

# cranes & access

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December/January 2009 Vol. 10 issue 9

A look  
back at  
2008

Truck  
mounted  
lifts

Crawler  
cranes

Annual rental  
rate guide

... Aichi appoints UK distributor... Winterlift buys Yorkshire Crane... Ownership changes at Riwal ...

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## On the cover:

Facelift's 52 metre truck mounted Bronto platform fitted with lifting jib for the placement and installation of large glass panels.



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Allan leaves £650k in debts, Winterlift acquires Yorkshire Crane, First job for McNally LTM11200, New head of operations for Manitou, Aichi confirms UK distribution, 190 Niftys for Boels, Ownership changes at Riwal, UpRight unveils RT Scissor range, Cutbacks at Ramirent, Liebherr builds Russian plant, Aichi and JLG break ground on new plants in China, Layher builds new plant in Germany, New head of construction at HSE.



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With order books almost vanishing overnight, stocks of new, unsold equipment filling yards and storage areas and access to money tight, are sellers and buyers looking more towards auctions to acquire bargains? Cranes & Access went behind-the-scenes at a Ritchie Bros' auction in Holland.



## 50 years on 53

Cork-based William O'Brien Plant Hire, best known in recent years for its crane hire activity, was founded 50 years ago by William O'Brien senior, the company has traded through several tough periods and economic downturns. We look at the company's history, while managing director Finbar Warren gives some survival pointers.

## 17 Crawler cranes



## Crawler cranes 17



When it comes to crawler cranes all eyes are to the East with Chinese manufacturers rapidly expanding production, product ranges and exports as they look like becoming the driving force in this sector.

## 23 Truck mounted platforms



## Truck mounted platforms 23



Truck mounted platforms are undergoing a renaissance and even in the current climate, there is still good business being done particularly in the medium and larger sized platforms. Here we review the market as well as visiting Ascendant Platforms in the North East - possibly the UK's only truck mounted platform manufacturer - and hear its expansion plans.

## 29 Dutch auctions



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## Look back at 2008 42

We take an extensive look at one of the most eventful years in living memory - the financial crisis, rising oil prices and varying fortunes for the crane, access and telehandler business, our largest look back to date.

## In the next C&A

The February 2009 issue of Cranes & Access will feature: Spider lift aerial platforms; Tower crane trends; ARA preview; Batteries; Equipment for utility contractors.

## Trick of the tail 65

Specialist access requirements call for specialist equipment, particularly in the safety-conscious aviation industry. Specialist engineering design company Semmco has introduced many working at height solutions but by far the biggest is its new, made-to-measure tail docking system for UK airline bmi's fleet of Airbus A320 at Heathrow airport.

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**c&a**  
comment

## All change for 2009

2008 will go down in history, along with 1929, as a significant year for the world's financial system. As our 'Look Back at 2008' on page 42 highlights,

the year began with a spring in its step, although in hindsight there were early signs alerting us to the dramatic events on the horizon. October, often the month for such things, saw a crisis of confidence in the world's banking system but thankfully governments acted quickly, shoring it up with cash and guarantees.

Unlike 1929, measures that took almost four years to be put in place are being enacted in as many months. As a result there is a good chance that 2009 will turn into a good old fashioned recession, along the lines of the early 1980's and 1990's, tough - but a piece of cake compared to the Great Depression.

After 16 years of continuous economic growth many managers have no experience of a recession and will cope differently with the slow down. Recessions produce winners as well as losers because it flushes out poorly managed, badly structured companies, driving them out of business or into the hands of stronger players.

The key is keeping a cool head. The economy has after all only slowed not stopped. Business is out there and companies will not only make mistakes as they adapt but will fail to spot and correct their mistakes, providing opportunities for those in a position to take them. There is a tendency to expect less and fall into a highly dangerous downward cycle of making fewer sales calls, accepting rejection more easily and cutting back on marketing efforts. All classic mistakes.

It has been proven on numerous occasions that the 'hunker down and hide' strategy simply does not work. We all need to make more calls, and yes do even more advertising, promotion and other forms of marketing. The effort is unlikely to boost revenues compared to last year, but it will help stop them fallin too far. Profits are likely to slip, but you will retain experienced staff while picking up new and lapsed customers and be ready to fly as soon as things pick up, which they inevitably will.

The best companies understand that when business is tough you have to do more not less and that the best opportunities often arise during times like this. Now is the time that astute and focused businesses - the tortoises - will overtake 'the hares' frozen in the headlights.

On behalf of the whole team at The Vertikal Press we wish you a very happy Christmas and a healthy and prosperous 2009.

Mark Darwin

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you may have, to the editor, stating if  
we may publish them or not.

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# Allan left over £650k in debts

Allan Access - placed into administration in September - will now be liquidated owing creditors £650,000. This after Phil Allan purchased the main business assets from the administrator for £315,000 shortly after the company was placed in administration and declared insolvent. The secured lenders, largely the bank and factoring company should be paid out in full.

# Aichi confirms UK distribution...

Aichi, the leading Japanese aerial lift manufacturer, has confirmed the appointment of Ranger Equipment as its distributor for the UK and Ireland.

Ranger also trades as The Spiderlift Company which is largely a re-rent business and also the distributor for Teupen spider and truck mounted lifts. The company is planning to launch the Aichi brand in the New Year, beginning with the manufacturer's range of track mounted boom lifts before moving on to its wheeled booms and scissor lifts.



Steve Hadfield (L) of Ranger with Shinji Takeuchi, president Aichi mark the official appointment for the UK and Ireland

# ...And breaks ground in China

Aichi 'broke ground' on its second production facility in China at the end of November. The new plant is a wholly owned subsidiary of Aichi, established in April as 'Zhejiang Aichi Industrial Machinery Co. Ltd' and under the management of president Seiji Fujishima. Its headquarters are located in Hangzhou and the plant will manufacture the company's range of self propelled lifts. The existing operation, Hangzhou Aichi Engineering Vehicles, is a joint venture and produces specialist vehicle mounted lifts for the local market. It is also based in the Hangzhou Economic and Technological Development Area.



Winterlift has acquired Yorkshire Crane Hire

# Winterlift acquires Yorkshire Crane

Winterlift Crane Hire, the Manchester-based crane rental company, has acquired Sheffield-based Yorkshire Crane Hire for an undisclosed sum in an equity purchase deal. Yorkshire Crane was owned by Norman and Elsie Truman who founded the company in 1986 and were looking to retire. The company operates eight cranes, the largest of which is an

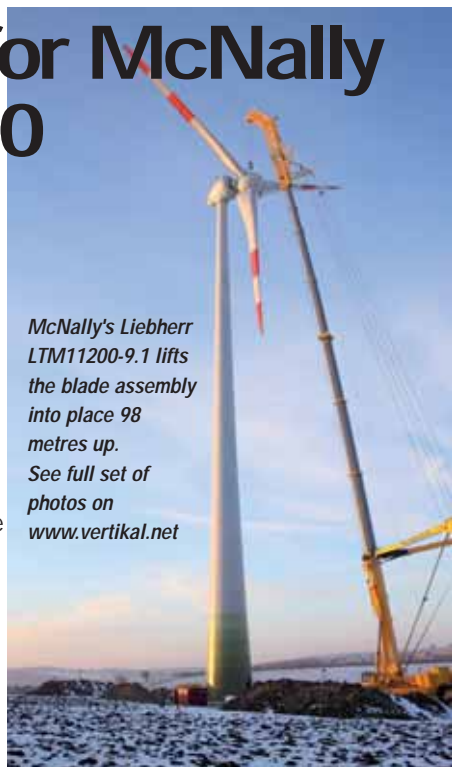
80 tonne Demag, from the single location. Winterlift was established in 1999 by its current directors Andrew Winter and Peter Winterburn. The integration of the Yorkshire Crane Hire fleet will increase the number of units available from Winterlift to 41, ranging from a 14 tonne Franna 'pick and carry' crane to the 250 tonne Liebherr LTM1250-6.1.

# First job for McNally LTM11200

McNally/Windhoist, the Irish-based crane rental and wind turbine installation specialist, has carried out the first wind job for a Liebherr LTM11200-9.1. The new crane was collected from Liebherr's Ehingen plant and went straight to work helping install a 98 metre hub height Enercon E70 wind turbine in Heidenheim, Germany.

The crane lifted the top section of the tower into place, along with the nacelle and the complete blade assembly. The crane was equipped with 122 tonnes of counterweight and rigged with 88.2 metres of main boom, Y-Guy Superlift, six metre Excenter extension base with 10 metre section, topped by a 6.5 metre hydraulic luffing fly jib.

McNally's Liebherr LTM11200-9.1 lifts the blade assembly into place 98 metres up. See full set of photos on [www.vertikal.net](http://www.vertikal.net)



# 140 year old plant closes

The curtain has come down on almost 140 years of manufacturing, as the final machine rolled off the line at JCB's Heavy Products plant in Pinfold Street Uttoxeter. The site on the edge of the town has been linked to manufacturing since 1871 when agricultural machinery manufacturers Bamfords opened for business. The company was liquidated in 1980 and JCB bought the site in 1989 and began producing earthmoving equipment. The last JCB machine off the line was a 26 tonne JS260 tracked excavator. Production has been shifted to the company's all new plant further out of town, allowing the old site to be redeveloped.



## New head of operations at Manitou

Manitou, the telehandler and aerial lift manufacturer, has announced the appointment of Christian Caleca, 50, as chief operations officer. In his new position, Caleca will be in charge of Manitou's industrial department, along with having responsibility for domestic and international commercial departments, purchasing, logistics, research and development and quality departments.

Caleca joins Manitou from Trelleborg - he was president of the industrial hose business unit - where he was involved in a high profile US justice department anti cartel/bid-rigging law suit against Trelleborg and several other marine hose suppliers. He and a colleague co-operated fully with the justice department and pleaded guilty, which resulted in a custodial sentence and eventual departure from the company where he had spent more than 10 years.



Christian Caleca joins Manitou as chief operations manager

## 190 Niftys to Boels

Niftylift's Dutch distributor Eurosupply, has completed delivery of an order for 190 Niftylifts to Boels Verhuur, the Dutch-based international rental company. The order placed earlier this year included 100 Niftylift 120T, 12 metre trailer lifts, 50 Niftylift 170, 17 metre trailer lifts and 40 Niftylift HR 12 NDC, 12 metre self propelled articulated booms.



(L-R) Daan van de Poel of Eurosupply with Ton Brockbernd, senior buyer at Boels.



## New head of Construction at HSE

The UK Health & Safety Executive has appointed Phillip White, currently on secondment to Department for Work and Pensions, as chief inspector of construction. He replaces Stephen Williams who has already been appointed to oversee Health & Safety at the 2012 Olympics.



Phillip White

## Growcock retires from Manitowoc

Terry D. Growcock, chairman of the board of Manitowoc has announced his intention to retire on December 31st, after 15 years with the company. Growcock, 63, moved to his current post in 2007, after Glen Tellock took over his role as chief executive. He joined the company in 1994 as executive vice president of Manitowoc Ice and a year later was appointed president of Manitowoc Foodservice Group, moving up to president and chief executive of the whole group in 1998. In 2002 he added the role of chairman to his duties.



Terry Growcock



(L-R) Dick Schalekamp, Craig Paylor of JLG, Doron Livnat, Jaap Schalekamp and founder Dick Schalekamp snr celebrate 40 years at APEX.

## Changes at Riwal

Riwal, the Dutch-based international sales and rental company, has boosted its equity and strengthened its senior management team following the buy-out of Jaap Schalekamp by co-owners Riwal chairman Doron Livnat and brother Dick Schalekamp. In conjunction with the ownership change, Riwal has made several new appointments to strengthen the company and continue its successful growth strategy.

The board of directors now includes Doron Livnat as chairman, Dick Schalekamp as chief executive, Coert Nodelijk as chief operational officer (he was previously operations manager for the Netherlands) and Willem Ledeboer who joins the board from the corporate banking sector. A fifth director and chief financial officer will be appointed in due course.

The team of 'international managers' will comprise Hans Schmelling, manager finance and administration North West Europe (The Netherlands, France, Scandinavia); Jeff Eisenberg, finance manager for the rest of the world; Rik Maaskant, manager international marketing and communications and Jacques Catinot, manager international sales used equipment and re-rental plus managing partner of Riwal France.

## Hewden merges cranes and access and makes cutbacks

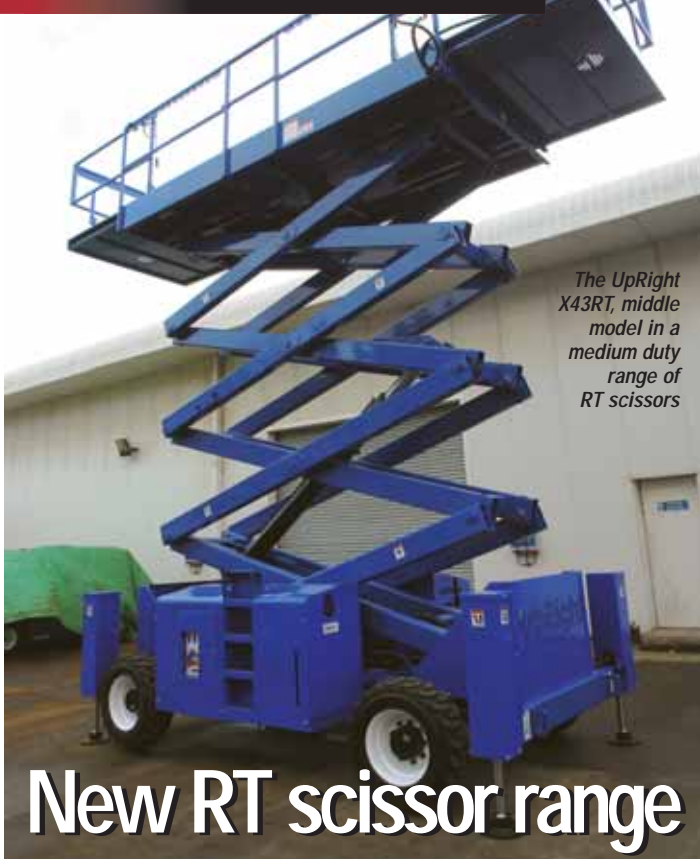
Hewden, the Cranes, Access, telehandler and general equipment hirer has announced the closure or merger of 22 branches and loss of 213 jobs.

The cutbacks are part of the restructuring that Finning, its parent company, announced in November and will include the integration of the cranes and access divisions with the rest of the business.

Hewden currently operates from 102 depots and employs 1,750 staff. A total of 12 locations will be closed, including: Barrow in Furness, Cambridge, Elgin, Heathrow, Isle of Wight, Jersey, Melksham, Redditch, Chester, Shrewsbury, Thatcham and Yeovil.

In addition a further 10 depots will be merged with nearby locations and all assets and customers transferred. Those being closed and transferred are Motherwell, Mount Vernon and Newarthill (all transferred into Glasgow Queenslie), Bathgate (merged into Edinburgh) Rotherham (combining with Barnsley), Warrington Great Sankey (merging with Warrington Appleton Thorn) Abergele (moving to Bangor) Cardiff (merging with the Cardiff Docks depot), Olney (Bedford) and Truro (consolidating with Redruth).

Announcing the re-structuring, Hewden executive director, Doug Sprout said: "Our first concern is for our staff who will all be affected by these changes but we are also determined to maintain the best possible customer service during this restructuring."



The UpRight X43RT, middle model in a medium duty range of RT scissors

## New RT scissor range

UpRight has unveiled the X43RT the first, 'all new' scissor designed by the company since Tanfield took over in 2006. The platform is the first and middle model of a new three machine, medium duty, twin deck Rough Terrain scissor lift range. With platform heights from 12 to 18 metres and capacities from 400 to 1,000kg, the scissors have been designed from scratch by UpRight and will be manufactured at its facilities in Washington, Tyne and Wear. The three model HXRT heavy duty scissor range - including the HX67RT announced recently - has been designed and built by its partner, Omega Lift in Holland.

Cranes&Access visited UpRight's factory on a snowy day in early December and put a pre-production X43RT through its paces. With a platform height of 13 metres the unit's dual 1.2 metre extensions provides a 6.4 metre long deck with 400kg lift capacity. Apart from installing a 'beefier' engine, UpRight appears pleased with the performance of the prototype and is asking distributors to try out and critique the machine before full production starts early next year. The X43RT will be complimented by the 12 metre, 1,000kg capacity X32RT and the 530kg capacity 18 metre X52RT. All models offer diesel power 4x4 drive and self levelling outriggers.

## Alex Lee joins Access Rentals

Access Rentals the Telford, UK, based aerial lift rental company has appointed Alex Lee as managing director and Paul McGrath as operations director. The top post was vacated in September with the surprise departure of Mike Wishart, who had managed the business since it was founded.

Lee, an experienced powered access rental manager, most recently headed up SGB's powered access business, but departed in September. Lee will report to chairman and principal shareholder Keith Kendall.

## CTE for OpenView

CTE UK has supplied the first batch of Z19 articulated boom, truck mounted lifts to the OpenView Group which specialises in CCTV and intruder alarm systems, audio and video entry systems and security doors and screens.

The company has rented in access platforms for many years but decided to move towards owning its own fleet. The company took a good look at the products on the market before ordering a number of 19 metre working height CTE Z19 lifts mounted on 3.5 ton Nissan Cabstar chassis, which allows them to be driven by any of the company employees with an ordinary car driving license.

"The Z19, with 19 metres of working height and 230kg basket capacity to eight metres of outreach, offers just what we need and is highly cost effective over hiring," says OpenView group director Paul Bullen. "The Nissan is an ideal town vehicle due to its great turning circle. The package of the CTE Z19 and Nissan make it a great investment."

The Romford, Essex-based company was founded in 1984 and has three specialist subsidiaries Cartel Security Systems, Delaware Communications and Camrasonic and now has over 110 employees operating from six locations to provide a national coverage for its clients.



Three of the first CTE Z19 delivered to the OpenView Group

## Big RT Electrics ready to ship

Californian manufacturer MEC is preparing to ship the first production units in its new '91 ES series' of battery electric powered Rough Terrain scissor lifts. At the same time it has delayed the production start up for its M40T and M46TJ booms until late 2009.

The three model Rough Terrain line up includes the 25ft - 2591ES, 33ft - 3391ES and the 41ft - 4191ES and follows in the footsteps of its mid-sized battery electric Rough Terrain

72ES, designed principally for the European market. The scissors avoid noise and emission problems and are less costly to run, particularly for sub contractors who can plug into an on-site power supply.

Powered by eight, six volt 375 amp hour batteries, the ES series are drivable at full height and feature fast cycle speeds for lift and drive, with fully proportional drive and lift controls and rear oscillating axle.

Optional items include the 4WD Quad-Trax drive system, auto-levelling outriggers, non-marking, turf and foam filled tires, removable upper control box, platform swing gate, platform work lights, all motion alarm, flashing beacon, automotive horn, air line to platform and lanyard attachments.

One of the new MEC 91 series of battery electric RT scissors.





Dubai was host to the Big-5 show in November and Crane&Access stopped off check out the news. Attendance in the PMV section was very poor, but many companies are looking to expand in the area in spite of slowing activity.

**Wolffkran Arabia**, the tower crane sales and rental company - a joint venture with Kanoo and now almost two years old - is continuing to grow rapidly and is looking for additional sales staff.

**Haulotte** announced that its Middle East operation will expand into Libya just 12 months after establishing the Dubai-based business. Arthur Danelian, managing director confirmed to Cranes & Access that it would open a sales office in Libya in 2009 with a strong possibility of a further satellite location in Algeria in 2010.

**Hinowa**, the Spider lift manufacturer, has appointed Al Raas General Trading as its distributor for the UAE and launched its 23-12 at the Big 5 show



The Hinowa 23-12

**Linden Comansa** appointed two new distributors in the region: Stafford Tower Cranes - the company's distributor in Ireland which has set up an operation in Dubai and Wolf Equipment Trading - a Dubai-based tower crane and hoist rental company which has an outlet in Sharjah. Wolf has purchased a new Comansa LC11 which was launched at Vertikal Days this summer.

**Inspire** the rental software company confirmed that it has plans to set up an operation in the Middle East through new partners and re-sellers, in order to service the growing rental infrastructure in the region.

**Al Laith Scaffolding** of Dubai has been appointed as Middle East Distributor for Italian manufacturer Oil & Steel. Al Laith placed an initial order for four machines and has subsequently added a further order of 10 units made up of 18 and 20 metre telescopic Scorpion models and the 21/12 and new 20/10 articulated Snake models.



(L-R) Paolo Balugani, technical director of Oil & Steel, Tony Nobbs, managing director Al Laith, Simone Scalabrini, general export manager Oil & Steel and Tim Richards powered access division manager.

## Hungary for more

The first of the new Liebherr 100 tonne LTM1100-4.2 has been delivered to Hungarian crane rental company Dunagép RT mainly for tower crane erection. Dunagép already operates around 20 Liebherr mobile cranes, the largest of which is the LTM 1400.

In addition to branches in Hungary, the company has operations in Slovakia and Romania.

(L-R) Georg Huber and Christoph Kleiner of Liebherr Ehingen hand the new crane over to László Szécsenfalvi of Dunagép, with Imre Hegyes of Pointed Kft, the Liebherr dealer in Hungary.



## Eurolev acquired

French-based crane, access and telehandler rental company Eurolev has been acquired by Thierry Jammes and Ever Capital, a private equity firm. Founded as a powered access company in 1989 cranes were added in 1992. Eurolev had revenues of €16.2 million in 2007 and operates from seven locations, with 82 employees.

## AGS opening in the UK

AGS the tower crane electronics company, is planning open a UK subsidiary in January 2009 based in London. The company is also looking to establish a Middle East operation sometime in 2009.

## Construction begins on Liebherr plant in Russia

Construction work has started on the new Liebherr plant in Russia, which is now expected build tower cranes along with other Liebherr products. The new plant, located in the town of Dzerzhinsk in the Nizhny Novgorod region, will also manufacture hydraulic components, transmissions and steel fabrications.



The new Liebherr plant in Dzerzhinsk - Nizhny Novgorod

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The architects view of the new Layher plant

## Layher breaks ground on new plant

Layher the German-based system scaffold company has broken ground and started construction on a second production facility in Güglingen near Heilbronn, southern Germany. The new facility will house the entire production of the company's aluminium and wooden components, while its main plant in Eibensbach will be the centre for the manufacture of steel scaffolding. The latest expansion follows a new goods inward building and

expansion of its steel deck production area at its main plant. Early 2009 will also see the start up of a new and high-tech, hot-dip galvanizing facility.

Layher, founded in 1945 is Europe's largest manufacturer of system scaffolding. The company employs over 1,100 worldwide, 700 in Germany and a further 400 at its 30 overseas subsidiaries.



The ground breaking ceremony

## Ramirent cuts back

Ramirent, the Finnish-based international rental company has announced a cost cutting plan that could result in 600 job losses (out of a total of 4,000) in anticipation of falling revenues. The company which operates throughout the Nordic countries, Russia, the Baltic states and most of Central/Eastern Europe, says that it is looking to reduce fixed costs by €50 million. Restructuring costs are estimated at €25 million and will be taken in the fourth quarter of 2008.

Ramirent's outgoing chief executive Kari Kallio said: "The equipment rental business is structurally attractive in the long-term. While Ramirent will continue to execute its long-term growth strategy, the company is prepared to weather this downturn with its strong balance sheet and solid cash generation."

The company is still forecasting a net sales growth for 2008, with pre-tax profits falling below 2007 levels.

## Conexpo Russia 2009 cancelled

The second Conexpo Russia, originally scheduled for September 2009 has been cancelled, "in order to allow the economy to improve." The 2010 show is currently scheduled for May 2010. The new date will put it in even closer competition with the well established annual CTT Show which is scheduled for early June. CTT 2009 will go ahead as planned on June 2nd.

## Easi UpLifts plans move into London

Easi UpLifts/Height for Hire, the international sales and rental company, is preparing its long planned move into East London and is currently looking for a one acre site and workshops along with key staff. The company also moved into its new four acre headquarters building and premises at the end of November.

Grove Manیتowoc National Crane Potain



### Used Cranes

#### Manitowoc proposes used cranes in 4 different stages:

1. Used crane in as is condition (Simply drive away)
2. Used crane + Full service
3. Used crane + Full service and repairs
4. Used crane + Full service, repairs, painted and fitted with new tyres, warranty on main components



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Service Team: +44 (0) 1280 818850



#### Manیتowoc Germany Langenfeld Facility

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## Euro Rigo dissolves

Kato has announced that it is 'dissolving' its Euro Rigo operation in Italy and downgrading its full year forecasts from ¥62 billion (\$641 million) to ¥61.5 billion (\$635 million). The Euro Rigo business was originally a joint venture between Kato and Rigo, with Kato owning 80 percent but Kato's stake grew to 99.4 percent on completion. The date of March 2009 has been set for closing the operation at a cost of ¥3 billion (\$31.5 million). The company has been shipping product and has recently delivered its first RTT1305 to a customer in Dubai.

No-one at Euro Rigo's Verona plant was prepared to comment on the announcement. Daniel Rigo cut all ties with the business back in March 2008 and now sells Rigo spare parts and trades in used cranes. He declined to comment on the developments at Euro Rigo.

## Hiab merges UK operations

Hiab is merging its Hiab and Moffett operations in the UK. Moffett truck mounted forklift sales and service functions, currently based in Coventry will be integrated with the Hiab organisation from 1st January. The sales and service functions of both product lines will report to Ismo Leppanen, managing director of Hiab in the UK.

Ellesmere, Shropshire-based Hiab UK already handles the Loglift forestry cranes, Jonsered recycling

cranes and Multilift demountable truck bodies in addition to its Hiab loader cranes. The Moffett office and workshops in Coventry will be retained and the service activities from there will be extended. Leppanen said: "Tough market conditions and reduction in market demand has prompted us to act swiftly and improve the economics of our distribution and service network in the UK,"

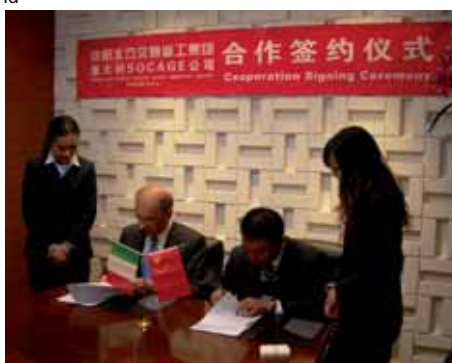
*Ismo Leppanen.*



## Socage moves into China

Socage, the aerial lift division of Fassi, has signed a co-operation agreement with Chinese company Shenyang North Traffic Heavy Industry Group. The agreement concerns the distribution and mounting of the Socage range of truck mounted and spider lifts throughout China. North Traffic is based in Shenyang with branches in the main Chinese cities and employs more than 2,000, manufacturing cranes, drilling machines and road maintenance equipment. The agreement was signed in the group's Shanghai offices by Socage chief

executive Angelo Pansera and Zhao Yanjun, vice president of North Traffic. The two companies kicked off the agreement with a stand at the recent Bauma China.



