjack SJ7135	12.5m	2007
Skyjack SJ9250	17.1m	2007
Genie GS5390	18.5m	2005/6/7
Liftlux 205-25	22.5m	1999

Battery Booms 9.4m - 13.5m

Genie Z25/8	9.4m	1999/2000
Genie Z30/20n	11.1m	2005/6
Genie Z34/22n	12.5m	2004/5/6
Upright AB38	13.5m	2004/5/7

Diesel Booms 16m - 20.4m

Genie Z45/25 BI	16m	2002/3/4/5
Genie Z45/25RT	16m	2004/5/6/7
Genie S45	15.7m	2004/5/6/7
Genie Z51/30	17.6m	2007
Genie Z60/34	20.4m	2004/5/6/7

Diesel Booms 21.8m - 43.1m

Genie S65	21.8m	2001/4/5/6/7
Genie Z80/60	26.4m	2004/5/6/7
Genie S85	27.9m	2004/5/6/7
Genie S125	40.1m	2003/4/5/6/7
Genie Z135/70	43.1m	2006/7

Specialised Access 12.2m - 42m

Nifty TD120 TN	12.2m	2007
Scanlift SL185	18.5m	2000
Scanlift SL190	19m	2001
Omme 2200RBD	21.8m	2004/6/7
Denka DL22n	22m	2001
Scanlift SL240	24m	2000/1/4
Falck Schmidt FS290	29m	2005
Falck Schmidt FS290C	29m	2005
Omme 3000RBD	29.7m	2004/6/7
Falck Schmidt FS370	37m	2005
Falck Schmidt FS420C	42m	2005

Telescopic Forklifts 4m - 21m

Manitou MT420	4m/2 tons	2002
Manitou SLT415	4m/1.5 tons	2002
Manitou MLT523	5m/2.3 tons	2004/5
Manitou MT932	9m/3.2 tons	2005
Manitou MT1030	10m/3 tons	2005
Manitou MT1335	13m/3.5 tons	2005
Manitou MT1740	17m/4 tons	2005
Manitou MRT2150	21m/5 tons	2005

Vehicle Mounted 13m - 50m

Large choice of:

Simon S220/263/300	1987 - 1999
Bonto S34/46/50	2002 - 2005

Mini Cranes 2 - 3.5 tons

Maeda MC104 CRG	5.5m/1 ton	2006
Valla 20E	4.5m/2 tons	2003
Maeda MC285 CRME	8.7m/2.82 tons	2006
Maeda MC305 CRME	12.6m/2.93 tons	2006
Valla 35E	6.5m/3.5 tons	2003
Maeda MC405 CRM E	16.8m/ 3.83tons	2007
Maeda LC785	16.35m/ 4.9tons	2007



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Telescopic boom
27.9m - 2004/5/6



Genie S125
Telescopic boom
40.1m - 2003/4/5/6



Genie Z45/25RT
Articulated Boom
16m - 2004/5/6



Genie Z135/80
Articulated Boom
43.1m - 2006/7



Genie GS2032
Battery scissors
7.9m - 2004/5/6



Genie GS2646
Battery scissors
9.9m - 2004/5/6



Genie GS3384
Diesel scissors
12m - 2005/6/7



Genie GS5390
Diesel scissors
18.5m - 2005/6/7



Manitou MT523
Diesel teleporter
5m/2.3 tons - 2004/5



Manitou MT1032
Diesel teleporter
10m/3.2 tons - 2005



Manitou MT1335
Diesel teleporter
13m/3.5 tons - 2005



Manitou MT2150
Diesel teleporter
21m/5tons - 2004/5



Falck Schmidt FS420c
Specialised spider
42m - 2005



Denka DL22n
Specialised spider
22m - 2001



Wumag WT200
(Mercedes) Truck mount
20m - 2001/4



GSR 198PX (Nissan Cabstar)
Truck mount
19.8m - 2005

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