*Angelo Pansera, CEO Socage and Zhao Yanjun, VP North Traffic sign the co-operation agreement.*

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## Terex hesitates after Fantuzzi deal is cleared

European Union competition regulators cleared the acquisition of Fantuzzi, port equipment by Terex only for Terex to inform Fantuzzi that it may walk away from the deal. The European Commission, ruled that the €215 million deal would not impede competition in the European market for port equipment, including gantry cranes and straddle carriers. However, almost immediately, Terex informed Fantuzzi that a material adverse change may have occurred in its port handling business which could prevent it from completing the acquisition.

Fantuzzi, in a separate statement said that it was 'extremely surprised' by Terex's announcement, particularly coming after clearances by EU and Ukraine regulators. It said it believed the deal could be finalised soon, after obtaining the final approval from competition authorities in Turkey.



## Philadelphia crane laws

The Mayor of Philadelphia, Michael Nutter, signed off on a tough set of crane safety laws in early December. The signing ceremony occurred on the roof of a 34 storey apartment building where two tower cranes were working. After signing he said: "I am proud that Philadelphia is leading the way in construction-site safety."

The bill, drafted by councilman James F. Kenney, establishes stiff certification requirements for crane operators, riggers and inspectors as well as codifying standards for equipment and bonding for crane companies. Kenney said that the law was a group effort between unions, government officials and developers.

## 12 tonne compact from Galizia

Galizia has developed a special compact version of its 12 tonne G120E battery powered crane for the Milan Urban Transport Company. Which manages the public transport system in and around Milan, covering 87 Municipalities serving a territory with an overall population of about 3 million.

The compact dimensions - include a narrower width of just 2,050mm and a shorter overall length at 3,700mm with 90 degree steering allowing the cranes to turn within their own length. Special axles have also been fitted in order to cope with the extra counterweight required to compensate for the smaller overall dimensions.

The first two cranes were delivered at the end of November, and have been designed to allow the cranes to work within confined areas of ATM's workshops, lifting heavy replacement components into place on the company's trams. The units also have special hydraulic luffing jibs to lift the tram's pantographs into place.



A crane goes straight to work lifting a heavy undercarriage into place.



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(L-R) Artur Heiduk of Liebherr-Polska with Leopold and Irena Warylo, Maciej GoYdzik and Agnieszka Warylo-GoYdzik of Kran Warylo and Bernd Rechsteiner, Ulrich Hamme and Georg Huber of Liebherr Ehingen.

## Biggest in Poland

Kran Warylo, the Polish-based rental company, has taken delivery of the largest crane in Poland - a 750 tonne Liebherr LG1750 with 91 metres of main boom, 77 metres of luffing jib, back mast and suspended Superlift counterweight pallet. The new crane is aimed at the growing market for the erection of wind turbines and joins an LTM 1500-8.1 and an LG1550 that the company has been using for wind turbine work for some time.

## Demag up 13%

Demag, the industrial and port crane manufacturer has seen revenues and order intake climb steeply in its fiscal year to the end of September, buoyed by a strong performance in its industrial crane division (up 18 percent to €571 million). Overall the company's revenues rose 13.5 percent to €1.2 billion, while EBIT jumped 45 percent to €137 million. The company expects sustained demand through 2009.

## Ashtead up 7% and to cut costs

Ashtead, owner of Sunbelt in the USA and A-Plant in the UK has reported first half revenues up seven percent to £76.6 million underlying profits increased by similar levels. The company also announced plans to cut £45 million of costs to 'size the business to current demand levels.'

The company invested £51 million in its rental fleet compared to £77 million during the same period last year. ([full story on www.vertikal.net](http://www.vertikal.net))

## Speedy up 22%

Speedy, the UK's largest rental company has reported first half revenues of £256 million, up 22 percent while profits rose four percent to £22.8 million and a range of cutbacks have been implemented. Acquisitions accounted for more than half of the increase.

## Vp up 7%

Vp, owner of telehandler rental company UK Forks, has reported half year revenues up seven percent to £81.6 million with profits up 13 percent. UK Forks' revenues were down three percent given its higher dependence on residential construction.

*The first tandem lift between two Grove GTK1100 telescopic tower cranes was recently completed erecting a new chimney at a coke production facility in the SaarLorLux region of southwest Germany. Most of the lifts were completed a single GTK1100 belonging to Wiesbauer, but a second GTK1100 was rented in from Breuer&Wasel. The gross weight of the final lift was 42 tonnes lifted at a radius of 12 metres to a height of 140.2 metres.*



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ANSI models shown.



- **Manitowoc Cranes** has appointed **Andreas Schwer** as senior vice president of global engineering and innovation.



Andreas Schwer

- **Finning International** has appointed **David S. Smith** as executive vice president and chief financial officer.

- **Peter Lancken**, chief executive of Australian rental company **Kennards** says he will step down from the job during 2009.

- **Cargotec/Hiab** has completed its employee co-operation negotiations in Finland which aim to cut costs and end manufacturing in **Salo**.

- **AmQuip Crane Rental** has announced the acquisition of **Powell & Sons Equipment Company**, the Atlanta-based crane rental and rigging company.

- The **European Rental Association** will now hold its 2009 annual convention in **Manchester**. It had originally been scheduled for London.

- **Skyjack** has issued a service advisory note following a recent incident with a nine year old SJ8841 scissor lift.

- **IPS**, the UK based international parts and service company, has launched a 'Winter Care inspection' for £69.

- **Phillippe Parmentier**, the used equipment sales manager for **Genie Europe** has left the company.



Phillippe Parmentier

- Italian platform manufacturer **Barin** has delivered its first underbridge machine to Canada.

- Belgian rental company **Interrent** has taken delivery of part of its order of 20 **Genie** aerial lifts.

- The **American Rental Association** and **Hire and Rental Industry Association** of Australia have started the first personnel exchange.

- **JLG** has placed operator, service and parts manuals for JLG, SkyTrak, and Lull telehandlers online.

- **Peter Jones**, head of UK group technical services at **Lavendon** is leaving to set up his own consultant engineering business.



Peter Jones

- **Manitowoc** has appointed **Aspen Equipment** as the **Grove** mobile and **Manitowoc** crawler cranes distributor for Iowa, Nebraska.

- **Spider**, the North American-based suspended platform specialist has appointed **Bill Sherer** as district sales representative for its Houston, Texas location.

- **OSHA** has extended the comment period for its proposed rule for cranes and derricks in construction, by 45 days.

- A man was killed after being thrown out of a boom lift while demolishing a building at the **Swan Hunter** ship yard in the UK.

- **Briggs Equipment** has opened a new contractor rental and aerial lift location in Atlanta Georgia and continues to expand.

- **National Crane**, part of the **Manitowoc Crane Group**, has confirmed that it is dropping its articulated crane product line.



National Crane

- **Tech Ops**, the producer of **Sevcon** motor control systems for aerial lifts and fork trucks has reported full flat year revenues and lower profits.

- **Eve Trakway**, the temporary roadway supplier, has appointed **Lucy Lambertsen** as marketing manager.

- UK tool and equipment hirer **Speedy** has secured a three year, £3 million contract with **Simons Construction**.

- A **JLG** boom lift has helped a school in Australia make contact with the International Space Station.

- **A-Plant**, has won the **3i** Growth Strategy of the Year Award at the National Business Awards Finals 2008.

- **Genie** has appointed **Rob Cavaleri** as regional sales manager for the Middle East.



Rob Cavaleri

- **United Rentals** has appointed **William B. Plummer** as chief financial officer.

- **Bobby Hird** has joined the UK-based **Hird** crane and access family, born October 14th he is the son of **Phil Hird**.

- **Cramo** has signed a €15 million order with **LKAB** for the supply of cabins, tools and access equipment, complete with an underground depot.

- **Bernard Hunter** the Edinburgh-based crane hire company has added a **Manitou MHT 10160L** to its fleet.



Bernard Hunter

- There is an increasing trend for '**Urban Explorers**' to try and climb tower cranes at night when the risk of falling is high.

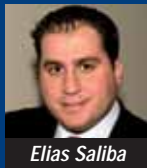
- **Eve Trakway** the supplier of temporary roadways has acquired **Fluid Events Interiors**.

- **Hybrid Equipment** is attending the Big 5 show this week in order to find distributors for markets in the Middle East, and particularly the UAE.

- **Hiab** has won an order for 95 of its loader cranes and cargo bodies from the Iraqi Ministry of Electricity, for delivery in 2009.

- The operator of the tower crane involved in the fatal collapse in **Bellevue, Seattle** in 2006 is suing a local newspaper for defamation.

- **Link Belt cranes** has appointed **Elias Saliba** as district manager/district service representative for international sales in Europe and the Middle East.



Elias Saliba

- **A-Plant Powered Access** of the UK, has been awarded preferred supplier status by **All Mass Cladding Systems** of Bristol.

- **Link Belt** cranes has appointed **Gary Lane** as district manager for the upper Midwest region of the USA.

- **Instant UpRight** has extended the standard warranty on its alloy tower products to 10 years.

- **Patrick Mutel**, previously the managing director of **Zoom** France is retiring from the **Lavendon** group.

- **Andrea Holz** previously with **Genie** Germany, has joined **Platform Sales Europe**.

- **IPAF's** president - **John Ball** and managing director **Tim Whiteman** participated in a meeting with leading Chinese manufacturers prior to **Bauma China**.



John Ball & Tim Whiteman

- **Beware** of any forms from a company called **Expo Guide** - it is a scam and signing it can cost thousands.

- **Rico Trapletti** previously geschäftsführer of **Up Ag** one of Switzerland's largest aerial lift specialists, has joined **Schuler&Schloemmer**.

- **John Fuller** has left **Genie** after 25 years with the company.

- **Cargotec** owner of **Hiab**, **Kalmar** and **MacGregor**, has appointed **Axel Leijonhufvud**, 47, as senior vice president, product supply. **Lavendon UK** is launching a new 'Safety Starts with You' initiative across the 55 UK locations of **Nationwide Platforms** and **Panther**.



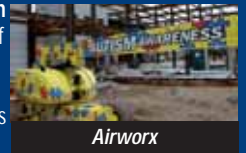
Axel Leijonhufvud

- Senior managers from **North American aerial lift manufacturers** and rental companies met on November 11th to discuss the adoption of a standardised operator training programme. No decision was taken.

- **Angelique van der Bijl** moves from **Haulotte** Netherlands to **Platform Sales Europe** where she will be Project/Administration manager

- Telehandler manufacturer **Dieci** has agreed to supply Italian agricultural equipment manufacturer **Storti** on an OEM basis.

- **AirWorx, Construction Equipment & Supply** of Indianapolis, Indiana, with the help of **JLG** has painted one of its machines with special livery to raise money for Autism.



Airworx

- **Manitowoc Cranes** has warned that the number 79A boom tops on 32 units of its Model 18000 crawler cranes must be inspected before further use.

- **Duke Aerial Equipment** of Nebraska has painted 25 of its booms and scissors purple to raise awareness of pancreatic cancer.



Pascal Deher

- The International Powered Access Federation (**IPAF**) has appointed **Pascal Deher** as its new representative for France.

- **GGR-Unic** the UK mini crane distributor and rental company has made it into the **Virgin Top 100** fastest growing companies.

- US Telehandler manufacturer **Gehl** has laid off 127 of its 830 employees.

- **Gill Riley** of **GGR - Unic** has won the **NatWest - Everywoman Athena** award.

- **Norman** and **Elsie Truman** have announced their retirement after selling **Yorkshire Crane** hire to **Winterlift**.

- **Tim Whiteman** managing director of **IPAF**, the **International Powered Access Federation**, has been appointed chairman of the **Basel Chapter of the British-Swiss Chamber of Commerce (BSCC)**.

- **Higher Concept Software** is offering free workshops, covering areas such as CRM, Workshop, Purchasing, Stock Management and Customer Servicing at the **Executive Hire Show** in February.

- **Liebherr** Ehingen has hosted the first meeting of worldwide crane associations targeted at improving crane safety.



Liebherr meeting

See [www.vertikal.net](http://www.vertikal.net) news archive for full versions of all these stories

# Manitowoc: Capacity to create



Manitowoc 16000



# All eyes to the East

The crawler crane originated in North America, with famous names like Lima, Northwest, American hoist, Lorain and Manitowoc. Until the 1980's American manufacturers were the driving force behind its development. Since then the mantle has been taken up by various countries around the world such as Germany for larger cranes and Japan for small to medium sized models. However this looks like it might be shifting again as China becomes increasingly active in this sector of the crane market.

More than any other large item of construction equipment, the crawler crane appears to be China's most accepted crane export. Figures for the first eight months of this year indicate that about 1,100 crawler cranes were sold in China, more than double the previous year. And there appears to be an optimistic medium and long-term outlook for the Chinese crawler crane industry - helped by their rising global acceptance and leading to the growth of exports which help to drive development further.

The recent Bauma China show was particularly busy with five Chinese crawler crane manufacturers launching sizeable new products. Sany had the largest crane at the show - its new 1,000 tonne SCC 10000 - along with a new 280 tonner - the SCC2800. XCMG launched a 650 tonner, FUWA (Fushun as was) had its first 500 tonne unit, Foton Lovol a 320 tonner and Zoomlion its 260 tonner with news of a 1,000 tonne model on the way.



Peter Issitt, md of Crowland Cranes seals the deal with Rob Smith of PJ Plant for the UK's first Zoomlion crawler at SED earlier this year.

Chinese crawler cranes are still new to Europe and particularly rare in the UK and Ireland, but companies such as Sany, FUWA and Zoomlion have delivered their first units and are enjoying some success - possibly with shorter delivery times and competitive pricing helping gain initial sales.

After importing and establishing the Zoomlion truck cranes, Peterborough-based UK distributor Crowland Cranes sold its first Zoomlion crawler crane, a 70 tonner to PJ Plant which has put it to work in a local quarry.



A Zoomlion Quay260 on show at Conexpo earlier this year

Sany launched its 1000 tonne capacity crane at Bauma China



The 70 tonner is at the smaller end of Zoomlion's eight model range which currently extends from 50 tonnes to 600 tonnes. With the €160 million acquisition of Italian construction equipment company CIFA in September, Zoomlion is seriously looking to grow its presence in Europe. The company says it aims to export 40 percent of its products overseas within five years and be one of the top 10 construction equipment manufacturers within 10 years. Currently its exports are growing at more than 110 percent year on year.

Sany also has its sights set on being a top 10 global manufacturer and already has a sizeable European presence but its profile in the UK and Ireland is still minimal. Its crawler cranes are available from piling specialist Watson & Hillhouse, which has sold three 50 tonne units since being appointed about a year ago. Two have been delivered to Anderson Crane Hire, the first unit - an SCC500D has been dramatically re-engineered into its latest version - the SCC500E - which was delivered in October. The other crane was delivered to BSG Civil Engineering. Development at Sany is obvious

continuing at a pace with the launch of the 1,000 tonner in November, which it says will be ready early in 2009. This follows closely on the heels of its 900 tonner launched at the beginning of this year which features a 120 metre main boom and a 192 maximum main boom/jib combination. We understand that a total of two 900 tonners have been built this year with a further two scheduled so far for 2009. The company says that it is also developing a 1,600 tonne crane which is planned for launch next year and is looking at a 3,200 tonner. Both cranes would take the company into territory currently reserved for the three majors of Terex-Demag, Liebherr and Manitowoc.



Sany's revised SCC500E

Sany moved into its new European headquarters in Cologne in May and is also investing €60 million in a

new facility in Germany. Situated between Cologne, Dusseldorf and Aachen, it will comprise a production/assembly facility, as well as a research, development and training facility. Though sales have been slow in the UK, Sany announced a 36 crawler crane deal with Dutch company P van Adrighem at Conexpo. Worth 200 million RMB (£13.2 million) the order includes 10 of its 50, 80 and 100 tonne cranes as well as five, 320 tonne and one 400 tonne unit. The cranes should all be delivered by next Autumn. Sany has also received a 20 unit order from Sarens.

*Anderson Crane hire's first Sany SCC500D*



European sales manager Zhang Gan says total crawler crane production is currently around 750 units a year, which would make it one of the leading manufacturers. It says that almost half were exported last year - just 120 machines were shipped overseas in 2007.

Foton Lovol is still not a common name or product in Europe, but as its small crawler crane product range grows this will change. However FUWA (or Fushun) has been available from Dutch based Cranebusiness since 2005. Prior to distributing Fushun, Cranebusiness had made a name for itself importing used Japanese crawler cranes from Hitachi, Kobelco and Sumitomo. However the lack of good used cranes over the past year or two has virtually killed this business.

The company now offers the full, updated range of FUWA crawler cranes as well as its telescopic boomed Logicrane range. The 25.25 was shown at this year's SED, with the first six units for the UK ordered by crawler crane sales and rental company NRC Plant. The crane has a 25 tonne maximum lift capacity and a 25 metre main boom. Also available is the Logicrane 55.38 (55 tonnes and 38 metre boom) and more recently a 15 tonne, 25 metre unit dubbed the Happy Crane.



*Heavy duty excavator-type undercarriage is becoming more popular for cranes up to 200 tonnes.*

According to Cranebusiness the FUWA built Logicranes combine the benefits of both a mobile and crawler crane, providing speedy set up, variable boom lengths, easy transport and excellent rough terrain capabilities. The cranes feature Cummins tier III engines and Rexroth hydraulics while features include a three position hydraulically extendable undercarriage, tilting and lifting function cab, an optional and detachable second winch, off-set table jib, oversized slew ring, video monitoring system, engine control display and Rayco Wylie safe load indicator system.

deal with Cranebusiness to sell the product in the UK. NRC Plant is also the UK distributor for Hitachi Sumitomo and was recently appointed distributor for Link Belt truck cranes. "The Logicrane 25.25 telescopic crawler was brought in to fill the gap between our eight tonne capacity Hitachi Zaxis160 and the Hitachi 40 tonne SCX 400T," says NRC managing director Rod Abbott. "When we added the 40 tonner to our hire fleet, it took a while to become established but is now going brilliantly and we have sold about 20 units. The Logicrane is very similar and we hope it will



*The first of six Logicrane 25.25 in the UK in NRC colours*

Cranebusiness carries out a fair bit of work on the Fuwa machines once they arrive at its facility in Moerdijk, Holland. They arrive in grey primer to allow a 'European quality' paint job as well as fitting the Wylie LMI. The company also completes a European CE approval, in addition to that of the manufacturer.

Cranebusiness has also noted a trend for crawler cranes of up to 200 tonnes to be supplied with a heavy duty excavator type undercarriage which is designed to cope better with extensive travel in poor ground conditions than a typical crane type undercarriage.

With its purchase of six Logicranes, NRC Plant entered into an exclusive

mirror the success of the 40 tonner. Of the six 25 tonners we purchased we have sold one and two have gone into the rental fleet with possible sales pending on the others. Given that the machines

were not delivered until the end of July, it is not too bad."

According to Abbott, the telescopic crawler market in the UK is very buoyant at the moment. "We can't get enough of the eight tonners, and have a further four being added to the 10 already in the fleet in the New Year."

Most work for the smaller cranes is inside buildings, so rubber track inserts are required to minimise damage. "I bet contracts such as the Olympics will have at least 20 on site at any one time," says Abbott. "They are compact machines but really good lifters."

One problem affecting everyone at the moment is the exchange rates between Sterling and the Euro which has shifted by as much as 30 percent from its high point to its current low. "We have a good enquiry level but with the purchase decision sometimes taking several months, the price of the equipment can increase quite considerably," says Abbott.

Manufacturers - particularly those that have geared up production over the last year or two to cope with increased global demand - will have the choice of helping distributors achieve the sale and shift metal, or face having to reduce production capacity. The difference between getting the sale or not may be down to the 'financial assistance' provided by the manufacturer.

A good barometer of the UK and Irish market is the rental activity for 50 to 100 tonne crawler cranes - and this remains strong at the moment, indicating that infrastructure projects are continuing despite difficulty in other sectors of the economy.

Cranes are starting to move into the Olympic sites although it is thought that its peak will not be until the end of 2009/early 2010. And there are several other massive 'crane hungry' projects due to start soon.

"Sales of Hitachi cranes have gone very well particularly the 80 tonners of which we have now sold more



*(L-R) Rod Abbott of NRC hands the keys to a 70 tonne Hitachi Sumitomo SCX700 to Pat Glynn and Eddy Carr of Kier Plant*

A BPH Hitachi Sumitomo on sheet piling work



More recently, Hassell sold one of the biggest draglines in the UK for many years - a 180 tonne, Sennebogen 6180HD Electric - to Hanson Building Products, the UK's leading manufacturer of bricks, for the Must Farm Quarry Whittlesey, supplying material to both Kings Dyke and Saxon Brick Factories.

Driven by a 450 KW electric motor the machine features a state-of-the-art hydraulic system, electric speed sensing and additional hydraulics.

With a line pull up to 2 x 30 tonne, the 6180HD combines precise control and high line speeds. Hassell's brief was to supply a machine that was capable of supplying the factories with enough material in a single day shift to cover one day and night shift production, due to planning restrictions and environmental impact.

Development from the 'majors' - Manitowoc, Terex-Demag and Liebherr - has been concentrated at the larger end of the capacity scale. At Conexpo Manitowoc unveiled plans for its 2,300 tonne capacity Model 31000 crawler crane. The highly innovative crane will offer up to 100 metres of main boom plus more than 100 metres of luffing jib. It will also feature a Variable Position Counterweight which is essentially a knuckle boom arm that



Manitowoc's 2300 tonne 31000 which is due for delivery 2010

keeps the load centred over the crane's four track units. The crane has a relatively small footprint of 17 metres by 20 metres, can be transported on 85 truck loads and takes just 10 days to assemble. Manitowoc claims that it will pick and carry its entire load chart and maintain low ground bearing pressure by constantly adjusting the counterweight. The first unit has been ordered by steel erection and heavy crane rental company Bulldog Erectors for delivery in 2010.

Fellow American Link Belt also launched a number of new machines at the show including its largest crawler crane ever, the 500 tonne HC548 which has been

One of four Kobelco 6000's working for Weldex



than 20 units," says Abbott. "We have also sold two, 275 tonne capacity SCX2800 since the summer."

It would be fair to say that all crane manufacturers have had strong demand for their products. Kobelco shipped a record 850 cranes during its latest 12 month financial period to the end of March, but says that it is cautious about future demand. However in its last half year report - to the end of September - crane sales totalled 490 units, an increase of 17 percent over the same period last year with a 30 percent increase in net income. It says that the outlook for the second half remains strong due to a large backlog of orders but warns that demand could be hit drastically by the financial crisis.

Whilst increasing production capacity to cope with the current demand, Kobelco is also taking action to promote sales in developing markets, including the Middle East, South East Asia and India and is accelerating development of new models.

Launched at Bauma last year, Kobelco's 550 tonne SL6000 has sold well in the UK with Weldex now adding four machines into its

fleet. Another new model - the CKE 1100 which was unveiled at SMOPyC in Spain - has already begun to ship - the first unit going to Seth in Portugal and the second to Q-Plant Hire in the UK. Kobelco says that other orders are in the pipeline.

Kobelco is also expanding its facilities in Sharjah to serve the Middle East market and is moving to new premises - still in Almere near Amsterdam - with new workshops and a larger parts storage and distribution centre.

German manufacturer Sennebogen, through its dealer Hassell, has also increased shipments to the UK. Following sales of four telescopic crawlers - including two, 40 tonne 643R and two 80 tonne, 683R cranes - to Weldex late last year, it then sold infrastructure services provider Morgan Est five lattice boom crawler cranes including one 650HD, two 680HD and two 6100HD, the first machines of this type in the UK. Morgan Est also ordered a further seven new cranes including two 680HD, three 650HD lattice boom crawler cranes and also two, 42 metre boom 683HD telescopic crawler cranes.

Largest dragline in the UK for many years - the 6180HD Electric



## crawler cranes C&a

designed with the latest CE rules in mind. The 548 offers a 42 to 108 metre main boom and a heavy duty 24 to 84 metre jib with a luffing jib option.

When Demag launched the CC5800 in 2005 it declared its intention to mount a large-scale offensive on

tonne capacity CC9800 which will officially be launched January/February 2009.

And just to show that it is not all one-way traffic from China, and that they are still a way off producing a very large crane, Terex announced a RMB200 million (\$28.5 million)

Link Belt's largest crawler ever - the 500 tonne HC548



the lattice boomed crane sector producing cranes tailored to the needs of the market. The narrow track chassis CC2800-1 crawler crane launched in August 2006 was the first part of that policy followed by the launch of the 3,200 tonne capacity CC8800-1 Twin last October. It is also testing its 1,600

order for its CC8800-1 Twin crawler crane from the China Nuclear Engineering & Construction Corporation (CNEC), the largest nuclear power construction company in China. Its first job will be at the Haiyang nuclear power project site located in Haiyang County, Shandong Province.

Terex CC8800-1 Twin launched last October



Liebherr is still to reveal details of its range-topping crawler crane, in or around the 2,000 tonne capacity. However it is currently working on a crawler version of its 1,200 tonne LTM 11200-9.1 All Terrain which will be an interesting addition to its range.

So all eyes are to the east for the latest crawler to see how the 1,000 tonners turn out. How long will we have to wait for the really big units? Not very if they continue development at the current pace. Watch this space.

Liebherr LR1600



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# Bridge that gap

Finnish-based heavy-lift contractor Havator had to overcome several tricky challenges during a railway bridge replacement over the River Nyköpingsån, 120km south of Stockholm, Sweden. The time allotted for such a job is typically around a month, but by using its 1,250 tonne capacity Terex Demag CC6800 lattice crane, it hoped to complete the task in less than a week.

Erecting the crane with its optional cruciform-type outriggers to create the pedestal crane version (PC) in place of its tracks meant that ground preparation could be kept to a minimum.

"All we had to do was to prepare four concrete foundations in exactly the right place for the crane's outriggers," said project manager Lars-Olof Carlsson. "For jobs where travelling under load is required, we have the crawler version as well." Havator purchased the CC6800 with 96 metres of main boom, a 108 metre luffing fly jib, Superlift attachment, outrigger option and a modular hook block system with a multitude of possible variations.

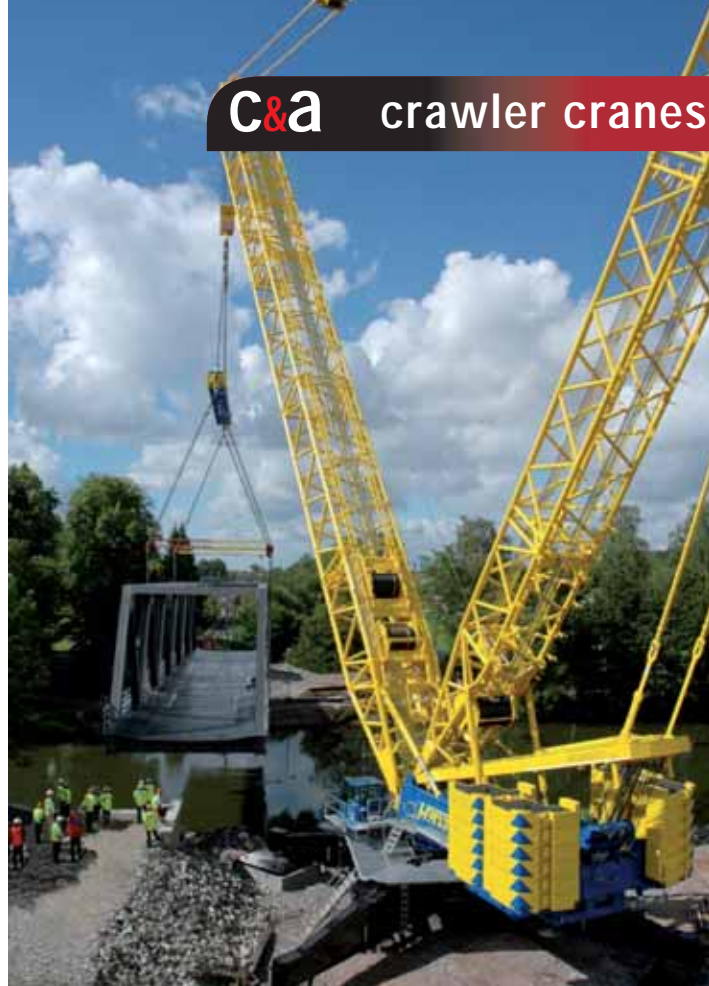
## 320 tonne bridge

Lifting out the old 200 tonne structure was a relatively easy job - a warm up for the main event of

installing the new bridge. Havator's self-propelled modular trailers (SPMT) positioned the new 320 tonne bridge close to the crane which had to be lifted off the flatbed trailers at a specific time on a contractually agreed day. Thanks to extensive preparations by the Havator team, the bridge was lifted two hours ahead of time.

The crane was configured with 60 metres of main boom and superlift/back mast working a 24 metres radius with 400 tonnes of suspended Superlift counterweight and the stabiliser base measures a relatively compact 14 metres square.

The bridge had to be set in place very precisely at a load radius of 36.5 metres and was rigged with a system of spreader bars. In this configuration and radius the crane's maximum lifting capacity is 367 tonnes.



"The operation of the new large crane is as easy and intuitive as our smaller machines such as the CC2200 and TC2800-1 and CC2800-1 and helped in that Demag uses the same IC-1 crane control system in all its crawler cranes," said operator Krister Enarsson. The 1,250 tonne CC6800 has a maximum load moment of 13,952 metre tonnes. By keeping components with a maximum transport width of three metres and a height of 3.5 metres and transport weights to between 15 to 50 tonnes it is reasonably economical to transport anywhere in the world.

Terex Demag says the crane's strengths are in the construction of petrochemical plants and power stations because of the easy assembly and very fast setup times, variable main boom superlift and jib combinations, Quadro crawler drive and hydraulic pinning for boom sections as standard. The variable Superlift with an infinitely adjustable radius from 15 to 24 metres extends the manoeuvrability of the crane on job sites and enables it to work in confined spaces.

Erkki Hanhiova, majority owner and chairman of Havator's supervisory board, says he will continue to invest in large cranes from Terex in order to further expand its position as a leading heavy lift contractor in



the region. "With the new CC 6800 we offer our clients the most powerful crawler crane in Scandinavia" he says.

Havator Group offers lifting services, special transports, installation of prefabricated elements and harbour crane services operating in Finland, Sweden, Norway, Russia and the Baltic countries. The company also has a growing fleet of aerial work platforms, including a 102 metre Wumag WT1000 truck mount. The group has annual revenues of over €100 million with more than 500 employees.



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# Upbeat truck mounts?

While new developments in the self propelled lift market appear to have stagnated, the truck mounted platform is undergoing a renaissance and even in the current climate, there is still good business being done particularly in the medium and larger sized platforms. In the following pages we have focused on - the market above the 3.5 tonne chassis, and profile Gateshead-based manufacturer Ascendant on page 27.

Of all the products at the APEX show this September, the exhibits that created the most 'buzz' were the truck mounted platforms. Exciting new products, deals being done and seemingly eager potential buyers really gave a lift to the whole show and perhaps highlighted one area of the access market that looks set to do well over the next year or so.

The major established players at the larger end of the sector includes Bronto, Pagliero/Multitel, Palfinger-Wumag and Ruthmann, although several Italian manufacturers such as Socage, Oil&Steel, Barin, and CTE Bizzocchi are also pushing hard into the larger platform market. In fact Socage is currently designing a 100 metre plus machine for an Italian client working in the wind farm business. With a maximum possible working height of 105 metres on the proposed chassis, it may well be the world's largest - topping Bronto's new 104 metre model currently in build.

## A major player

Palfinger new to the truck mounted lift market just four years ago has become a major player having snapped up Wumag for €17.45 million earlier this year. Wumag had been in Palfinger's sights for several years. The combination of a family-owned business with no natural successor meant that when it did come up for sale, Palfinger wasted no time in completing the deal. And while it gave Palfinger instant access to much larger platforms, there is considerable product overlap in the

mid-range machines that still needs rationalising.

"Wumag has a good reputation with large platforms and has concentrated its R&D in this area over the last few years," Palfinger's managing director Herbert Ortner told C&A. "Bison's largest platform is 61 metres but we have concentrated



*The first Wumag WT1000 in the UK has recently been delivered to McNally in Ireland and a second is on order*

our development work on the 3.5 tonne TA platform. We think that Wumag's products in this sector - the WT22 for example - are not as competitive. However with the Wumag and Bison brands so strong, we will keep both but there will be some model rationalisation. The two brands will not be integrated in the short term and will be run as separate business units."

Wumag generated revenues of €28.2 million over the first nine months, with a net profit of €735,000. Bison was Palfinger's first acquisition in



*A large Barin truckmount*

the truck mounted sector in October 2004 and over that time has more than trebled its revenues to more than €30 million.

Skyking now the UK Wumag/Palfinger dealer announced its largest ever single order worth more than £5 million at APEX. The order includes six units ranging from 40 metres to a WT1000, currently the world's tallest platform with a working height of 102.5 metres and the first unit to be delivered in the UK. The platforms will be delivered to the still undisclosed buyer for wind farm maintenance work over the next 18 months. SkyKing has just delivered its first WT1000 to McNally in Ireland, although damage at the dock during delivery meant that

it was out of action when we visited.

This latest order takes Skyking's order intake over the past 12 months to £10 million and helping establish the UK as the largest market for Wumag outside of Germany.

## Ruthmann easing out

German manufacturer Ruthmann has also made significant inroads into the UK market with several recent sales of its mid-range platforms to companies such as Nationwide SkyLift which purchased six, 27.3 metre working height, 21 metre outreach T275 on 7.5 tonne chassis and AA Access with a 58 metre working height, 40 metre outreach T580 on a three axle truck. The company currently appears to have the right range of products and



*(L-R) Ted Williams, Martin Cowley and Mark Carrington of SkyKing with Herbert Ortner and Stephan Kulawik of Palfinger and Richard Bryant from SkyKing.*



Orders are currently being taken for the new 47 metre Ruthmann T470 for delivery next Spring.

specifications for UK customers. Its latest machine is the 47 metre working height T470 - a replacement for the T450 - mounted on a two axle, 18 tonne GVW chassis which will make its debut at Intermat in Paris next year.

The unit - available to order now for delivery after its launch - can also be specified on a three axle chassis should more payload be required. Its maximum capacity of 500kg drops to 100kg at its full 32 metre outreach. Features of other machines in the T series are included such as a 500 degree boom rotation, 180 degree jib rotation, a platform which extends to 3.6 metres and short overall length. The T470 also features Ruthmann's new Orbital-Boom system which creates more space in the boom for maintenance and repair and does away with the need of special tools. Orders have already been placed from companies in Germany - its main market - and further afield.

With all the talk about the 100 metre plus models from Wumag, Bronto and possibly Socage, it should not be forgotten that Ruthmann also has a 100 metre platform. The TTS 1000, a semi-trailer mounted, introduced in 2001 has not sold well with only two units in operation. The unit offers the most outreach of any 100 metre unit at 40 metres with a four metre wide platform and 500kg capacity.

Ruthmann says that while it is still available, it is concentrating on lifts up to a maximum of 84 metres.

Over the past five years Ruthmann - under the control of Heinrich Winkelmann and Heinz-Jürgen Buss - has doubled its revenues to €55 million about €20 million lower than Palfinger Bison/Wumag, but less than half that of Bronto.



Heinz-Jürgen Buss (left) and Heinrich Winkelmann (right) have managed the company since 2003 doubling turnover to €55 million.

"The demand for precision-made aerial platforms and special transport vehicles will always remain strong," says Winkelmann. "Our goal is to enhance the existing market here in Germany and to make further market advances abroad."

Already a big user of Bronto platforms, Facelift Access is scheduled to take delivery of a 90 metre S90HLA early next year



Even though orders for the bigger platforms are increasing, more than half of Bronto's production is in fire fighting appliances

The company says it plans to employ the same formula for success it has used for the past several years and will also consider 'strategic acquisitions and joint-venture possibilities' in the future.

### The mighty Finn

Finnish-based Bronto, claims to be the worldwide market leader and in terms of revenues it almost certainly is. Several companies have it beat when the measurement is in unit volume, with Pagliero almost certainly holding that crown and possibly also being the closest in terms of revenues?

Bronto looks set to retake the 'tallest platform' title with the introduction of the 104 metre S 104 HLA with the first of three orders to be delivered next Spring. The Bronto range currently extends from 38 to 101 metres - with three ranges the eXtra Duty Telescopic XDT from 38 to 78 metres - the world's highest telescopic - the High Level Articulated HLA from 69 to 101 metres and the SI insulated platforms from 38 to 60 metres. Although sales of these insulated platforms have predominantly been to North America, Bronto says that there has been some interest from European utilities including the UK's National Grid. It says that orders for the bigger platforms are also increasing - with Spain a surprisingly active market - although more than half of its production is in fire fighting appliances.

Already a big user of Bronto platforms, Facelift Access is scheduled to take a 90 metre S90HLA early in the new year, the second unit in the UK. Zenith Aerial Platforms, the company owned jointly by Mark Butler and Andy Ainsworth purchased the first in 2007.

### The Italians are coming

So currently it is the 'usual' suspects that dominate the very top end of the larger truck mounted market. But are things about to change?

During the summer, Italian platform manufacturer Socage confirmed plans to produce a 100 metre plus model based on its new 70 metre

TJJ 70 for introduction by the end of next year.

According to Angelo Pansera, Socage managing director, the unit will use a five axle Scania truck chassis and could be as high as 105 metres. It will incorporate a main telescopic boom, two articulated telescopic jibs and the same short final jib as the TJJ70.

The first unit is being built for an Italian customer for wind turbine work and a further two orders have also been received.

The new 70 metre model is mounted on a four axle 32 tonne chassis with a main telescopic boom, 22 metre telescopic jib and a short final articulated jib. An optional 900kg lifting capacity winch will also be available for handling loads. Socage's largest lift is currently the 74.8 metres working height Sioux TTJ75 which has a 36.3 metre outreach.

Barin a company best known for its underbridge inspection platforms has a five model range truck mounted range with working heights from 44 to 90 metres. Its 90 metre AP90/34 J2 platform is based on a five axle chassis with a 280kg maximum capacity and basket width of 3.6 metres.



The new 70 metre Socage TJJ 70 is mounted on a four axle, 32 tonne chassis with an optional 900kg lifting capacity





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## truck mounts

C&a



Barin has a range of truck mounted platforms from 44 to 90 metres. This is the 60 metre AP60.

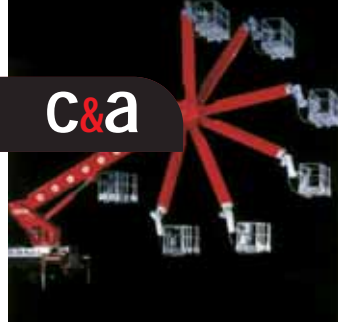
Oil&Steel's 12 model Eagle range of truck mounted lifts runs from 26 metres up to 62 metres with plans to extend it upwards slightly, but there is no intention of venturing beyond the 75 metre level.



Oil&Steel is another Italian manufacturer with a large range of truck mounted platforms which includes the Eagle range.

### The quiet leader

Multitel Pagliero probably produces more truck mounted lifts than any other European manufacturer and tends to follow a slightly different line to most other producers. From its highly popular MX low profile dual boom range, its penchant for aluminium booms, to its larger models which use heavy duty gear boxes to rotate upper booms and jibs, rather than hydraulic cylinders.



The advantage is a far greater range of articulation with 300 degrees on the upper boom and 270 degrees on the jib. Its largest machine is currently the J2 365 TA with a 65 metre working height mounted on a four axle chassis with 33 metres of outreach.

### Mid range dual boom workhorses

In fact a mid-range machine with good outreach will most probably be able to carry out the vast majority of day-to-day access work in many regions. Because of this, manufacturers



One of several new Italian platforms mounted on a six tonne chassis - the CTE 26J has a 14 metre outreach

Multitel Pagliero probably produces more truck mounted platforms than any other European manufacturer.

are seeing strong sales of truck mounted lifts with working heights of between 25 and 35 metres.

"Over the past year, our 29 metre double articulated model has been a good seller and we generally have a good order book for this size of platform," said GSR director Stefan Weber. Italian manufacturers have been particularly strong in this market sector. At SAIE in November, several new models were launched on six tonne chassis - the cut-off point for self-drive truck mounted platforms - including the 26.5 metre working height, 13.5 metre outreach GSR E270PX; the Socage Cheyenne DA26 - offering 25.6 metres up and 13.4 metres out - and the CTE 26J - 26 metres up and 14 metres outreach with basket capacities of 220, 200 and 230kg respectively. In most cases the same units can be mounted on a 7.5 tonne chassis with more compact outrigger bases.



Launched at SAIE, the GSR E270PX has a working height of 26.5 metres and a 13.5 metre outreach.

Not as well known outside of Italy, Isoli launched its PNT280J on a 7.5 tonne chassis. The unit has a 27.8 metre working height and



13.7 metre outreach with 200kg in the basket.

Multitel first showed its 27 metre MX270 mounted on a 7.5 tonne Mitsubishi Canter chassis at SAIE last year and again at Vertikal Days in June. The company has recently delivered its first three units in the UK to Rapid Platforms, Event Group and Warren Access in the North East. (see separate story below). The company also offers this model on a six tonne chassis with a larger footprint.

Also in the North East is UK manufacturer Ascendant Access. The company is continuing to expand and is now looking towards this sector of the market. It already has 17 and 22 metre truck mounted platforms and is starting design work on a 30 metre machine but with an outreach of about 26 metres. (See Made in Britain on page 27).

So while the number of larger platforms in the UK and Ireland is increasing, the potential for significant growth at the slightly smaller end is good news for the access market.

## Warren Access takes first MX270

Based in Brunswick Village near Gateshead in the North East, Warren Access specialises in truck and van mounted access equipment. Formed 15 years ago by Derek Warren, the company has expanded into a family affair, with son Graham and wife Michelle joining in 2005 to take over with Derek approaching retirement.

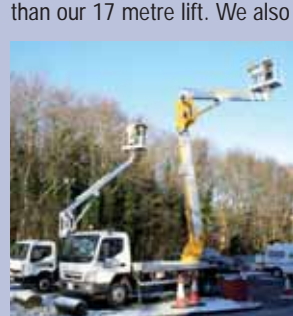
The new Multitel MX270 is the third truck mount in the fleet which also includes 18 van mounts. Warren's 13.5 metre and 17 metre trucks are fitted to 6.5 and 7.5 tonne chassis and are continually out on hire with local councils, CCTV installation and maintenance, street lighting and security.

"We went to a few equipment shows looking for a new lift with up to 26 metres working height, which would cope with all the types of jobs we do



(L-R) Derek, Graham and Michelle Warren with Melvin Else of Multitel in the basket

and stop us having to cross-hire bigger machines," says Graham Warren. "There were a few possibilities and we looked seriously at CTE, but we thought the Multitel was better in all aspects. The MX270 gives us an additional 10 metres height and about four metres more outreach than our 17 metre lift. We also liked the fact that it sets up low off the ground, has auto teleback before the main boom retracts, 90 degree basket rotation both ways and enough cage capacity for two operators and tools."



"There are not too many competitors in the North East and this new platform will give us the capability to carry out work on many more projects."



The MX270 shows off its outreach

# Made in Britain

The UK has very few powered access manufacturers and even fewer making truck mounted lifts. In fact the only one of any size is Ascendant Access in Gateshead, Tyne and Wear. Mark Darwin went north to find out more.

Apart from coinciding with the first heavy snowfall of the winter, my visit to Ascendant Access just happened to coincide with its move into new premises. Still in Gateshead, the new, 10,000 sq ft, ex-plant hire maintenance facility was company managing director, Steve Dean's dream facility. Christmas had come early!

"Over the past four years since we started, we have been operating out of premises that were far from ideal," said Dean. "This new facility has everything we need including



Steve Dean

for the first time, two overhead cranes and lots of three-phase electric outlets, and it suits us down



Ascendant maximises outreach rather than platform height



This 22 metre platform on a tractor is another Ascendant project

**c&a** truck mounts

to the ground. From here we can push on to greater things."

Like many small companies, Dean has to do a multitude of jobs. With 17 years under his belt at Aerial Access as chief engineer and then general manager he has a wide range of design and management experience. Dean parted company with Aerial Access after it was purchased by SEV. Although out of the industry, he was formulating a new design for a 22 metre truck mounted lift in his mind, managing to build a prototype unit with the help of Andy Northwood of Blue Line Access - which later became the UK dealer for Ascendant products until its demise earlier this year. Dean now sells his products direct.

Dean started the business in 2004, working from home and sub-contracted everything. At the end of the first year, he had moved into an industrial unit and employed three staff. Further expansion meant another move during the third year and the staff doubling to six.

"We are still only a small manufacturing company producing about four machines per month so it is difficult for me combining the design of the machines with overseeing production as well," said Dean. "The companies growth has allowed us to move into these new premises but equally important we have been able to employ Jackie Dunn who was with us for 10 years at Aerial Access". She will take on



One of the first 22 metre platforms with Facelift Access

One of the first buyers of the Ascendant 22 was Facelift Access Hire. Its managing director, Gordon Leicester, came up with an idea for a smaller 17 metre model and the Ascendant 17 was duly designed and produced. Since then Dean has been working on further expansions to the product line including the recently launched 12.5 metre van mounted platform and a specialist 21 metre machine which has just been delivered to a customer in Norway.

more of the day-to-day production responsibility allowing me to concentrate on new designs and products such as our Z boom which should be launched at the end of February next year."

Dean, it would appear, has a slightly different design philosophy to the major truck mounted manufacturers. "Other producers, I guess, are driven by maximising the platform height of the truck," said Dean. "We design the whole machine around maximising the outreach

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for a given configuration and the platform height is then whatever this allows."

His first Ascendant design, the 22 metre telescopic boom with fly jib mounted on a 7.5 GVW truck has an impressive outreach of 17 metres and platform capacity of 280kg. Another key feature of the machine is its variable jacking facility offering a choice of outrigger spreads of 4.1 metres and 3.2 metres on one side only, or a 2.2 metre narrow option providing the ability to work in confined spaces.

The lift has sold well, particularly to Facelift Access which placed an initial order for 10 machines as well

chassis. Ten of the machines have been ordered by Facelift and a further eight from a lighting company.

Local truck mounted rental specialist ES Access is another company that has a significant fleet of Ascendant's. The company has also produced a 22 metre platform mounted on a John Deere tractor specifically for ES Access which has now been in service for over 2 years.

"I have tried to make all Ascendant machines easy to operate and maintain and simple in design. We have virtually no breakdowns and if there is a problem, the concise



as the evaluation unit. The most recent 22 metre delivery was earlier this month to Wilson Access - its first Ascendant.

"Currently in the workshop we have the first of four, 22 metre units going to A4 Access," said Dean. "The design is simple, with full hydraulic controls, no PCB boards, and by bringing all the switch wiring to a central point it is easy to fault-find. The machine has a very good reputation in the UK and to date about 75 units have been sold."

The Facelift connection continued with the Ascendant 17 which was the brain-child of Gordon Leicester. Based on the same basic principals as the 22 metre machine, the Ascendant 17 uses a 3.5 GVW chassis and has a 12.2 metre outreach which equates to a 17 metre working height. One-sided jacking is standard and the maximum capacity in the basket is 230kg. More than 20 units have now been delivered. We also fit the same boom on a 5 tonne Iveco chassis, one of which EPL has just taken delivery."

The latest Ascendant is the 12.5 metre van mount on a Transit

operator's manual usually explains in an easy to understand way, how it operates and therefore is relatively simple to fix."

The improved facilities and additional staff should allow the company to increase production from the current four units a month to its target of six units a month.

"The new Z boom will be launched next February and this will give 20 metre platform height and 9.7 metre outreach when mounted on a 3.5 tonne chassis," said Dean.

From a production point of view, all fabrication and powder-coat painting work is carried out locally in the Gateshead area before being transported to Ascendant for assembly. "We did look at having fabrications produced in Slovakia, but when all things were considered - including the lack of quality control - it was much better to have them made locally by two key fabricators."

### Design challenges

Being both designer and general manager, Dean has little time to devote to new projects. However he is always up for a challenge!

When a Norwegian street lighting



The first 21 metre machine to Norway being made ready to deliver

contractor asked for a platform that could work without jacks up to 16 metres over the back of the machine, Dean created the Ascendant 21. Mounted on a Scania P270 chassis, the fully galvanised unit has a straight boom capable of a maximum platform height of 21 metres. The unit has substantial vertical jacks which can self level on a slope of 12 degrees.

"The project - our first export machine - has taken a lot of man-hours, but is now complete and should be the beginning of a substantial order. But being the only designer, it does place a strain on development work."

To help with design, Dean has formed a good relationship with Newcastle University, working closely with three post graduate students on specific projects. Hopefully he plans to be able to employ one of them next year to work full-time on design.

### And the next big project?

"I hope to start work on a 26 metre outreach, 30 metre platform height machine mounted on an 18 tonne chassis - something along the lines of a Bronto 34 metre unit. Although full hydraulic controls is not a feasible feature much above

22 metres the 30 metre will incorporate a well proven, hard wired, electro-hydraulic proportional system. Definitely no computers!"

"We make simple, reliable truck mounted platforms that are gaining an enviable reputation for performance and reliability," said Dean. "Sales are increasing and we are achieving repeat sales from existing customers and sales from customers which previously hired a machine - always a good sign that we are doing it right."

"We are not unique, but different. We aim to offer a competitive product and be a significant producer in the UK. Overseas sales are important to us and we will be concentrating our efforts in this direction now we have a reasonable product range. The new facility has the capacity for up to 12 machines per month but if demand grew even further, we can easily out-source some sub-assembly."

The company has been growing at 25 percent per year and I see that this will continue next year. We don't compete with the likes of Bronto and Wumag, but we do see there is enormous potential in the area's we are targeting and there is a void that we aim to fill!"





# United we stand

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# Rental rates survey

2008 has passed rapidly and been highly unusual in that a very bullish start to the year has ended quite bearish. So far most rental companies are seeing business hold steady and rates generally hold firm, after increases early on.

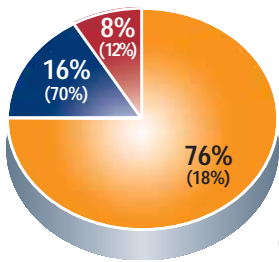
Most respondents - outside of Ireland - reported that while they are OK at the moment they are a little fragile going into the New Year. If you take our survey inputs as gospel, crane rates appear to be doing better than powered access and telehandlers. When it comes to our survey this will be the last year we hold this format, our attempts to expand the scope of it this year has highlighted its weakness in the more detailed parts of the survey. So we plan to upgrade it substantially for 2009, if you have any comments and thoughts we would very much appreciate your input.



## Crane hire rate trends

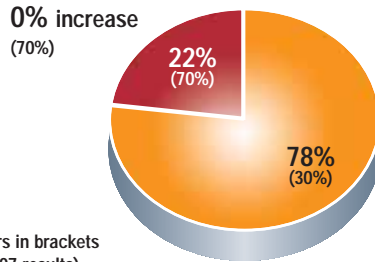
● Reduced    ● Stayed the same    ● Increased

Crane hire rates over the past 12 months



(numbers in brackets = 2007 results)

Crane hire rates during the next 12 months

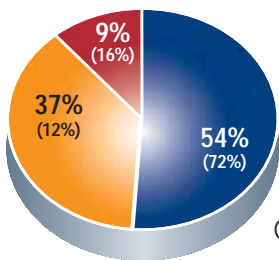


**Comment:** This year's survey shows a significant change from 2007, when 70 percent of our respondents reported an increase in rates, compared to just 16 percent this year. The percentage of companies experiencing falling rates did fall though from 12 percent last year to just eight percent in 2008 strongly suggesting that the gains achieved in 2007 have been widely held onto in 2008. Although the fact that costs, such as fuel, rose significantly during the year has effectively produced a lower overall yield.

Looking forward to 2009 is less positive not one of the survey forms that were returned considered that rates might increase, while 22 percent of all respondents feel that they will fall during the year.

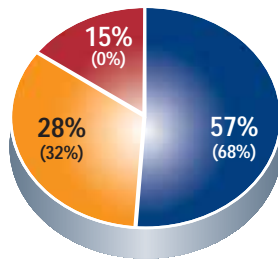
## Crane fleet size

Crane fleet size over the past 12 months



(numbers in brackets = 2007 results)

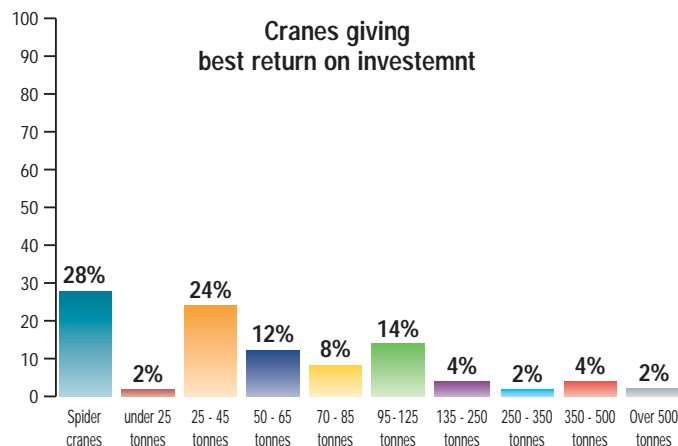
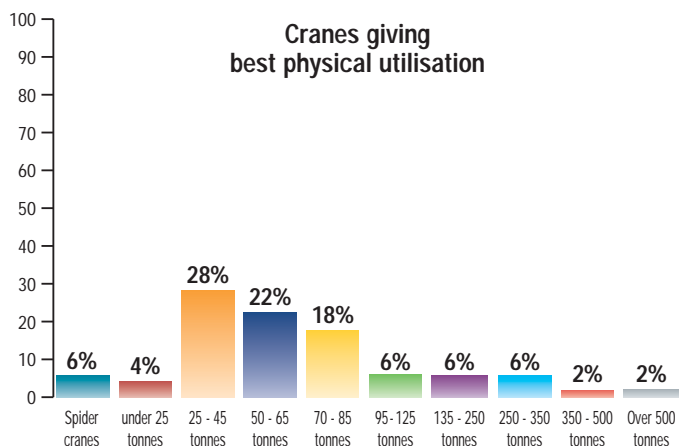
Crane fleet during the next 12 months



**Comment:** The results for 2008 show that crane hire companies have been increasing their fleets at a stronger pace than last years survey suggested it would. On the other hand no one said that they would be reducing their fleets in 2008, and yet 15 percent did so, possibly driven by the fantastic prices for used cranes coupled with uncertainty of the second half.

Looking to 2009 and given the fragile nature of the overall economy and the fact that 22 percent of our respondents feel that rates will fall next year, it is surprising to see that 57 percent of our respondents plan to increase their fleets. This optimism is down on last year but still over half of the fleets are planning an expansion. However the number predicting a cut in their fleets, a statistic that is typically underestimated, is significant at 15 percent.





**Comment:** This is one area that we plan to change for 2008, given the wide range of products and the wide disparity in fleet mix, with fewer companies running fleets with a full gamut of crane types and sizes, it is increasingly difficult to extract a meaningful chart from the inputs. This year's results show that speciality cranes such as spider cranes provide the best return on investment, in spite of lower physical utilisation. These aside it is the taxi cranes that achieve the best returns, this almost certainly reflects a busy market where two or three minimum hires can be achieved, as a comparison between cost and posted daily rates would not recommend cranes under of 25 to 70 tonnes.

These statistics have not moved a great deal from last year's survey.

## Average daily rates for mobile cranes

Capacity	Lowest	Highest	Average
Under 25 tonnes	£285	£325	£300
25 to 45 tonnes	£320	£430	£390
50 to 65 tonnes	£370	£580	£520
70 to 85 tonnes	£600	£830	£736
95 to 125 tonnes	£900	£1,210	£1,035
250 to 350 tonnes	£2,400	£3,500	£3,084
350-500 tonnes	£4,100	£5,110	£4,800
Over 500 tonnes	Too Few participants		

**Comment:** While few respondents claimed rates had fallen several market sectors showed slightly lower average rates, particularly at the bottom end of the market - under 70 tonnes - while rates on larger cranes appear to have improved. The number of completed forms showing rates for cranes of 500 tonnes and over was too small for it to be meaningful.

## Average weekly rates for other cranes

	Lowest	Highest	Average
Spider cranes	£590	£1,200	£900
Mini Crawlers	£600	£1,500	£1,100
Self Erecting		£820	£562
Tower cranes	£370		

**Comment:** This is another area we will change next year, we had some very good response, but the Spider lift, mini crane and mobile self erecting tower crane sector needs to include capacity classes in similar to what we do for mobile cranes. This years input shows an increase in rates compared to last year, but this is more to do with more larger models in the national fleet than rate increases. Overall rates for these cranes appear to have held steady during the year.

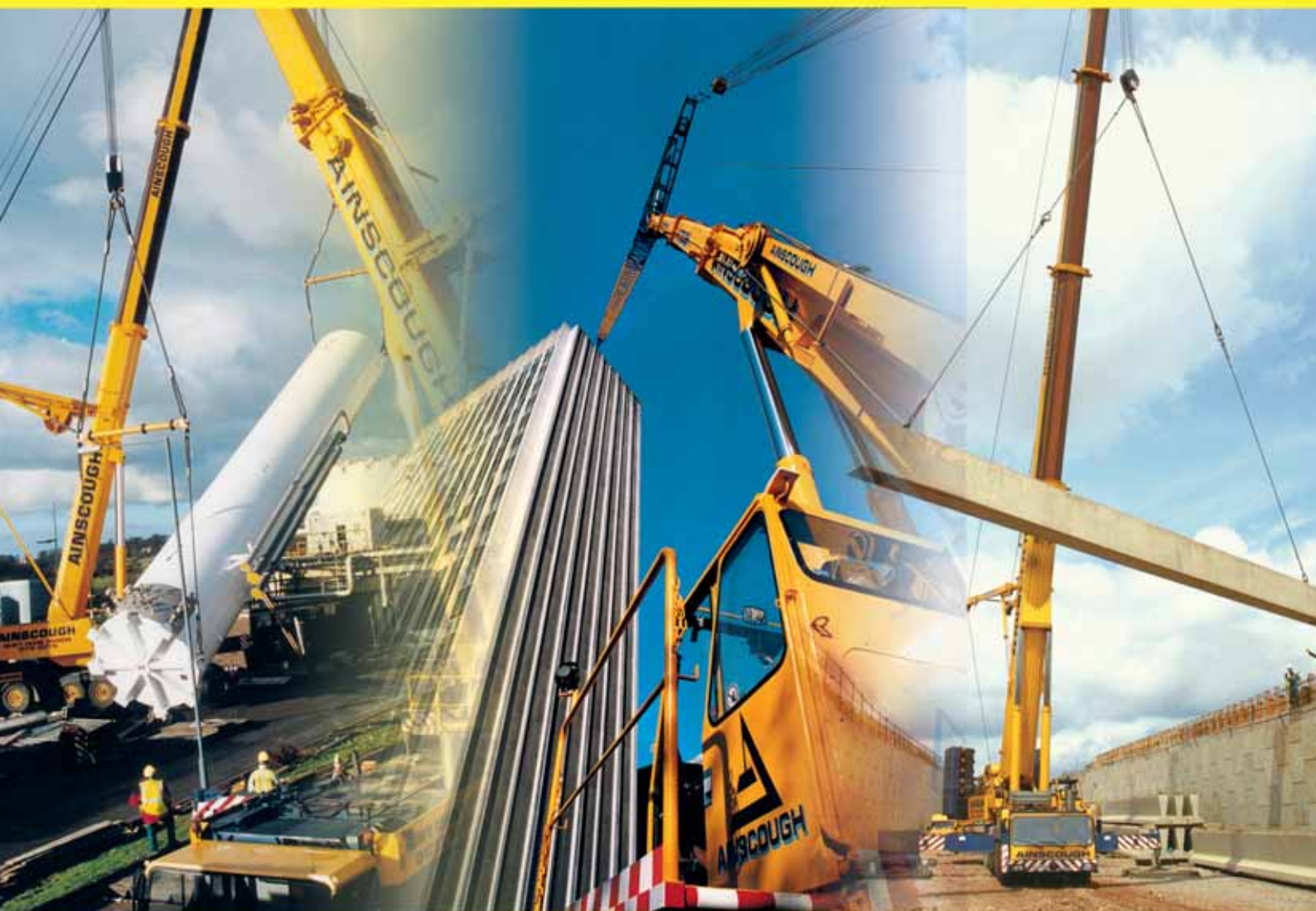




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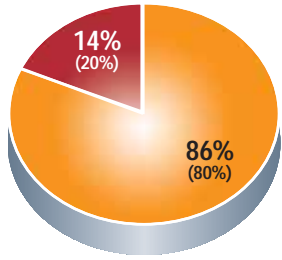
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Do you employ any female crane operators?

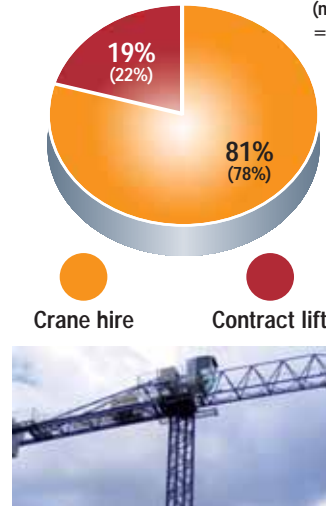


(numbers in brackets = 2007 results)

**Comment:** No change here, the slight shift in numbers is not meaningful and more likely reflects the higher number of respondents this year?



What percentage of your jobs are contract lifts?



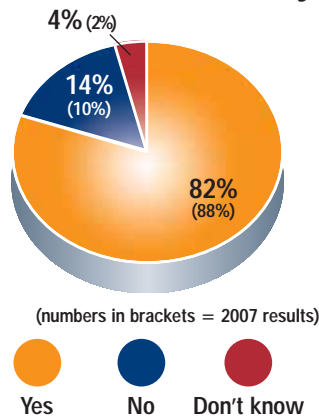
(numbers in brackets = 2007 results)

**Comment:** We would expect contract Lifts to be increasing year on year as the HSE steps up its efforts to encourage crane hire companies to enforce a tougher policing of the CPA rules. The fact that the percentage of all lifts has fallen might be down to a slightly more competitive market in the second half or the fact that use of spider and mini cranes has increased at the bottom end of the market and for which contract lifts are rarely considered?



Would you recommend the crane hire industry to your children?

**Comment:** As you might expect, given the gloomy economic prognosis, the number of people prepared to recommend the crane hire industry to their children has fallen, but not by a significant or meaningful amount. The fact that 80 percent of our respondents said that they would recommend it is highly positive for the industry.



(numbers in brackets = 2007 results)

Yes No Don't know

Respondent's comments:

*"We are hoping the current climate does not lead to a reduction in the achievable hire rates."*

*"Hire rates are at least steady at the moment but there are the usual signs that some idiots are ready to panic and do cut price deals we all need to hold our nerve costs are up like diesel for example and we should be getting increases"*

*"We managed to increase rates by around 10% during late 2007 and have managed to keep them up until recently. We envisage continued rate pressure during these difficult times however there does look like a lot of infrastructure work will start next spring, and there could be a possibility of a lack of equipment again"*

*"We are hoping the current climate does not lead to a reduction in the achievable hire rates"*

*"Rates have been steady this year but we are seeing some signs of silliness creeping in, thankfully higher costs have cramped the style of some of the cowboys, at least so far"*

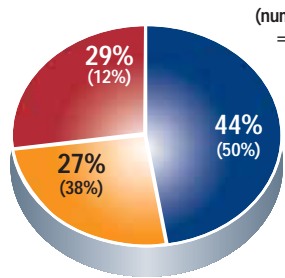


# Powered Access rates

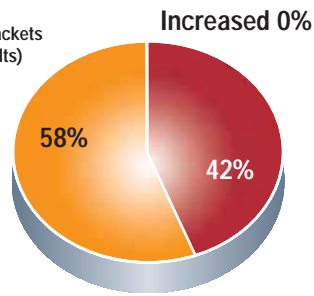
## Rate trends

● Reduced   
 ● Stayed the same   
 ● Increased

Access rates over the past 12 months



Access rates over the next 12 months

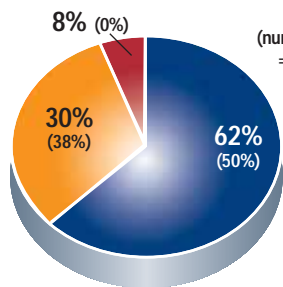


**Comment:** Looking first at 2008 - last year 45 percent of our respondents said rates would increase and now 44 percent said that they did... there's accuracy for you, 27 percent said that they would fall and 29 percent have now recorded that they did again not too shabby, possibly the closest correlation we have ever had?

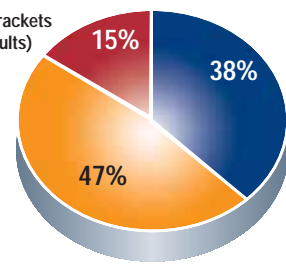
Looking at the forecasts for 2009, this is possibly a first for this survey, in that not one respondent said that rates will increase next year, even in dire times there is usually at least one far out optimist. However the majority feel that rates will remain largely the same, but a hefty minority consider that they are bound to fall. It is clear that rates for some products have already fallen while others might hold firm, so variances will relate to region and product mix as well as the different attitudes of respondents.

## Fleet trends

Fleet size over the past 12 months



Fleet size over the next 12 months



**Comment:** When we did last years survey 82 percent said that they were planning to increase the size of their fleets while none admitted to the notion that they might cut back. In reality only 62 percent of companies did go ahead and increase their fleets while eight percent reduced fleet size. A fair proportion decided to hang in their and consolidate. The numbers might also reflect the fact that some companies did begin by increasing their fleets but then cut them back or cancelled orders in the second half.

As to 2009, a surprising 38 percent of respondents claim that they will increase their fleets next year, some of this comes from companies in sectors where shortages continue such as the van and truck mounted market. But a good number are also in the mainstream self propelled market.

## C&a 2008 hire rate survey



### Weekly rental rates by general category

Platform Height	Lowest	Highest	Average
<b>Electric scissors</b>			
Push Arouns - (Pop-Up/Power Tower)	£55	£110	£93
5m and under (Runabout/TM12/1232ES)	£65.45	£130	£103
6 metres (19/20ft)	£80	£144	£99
8 metres (26ft)	£123	£156	£132
10 metres compact (32ft narrow)	£140	£165	£154
10 - 20 metres	£145	£170	£161
20 metres plus	£850	£950	£900
<b>Diesel/Bi Energy scissors</b>			
8 to 10 metres 26/33ft Compacts	£150	£220	£179
10 to 18 metres	£170	£240	£211
18 to 24 metres	£275	£889	£350
25 metres and over	£880	£1,200	£1,040
<b>Electric booms</b>			
under 11 metres	£175	£220	£193
10 to 14metres (32-40ft) (Nifty/AB38)	£182	£275	£217
Industrial narrow 10 -12m - (Z30N)	£189	£230	£208
14 metres (45ft plus)	£220	£390	£275
<b>Mast booms - (Toucan)</b>			
6 metres	No	Input	
8 metres	£205	£215	£209
10 metres	£220	£260	£232
<b>RT articulating booms</b>			
15 to 16 metres (45/51ft)	£205	£320	£241
20 to 23 metres (60/70ft)	£302	£445	£340
24 to 26 metres (80/85ft)	£478	£600	£526
over 26 metres	£950	£1,050	£992
<b>Straight booms</b>			
Under 17 metres (40fts)	£215	£310	£265
20 to 23 metres (60/70ft)	£310	£500	£355
24 to 26 metres (80/86ft)	£485	£550	£518
Over 27 metres	£950	£1,050	£993
<b>Trailer lifts</b>			
12/13 metres (30/38ft)	£190	£343	£215
17 metres (50ft)	£190	£511	£263
over 20 metres	£890	£1,015	£952
<b>Spiders</b>			
12/13 metres	£325	£365	£348
15/16 metres	£465	£900	£723
over 18 metres	£995	£1,350	£1,186
<b>Van mounts</b>			
All sizes	£300	£370	£332



## Truck mounted daily rates

Platform Height	Lowest	Highest	Average
<b>Electric Scissors</b>			
Under 22 m(3,500 kg chassis)	£130	£300	230
20 to 35m (7.5 tonne) *	£410	£560	£490
36 to 45 metres *	£675	£880	£820
46-70 metres *	£975	£1,400	£1,187

\*With operators

**Comment:** A mixed bag really, some rates are clearly down overall while some seem to have improved marginally, it remains clear that different respondents use different criteria for completing their forms, with some using their list or target rates, while others clearly calculate in average percentage discounts. Apart from a general softening in the self propelled rates, the variations from last year are probably more related to a different mix and volume of respondents than anything else.

## Utilisation and Return 1 = best 10 = worst

Type	Best Physical Utilisation	Best Financial Return
Small Electric Scissors	1 (2)	1 (2)
Electric Scissors 12m+	2 (1)	2 (5)
Big electric Scissors 20m+	Too few	Too few
Compact diesel Scissors	6 (8)	7 (6)
Diesel scissors 11- 19m	7 (9)	8 (7)
Big diesel scissors 20m+	Too few	Too Few
Small Electric booms (Nifty, UpRight AB38)	3 (7)	4 (3)
Articulated booms (Genie Z45)	4 (3)	5 (8)
Big articulated booms 20m +	4 (6)	5 (10)
Straight telescopic booms	5 (5)	6 (9)
Trailer lifts	8 (10)	3 (1)
Mast booms	5 (4)	7 (4)
Push around lifts	9	9

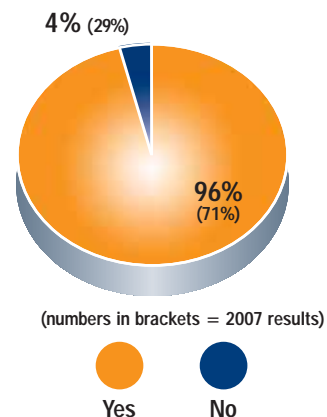
**Comment:** This year sees small scissor move back to first place for both best physical utilisation and best return on investment. Last year larger electric scissor were first for physical utilisation while trailer lifts were recorded as the best return on investment, but have strangely fallen to third place in 2008. Other oddities include 45ft articulating booms that were third last year in terms of physical utilisation but 8th when it came to best return, this year physical utilisation has slipped to equal fourth but the return has jumped to fifth? Hard to understand given that anecdotal rates have fallen for this type lift.

This year we added push around lifts, with the Pop-Up in mind, expecting the sector to score very highly, oddly the results were the opposite to that, possibly due to a misunderstanding and confusion with telescopic mast portable lifts?



## Would you recommend the access business to your children?

**Comment:** Comment: This is very odd indeed, you would have expected that given the gloomy outlook from a good part of the industry, the Yes vote would at best be the same as last year and yet the opposite has happened. We do not pretend to understand this, unless it is related to some of the exceptional prices that we obtained for those companies that were sold during the first half of the year or perhaps with many other industries faring badly, Access suddenly looks like a more appealing and more tangible business to be in?



## Respondent's comments:

*"Those who cut rates are only doing so because the quality of their service is below customer expectation"*

*"The usual suspects are beginning to show signs of panic, and yet there is no real need just yet and it usually ends in tears"*

*"Our prices on niche machines are holding up where we offer a top class service and are available around the clock so we find when we loose a customer because of a cut rate it is not too long before they come back to us"*

*"Rates are definitely going down, although not by anything too drastic, it often seems that the companies being offered the biggest discounts are often the ones that are the slowest payers and maybe in these times the ones that are the riskiest then it comes to credit risk"*

*"45ft prices are falling although our units are busy and there is no need to rate-cut yet people are offering prices as low as £175 its stupid and there is no need for it, I'd rather keep my machines in the yard"*

*"If everyone takes it easy and doesn't panic it might hold up, we are doing fine just now but am worried about next year especially when we get into the usual busy period"*

*"Next year rates will come under pressure that's almost a given, but there is new business out there if people will just get off their xxx and put in more effort to winning new customers - rate cutting is the lazy mans way to try and keep business up and it never ever works."*

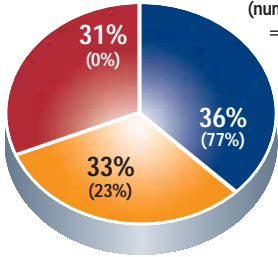
# Telehandler Rates

C&a 2008 hire rate survey

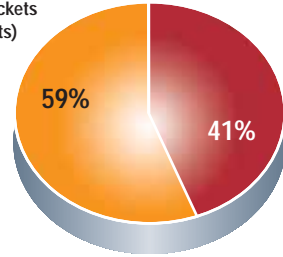
## Rate trends



Telehandler rates over the past 12 months



Telehandler rates over the next 12 months

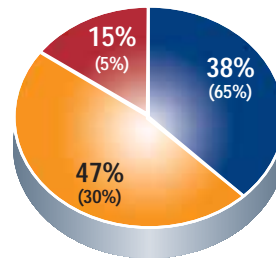


**Comment:** The returns for this year are extremely surprising, given the fact that residential construction has been decimated, we expected rates to be down across the board. However some companies reported improved rates. This may well relate to the fact that the industry is relatively consolidated with a large percentage of lifts held by a few large companies such as Hewden, UK Forks, Forkrent, A-Plant and Hessele who would respond using statistics for the full year, whereas smaller companies tend to respond on the basis of the experiences of the most recent month or two. It is a far cry from this time last year when 77% said rates had improved and 60% expected them to improve still further in 2008.

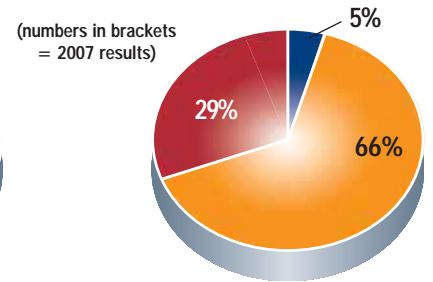
Looking at 2009 we did not have a single return that anticipated an improvement in rates, but the majority felt that rates would hold steady, with a substantial minority predicting a fall.

## Fleet size

Fleet size over the past 12 months



Fleet size over the next 12 months



**Comment:** The majority of our respondents said that they would hold their fleets at 2008 levels, with a few hardy folk saying that they will increase, largely those in more specialised parts of the market, such as 360 degree models. Only 29 percent said that they would reduce their fleets. We predict that when we look back this time next year this number might be a tad higher.

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## Utilisation 1 = best 6 = worst

Utilisation	Best Physical Return	Best Return on Investment
<b>Fixed frame</b>		
Under 10 metres	3 (4)	2 (3)
10 to 12.5 metres	2 (2)	5 (5)
13 to 15.5 metres	6 (6)	5 (6)
over 16 metres	1 (5)	1 (1)
<b>360 degree</b>		
Under 20metres	3 (1)	4 (4)
Over 20 metres	4 (3)	3 (2)

(2007 results in brackets)

**Comment:** This years result suggests that the demand for the increasingly wide range of compact and super compact telehandlers is growing. One odd shift from last year's survey is that the 17 metre fixed frame models are now first on both physical utilisation and financial return. Last year the big machines were rated poorly when it came to physical utilisation. The formula we use will be changed next year in order to provide a better, perhaps more accurate view of the market.



## Percentage of units going out with work platforms

Type	Lowest	Highest	Average
Fixed frame	0% (10%)	33% (30%)	18% (17%)
360 degree	25% (20%)	48% (55%)	34% (31%)

(2007 results in brackets)

**Comment:** Our results this year suggest that overall the usage of aerial work platforms on telehandlers is increasing at a slow but steady pace. This question was left unanswered by several respondents who when questioned said that they avoided using platforms on telehandlers due to regulatory concerns. In an increasing number of cases the companies also offered self propelled platforms and preferred to direct their customers in this direction rather than supply a platform on a telehandler.

## Respondent's comments:

*"This is still a very good industry and we have seen utilisation and rates improve this year, but then we do hardly any business with house builders"*

*"The compact machines are proving very popular with some of our customers and I can see this growing in the years ahead, while we just cannot seem to do anything much with 360 models - maybe we just don't have enough of them to do a proper job?"*

*"I am sure that we are taking business away from other kit such as cranes and on the small ones Bobcats (skid steer loaders) there is still plenty to go after"*

*"A big part of the market is looking dire we are trying to get more into specialist trades like the railways and utilities, but it is not easy"*



## Weekly rates for Telescopic handlers

Capacity	Lowest	Highest	Average
<b>Fixed frame</b>			
Under 10 metres	£200	£270	£231
10 to 12.5 metres	£260	£286	£269
13 to 15.5 metres	£298	£325	£309
over 16 metres	£415	£452	£421
<b>360 degree</b>			
Under 20metres	£435	£575	£503
Over 20 metres	£1,275	£1,305	£1,282



# *The Sky is*

## *Fuwa heavy industry global new image*

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# In like a bull like a bear

A look

2

2008 will be a year we all remember with the world's banks faltering, while the price of oil and food soared only to all come crashing down by year end. While the crane industry continued to do well while most of the aerial lift industry after a strong start to the year declined steeply. It was a very eventful year, hopefully 2009 will be just a little less so.

The Haulotte H28TJ+



## January

**Hewden** sells its hoist division to HTC.

**Haulotte** announces new 86ft/26 metre H28TJ+ telescopic boom lift with five metre telescopic jib.

**Cyprus & Malta** adopt the euro.

**Haulotte** sells its French rental business - Lev and Royan Levage to Loxam



**Faraone** appoints Kermco as its distributor for the UK and Ireland.

**Lavendon** merges Zoom and Gardemann in Germany and unveils new Lavendon identity.

**Haulotte** buys Horizon Argentina - a sales and rental company from Ric Stowe.

**Kenyan** violence follows disputed election result.

**Terex** begins scissor lift production in the UK.



**IPS** moves into new warehouse.

**Ingo Schiller** moves from Liebherr to Manitowoc as VP sales and marketing in the USA.

**Terex** Demag agree deal to supply 65 cranes to UK army - 59 AC35, 35 tonners and six 55 tonne AC55-1 All Terrains.



**Brian Houston**,

formerly with Turner Access and president of Pasma is awarded an MBE in New Year's honours list for services to the construction industry.



Rick Nicholls

**New president for Terex Cranes** - Rick Nicholls replaces Steve Filipov as president of Terex cranes. Filipov takes on developing markets and strategic accounts.

**Hewden** orders 283 new Caterpillar TH telehandlers

**JLG** launches 2505 super-compact telehandler

JLG 2505



**JCB** launches the new 535-125 HiViz and the 535-140 HiViz with improved visibility and productivity.

**Mammoet** acquires Convoi's Lifting Work and Maintenance Support divisions.



**BA Flight** crash lands at Heathrow

**Israel Celli** announces departure from JLG - he later joins Case New Holland.

**Niftylift** South Africa agrees to distribute Skyjack aerial lifts in Southern Africa.

**Liebherr** reveals that it is working on a crawler mounted version of its 1,200 tonne LTM11200-9.1 All Terrain crane.

**Italian** prime minister Romano Prodi is forced to resign.

**GGR-UNIC** is appointed as the Galizia pick and carry crane distributor for the UK.



Galizia compact

**Mark Carrington**, managing director of King trailers/King Highway Products parent of SkyKing, buys out his partners to own 100 percent of the equity.

Average  
OIL  
PRICE  
\$93

## February

**Skyjack** unveils new 66ft boom - the SJ66T at the ARA.

**Super Bowl XLII:** The New York Giants defeat the New England Patriots 17-14

**Italian** compact self propelled aerial lift manufacturer Bravi appoints Bravi UK as its distributor.

**Marcel Claude Braud**, president and CEO of Manitou is made a Chevalier (knight) of the Ordre de la Légion d'Honneur, France's highest decoration.



**Aichi** unveils its new 'global models' of electric scissor lifts and 40/46ft straight booms.

**Fork Rent** acquires Leicestershire-based Swift Plant Hire.

**Franco German** aluminium access company, Zarges Tubasca acquires Skyworks, the Rotterdam-based access sales and rental company.

**Lloyd Spalding** 65, retires as president of Skyjack.

**Certex UK** is acquired by Axel Johnson International joining Certex companies in Denmark, Finland, Estonia, Germany, Latvia, Lithuania, Norway, Russia and Sweden.



Bob King and Alan Stowell

Skyjack SJ66T



Bravi



**King Lifting**, the fifth largest crane hirer in the UK, acquires ACE Crane and Engineering of Gravesend, Kent.

# out

back at

# 008



### Nord Holding

purchases a majority stake in Teupen, the German manufacturer of truck and spider lifts.

The Northern Rock bank is formally nationalised by the British government.

Fidel Castro retires, resigning as the president of Cuba after 49 years in office. Brother Raoul takes over.



Raoul Castro

Peter Hird opens a new business - Compact Lifting Equipment.

Life's a beach - A Sany crawler crane works on the beached ferry Riverdance



Hiab has acquires tail lift makers - DEL Equipment (UK) of Witney and Ultron Lift Corporation of Canada and the USA.



Peter Hird Ltd celebrates 25 years.

### Modulift

modular spreader systems launches a US subsidiary - Modulift Corporation and appoints Chris Batten as chief executive.

Peter Hird and Peter Hird

No Country For Old Men wins the Oscar for Best Picture

Kosovo declares its independence



## March

Two cranes are badly damaged at the Port of Felixstowe after a crane delivery ship loaded with new ship to shore cranes broke free from its moorings in strong winds.

First Sogage Metz fire fighting platform unveiled.

Russell Rowley and R<sup>2</sup> Access Platforms, appointed to handle sales of Manitou aerial lifts in the UK and Ireland.

Holland Lift acquires a minority interest in its UK and Ireland dealer Russon Access Platforms.

JLG re-brands all of its aftermarket services under a single name - 'Ground Support'.



Russian voters elect Dmitry Medvedev as president, replacing Vladimir Putin.



Martin Davies

Martin Davies joins MEC.

Unrest in Tibet

Link Belt cranes has appointed Roy Burger as its international sales manager with particular focus on spearheading the company's entry into the European market.

Lavendon buys The Platform Company in a deal worth £79.1 million.

Skyjack acquires Ingersoll-Rand telehandlers from Volvo Material handling.

Finning announces the merging of the business support services of its CAT dealership and Hewden rental business into a single location at Cannock.

New Holland unveils a new telehandler - the 600kg to 10 metre LM1060.

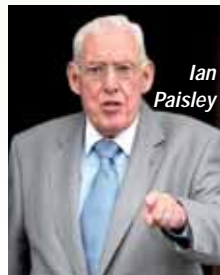
Gold hits \$1,000 an ounce

Cramo acquires Techniline from Zdenek Zilvar in the Czech Republic.

Manitowoc forms a joint venture with TaiAn Dongyue Heavy Machinery for the production of truck-mounted hydraulic cranes.

Queen Elizabeth opens Heathrow Terminal T5

Link Belt unveils new models at Conexpo including its largest crawler crane ever, the HC548 with 500 tonnes lift capacity.



Ian Paisley

Ian Paisley, first minister of Northern Ireland, announces that he will stand down.

Pierrick Lourdain quits Haulotte and later founds Access London with Kevin Smith.

Spanish tower crane company Saez unveils telehandler range.

Wolffkran unveils the 6015 Clear, the smallest model in its Clear Line of flat top tower cranes, with 140 metre/tonne load moment.

C&a

2008 review



A luffing tower crane collapses in Manhattan, killing seven people and injuring 20 others.

Ernest Fuller, managing director of Worldlift, owner of Denkalift and Falck Schmidt is replaced by Kent Lyngaard Vinkel.

Ranger Equipment adopts the trading name of The Spider Lift Company.

A luffing tower crane drops one of its tower sections while climbing at a job site in Miami killing two.



Manitowoc unveils plans for a 2,300 tonne Manitowoc model 31000 crawler crane at Conexpo in Las Vegas.

Administrator appointed at Blue Line Access the UK Bronto dealer.



Ford announces sale of Jaguar and Land Rover to India's Tata Motors

Cramo buys Swedish aerial lift rental company Kranab.

Wales achieves grand slam in Six Nations rugby.

Eight new countries join EU's open borders Schengen zone, leaving Romania, Bulgaria and Cyprus, who are joining later along with the UK and Ireland remaining outside.



April

**Easi Uplifts** moves into Holland.

**Norway's Kynningsrud** and Stangeland Group's merge their two crane rental businesses into a jointly held company - the Nordic Crane Group.

**Silvio Berlusconi** elected PM of Italy for third time

**Ainscough Crane Hire** acquires James Jack Group Lifting Services of Invergordon, Scotland.

**Zimbabwe** presidential elections won by Morgan Tsvangirai

**Promax** is appointed as the Bil-Jax distributor for the UK

**Comply or Die** ridden by Timmy Murphy, wins the 2008 Grand National at Aintree.



Manitou to sell UpRight TM12 under its own brand.

**Mars** buys Wrigley **Select** orders Alimak hoists.

**SGB** acquires Sovereign Access Services, the mast climber and suspended platform rental specialist.

**Tower crane** manufacturer Wilbert, moves into its new production facility.

**Two venture capital firms**, Equitec Partners and Finnish Industry Investment, acquire a majority stake in Scaninter Nokia, the mast climber manufacturer.

**Terex** acquires Hydra Platforms, the under-bridge access specialist.

**Austrian Josef Fritzl** had incarcerated his daughter in a cellar in for 24 years,



Liebherr unveils its 150 tonne six axle LTM 1150-6.1 with six section, 66 metre main boom and 93 metres maximum hook height.



Dino moves its UK distribution to The Spiderlift Company.



John Ball (R) takes over as president of IPAF.

**UK rental company** Hi-Reach adds 2,000th lift to its fleet.

**AFI Romania** opens for business.

**Bobcat** opens first company store in UK.

**Olympic torch** goes through London



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<b>AUTOMATIC PLATFORM</b> LEVELLING ON SLOPES OR UNEVEN GROUND	<b>19° / 35% GRADEABILITY</b>	<b>DIESEL POWER</b>

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# May

**Liebherr** announces the MTC78000, a 78,000 tonne/metre offshore crane.



## Maxim Crane Works

is acquired by Platinum Equity Capital.

**The Phoenix lander** arrives at Mars.

**TIL** to build new crane plant in West Bengal.

**JCB** wins its largest ever telehandler deal from Fork Rent for 2,000 units.

**Labour** walloped in local elections

**Peter Whittall** joins Genie.

**New Zealand** driver Scott Dixon wins the 2008 Indianapolis 500

**A 1,100 tonne Lampson Translift** crane collapses at the Black Thunder Mine in Wyoming after the ground shifted under its tracks.



**Crane maker Terex** Chiangjiang sends a convoy of 105 new cranes to help with earthquake rescue efforts.



**Cramo** acquires spider crane rental company Kranentreprenören.

**Cyclone Nargis** hits Burma

**A 750 tonne Manitowoc** 18000 tips over at a Kansas power station killing one.



**Bobcat** announces new telehandler range.

**Keith Hartis** joins Kimberly.

**Zenit St Petersburg** wins the 2008 UEFA Cup after defeating Rangers 2-0

**Airtrax** the omni directional scissor lift producer stops manufacturing.

# C&a 2008 review

**Bronto** announces the S78 XDT the largest telescopic boom lift so far.



**Leaning tower of Pisa** stabilised

**Alice Agosta** is

born to Davide and Virna Agosta of Svelt Ladders and Towers.



**Borris Johnson** elected mayor of London

**Silverjet** stops flying

**Riwal** acquires a 70 percent stake in Clem the Spanish

aerial lift rental company.

**A Kodiak luffing tower crane** collapses in New York, killing two men, after a weld failed on the slew ring.

**The Irish Taoiseach**, Bertie Ahern resigns after 10 years, 10 months and 10 days - Brian Cowen, replaces him.

Average  
OIL  
PRICE  
\$125

# June

## Height for Hire/Easi UpLifts

acquires a majority stake in Strojné Centrum Slovakia, the Košice, Slovakia-based aerial lift rental company. Owner Glenn Pearson remains as partner/manager.



Glenn Pearson with John Ball of Easi-Uplifts

**Mathew Taylor** replaces John Patterson as chief executive of JCB.

**A son - Frederico** - for Paola Comi and Sandrino Ferrarini of crane and access specialist Leader Italia.



**Potain** launches the Igo 42 a replacement for the HD40.

**Gottwald** port cranes appoints Dr. Robert Wassmer, 44, as chief executive.

**Riwal** acquires a 70 percent stake in 123Lift the Estonian/Lithuanian rental company owned by Aivar Brock who stay on as partner manager.

**Barak Obama** wins Democratic nomination



**Malcolm Jackman** quits as MD of Coates Hire, Leigh Ainsworth takes over.

**Alan Chew** joins MEC.

**James Delayo**, New York's chief inspector for Cranes and Derricks is charged with accepting bribes from crane operators and crane companies.

**Bryan Cronie** moves from Mammoet to Ainscough.

**Locatelli** launches the 30 tonne GRIL 8300T with 25.5 metre boom.



**Liebherr** launches Liccon2 with blue tooth.

**Terex Demag** completes expansion of its Zweibrücken plant.

**Frank Scarborough** leaves Snorkel.

**A baby daughter** is born to Peter Hird and Emma Finn of Peter Hird & Sons.

**Dirk Theyskens** and his management team acquire 100 percent of Arcomet.

**Herbert Ortner** replaces Wolfgang Anzengruber as chief executive of Palfinger.



## Belgian based Heli

celebrates 25 years in business.

**Derek C. Hathaway**, ex-chief executive of Harsco, owner of SGB, Hünnebeck and Patent scaffolding is awarded an OBE.

**Palfinger** acquires Wumag for €17.5 million.

**Ashtead** Technology sold.

**Comansa** ships first LC1100 to Vertikal Days.

**Spierings** launches new crawler crane the SK2400-R along with its expanded facilities.

**Riwal** opens new operation in Croatia managed by Durdevic and based in Split.

**Ireland** votes NO to treaty of Lisbon

**Spain wins** Euro 2008 football championship - beating Germany

Average  
OIL  
PRICE  
\$133



# Those who departed January - June 2008

January 11 - Edmund Hillary, New Zealand mountaineer and explorer (b. 1919)



January 17 - Bobby Fischer, American-Icelandic chess grandmaster (b. 1943)

January 22 - Heath Ledger, Australian actor (b. 1979)

February 27 - William F. Buckley, Jr. American author and conservative commentator (b. 1925)

March 19 - Arthur C. Clarke, English author, inventor, and futurist (b. 1917)

March 19 - Paul Scofield, English actor (b. 1922)

March 24 - Neil Aspinall, British record producer and business executive (b. 1942)

March 24 - Richard Widmark, American actor (b. 1914)

March 27 - Roy Richards of Richards & Wallington (b. 1931)



April 5 - Carlo Bacchiaga former head of Instant Italia

April 5 - Charlton Heston, American actor (b. 1923)

April 12 - Patrick Hillery, 6th President of Ireland (b. 1923)

May 26 - Sydney Pollack, American actor, director and producer (b. 1934)

June 1 - Yves Saint Laurent, French fashion designer (b. 1936)

June 2 - Bo Diddley, American musician (b. 1928)



June 3 - Mel Ferrer, American actor, director, and producer (b. 1917)

June 17 - Cyd Charisse, American actress and dancer (b. 1922)

June 22 - George Carlin, American author, actor and comedian (b. 1937)

June 25 - Keith Hunwick, founder and owner of ES Access (b. 1957)



Names in blue: Industry departures

July

**Rafael Nadal** wins Wimbledon defeating Roger Federer



**Scissor lift** table company Edmolift enters the push around scissor lift market with the T-Zip.

**Manitou** unveils new boom lifts including the 200ATJ a 60ft articulated boom, Bi Energy versions of its 150 and 170 AETJL booms and an all new VJR100 Evolution mast boom.

**Dutch rental company Workx** (Jaston Groep) hires Tom Zorn, previously chief executive of RSC in the USA as its new chief executive.

**Genie** launches new 17 metre/ 4,000 kg GTH-4017 SX telehandler.

**Spotted in North Germany** - A new Kobelco three axle City crane.



**Doug Sprout** takes over as chief executive of Hewden, after the sudden departure of Brian Sherlock.

**Fire destroys grand pier** in Weston Super Mare

**Dutch access company Omega** forms UpRight Holland to distribute UpRight.

**Bob Litchev** of Manitex moves from cranes to fork trucks and is replaced by Scott Ralston.

**Wolffkran** opens new 80,000 square metre production facility in Luckau.



**2,500 tonne** VersaCrane TC36000 owned by Deep South Crane and Rigging of Baton Rouge, collapses in Houston killing four employees.

**Terex** Aerial Work Platforms/Genie appoints Joe George as vice president of global sales and customer service and Siva Balakrishnan as vice president and general manager of global services.

**Church of England** agrees to have female bishops

**Omme** receives King Frederik IX's prize for exports.



Harry Lorentsen of Omme Lift receives the statuette from prince Henrik

**Manitowoc UK** moves into its new facility in Gawcott near Buckingham.

**Richard James Creedy** and **Gareth William Gillings of Capital Access** 'do a runner' after running up substantial debts.

**Ausa** introduces the M300H multi-purpose vehicle, which includes an aerial work platform.

**Alexander Knecht** managing director and chairman of Terex Demag is replaced by Doug Friesen of Terex Cranes Waverly. Marco Gentilini of Terex Bendini adds Waverly to his remit.



Doug Friesen

**Max Mosely** of the FIA, wins his privacy case **Seven people are killed** when crane collapses in Cai Lan port Vietnam.

**Haulotte** acquires Bil-Jax the US producer of scaffold and boom lifts.

**Carlos Sastre** of Spain wins the 2008 Tour de France



The Leader Giraffa 210

**Italian** crane and access manufacturer Leader, launches the Giraffa 210 a 21 metre telescopic truck mounted lift.

**Palfinger** launches new models in it High Performance crane range: The PK 4501, the PK 5001, the PK 6501, the PK 7001 EH, the PK 7001 K as well as the PK 12002 EH.



The Palfinger PK4501EH

**Bridon** International builds the world's largest wire rope, the Big Hydra rope.

**Golfer Pádraig Harrington** of Ireland wins the British Open



**Terex Italia** celebrates 40th anniversary.

**French** rental company Mediaco acquires Sogecofa.

**Steve King** is appointed as sales director of A-Plant Powered Access.

**Oil&Steel** launches new Snake 2010 Compact with 'Gecko' stabilisation.



August

**Manitowoc** sells its shipbuilding business to Fincantieri Marine.

**Terex** agrees to acquisition of Fantuzzi port handling cranes and handlers.



Terex Cranes UK opens its new facility in Long Crendon.

**Bob Hixon** retires as VP sales - Manitowoc/Grove North America and is replaced by David Hull.

**Lavendon** rolls-out new technical standard TechX.

**Power-Lift Germany** forms UpRight Powered Access Deutschland

**Rob Hime** joins the MEC sales team in the USA.

**Hiab** introduces EN280 platform attachments for its cranes.

**Link-Belt** cranes completes the expansion of its Louisville plant.

**Power-Lift** is appointed as Oil & Steel master distributor for Germany.

**Georgia** attacks South Ossetia and is then invaded by Russia

**Summer Olympics** open in Beijing



Hiab announces EN280 platforms for its cranes

**Pádraig Harrington** wins the 2008 PGA Championship

**Barak Obama** picks Joe Biden as his running mate, Republican John McCain - chooses Sarah Palin



**Spanair Flight JK 5022** crashes at Madrid Airport killing 154

**BAA** ordered to sell off two of its three London Airports

**Airline Alitalia** files for bankruptcy



# September

**Independent Parts and Service (IPS)** announces joint venture in South Africa with Johnson Access.



IPS Rick Mustillo and George Landsberg

**Patrice Métairie** takes over at Haulotte France.

**Magnus Rosén** appointed to head Ramirent from January 2009.

**A baby boy** born to Andrew Winter and his wife, owners of Manchester-based crane rental company Winterlift.

**Alex Lee** leaves SGB.

**Manitowoc** launches three new Dongyue truck cranes, manufactured at its joint venture facility in Tai'an, China.

**Manitou** acquires US telehandler manufacturer Gehl.

**UpRight** launches the X80ND an 80ft narrow diesel scissor lift designed and built by Omega lift.

**Kranlyft** officially opens its new facility in Molnlycke, near Goteborg, Sweden.



Kranlyft dealers celebrated the opening of the new HQ facility

**Eazzi Lift** founded to build range of push around scissor lifts.

**ALE** launches its 4,300 tonne dual boom crane.

**Jackie Hanford** leaves SED

**Wayne MacDonald** retires as senior vice president of engineering and is replaced by Timothy Hatch.



**United** pays \$14 million to settle the SEC investigation.

**The first Liebherr LTM11200** is delivered to Mammoet.



**Verania Costa Rivas** joins PSE, the Dutch based sales company.

**Arnie Dirckinck-Holmfeld** leaves Instant to join PB the Germany lift manufacturer.

**Genie** unveils new 80ft straight booms, the S80 and S85 and a new steel masted runabout - the GRC-12 'Runabout Contractor'.



**UpRight** shows the X28C a crawler mounted scissor lift.

**Aichi** unveils new elevator scissor lifts - the 15ft SV05CNS and 19ft SV06CNS, along with two 26 and 32 ft midi scissors the SV8CW and SV10CWL.

**JLG** unveils the new Toucan 10.



**HAB** shows a 15 metre 1.8 metre wide heavy-duty scissor.

**Holland Lift** launches its 1.3 metre wide 92ft/28 metre platform height scissor lift, with indoor/outdoor capability.

**BLE** is appointed as the Potain tower crane distributor in Belgium.

**Van mounted** lift manufacturer Allan Access is placed in administration, owner Phil Allan then buys the assets for £315,000 leaving creditors with £650,000 of debts.

**Matilsa** displays its 69ft Parma 23 - 23 metre self propelled articulated boom with levelling jack option.



# C&a 2008 review

**Mike Wishart** leaves Access Rentals.

**Genie** breaks ground on its new plant in China.

**Palfinger** acquires Omaha Standard in the USA.

**Manitowoc** opens plant expansions in Shady Grove and Wilhelmshaven.

**Stuart Cohen** joins Instant-UpRight.

**The US** government plans to take control of Fannie Mae and Freddie Mac.



JLG joins Rival for 40 year celebrations

**Skyjack** launches the SJ46AJ, a new 46ft articulated boom and shows prototype mast type lift with the SJ12 and SJ16 Concept with 12 and 16ft platform heights.

**CERN** successfully circulates a beam through the Large Hadron Collider and is then damaged later in the month.

**Tyrone beat Kerry** to win the All-Ireland Senior Football Championship



**Morgan Tsvangirai** and Robert Mugabe reach power sharing agreement

**Channel Tunnel fire**

**Bradford & Bingley** nationalised

**Icelandic** banking crisis begins

**Lehman Brothers** files chapter 11



# October

**Trojan** launches new AC Series line of deep cycle batteries for Aerial Work Platforms.



**Zip-Up Svenska** celebrates 30 years in business.

**The Nobel** peace prize is awarded to former Finnish president Martti Ahtisaari



**Kors** celebrates 25 years and breaks ground on new facility.

**New company** - Bear Platforms - unveils its first product a 50ft/15 metre crawler mounted boom lift.



**Genie** appoints **Mike Samora** as global marketing solutions director.



**Bush** signs a \$700 billion bail out package for banks

**UK rental** and training company - Active Access appoints Ronny Traynor as general manager.

**Manitowoc** opens expansion to its Niella Tonara plant in Italy.

**Haulotte UK** appoints Craig Rooke as major accounts manager.



**The Philadelphia Phillies** win the 2008 World Series 4 games to 1.

**Alan Dotts** of Aichi USA, is appointed manager- aerial work platforms, for Toyota Material Handling- Aichi dealer for North America.

**Sany** the crawler crane manufacturer breaks ground on a new €60 million facility in Bedburg/Bergheim, North Rhine Westphalia, Germany.



The Liebherr LTM1100-4.1

**Liebherr** unveils the latest LTM1100-4.

**OJ Simpson** found guilty - faces around 15 years in jail

**Sennebogen** opens new facility in the Straubinger Hafen business park.

**Instant UpRight** appoints Argentine based Santi Araya as district manager South America.

**Delta Airlines** and Northwest merge into the world's largest airline





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# November

## Lewis Hamilton

wins the Formula 1 championship by a whisker

**The Platform Company** and Nationwide Access officially merge into Nationwide Platforms.



**Holland Lift** opens new facility opposite its current buildings in Hoorn.

**Spanish** rental companies hold crisis meeting to discuss strategies.

**Independent Parts and Service (IPS)** announces joint venture with Matilsa in Spain.

**UpRight** launches X43RT first of a three model range of Rough Terrain Scissor lifts.

**Genie** appoints **David Brotherton** as articulating boom manager.



**Hyde Park Acquisition Corp** completes acquisition of Essex Cranes and changes its name to Essex Rental Corporation.

**Barak Obama** wins the US presidential election

**Iteco** appoints **Russon Access** as its distributor in the UK.

**Hewden announces** new regional structure which merges cranes, access and plant hire.

**Brødrene Jørgensen** of Norway celebrates 20 years.

**Woolworths** in the UK goes into administration.

**Ron Defeo** and Anthony Bamford named to the AEM hall of fame.

**QE2** makes its final voyage

**Patrick Mutel** leaves Lavendon.

**JLG breaks ground** on new production facility in China



**G20** meets in DC

**Rico Trapletti** joins Schuler&Schloemmer.

**Kato** pulls out of its Euro Rigo operation in Italy.

**Haulotte** announces plans to expand its Middle East operations into Libya.



C&a

2008 review

**Link Belt** appoints Elias Saliba as district manager/district service representative for international sales.

**Edna Parker** the oldest living person in the world, died aged 115 Shelbyville Indiana.

**Aichi** breaks ground on a new wholly owned production facility in China.

**Demonstrators** in Thailand close the countries two main international airports.

**Sany** unveils big cranes - the 1,000 tonne SCC 10000 and 220 tonne All Terrain crane, the QAY 220 with a 62 metre main boom.

**Layher** the scaffolding manufacturer breaks ground on new plant in Germany.

**Genie** appoints **Rob Cavaleri** as regional manager Middle East.

**Bobby Hird** is born to Phil Hird and his wife of Peter Hird & Sons.

**Terrorists** carry out an organized attack in Mumbai

**National crane** announces that it will stop producing articulated cranes.

**Damien Green** arrested, police enter UK parliament.



# December

**Eurolev** the French crane, access and telehandler rental company is acquired by Thierry Jammes and Ever Capital, a private equity firm.

**Liebherr begins construction** on a new greenfield plant in Dzerzhinsk in the Nizhny Novgorod region of Russia.

*Liebherr's new plant in Dzerzhinsk*



**Manitou** appoints **Christian Caleca**, 50, as chief operations officer.

**Socage** signs partnership agreement with Shenyang North Traffic Heavy Industry Group in China.

**Winterlift** acquires Yorkshire Crane Hire of Sheffield.

**AmQuip Crane Rental** announces the acquisition of Powell Equipment Company.

**MEC** delays the launch of its boom lift models by 10 months.



**Gill Riley** wins Everywoman award.

**Aichi** appoints **Ranger Equipment** as its distributor for the UK.

**Doron Livnat** and Dick Schalekamp buy out Jaap Schalekamp giving them an equal share in Rivalw the Dutch based international rental company.

**Peter Jones** leaves Lavendon Access Services.

**White House** agrees a \$15 billion bail out for GM, Chrysler and Ford

**John Fuller** leaves Genie after 25 years

**Alex Lee** joins Access Rentals as managing director.

**Irish** pork withdrawn



\*As of Dec. 15th

## Those who departed July - December 2008

**July 4 - Jesse Helms**, American politician (b. 1921)

**July 9 - Ralf Kruse**, former MD of CCK /Crane Cooperation Kruse GmbH (1962)



**August 3 - Aleksandr Solzhenitsyn**, Russian writer and Nobel Prize laureate (b. 1918)

**August 4 - Steven Chalk** of Orion Access the UK access rental company (b.1991)

**August 10 - Isaac Hayes**, American musician (b. 1942)



**September 26 - Paul Newman**, American actor (b. 1925)



**October 11 - Jörg Haider**, Austrian politician (b. 1950)

**November 1 - Jacques Piccard**, Swiss explorer and engineer (b. 1922)

**November 4 - Michael Crichton**, American author and producer (b. 1942)

**November 12 - Mitch Mitchell**, English drummer (b. 1947)

**November 29 - Jørn Utzon**, Danish architect of Sydney Opera house (b. 1918)

**December 6 - Sunny Von Bulow** wife of Klaus after 28 years in a coma (b. 1932)

**December 18 - W. Mark Felt**, American FBI agent, "Deep Throat" from Watergate scandal (b. 1932)

Names in blue: Industry departures

# Going, going, gone

With manufacturers' order books almost vanishing overnight, stocks of new, unsold equipment filling yards and storage areas and access to money tight, are users looking more towards second-hand equipment? Cranes & Access takes a behind-the-scenes look at Ritchie Bros' recent auction in Holland.

**The after-shock of the credit crunch means that there is now a glut of unsold new equipment as companies cancel orders and re-evaluate their fleets while trying to gauge the depth and duration of the slow down. Will this turn users towards used equipment as a means to reduce outgoings and if so, is there an increased demand and therefore are prices holding up?**

Ritchie Bros claims to be the world's largest auctioneer of industrial equipment with a global network of 38 auction facilities, carrying out more than 300 unreserved auctions every year. Celebrating its 50th anniversary, Ritchie Bros. has perfected the whole 'unreserved auction' process into a very slick operation, which now includes live internet bidding.

Let's dispel a few myths. Even in the current climate, Ritchie Bros. auctions are not filled with stock from companies that have gone bust. Almost 100 percent of the machines are entered into the auction from all types of companies carrying out major fleet re-alignment or just wanting to dispose of a single item of equipment. The auctions also include some items of new equipment, probably from dealers or manufacturers looking for a quick way of converting metal to cash.

Whilst there is a lot of equipment at the major auction sites - and the figures are impressive - it hasn't increased significantly in recent months.

Last year Ritchie's European auctions had 6,269 buyers spending more than €283 million. The previous auction in Moerdijk, Holland between September 24 to 26 attracted 1,145 registered bidders from 60 countries - mainly from Europe but also 41 from North America, eight from the Far East and Australia, eight from Africa and nine from South America - with 628 buying equipment worth almost €49 million.

"This auction today has about 4,000 items of equipment with nearly 1,000 registered bidders - users and dealers - from 65 countries which means that there is a 'good crowd' in the bidding halls," said Brian Butzelaar, Ritchie Bros. divisional manager, Northern Europe. "While some traditional markets are quieter, the Middle East is still strong along with Africa and Asia, and we are seeing a decrease in demand in Australia. Overall prices are 'softening' for most items of



Brian Butzelaar



"Surprisingly, the prices of the cranes in the Dubai auction were lower than expected," said Butzelaar, "yet in Spain, where the market has been poor for quite a while, prices were better than expected. It should be remembered that the auction is like the stock exchange so prices continually change depending on so many factors."

"At today's auction we have buyers (about 60 percent end users) spending sizeable amounts from the Middle East, the Congo, France, Netherlands, Portugal and Germany," he said. "We also have 600 items of access equipment - more but not a lot more than other auctions - and prices are generally lower."

Every Ritchie Bros. auction is completely unreserved meaning that there are no minimum bids or reserve prices and every item is sold to the highest bidder on the auction day.

equipment, and we are now seeing items such as cranes reappearing at auction, which due to the huge global demand have not been seen in any numbers at auction for some time."

With so much experience of auctions around the world, Ritchie Bros. can generally predict fairly accurately the prices that should be achieved. But nothing is guaranteed.



Sellers or any representatives are not allowed to bid on their own equipment but by marketing the equipment and attracting buyers from around the world, the auction should ensure the current global market value for the equipment is achieved, independent of the local market conditions. But with the general global downturn, prices are on the slide. Generally more than half

full within seven days. Unlike some auctions, the buyer does not pay any fees. The auction price is the amount paid with any auctioneers fees met by the seller.

If there are several similar items they may be sold as 'Choice'. Bidding continues in the normal manner until the item is sold, at which point the successful bidder can take as many units as he likes at the sold price.



of the equipment is sold to buyers from outside the state or country where the auction is being held.

More recently, Ritchie Bros. has offered interested buyers the option of using its web site to look for equipment and bid in real time at one of the auctions.

About 25 percent of business is now done through the rbauctionBid live interface. The website also has 24 months of historic selling prices and a few days after the event, a selling price and location of specific items of equipment.

"Internet purchases have grown, but people still like the buzz from attending the live auction - there is little emotion when bidding online," said Butzelaar.

A sample list of equipment and the prices for access, telehandlers and cranes sold at the Moerdijk Auction at the end of November can be found below. The general feeling was that some of the prices were unusually low making it a good time to buy.

### Buying at Auction

If you are interested in buying at an auction, there are a few essentials that have to be done. First you need to register - which is free - and also have guaranteed funds up to the value of 25 percent of the amount you wish to spend.

When attending the auction, all mobile equipment is driven over a ramp at the auction theatre in front of the bidders. For equipment such as the access platforms and cranes, there is either a mobile auction which takes place near the equipment in the storage area, or an indoor, virtual auction using pictures of each lot.

Bidding, is done in the usual way, and if successful, notes your registration number. Once finished, an invoice is prepared at the registration counter and all payments must be made in

The remainder of the machines are offered to the runner-up bidder at the same price. If he does not want them, the bidding starts all over again.

### Extra Services for sellers

For the seller, Ritchie Bros. has several options including repair/refurbishment facilities to maximise return.

"Refurbished or painted equipment often realises a higher price even after allowing for the work to be carried out, so we offer services such as exterior/interior cleaning, sandblasting to remove rust and paint, welding minor cracks, priming and painting and glass replacement," says Butzelaar. "There are also times where we may assume some of the risk by purchasing part or all



of the equipment from the seller prior to the auction which may help the seller's liquidity. This tends to be in less than 20 percent of the equipment going to auction."

If you are selling there are a number of tips to help obtain the best prices, one is to make sure that you enter the equipment well in advance so that it is included in all the pre sale publicity and catalogues. This is particularly true for cranes and access

equipment, which unlike earth moving equipment is entered sporadically, so unless it is well promoted the number of buyers specifically bidding will be down and with that prices. A number of the lifts sold in November were entered within two weeks of the sale - too late. Time of year can make a

difference too, with many seasoned sellers swearing that spring and summer equals higher prices. One Buyer on leaving the recent sale with some absolute bargains said: "I will store them for the winter and re-enter them in the spring - they'll fetch a much better price when the sun is out."

### A buyers market

Ritchie Bros has had a good year and looks on line to maintain its growth rate. The nature of the business means that it tends to have more lots to sale during hard economic times. However, prices are falling. The table below is an example of a cross section of equipment from the November auction in Holland.

However, comparing one item of equipment sold at various auctions in the USA between February and November this year shows a startling fall in prices. Just randomly selecting a 2005 Caterpillar TH360B telehandler, numerous units sold for an average price of \$41,500 in February this year. By September this average price had fallen to \$31,500 and in November one could be had for \$24,000. Auction prices will vary depending on so many factors and the telehandler market in the States has been affected probably more than any other and the machine prices are spread over a nine month period, however the significant trend is there to be seen.

So if you are looking to buy, now might be the time to visit an auction.

Make	Type	Model	New/used (year)	Specification	price
Zoomlion	Crawler crane	QUY70	New 2008 unused	6 sheave hook block, 57 m boom, 18m two section fly jib, aux winch	€180,000
Sany	Crawler crane	SCC500E	New 2008 unused	Cummins QSB6.7, three sheave hook block, 52 metre boom, 15metre fly jib, aux winch	€190,000
Liebherr	Tower crane	245 EC-HM 8	2006		€170,000
Wolff	Tower crane	280EC	1990		€20,000
Liebherr	Tower crane	34K	1999		€45,000
Liebherr	All terrain crane	LTM1050-1	1999	Hook block, anti-two block, 5 section boom, swingaway jib, LMI, 445/95x25	€155,000
Krupp	All terrain crane	KMK3045	1990	Mercedes V8, three sheave hook block, four section boom, swingaway extendible jib, Kruger LMI, 385/95x25	€85,000
Demag	All terrain crane	AC75	1997		€68,000
JLG	4x4 scissor	400CRT	2000		€5,500
Holland Lift	4x4 scissor	0-135DL24	1999		€5,000
UpRight	4x4 scissor	LX41	N/A		€3,500
UpRight	4x4 scissor	SL26RT	1999		€2,750
Skyjack	4x4 scissor	SJ9250	2000		€4,750
XCMG	Truck crane	QY25K5	2008	Mercedes 6 cyl, 5 sheave hook block, anti-two block, 38 metre 5 section boom, 8.3 metre swingaway jib, LMI, aux winch	€75,000
Caterpillar	Telehandler	TH360B	2003		€23,000
JCB	Telehandler	535-125	2008	Forks, aux hyd, low hours	€30,000
Manitou	Telehandler	MT1233	2004	Forks, aux hyd	€17,500

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# 50 years and offering advice

Cork based William O'Brien Plant Hire is best known in recent years for its crane hire activity, founded over 50 years ago by William O'Brien senior, the company has traded through several tough periods and economic downturns some of which were far harder than the current slow down.

O'Brien was born in Kerry and built the business through a time when Ireland was asserting its sovereignty and taking its first tentative steps towards Europe. The first programme for Economic Expansion was brought in by a government led by Sean Lemass, which came to power in 1959, it ended Irish protectionism and saw the beginning of foreign investment in Ireland resulting in the beginning of a more industrialised economy and a move away from the traditional farming background.

O'Brien began with earthmoving equipment, clearing off old country estates and golf courses such as Mallow golf course, he then moved into the crane hire business and began to buy equipment and establish his plant hire business. He quickly understood that there was an ongoing need for waste disposal and added the activity to his growing business. His next venture was plastics which spawned many other local plastics businesses in Cork. He was a real entrepreneur and went after any opportunity he spotted. The company helped change the face of Ireland, working on various high profile projects throughout

Ireland including the GPO in Dublin, Knock Cathedral and the buildings along the Grand Parade in Cork. The company successfully traded through the difficult years of the 1980s when unemployment reached an all time high and emigration became the only option available to the majority of the population. In spite of this the crane and plant hire business continued to trade and to grow.

## Surviving and thriving in tough times

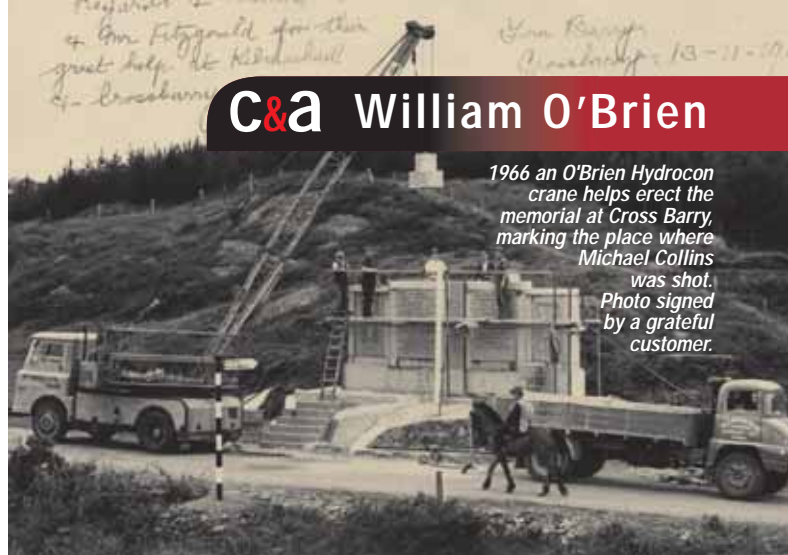
Having successfully grown through past recessions with many of the same staff has taught the company how to deal with the task of trading through downturns. Finbarr Warren, the managing director of the company speaking about the current economic situation in Ireland says: "We saw the signs over six months ago and stepped up our credit control efforts. It's important to get your cash flow in order - to make sure creditors and debtors are up to date. It's also important not to have too much excess stock at all times. This is particularly important in the plant hire business with regard to spare parts some of which can cost thousands of Euros. Tyres alone cost an average of €1,600."

"When it comes to sales we do not consider it is a sale until the item has been paid for. Full ownership of a deal is given to the sales team right up

1973 and the demolition of Jennings building in Cork, note the crane with Foden chassis and O'Brien skip used to dispose of the rubble.



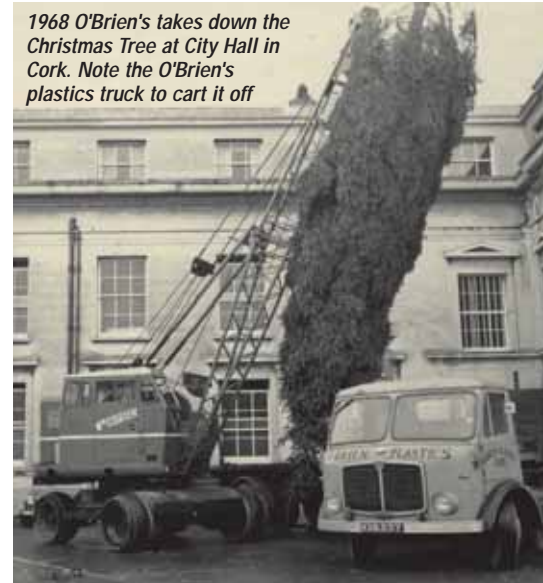
## C&a William O'Brien



1966 an O'Brien Hydrocrane helps erect the memorial at Cross Barry, marking the place where Michael Collins was shot. Photo signed by a grateful customer.



1968 O'Brien's takes down the Christmas Tree at City Hall in Cork. Note the O'Brien's plastics truck to cart it off



An early circus act in Cork with a 22 tonne Grove-Allen H-2264, clearly health & safety was much less of a concern back then.

to receiving payment. If payment is a problem for some customers they are encouraged to spread their costs, perhaps by leasing."

We are also careful to make sure that the business is not overly reliant on one or two large clients. It is important to spread the risk and to deal with reputable companies who have a solid business reputation. New customers to the plant hire company are encouraged to pay in cash to avoid losses later on and keep a steady cash flow system in operation.

## An upside to the downturn?

Finbarr maintains that the key aspect of surviving the downturn is by knowing and understanding the business and your key customers. "One upside is that it allows companies to slow down and to concentrate on re-establishing contact with clients that you may have previously been too busy to speak to."

"It may also be a time to use key staff in other areas, perhaps by researching other sectors where growth might be expected. For example we have invested in a

Terex-Demag AC700 the largest crane of its type in Ireland which will be kept busy in the development and construction of wind turbines, an area of expected growth over the coming years. This is a bigger and more solid market and it is exactly the type of proactive decision making which will result in real and sustainable business growth over the coming years."

"It is the companies that adapt to the recession without burying their heads in the sand that will survive and thrive in the future. Many of us here at William O'Brien Plant Hire, have lived and worked through tougher times before and have learned how to cope while developing



During president Kennedy's visits to Ireland in 1963 O'Brien supplied a crane not only to gain a view and wave the US Flag but also to advertise, the slogan says "Any obstacle put in the presidents way call William O'Brien"

solid strategic plans that will enable growth in the years to come.



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# PASMA in the fast lane

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PASMA focus

In 2008 PASMA has become one of the fastest growing trade associations in the work at height sector, with over 50,000 delegates passing through its training programme for the safe use of mobile access towers. 2008 also saw the introduction of the association's new low level access training course, the launch of new tower inspection guidance - including posters and PocketCards - and, most significantly, a move to new premises in Glasgow city centre, the association's first dedicated headquarters.

Calls to the 0845 230 4041 telephone number, and all membership-related matters, are now handled in Glasgow by Karen O'Neill and her newly recruited team of June Couttie (administration assistant) and Suzie Macfarlane (payroll and accounts assistant). More new appointments are planned for early in 2009.

PASMA's new headquarters are located at 19 Woodside Crescent, an old townhouse in the heart of the city, which includes a spacious meeting room and well appointed offices.

Throughout 2008 PASMA continued to raise the standard for its novice instructors through its innovative mentoring scheme. As a result, the association now has 16 lead instructors located strategically throughout the UK and Ireland.

Continuing professional development was a major theme during the year and CPD is now an integral part of the way in which the association ensures its members and trainers are kept abreast of the latest legislation, trends and developments.

"2008 was a landmark year for PASMA," says Peter Bennett, the association's managing director. "New member recruitment and

training centre registration remained strong, and training delegate throughput reached record levels."

"There is no doubt that for many people, because of the reputation of the PASMA training course, no other proof of competence will do."

"We have also seen a marked shift towards the use of towers in industry sectors other than construction, particularly in cleaning, facilities management and factory maintenance, as managers look to improve employee safety while working at height."

With members throughout the UK, and now Ireland, supported by an increasingly extensive network of PASMA training centres, the association remains a leading member of the Access Industry Forum (AIF) and a key contributor to Access Live and the Access Village at the annual Safety & Health Expo at the NEC in Birmingham in May.



## PASMA at Safety & Health Expo 2009



The association will again be represented at this year's **Safety & Health Expo** at the **National Exhibition Centre, Birmingham, 12-14 May**.

As part of the Access Industry Forum, it will contribute to Access Live, provide speakers for the Working at Height Seminar Theatre and offer 'best practice' help and guidance via its stand in the Access Village.

Any member wishing to propose a paper for the theatre is invited to contact **Karen O'Neill** on 0845 230 4041.

# Access in action

## Freelancer joins training committee

Alan Hobbs has become the first freelance training instructor to join PASMA's official training committee. He is the first person to fill the vacancy which was created in 2008 to give a voice on the committee to the many freelance instructors now delivering PASMA training courses.



*Alan Hobbs represents freelance training instructors on the PASMA training committee.*

## Lead instructors

PASMA now has 16 lead instructors serving the UK and Ireland.

### In Ireland:

Dave Dagger and Mike O'Shea

### In Scotland:

Chris Smith and Karen Fitzpatrick

### In Northern England:

John Fidoe, Carl Evans, Mick Aston and Warren Bradbury

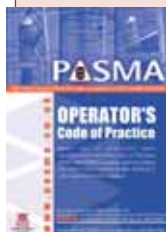
### In Wales and the Midlands:

Geoff Carr, Alan Hobbs, George Reid and Lee Choat

### In Southern England:

Jason Woods, George Lopez, Michael Tordoff and Jack Robinson  
Mike O'Shea, Carl Evans, Warren Bradbury and Alan Hobbs are the latest recruits to the team.

**Shopfront** All these safety-related products are available from the PASMA website [www.pasma.co.uk](http://www.pasma.co.uk)



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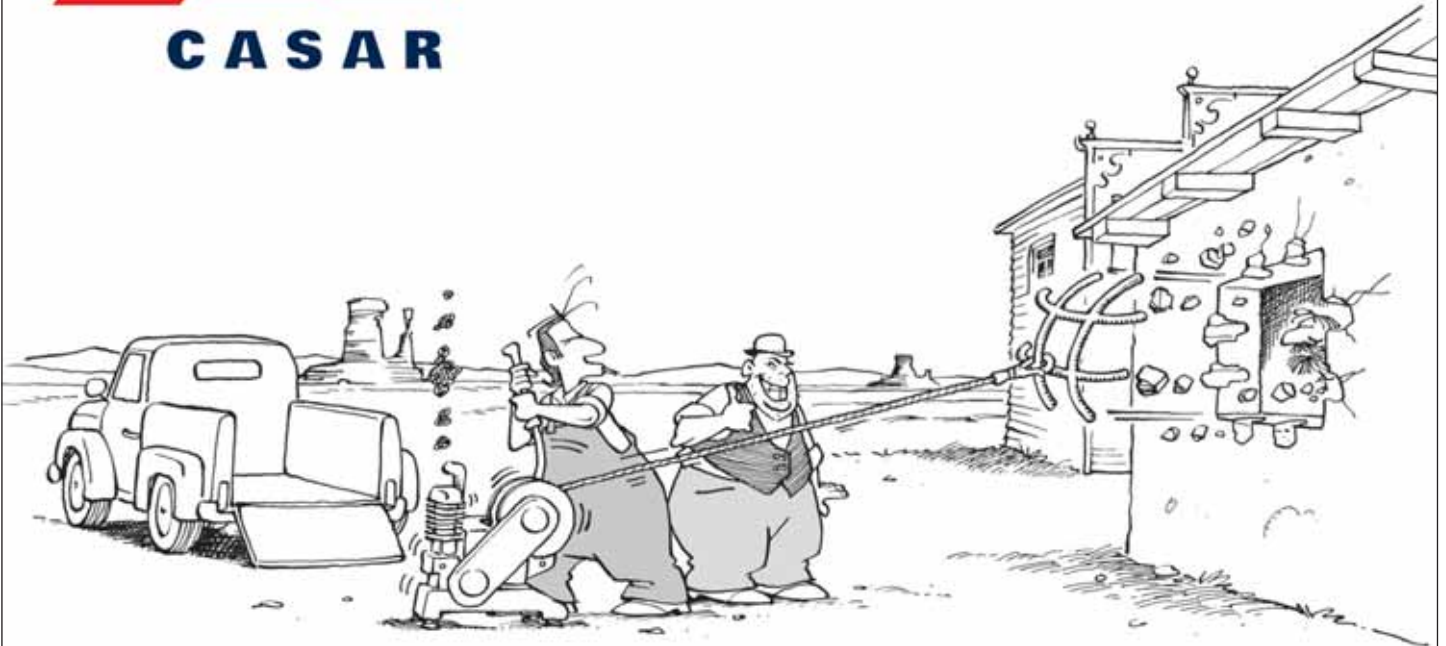
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# New ALLMI Guidance Note - Purchasing Chassis for Loader Crane Use

As part of its ongoing work on the issues surrounding Engine Management Systems (EMS), ALLMI has recently released a new guidance note, which gives advice to anyone involved with purchasing and specifying a chassis cab to be used with a loader crane. Considerable savings can be made by specifying the chassis correctly at the time the order is placed and it may be possible for the chosen chassis to be configured to make it more suitable for the installation of a loader crane. Depending on the chassis make and model, the chassis may be ordered:



- Crane ready - but you will need to check that the chassis and the loader crane are compatible
- With chassis equipment such as, Ad Blue tanks, fuel tanks, exhaust systems, re positioned to accept a crane.
- Supplied with factory fitted PTO - If opting for a factory fitted PTO, the chassis dealer will need to know the required pump flow, pressure and usage (the time the crane will be in use each day verses the amount of time travelling).

- Supplied ready for third party PTO - In this case it would be prudent to ensure that the chassis is supplied PTO ready (i.e. that the appropriate switches and cables are pre installed).
- With electronic devices - Most, if not all chassis makes and models will require additional control units to be installed to facilitate PTO interlocking, parking brake interlocking, engine stop start, engine speed up and suspension lock out. It may not be possible to retro-fit these items after the chassis has been delivered. Also, the cost of retrofitting is significantly more expensive than having the work completed during chassis build.
- Dashboard kits - For crane warning systems

If the above issues are not dealt with before the order is placed, then to resolve them at the point of



c&a

ALLMI focus

installation could be very expensive or in some cases, impossible.

It is not uncommon during the purchasing process of the chassis and/or the crane, for specifications to develop and change. For that reason, it's essential to ensure that all parties involved in the build of the vehicle are updated with any specification changes, as they can have an impact on the finished product and can cause delays in the

supply chain. It's also important that all parties involved with the build of the vehicle are provided with, and are in agreement with, a dimensioned layout drawing showing the chassis complete with loader crane and body. This drawing should clearly show the loader crane position, length of body, unladen and laden axle weights.

For a full copy of the guidance note, visit [www.allmi.com](http://www.allmi.com)

## Further growth for ALLMI training schemes

2008 has seen another period of significant growth for ALLMI's lorry loader and slinger / signaller training schemes. Between February and October 2008 ALLMI trained 3,153 loader crane operators, which is an increase of 21 percent on the same period for 2007. An even greater level of growth has been experienced for the slinger/ signaller training, the uptake of which has increased by over 40 percent since 2007. ALLMI executive director, Tom Wakefield, said: "the growth that we're

experiencing is a testament to the quality of the training schemes and the work of the ALLMI Training Committee members who continually review and develop the content."



## Uptake of Thorough Examination Training

The popularity of ALLMI's Thorough Examination and Load Test Training scheme continues to grow amongst ALLMI's manufacturer and service agent members, with 72 engineers now having completed the training. ALLMI executive director, Tom Wakefield, says: "24 member companies have now put one or more engineers through the scheme and the feedback we've been receiving has been very positive. The ALLMI Technical Committee continually reviews the course content and this has resulted in two updates being



Two ALLMI trained engineers, John L'Anson and Richard Foster.

issued this year, which includes the release of new and improved template documents for engineers to use when performing their duties.

## ISO Conference 2009

Charged with developing international standards for cranes, the International Standards Organisation (ISO) Crane Committee will hold its 2009 conference at the BSI offices in London in May next year. Delegates will include senior engineers and managers from crane manufacturers, users, government agencies and universities, and ALLMI will be part sponsoring the event. ALLMI chairman, Mark Rigby, said: 'the ISO Crane Conference is a high profile event, which sees many important issues being discussed. It provides us with a great opportunity to promote ALLMI and the standards we represent, and there's also the potential to create valuable contacts on an international basis.'



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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](http://www.ipaf.org) for full listing

# Fatal fall costs £45,000

Pervez Mohammed Iqbal was fined £15,000 plus £2,800 in costs by Wolverhampton Crown Court in November, after pleading guilty to breaching the Health and Safety at Work Act 1974 following a fatal accident at a textiles factory in Smethwick on 20th April 2007. Satnam Singh, 62, fell between five and six metres through a fragile roof-light while carrying equipment and building materials across roofing known in roofing and building industries to be fragile. The roof was being accessed from a ladder and across the pitched roofs of several factory units in which people were working.

Plastic roof-lights had been replaced following a burglary at the site and further work was being carried out by Kundi Electrical to repair recurring roof leaks. Singh was working under the direction of Iqbal who was carrying out the work for Kundi Electrical.

In February Surjit Singh Kundi trading as Kundi Electrical of Oldbury, had been ordered by West Bromwich Magistrates, to pay £25,000 in fines, with £2,301 costs after pleading guilty to a similar charge for the same accident.

HSE Inspector Georgina Speake said: "Iqbal failed to undertake a suitable and sufficient risk assessment to

identify the risks associated with the work being undertaken."

"Many incidents can be avoided if employers identify a safe way of tackling a job, provide necessary protective equipment and ensure that employees are fully trained and properly supervised. In this instance there were a number of alternative methods which would have greatly reduced the risk. Precautions that need to be taken to prevent falls are often simple and free guidance readily available to help employers take the right action."

## Online lifting training

The Lifting Equipment Engineers Association (LEEA) has launched a new online training portal, for employees of member companies. The new service is intended to provide a faster and more flexible support for students working towards the LEEA's diploma examination, widely recognised as the industry standard for engineers responsible for the thorough examination of lifting equipment such as overhead travelling cranes, hoists, slings and load lifting attachments.

The launch marks the first step towards a fully interactive e-learning programme from the LEEA. With the new on-line facility, students who were previously limited to a traditional correspondence course will be able to progress at their own pace. Assignments are delivered, marked and returned online, with no delay between the completion of one module and the availability of the next.

Ultimately the system will incorporate instant on-line marking and a rolling course schedule, replacing the current, fixed, 20-week cycle.



## Online Service Training at Genie

Genie has introduced an online service training programme that will allow technicians to develop their technical ability and familiarity with the servicing of the company's products. The interactive training covers everything from troubleshooting to repairing and routine servicing. The first course is a 12 lesson basic electrical theory programme. At the end of each lesson, the technician can participate in a quiz to review the information.

Participants need a computer with internet access and a registered Genie account. The technician must score at least 80 percent to pass the final exam. A printable certificate of training is then provided for the successful completion of the course. A second online course on hydraulic theory is planned, followed by specific product courses. All online service training will be offered to customers free of charge.



*This worker is certainly being supervised, has a proper risk assessment been done?*

## Who trained him then?



*Way too many companies still turn to their forklift and a pallet to carry out work at height, and all too often an accident occurs - look at the observer with his Hi-Viz vest - talk about distorted priorities!*



*These tradesmen have some ladders but are still struggling to reach the lamp. Clearly some common sense training is required.*

## Tyre Training

The UK Health and Safety Executive in conjunction with the National Tyre Distributors Association and the British Tyre Manufacturers Association, is organising a series of workshops between January and March to draw attention to the dangers of handling tyres.

Places on the three-hour workshops are on a 'first come first served' basis and there will be an administration fee of £10 to attend. All attendees will receive a certificate confirming participation in the workshop. To book your place email [lynesmith@ntda.co.uk](mailto:lynesmith@ntda.co.uk)

The events take place at:

- 28 January - Park Royal Hotel, Stretton Road, Stretton, Warrington, Cheshire.
- 3 February - Cooper Tire Sports and Social Club, Melksham House, Market Place, Melksham, Wiltshire.
- 11 February - Thurrock Hotel, Ship Lane, Aveley, Essex.
- 26 February - Garfield House Hotel, Cumbernauld Road, Stepps, Glasgow.
- 11 March - Holiday Inn, Chapel Lane, Great Barr, Birmingham.
- 18 March - Xscape, Colorado Way, Castleford.

# Don't miss **the** UK lifting **event**

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**Vertikal**  
**days**

# Winning shots from the IPAF photo contest

The results of the IPAF 25th Anniversary Photo Contest are out.

The aim of the contest was to bring the correct use of platforms to the forefront. The contest attracted entries from around the world. Entries were slow at first, but the press and the public did come up with several excellent photos, and the judges had to make some difficult choices.

"The contest really made people think about what was the correct way to use platforms and at the same time got the press thinking about dramatic ways to capture the dynamics of the

subject," said Tim Whiteman, IPAF managing director. "We really thank all the entrants and would encourage people to continue sending us dramatic pictures of platforms being used correctly so that we may use them in our publications. Journalists should strive to use pictures of platforms being used correctly - this is an ongoing campaign for IPAF."

The public category presented the judges with a tough task.

"Some of those entering in the public category have made a real effort there several excellent photos," said Rupert Douglas-Jones, IPAF international training manager. The judging panel comprised Whiteman, Douglas-Jones and Richard Rawlings of R&M Marketing.

There were three great prizes in each category: a new iPhone, an amazing SlingBox and digital picture frames. The list of winners and their photos can be viewed at the Resources section of [www.ipaf.org](http://www.ipaf.org)

The winners were:

**Press Category**

**First prize** - Colin Sowman - Contract Journal

**Second** - Christopher Woods, photographer

**Third** - John Rowson, Kenneth Berry Studios

**Public category**

**First prize** - Sergio Sagarminaga, Plataformas & Maquinaria

**Second** - Matthias Müller, AST GmbH

**Third** - Matthew McMinniman, Canada



Christopher Woods, professional photographer, UK (press category, 2nd prize)



John Rowson, Kenneth Berry Studios, UK (press category, 3rd prize)



Sergio Sagarminaga, Plataformas & Maquinaria 2000 SL, Spain (public category, 1st prize)



Matthias Müller, AST GmbH Arbeitssicherheit & Technik, Germany (public category, 2nd prize)

## International Awards for Powered Access

IPAF has announced that the first global awards specifically for the access industry will be awarded on 2nd April 2009 in Dublin, Ireland following the IPAF Summit.

The International Awards for Powered Access will celebrate and reward best practice, and are being awarded in conjunction with Access International. The categories are:

- IPAF Safety Champion of the Year
- The Access Rental Company of the Year
- The Access International New Product of the Year
- Contribution to Safe Working at Height - Rental Company
- Contribution to Safe Working at Height - Equipment End User
- Contribution to Safe Working at Height - Manufacturer
- Mast Climbing Work Platform Achievement Award
- Access Industry Training Award
- Access Industry Environmental Award
- IPAF/Access International Lifetime Achievement Award
- New IPAF Training Centre of the Year
- IPAF Instructor of the Year

The awards are open to all companies, apart from the New IPAF Training Centre and The IPAF Instructor of the Year awards.

"These first awards for the access industry are a true recognition of excellence, as nominees are being judged by their peers," said IPAF managing director Tim Whiteman. "We are looking for entries from around the world and are particularly looking for nominations for the IPAF Safety Champion of the Year."

Companies and individuals can enter themselves or nominate others. They can submit entries for more than one award, and more than one entry per category. There is no charge for entering. Entries must be for work done in 2008. The deadline for entries is 30th January 2009.

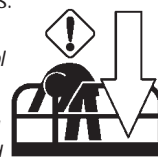
A panel of five industry judges will be announced shortly. Entries must be submitted in English on the official entry forms. The entry form, as well as information on sponsorship, table sales and the venue, is available at [www.ipaf.org/iapa](http://www.ipaf.org/iapa)

## Voluntary emergency lowering decal

Even experienced operators can have difficulty locating the emergency descent controls that every aerial work platform is fitted with. Following consultation with members, IPAF's Manufacturers' Technical Committee has agreed a new standardised symbol to signpost the local of emergency descent controls.

The new symbol is a practical visual aid and the result of an industry initiative to help make access equipment even safer. IPAF encourages manufacturers to fit this on all new equipment and rental companies to retrofit the decal to their existing fleets.

This is a new symbol that users may wish to fit to their access platforms. The decal should be positioned to clearly indicate the location of the emergency descent controls. Operators should ensure that somebody at ground level is properly trained on how to use the controls in an emergency.



The artwork for the emergency descent symbol can be downloaded from the Resources section of [www.ipaf.org](http://www.ipaf.org). Limited numbers of free copies are also available from IPAF.



IPAF, Bridge End Business Park, Milnthorpe, LA7 7RH, UK  
Tel: 015395 62444

Fax: 015395 64686

[www.ipaf.org](http://www.ipaf.org) [info@ipaf.org](mailto:info@ipaf.org)

Offices in France, Germany, Italy, the Netherlands, Spain, Switzerland and the USA.

IPAF Summit 2009 on 2 April in Dublin

# Five axle Grove

The Manitowoc Company has been pressing ahead with a steady expansion of its model range in conjunction with its partner TWH Collectibles of Wisconsin, and the most recent output in the Grove line up is a 1:50th scale model of the 130 tonne capacity five axle GMK5130-2 All Terrain crane.

The real crane has a 60 metre main boom, and up to 18 metres of swingaway extension, and can be fitted with 40 tonnes of counterweight.

The model reviewed here is the US version denoted the GMK5165-2 (for 165 US tons) but colours and nomenclature aside, the models are identical. Out of the box the model has a number of parts, and although there are no instructions, most collectors will have no problem assembling it for display.

This is a heavy and detailed crane model, even underneath an effort has been made to include detail with hoses going to each wheel, and with each one having individually sprung suspension.

Inside the carrier cab a fire extinguisher can be seen. The carrier deck has a strong diamond patterned checker-plate walkway surface and there are very nice rubber skirts over the axles, with matching rubber mud flaps. The outrigger beams are single castings and do not replicate the two-stage design of those on the real crane, which is a pity, but on the plus side the details are great, with warning notices, and outrigger jacks which when extended look like cylinder rods instead of screw threads.

Moving to the crane itself, the operator's cab is very detailed and there is an excellent array of hydraulic hosing which runs to the slew motor, winch and counterweight attachment mechanism. Fine mesh grilles and other pieces of equipment give the model a busy and realistic feel.

The counterweight is made up of a series of separate slabs and they have tabs for lifting chains. Although not obvious, the counterweight is removable by carefully undoing two screws on

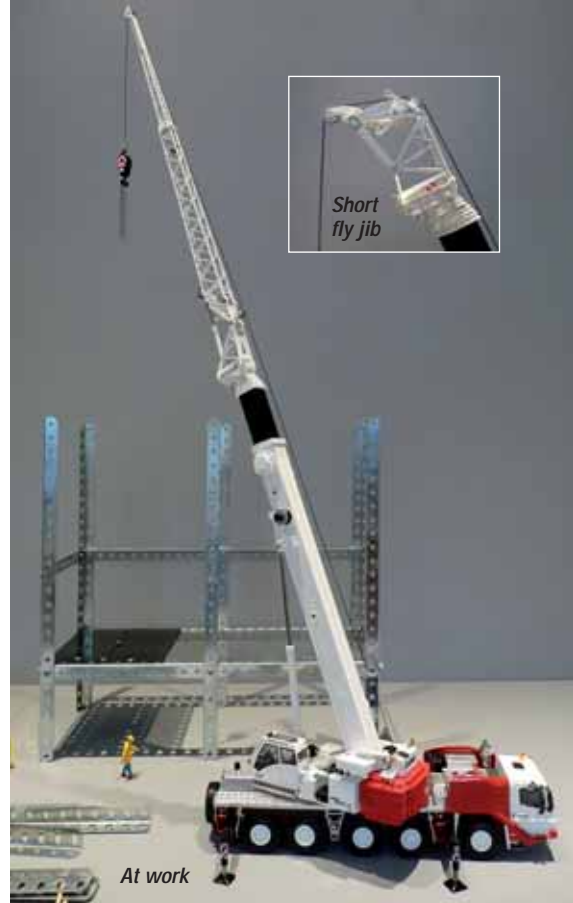
the underside and this gives many more display options for the crane. including showing a realistic travelling mode, or displaying the crane carrying out self ballasting.

The boom itself is all metal and the lowest section contains detail within the casting and a couple of spooling drums. The boom raises easily and the sections telescope and lock smoothly, but it needs a supplied pin inserted in the lift cylinder to hold a pose at a high angle. A very nicely made metal lattice fly jib is included with the model and it has the bonus that it can be set in different lengths and offset angles.

This is a high quality model with excellent paintwork and graphics and is a very good addition to the Grove scale model stable albeit there are some aspects, mainly in the area of functionality, where there is scope for improvement. It would look great in the colours of any crane hire company wishing to have a promotional item for customers, and overall the model is highly recommended. It is available from the new European



Short fly jib



At work

Manitowoc Shop: <http://www.manitowoc-shop.com>. To read the full review of this model visit [www.cranesetc.co.uk](http://www.cranesetc.co.uk)

Cranes Etc Model Rating	
Packaging (max 10)	7
Detail (max 30)	25
Features (max 20)	16
Quality (max 25)	20
Price (max 15)	9
Overall (max 100)	77%



Detailed cab



Loading counterweight



On the road

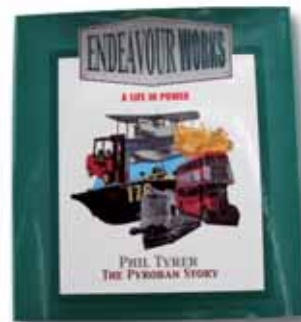
## Explosive diesels

Phil Tyrer, now 88, is the man behind Pyroban, the explosion proofing specialist. His autobiography - Endeavour Works - charts his fascinating life from the early days in Brighton when, aged 12, he used to cycle the 12 miles to Shoreham airport to watch early aircraft such as Tiger Moths and Dragon Rapides come and go, to the heady days of multi-national business deals with Pyroban. An apprenticeship with Southdown Motor Services, followed by a spell with AEC, the truck and bus manufacturer, turned the young Tyler into a life long diesel engine enthusiast and a strong believer in the combination of a part theory/part practical form of education.

The road to Pyroban was not straightforward. After serving in the RAF with flying boats and high speed launches, he joined Ricardo before moving on to Napier. He started his first business, P.G Tyrer, in 1951, building it into a

significant group of companies, followed by the devastation of bankruptcy in the early 1970s. As Tyrer puts it: "Some achieve success the easy way while others are fated by their chemistry to be successful the hard way." Undeterred he started again and while there were many ups and downs along the way, the rest, as they say is history. The book contains plenty of excellent photographs and exudes his passion for diesel engines and technology. Possibly more of a book for an engineer or equipment enthusiast than someone looking for a personal or general business read.

The book is published by Bernard Durnford Publishing ISBN 0 953670 9 5 has a list price of £25 and can be ordered through Pyroban.



*The following letter concerned - we believe - the report covering the administration of Allan Access and Phil Allan's purchase of the assets through Allan Access Hire.*

Dear Leigh

If someone takes something and doesn't pay for it - isn't it theft? At the least wouldn't it be fraud?

When I started my working career it was a big deal if someone went bankrupt, the fact was that the country's laws said you couldn't run another business for x number of years because you weren't skilled enough and needed to have more training/education so you didn't repeat such mistakes.

The social stigma was such that people rarely made mention of it and the unfortunate business owner was worried that people would find out. People did everything possible to avoid bankruptcy because it usually meant that they lost everything - both in business and personal assets.

#### My how it has changed -

Let's look at a fictitious example, Mr. Smith, as nice as he is, who over the years has had multiple business failures, has taken hundreds of people for hundreds of thousands of pounds. How can he come up with £350,000 to buy his failed companies assets? Don't the assets really belong to his creditors.

What about all those people he has 'stolen' from? What about all the small companies who are dependent on the cash from the invoices he is not paying, how do they feel when tomorrow he is still in business at the same location making the same mistakes and they have to go home and tell the family that Christmas is cancelled..... No money for little Katy's shoes.... No more advertising.....

Time and time again, we have seen people like 'Mr. Smith' re-invent and re-appear, using the money they owed their creditors from their last 'venture'.

Surely Leigh it is your magazine's job, and the job of the industry press in general, to highlight these people for who they really are! Shouldn't your magazine, and others, protect your good customers from potentially harmful predators, and additionally deny them the opportunity to advertise in your publications.

I am not saying that everyone that has a business failure is a bad person, but bad business practice and negligence has the same outcome as dishonest business practice, and the proponents shouldn't be encouraged back into our industry with open arms. We need to empower those businesses that are working in a fair and honest way, those that give back to the industry they are in, and encourage best practice and an ethical approach.

In the next 12-18 months we will unfortunately see a higher number of business failures, can you write something that will bring back the old values of ethics, honesty and responsibility, and which would discourage this distasteful practice of 'stealing'.

I would certainly be happy to endorse and support such a move.

Best regards



Dear Sir,

I have just finished reading your 'take the money' article in the November issue of Cranes and Access and quite frankly I am appalled that there are still people in the industry that believe that there is such a thing as a simple lift.

Let me remind you that at no point in BS7121 does it mention a simple lift. There are basic, standard and complex lifts and bearing in mind that the majority of accidents with cranes involve the basic or simple lift, as you call it, then your comments are surely misplaced or damn right stupid.

A basic or simple lift may include a hot tub in Mrs Jones back garden, well bearing in mind that there were three cranes that fell over doing such lifts over the last two years that I know about, then this just proves that discussions over such matters should be left to the professionals and not to editors of magazines.

If you would like to do a correct article of why lifts have to be planned by trained and competent people then I would be only too pleased to provide you with the facts And yes you can definitely print this

Lee Rowe

PSS Lifting

*We admired and welcomed Mr Rowes passion although we could not help disagreeing with some of his points. Our use of the word simple rather than basic was perhaps a flaw, although it does not alter the opinion. Our point was that the current Contract lift or crane hire is not working, particularly for basic lifts. We have since spoke with Rowe and in fact found we agree on more than we disagree. As such he has been invited to submit an article. If we believe that it has merit and will be of interest to our readers we will publish it. Ed*

Correspondents name available on request at his request.

*This whole area is fraught with challenges, however as a publisher we have frequently put our necks out - criticising both serial bankrupts within our industry, the ridiculous bankruptcy laws in the UK and the profligate tough feeding of some 'insolvency practitioners'. Not all company directors that go into administration are bad or fraudulent, some indeed might be pushed over the edge through bad debts to others, or by the crass treatment by their banks, and when faced with an option of saving some jobs and a business, not to mention an opportunity to pay back their debt. Let he who would never consider the opportunity cast the first stone. We do though agree with our correspondent and hopefully do play our part, although feel he overestimates our influence. However we do think that this is a subject we should come back to, let us know what you think.*

LWS

#### 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,

As a creditor of Allan Access Ltd., I would be grateful if you would advise me of exactly what Phil Allan purchased from the ashes of his former company, given the fact that he is now offering for sale equipment on eBay. Something does not add up here.

I look forward to receiving your reply.

Regards

Bill Green

*This was one of several letters we received covering this subject, including one from Phil Allan himself expressing concern at the negative coverage of the administration of Allan Access and his subsequent purchase of the assets of that business. He points out that for legal reasons he is unable to discuss the background to the company's failure but that it has been detrimental to himself as well as others. He also takes us to task for continuing to cover the subject which makes it more difficult for him to rebuild a legitimate new business.*

*We have agreed to meet Allan in the new year in order to provide his side of the story and what he plans to do with the new business going forward. It is never our aim to be negative for the sake of being negative, it is unhelpful and often unfair. We do though have a duty to cover the facts and based on our letters and emails this is all our readers want.*

Hi

In today's news stories you include a comment on your own coverage of cutbacks in the aerial access field. I would like to see some manufacturers and hirers thinking outside the box with regard to where they advertise. Some might find it advantageous to divert some of their advertising spend away from the obvious construction related journals (some will be halving the frequency of their ads there anyway I guess) and into journals specific to other industries - such as sport and entertainment.

We do see the occasional example of access platforms being used for camera crews at sporting events, or assisting with scenery construction in movies and television shows. But those tend to get regarded as novelty news items within access industry newsletters. Maybe there is scope to push harder in those areas.

Customers in those fields will quite often have sought advice on what machine to hire or buy for a particular function - but will often be totally unaware of what else is available.

Regards,

John Latusek

Carmarthenshire, UK



HAPPY

*Christmas*

This is the last issue of Cranes & Access for 2008, the team at the Vertikal Press would like to take the opportunity to thank all of you who have supported us this year, whether it be with your subscriptions to the magazine, editorial input and contributions, or constructive comments that continue to help us improve our publications and on-line news service. We would particularly like to thank those who advertised or exhibited with us, you make everything we do possible. So from all of us we wish you a very happy and safe Christmas and holiday period and a healthy and prosperous year in 2009.



Many thanks and best wishes  
from all of us at **Vertikal**



# The trick of the tail

Specialist access requirements call for specialist equipment, particularly in the safety-conscious aviation industry. Specialist engineering design company Semmco has introduced many working at height solutions but by far the biggest is its new, made-to-measure tail docking system for UK airline bmi's fleet of Airbus A320 at Heathrow airport.

By adopting a programme of equalised maintenance - carrying out maintenance on a continual, on-going programme rather than taking the plane out of service for several days - bmi says it is making huge savings. Over a 12 month period, the reduced aircraft downtime of its fleet of 23 A320's has, it says, effectively saved the cost of a single plane as well as improving the safety of the aircraft engineering staff working at height.

The recent expansion of the aviation industry has introduced new health and safety challenges as aircraft turn-around times are reduced. Activities on the ground airside and during aircraft turn-around are the most hazardous, with around 40 reported accidents - including about 15 serious injuries - resulting from falls reported to HSE each year.

Bmi in partnership with Semmco have designed and produced a customised tail docking access solution for the A320's that allows maintenance staff to rapidly carry out fin and rudder inspections without compromising safety or wasting precious time in setting it up.

"Using the all-in-one 'blocked out' time for full 'C' checks would mean a plane being on the ground for a full five days a year," says Terry Dudley, maintenance manager for bmi Heathrow. "However for equalised maintenance to be effective, the engineers have to be able to get to work as soon as the plane arrives in the hanger. Working in a time slot of eight hours during the night, when the plane is not in use, means every minute needs to be used productively."

The Semmco tail docking solution comprises two, moveable 10 tonne sections, which surround the

aircraft's tail section once it has been reversed into the hanger. A special rail system means that each section can then be slid into place to surround the plane which reduces the driver error margin - which could result in damage to the aircraft - and speeds up the whole process. Maintenance engineers



Stuart McOnie in demonstration mode

can now have access to all rear areas of the plane within 15 minutes of it arriving in the hanger. Built on a steel base and using a substantial aluminium superstructure, the tail dock's access steps and platforms support work at four different height levels between 2.5 and 9.2 metres. Extendible edge sections ensure that gaps around the plane are kept to a minimum.

"The tail docking solution has changed the process of maintenance on the entire A320 fleet," says Dudley. "The previous all-in-one blocked out method also saw duplication of effort as parts would be dismantled, inspected and re-built, only to be dismantled again later in the week as part of another area being inspected."



Stuart McOnie shows off another access product



Extendible edge sections minimise gaps



The new variable height steps

"For bmi, safety is paramount in all areas of its operations so we designed the tail docking solution with safety as well as practicality and ease of use in mind," says Stuart McOnie, managing director of Semmco. "Dudley and his team knew exactly what tasks they were required to carry out, and we made this possible by creating a flexible and safe platform from which they can easily access the tail section of the aircraft."

"The tail docking solution has been fundamental in the successful implementation of equalised



maintenance," adds Dudley. "I have been impressed with how solid the structure is, and also pleased with the engineering staff's positive reaction to this new piece of equipment which has made their jobs not only easier, but safer."

Semmco also has several other access products for other industries. By teaming up with German partner Zacher, it has a range of lightweight, compact fixed and variable access steps and platforms. Made from high-grade aluminium, the products' modular design enables various modifications and expansions for specific customer requirements.

Its variable height steps have been shortlisted for this year's 'Innovation of the Year' at the Safety & Health Practitioner IOSH awards. Using a towable, easy to push around chassis and lightweight aluminium superstructure complete with hand rails, the steps have a height adjustable top platform which can be raised between 2.25 metres to 3.25 metres.



The rail system

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To exhibit, email Mark Bridger, [mbridger@progressivemediagroup.com](mailto:mbridger@progressivemediagroup.com). Tel: +44 (0)208 269 7746

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# Remote for mechanical controls

Hetronic, the specialist design, development and manufacturer of safety radio remote control systems, has developed a new MEC-ACT actuator kit for hydraulic cranes. The unit claims to offer a more cost effective solution when converting to remote control, without requiring modifications to the hydraulic system.

The advanced technology used in the actuator provides very accurate control of the machine's functions and Hetronic says, the installation requires no specific knowledge of the hydraulic system because no changes are necessary.

Each kit includes a servo control for each hydraulic function to be handled, the required fixing brackets and a complete BMS proportional remote control. Five different kits are available with four, six or

eight proportional functions and either two or four cross joysticks or six or eight linear paddle levers.

The electric servo control can operate a double action for each function. Actions controlled by the remote control are immediately interrupted in the event of an emergency stop, a cut-off of the radio connection, sudden or voluntary turning off of the machine or excessive stress of the electric servo control on the activation lever. All of the electronic

controlling systems of the servo motor are directly protected by special control circuits of the radio receiver.

Supply voltage is between 11.5 to 16 volts and the electrical current required is 2.25 amps. Maximum travel speed range is 38.1 mm per second and the unit includes 100cm of multiple cables with an eight-pole plug.



The Hetronic MEC-ACT modification kit for hydraulic cranes claims a cost-effective solution of converting to radio remote controls.

## A better tyre fill

Zeus has launched a new three part alternative to normal poly-fill puncture proofing materials. Named Triofill it is, says the company, more environmentally friendly, offers better performance and is faster to fill thanks to a new electric pump system.

Triofill has a three component structure, comprising two liquid polyurethanes mixed with granulated rubber which, Zeus says, dramatically improves its physical properties, particularly its strength. The

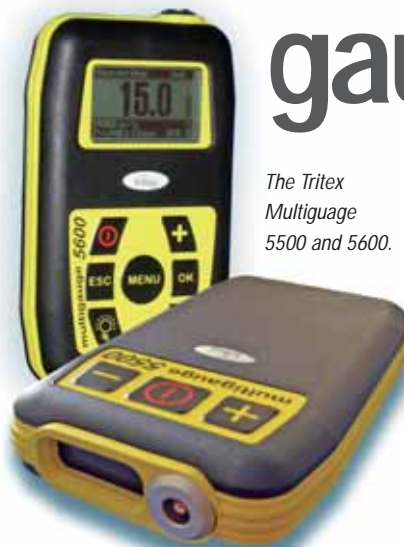


company also says that vehicles with Trofilled tyres can be driven up to 50mph. The main benefit though might be the fact that it is more environmentally friendly, cleaner and more cost efficient. It comes with a completely re-designed, state of the art electrically driven pump filling system, which is easier to use, quieter, solvent free and quicker to clean and more than 10 litres per minute faster than traditional pumping systems, claims the company.

The newly designed Triofill pumping system.



## New thickness gauges



The Tritex Multiguage 5500 and 5600.

Tritex NDT has developed a new range of triple echo ultrasonic thickness gauges for measuring metal thickness to check for corrosion in pipelines, storage tanks and other industrial applications where corrosion occurs. The Multigauges have been designed to be robust, simple to use and most important of all, highly accurate.

The range includes the Multiguage 5500, designed for hands-free use when climbing on staging, scaffolding or when

accessing large storage tanks by rope, and the Multiguage 5600 which has been developed for most common thickness gauging applications such as pipes and tubes. The keypad is clear and easy to use, whilst the bright graphical LCD display gives detailed information such as echo strength, probe type and measurement units. The moulded soft rubber surround feels comfortable, looks good and provides extra protection against knocks and scrapes.

All probes have Intelligent Probe Recognition (IPR), which automatically adjusts settings in the gauge at the same time as transmitting recognition data. The result is a perfectly matched probe and gauge for enhanced performance. At the same time an Automatic Measurement Verification System (AMVS) ensures only true measurements are displayed, even on the most heavily corroded metals. Tritex Triple Echo also significantly reduces preparation time as it eliminates the need to remove surface coatings, just the metal is measured.

**enquiries** → To contact any of these companies simply visit the 'Industry Links' section of [www.vertikal.net](http://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](mailto:info@vertikal.net) with 'Innovations' typed in the subject box.

# Whats on?

## Byggmaskiner

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E-mail: scanbygg@swefair.se

## Middle East Cranes

24 - 25th February 2009  
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Shangri-La Hotel, Dubai, UAE  
ndennney@progressivemediagroup.com  
Tel: +44 (0) 208 269 7833

## ARA / Rental Show 2009

ARA /Rental Show 2009  
Altanta Georgia March 3-5th  
Tel: +1800 334 2177  
Fax: +1309 764 1533  
E-mail: info@therentalshow.com

## Baumaschinenmesse Bern

Switzerland's largest construction  
equipment show March 17th - 22nd 2009  
Bern, Schweiz  
Tel: +41 (0) 31 340 11 11  
Fax: +41 (0) 31 340 11 10  
E-Mail: baumaschinenmesse@beaexpo.ch

## MAWEV-Show 2009

Austrian equipment show  
March 25th - 28th 2009 Enns, Austria  
Tel: +43 (0) 1 216 65 26-0  
Fax: +43 (0) 1 216 65 26-22  
E-Mail: office@praesenta.com

## IPAF Summit

Annual Summit for International  
Powered Access Federation  
April 2nd, 2009 Dublin, Ireland  
Phone: +44 (0) 1539562444  
Fax: +44 (0) 1539564686  
E-mail: info@ipaf.org



## Intermat 2009

International construction equipment show  
April 24-29th, 2009 Paris, France  
Tel: +33 1 49685248  
Fax: +33 1 49685475  
E-mail: info@intermat.fr



## SED 2009

UK's premier construction equipment exhibition  
May 12-14th, 2009 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  
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Phone: +44 (0) 207 921 8067  
Fax: +44 (0) 207 921 8058  
E-mail: tbond@crmpinformation.com

## Vertikal Days

Meeting for the UK crane  
and access industry  
Haydock Park  
June 24-25th 2009  
Tel: +44 (0) 8707 740436  
Fax: +44 (0) 1295 768223  
E-mail: info@vertikal.net  
Web: www.vertikaldays.net



## Platformer Days

German access equipment meeting  
August 28-29th, 2009 Hohenroda, Germany  
Phone: +49 (0) 5031972923  
Fax: +49 (0) 5031972838  
E-mail: 2009@platformers-days.de

## SAIE 2009

Bologna Fair, Italian Building  
products exhibition. October 28-31st, 2009  
Bologna, Italy  
Phone: +39 051 282111  
Fax: +39 051 6374013  
E-mail: saie@bolognafiere.it



## Conexpo Asia

An American show in China  
November 16-19th, 2009, Guangzhou, China  
Phone: +1-414-298-4123  
E-mail: pmonroe@aem.org

## Big Five 2008

Middle East construction show in Dubai  
November 23-27, 2008 Dubai, UAE  
Phone: +49 (0) 89 949 22 00  
Fax: +49 (0) 89 949 22 350  
E-mail: info@img.de

## Bauma 2010

World's largest construction equipment show  
April 19-25th, 2010 Munich, Germany  
Phone: +49 (0) 89 51070



## Bauma China

Bauma in Shanghai  
November 25-28th, 2008 Shanghai, China  
Phone: +49 (0) 89 51070  
Fax: +49 (0) 89 5107506



## Conexpo 2011

The leading American equipment show  
March 22-26th 2011 Las Vegas, Nevada, USA  
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30 t PPM ATT 335	1997	4x4x4	27,40m + 15,00m
35 t PPM ATT 400	1998	4x4x4	30,40m + 15,00m
35 t PPM ATT 400/2	2000	4x4x4	30,40m + 8,00m
40 t Faun RTF 40-3	2001	6x6x6	30,00m + 15,45m
40 t Liebherr LTM 1040-1	1994	6x4x6	30,00m + 8,00m
50 t Demag AC 155	1993	6x4x6	40,00m + 17,60m
50 t PPM ATT 590	1996	6x6x6	40,00m + 15,00m
50 t Liebherr LTM 1050/1	1995	6x6x6	40,00m + 16,00m
50 t Grove GMK 3050	1996	6x6x6	38,10m + 15,00m
50 t Faun ATF 50-3	1997	6x6x6	38,00m + 16,00m
60 t Faun ATF 60-4	2000	8x8x8	40,00m + 16,00m
70 t Liebherr LTM 1070	1992	8x8x8	42,00m + 18,00m
75 t Grove GMK 4075	2001	8x8x8	43,20m + 27,00m
75 t Grove GMK 4075	2001	8x8x8	43,20m + 17,00m
80 t Demag AC 205	1996	8x6x6	50,00m + 17,60m
80 t Liebherr LTM 1080/1	1999	8x8x8	48,00m + 17,00m
90 t Liebherr LTM 1090/2	1998	8x8x8	52,00m + 18,00m
200 t Krupp KMK 6200	1990	12x8x10	53,00m + 56,00m

TELESCOPIC - TRUCK CRANES

Make / Type	y. o. m.	Drive	Boom / Fly Jib
25 t Tadano TL 250 E	1997	6x4x2	30,00m + 7,50m
25 t Tadano TL 250 E	1997	6x4x2	30,00m + 7,50m
25 t Kato NK 250 E	1997	6x4x2	30,00m + 7,50m
25 t Kato NK 250 E	1998	6x4x2	30,00m + 7,50m
70 t Grove TT 865	1997	8x6x8	38,00m + 18,50m

REACHSTACKER

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40 t PPM 40 GMI	1991	4x2x2	4 th height

BOOMLIFTER

Make / Type	y. o. m.	Drive	Boom / Fly Jib
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3,3 t JCB Telehändler 535-105	2006	4x4x4	10,50 m
3,5 t JCB Telehändler 535-125	2007	4x4x4	12,50 m

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**JLG 660SJ sn: 84265**  
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Barin	<a href="http://www.barin.it">www.barin.it</a>
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Esda	<a href="http://www.esda-fahrzeugwerke.de">www.esda-fahrzeugwerke.de</a>
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Terex Atlas (UK) Ltd.	<a href="http://www.atlascranes.co.uk">www.atlascranes.co.uk</a>
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National Access and  
Scaffolding Confederation [www.nasc.org.uk](http://www.nasc.org.uk)  
Pasma [www.pasma.co.uk](http://www.pasma.co.uk)

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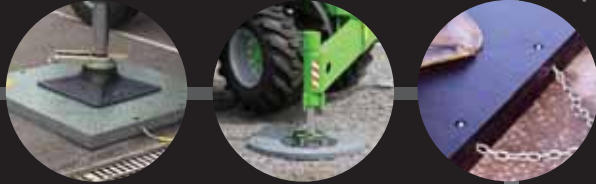
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# MERLO

**WORLD LEADER IN HANDLER DESIGN**



## NEWS

Sales and Technical Information from Merlo UK

Autumn 2008

*In this issue:*

**Multifarmer as quarry utility vehicle**

**Shaken not stirred - the Bond cars**

**Integral sideshift**

**Roto and Panoramic partnership**

**Merlo Worldwide**

and more ...



# Don't let the gloom get to you

*There's much doom and gloom about, but John Iles believes that it's important to look to the future*



Welcome to the Autumn 2008 edition of Merlo News for the UK. We aim, as always to present the latest news for the materials handling specialist worldwide. We are always happy to receive stories from readers, so please feel free to send your stories and pictures to the Editor. Inclusion is always at the discretion of the Editor, of course, but all materials will be returned if you wish.

**T**he major subjects of almost any discussion these days are the terrible weather again this summer and the economy.

The major construction event, SED, at Rockingham Speedway was favoured by reasonable weather but several of the normal farming events were either cancelled or greatly denuded of visitors. One exception was the Cereals Event in Lincolnshire, blessed by clear skies and hot sunshine, which is developing into one of the major farm machinery shows in the UK.

On the economic front Merlo UK, like all telehandler suppliers has seen a major drop in sales in the house building sector. We are fortunate that, unlike other companies, we have never aggressively attacked the mainstream rental companies, as this sector is tied irrevocably to the house building market and has just as quickly decreased.

Of course, we do supply Merlo machines to rental companies, particularly the smaller, regional ones that offer a personal service level that many of the 'big boys' cannot match.

Many of our rental customers see themselves as 'specialists' in the same way as we do, and have looked for the niche markets that value qualities

other than just price. That's one reason why the Roto and heavy capacity Panoramic sales continue to increase - you'll read of these in this issue.

Farming remains strong both here and in Europe. Merlo SpA, like ourselves saw farming and other markets as being preferable to attempting to compete in rental.

That's one reason that they, and we, continue to expand!

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The Tillage Event (above), one of the victims of the 2008 weather and at Cereals (below), the weather was a great deal better!



A factory extension nearing completion, which will double the size of the Tre Emme company (above).

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**Cover**

Roto 45.21 MCSS of Site Serv Const on site in Basildon, Essex. See story on page 13.



## WRIGHT MINI



**G**eorge Wright was well known in Merlo circles for many years, as Sales Manager of dealer Selwood.

Merlo UK is very happy to be one of those companies sponsoring George in his fourth entry into the Lighthouse Run October 26th and 27th.

The Lighthouse Club's 'Lighthouse Club Run' - from John O'Groats to Land's End in order to raise much needed funds for construction workers and their families in times of need - has now earned its place as a firm fixture in the Construction Industry Calendar.

George, who is entered as a privateer to encourage more sponsorship, will be travelling in a 1988 Mini Mayfair along with his son Jim as co-driver, has been involved with the charity for many years and is a past chairman of both the Wessex and Southern branches. George has so far managed to raise £2,000 through sponsorships

Best of luck, George!

## CESAR



**M**erlo UK Ltd is delighted to announce that all farm and construction products supplied ex-Merlo UK from 1st July 2008 will be enrolled into the CESAR ID system, offering Merlo users the opportunity to be included in the UK's largest plant theft protection scheme.

With annual plant losses variously reported at up to £500m per annum, the Construction industry had to take firm action to protect its assets. The Construction Equipment Security and Registration Scheme (CESAR) provides a secure identification of plant enrolled in the scheme and permits a very quick 'scan' by Police and Customs officials to verify a machine's ownership."

National Construction Sales Manager, Bill Bennell (above at SED with Datatag executives) says that "Every unit will have a Datatag, tamper-evident Visible Identification Plates (so it's immediately

obvious if an attempted fraud has occurred), hidden Glass Datatags and chemical DNA Glue with a unique machine identity."

There is a direct link between the CESAR ID system and the DVLA, giving Police immediate access to ownership details. Even machines not registered for road use will be included, within the DVLA Off-Road Register scheme.

By linking with Europe's leading vehicle security identity supplier - Datatag - Merlo UK intends to make its customers' telehandlers significantly less attractive to the thieves!



## AERIAL RESCUE



*Photo courtesy of Allgäuer Zeitung*

**T**he elderly pilot of this homebuilt Europa aircraft, and his wife, will have been grateful that there was a Roto renter on hand!

Operating from Durach airfield, south west of Munich, they somehow became entangled in 360,000 volt power lines - enough to spoil the best of days.

They had to wait for three hours whilst authorities debated how to rescue them. An air ambulance was ruled out because of the possibility of rotor turbulence rocking the aircraft free, and a 20m sheer drop was not a good idea.

A local renter rapidly provided a Roto 40.25 MCSS with Tre Emme platform, which was used to

stabilise the aircraft. Eventually, the couple were rescued by the fire brigade's snorkel lift.

Unsurprisingly, the pilot's wife seemed to lack enthusiasm for further aerial jaunts!

## C R WILLCOCKS



**B**ernard Saunders, MD of C R Willcocks in Newton Abbot, sent in this picture of the official opening of the new premises.

It certainly looks good and is sited at Heltor Business Park, just off the A38 north west of Newton Abbott.

## CBL Bristol



**S**ome late dealer news, upon which we will certainly expand in the future; firstly an extension of territory for CBL.

Building on the success of CBL in the East London main territory, they have been awarded the Merlo franchise at their Bristol depot. Their new area extends from Bristol, North East to Cheltenham, down through Salisbury and Westwards to Taunton.

**Tel:** 01656 743231

**Website:** [www.cbplant.co.uk](http://www.cbplant.co.uk)

## Ted Hopkins Ltd



**S**econdly, a new agricultural dealer in the Cardiff area. Based at Newport, Ted Hopkins Ltd has been selling farm and ground care equipment since 1987.

**Tel:** 01633 680754

**Website:** [www.tedhopkins.co.uk](http://www.tedhopkins.co.uk)

## ART MEETS SCIENCE



**T**he world famous Ermitage Museum of St. Petersburg charms tourists for the beauty of the architectural complex that houses it.

Its sophisticated lighting system is carefully and constantly serviced using a Roto 40.25 MCSS with a Space 11 platform.

# High capacity Panoramic the ideal steel site-handling method

*Working at Height Regulations have made manual unloading of structural steel unacceptable, and many erectors find high capacity telehandlers to be the ideal and safer alternative*

Since 1992 BHC Ltd. (formerly Brian Hewitt Construction Ltd.) has become one of the leading structural steelwork fabricators and erectors in Scotland and beyond. With continuous expansion and investment, the weekly production capacity has increased from 30 to 600 tonnes per week.

The company employs more than 200 and provides a structural steel design and erection service based in Carnwath in Lanarkshire. Central to their erection business is a fleet of eleven 6 tonne capacity Merlo Panoramic handlers.

“Even before the latest Health and Safety requirements have more or less mandated the mechanical off-loading of steel, we had found that the safest, quickest and most economical method was the on-site use of high capacity telehandlers” says MD and founder Brian Hewitt.

“There is” he remarks “Nothing that quite compares with the Merlo machines for compactness and manoeuvrability, and they set the standard for visibility - ensuring safety, which is our priority.”

That’s confirmed by Erne Duncan who was responsible for the erection business of Fisher Engineering in Northern Ireland, now acquired by BHC, and who is very involved as a consultant to the expanded business.

As specialist telehandler manufacturers, Merlo have long made high capacity machines a priority. The Merlo concept always results in compact machines, with hydrostatic transmissions and integral sideshifting making loading, unloading and load placement an accurate and safe process.

So much so that Brian Hewitt still enjoys driving the machines himself!



## HIGH CAPACITY

	P55.9 CS	P60.10	P72.10	P101.10HM
Lift capacity	5500 kg	6000 kg	7200 kg	10,000 kg
Load centre	600 mm	600 mm	600 mm	900 mm
Lift height	8.60 m	9.60 m	9.60 m	9.80 m
Engine power	103 kW	75 kW	75 kW	107 kW
Weight	10,320 kg	9890 kg	10,500 kg	15,200 kg

- 1 P101.10 HM of Site Serv Const on-site in Basildon
- 2 Erne Duncan (left) and Brian Hewitt of BHC with their latest P60.10
- 3 And the same machine on-site offloading packs of structural steel





# The unique abilities of the Multifarmer tractor telehandler combination is not only aimed at farmers

*Rotherham Sand and Gravel saw the possibilities of using the Multifarmer as an all-round maintenance and utility vehicle - a 'Swiss Army Knife' on wheels!*

**D**irector Nicholas Scholey found the Merlo Multifarmer after a search on website search engine Google.

"We were hiring a tractor and water bowser for over half the year - just for dust suppression" he remembers, "I was conscious of this continuing cost, but we didn't feel that buying our own combination and letting it sit for every six months was a very good utilisation of assets. So, I was searching the Internet to come up with a better solution."

And so he did, becoming intrigued with the idea of a machine that could easily fulfil the tractor and towing role, but that could also be used for a myriad of other tasks around the quarry. And, a visit from Yorkshire Handlers MD, Phil Robinson, showed him that there was even more that could be done with this impressive machine.

Rotherham Sand and Gravel (RSG) remains a private, independent quarry, founded in 1930 by a local farmer, Samuel Scholey. Today, it has benefitted from a recent £2.5 Million investment programme and features 'state of the art' processing plant in the quarry and robotic bagging equipment for their Batchpac subsidiary.

The quarry produces some 200,000 tonnes of sand and gravel each year. It is particularly known for the 'Scrooby Grey' building sand which beautifully complements the traditional North Yorkshire stone.

RSG has chosen a 8.5m lift Multifarmer 30.9 TOP 2X - very much the top of the range. The 'X' model is unique to the UK market, indicating that it has trailer braking, hydraulic pickup hitch, air conditioning and Boom Suspension System, all as standard fitments. Nicholas clearly takes the view that if the machine is expected to do a lot of jobs, it should do it well!

The hydraulically driven 2200 gallon capacity water bowser features a carbon fibre rotating spreader which produces a fine mist - making that vital water go further. And there's a cab-controlled 'rain gun' which directs a high pressure monitor jet of water to damp down the stockpiles.

The high hydraulic capacity of the Multifarmer was one of the reasons for its purchase - as was the availability of a fully-certified access platform complying with EN280 (a Merlo speciality). The full package includes a hydraulic road sweeper and fork-mounted crane hook.



- 1 Nicolas Scholey (L) taking delivery of his Multifarmer from Phil Robinson of Yorkshire Handlers
- 2 And the EN280 approved access platform makes service access safer and cheaper than hiring a MEWP

Towing a purpose-built 2200 gallon dust suppression bowser, the Multifarmer 30.9 TOP is just waiting for the dry weather!



## New building for A & M



**W**e missed telling readers about A & M Engineering's new 60 x 100 premises in St Clears, near Carmarthen.

Sorry about that, but readers and customers can be sure that they'll be even better cared for now!

## Yeowart Agricultural



**A** new name above the door, but in reality a highly experienced Merlo team comprise the 'new' dealer in East Grinstead.

Whilst dealer principal, David Yeowart (right above) has the new name, he has actually acquired one of the longest-served Merlo dealers under the leadership of Dave Gasson (centre).

Dave has 30 years of service with Culverwells - one of the first Merlo UK dealers - and whilst the name of the company has changed a couple of times, the team hasn't!

Also new to Merlo is David Yeowart's son, Graham, who is working his way through the Service Department!

**Tel:** 01342 811567

## Doing well in Scotland



**R**obbie Dagleish (centre) says that after two years as a Merlo dealer in Lockerbie, he has sold more than 40 Merlos!

"The Merlo product has a fantastic reputation" says Robbie, "With the P40.7 being favourite."

## FT Construction



**N**orwich-based FT Construction is the new construction dealer in northern East Anglia.

Whilst the name is new to Merlo, it comes with plenty of experience as Sales Director, Mick Barber (above left with salesman Jamie Hunt), has been involved with construction plant in the area since 1973!

Mick is one of three Directors of FT Construction, who are pledged to continue their independence since 2002.

"We have some great products" says Mick "And the Merlo telehandler range fits in perfectly. The product looks good and the breadth of product is amazing."

**Tel:** 01508 471777

**Website:** [www.ft-construction.co.uk](http://www.ft-construction.co.uk)

## Andert Scotland



**M**erlo News met up with the service staff of the new construction dealer in Scotland having their first training session.

Based at Airdrie, Andert Equipment Sales Scotland is a major supplier of excavators and other plant throughout the nation. Sales Director, David Nicholson (front above) says that Andert had been seeking to add a telehandler franchise, in response to customer demand.

"But" he says "Any telehandler product had to match the quality of our established product lines. We're very excited by the breadth of the Merlo product range and particularly by the new possibilities with the Roto as a multiple-use machine."

**Tel:** 01236 760010

**Website:** [www.andertltd.com](http://www.andertltd.com)

## A new addition at A F Wiltshire

**A**nother new name, but it'll be some time before you see this one above the door!

Surrey dealer A F Wiltshire is one of the longest-served Merlo farm dealers. Principal Albert Wiltshire proudly tells that he started working life in 1970 as a 'man with a van', providing a service facility for local farmers.

And, he says, service is still the first priority of the company; "We are a family company and that's the type of service we give" says Albert, "We have five engineers and three storemen - it's rare for us to give less than 98% first pick of parts, so you can see that we invest heavily to give the best service possible."

Sales Manager David Remant joined Albert in 1982, and credits Merlo's ruggedness, simplicity and ease of operation as the reasons for its continuing success.

In recent years, Albert's daughter, Laura Brown, has taken on the mantle of Chief Administrator, Office Manager and Accountant. "In short" says Albert, "She organises us."

And it's Laura who recently presented the third generation Wiltshire - congratulations to Granddaughter Ella!



1 Albert Wiltshire (L), David Remnant, Laura and the third generation of 'Wiltshires'

2 Going strong - 1998 P60.6 EVS of Honey Suckle Saw Mill, after some 15,000 hours!



## “Shaken” and definitely a little bit stirred!

*Q would have been impressed when a Merlo Panoramic appeared on the set of the next James Bond movie - “Quantum of Solace”!*



Every secret agent depends upon a back room team. 007 has ‘Q’ to come up with the gadgets, but a more practical approach is needed during filming.

The marble mountains that surround the city of Carrara in Tuscany are best known for the Fantiscritti marble quarry, the source of the marble for Michelangelo’s ‘David’ and many other masterpieces.

This was recently the scene of a thrilling car chase - said to be one of the most dangerous driving stunts ever attempted. Starring was the British actor Daniel Craig, alias James Bond, in the latest episode of the 007 saga, “Quantum of Solace”.

Cameras hanging from steel cables at tens of metres from the ground were used to shoot this

scene, which needed a technical team of some 300 people!

Dan Bradley, the director of the crew that shot the most spectacular scenes, explained that while shooting all the sequences the production management had to ensure maximum safety for the stunt men - who are the real stars “in one of the most dangerous and challenging situations ever experienced” on a film set.

Some of the earlier work had been around Lake Garda, on very winding lakeside roads. That resulted in one car ending up in the lake and another serious crash.

One of the most thrilling scenes in the film will be a car chase at breakneck speed through the marble quarries, in which Agent 007’s famous Aston Martin

is chased by powerful Alfa Romeos. Such a difficult environment required continuous car repairs, and this is why the team of supporting technicians was particularly large.

Since even the £135,000 Aston Martins can’t survive a high speed battle with marble blocks, as many as seven identical cars were available for the filming.

As the photographs show, keeping the ‘show on the road’ was a Compact Panoramic P28.8 rented locally and used to recover crashed cars. By no means the first filming contract for Merlo, the hydrostatic drive performed really well on the steep and winding roads through the Fantiscritti marble quarries. Watch the film!



# Merlo's reputation in farming is second to none

Visiting either a new dealer, or one who has been selling Merlos for some years, reveals that the product has a superb reputation for performance, simplicity, ruggedness and resale value

## Pallisers

In the last issue of Merlo News we reported the appointment of Pallisers of Hereford as main farm dealer for the area.

This time Merlo News has visited their first customer for reaction to the product.

*... it's the most reliable handler we've ever had!*

James Hawkins, MD of Easylawn at Withington near Hereford, is on his third Merlo handler, the latest P34.7 Plus supplied by Pallisers.

"We have 300 head of dairy cattle, 450 acres of wheat, 35,000 chickens, hops and cider fruit, as well as the Easylawn turf business (with access to 1,000 acres of prime Hereford turf) and some 6,000 ornamental trees. So materials handling is, to say the least, something of a priority" he says. We first bought what we thought was a 'premier' brand machine - and it turned out to be a disaster which cost £14,000 in running repairs."

After that, a friend recommended Merlo and James bought a 2000 P26.6 LPT.



"The P34.7 is the most reliable handler we've ever owned" says James, "And it's used mainly here at the turf centre for handling turf and ornamental

trees - some of those weigh 1½ tonnes and are worth up to £4,500!"

## Andrew Curtis Tractors

Over at Pensford, south of Bristol, Andrew Curtis has been selling Merlo farm handlers since 2002.

"We've sold over two hundred new and used Merlos" says Andrew, "Some to construction but the fields around here are quite literally green!"

Andrew's big thing is service, he comes from a farming family (his brothers still farm) and he understands probably better than most the importance of backup to the farmer.

"We're extending the workshops yet again" he explains "and now have 8 staff" - although that doesn't include Andrew's Mum (next to him in the picture below).

One of the most telling claims that Andrew makes for the Merlo product, is that he is yet to lose a replacement Merlo sale - the Merlo user stays a Merlo user! That tends to be a common story from Merlo dealers.

And, whilst some of that is undoubtedly due to the ease of driving, precision and performance of the Turbofarmer, in no small measure is it due to the care Andrew gives his customers.

Neil Hynam has managed Box Bush Farm near Bristol Airport (an Alvis Brothers farm unit), housing 350 dairy cows. His, October 2007, P34.7 has already worked some 1400 hours and the group has a smaller P32.6 on another farm unit.

"We had a purpose-built bucket for this machine" he says "And it's the best handler I've driven - so easy to drive and to manoeuvre around tight farm buildings."

Ten miles North, at Failand, Phil Jones owns and works Manor Farm. "Although" he says "I do less and less pure farm work and tend to spend more time on shed construction (see the picture below)."

This is Phil's third Merlo (obviously a repeating trend this) and he says it's the best one yet.

"There's nothing with the pushing power of a Merlo and everything else seems cumbersome and clumsy by comparison. And, the visibility on this one is just as good as the others."



# “We have two Merlos and we love them!”

*St Davids in Pembroke is one of the most beautiful parts of the UK - but it's also isolated and any construction company based here has to be able to rely on its equipment - two Merlos*

**C**arreg Construction specialises in building works within the cathedral city of St Davids in Pembrokeshire.

For some years, an integral part of the business was a 9m lift height Merlo P30.9K supplied by Mason Brothers at Narberth.

Although Director, Andrew Philips, has used other handlers he says that after the compactness, visibility and features like the sideshift and levelling, there is “No question at all about using anything else now! Vision is the single most important feature but the quietness is also a big advantage in this confined city.”

He has now added a brand new 10m P38.10 TOP - although primarily an agricultural specification, Plant Foreman Nathan Jenkins says they had a ‘cunning plan’ in mind.

“We need to move crushed stone around the quarry and this machine has a hydraulic pickup hitch and trailer braking to handle a 9 tonne trailer. Because there are steep inclines, the 140HP of the P38.10 is a necessity.”

The other reason for going for the 140HP machine is the high hydraulic output. Merlo handlers can have up to 150 lpm of oil flow to power attachments - and this Merlo has a particularly effective one.

“A lot of our work needs quite small amounts of concrete” says Nathan “And it’s a real pain to get ready mix into a lot of these sites. Our own mini-mixer on the boom of the Merlo is a real advantage.”



Mason Brother’s Hywel Mason confirms that he has supplied several Tre Emme concrete mixers to his customers; “They are ideal for spotting work and getting into tight spaces”.

Controlled from the cab, the mixer bucket loads aggregate in the usual way and then the necessary bags of cement and water are added. A hydraulically-powered auger then provides the mixing action. The resulting concrete mix is delivered through a rear discharge port or chute, opened from the cab.

Taking eight bags of cement for every 500 litre mix, for Carreg the combination of a slim concrete mixer along with the precision of the Merlo’s drive and, of course, the built-in sideshift is unbeatable.

“It’s much quicker and available when WE need it, rather than when the ready mix man comes” says Jenkins. “We love our Merlos for their visibility and compactness - this just makes them even better!”

- 1 Carreg’s P38.10 TOP - 140HP all ready to move stone in the quarry!
- 2 The Tre Emme concrete mixer precisely delivers mixed concrete through this discharge chute



# What's big to Merlo is small to a quarry!



*A leading Finnish quarry depends upon a 10 tonne Merlo to service its 'big' machines!*



Just a routine inspection for this huge excavator!

**T**alvivaara Mining PLC's main activity is the development and commercial exploitation of two polymetallic deposits, Kuusilampi and Kolmisoppi, in Sotkamo, Eastern Finland.

The Talvivaara deposits comprise one of the largest known sulphide nickel resources in Europe with some 336 million tonnes of ore.

This means BIG machinery - such as up to five 360 tonne hydraulic excavators and as many as sixteen 350 tonne dump trucks. All this equipment is supplied by Finnish Merlo dealer Rotator OY.

Weighing in at a mere 15,200 kg, their 10 tonne lift capacity P101.10 HM looks like a toy compared to these behemoths. But, it's a vital one. According to Talvivaara management, it was the only way to safely inspect 8m high machinery in-situ - it's impractical for it to return to the workshop.

In fact, it's in use all the time, with forks, fully certified access platform, lifting hook etc.

# Award-winning Limousin breeders chose Multifarmer

*The Döring family farm produces the highest quality Limousin cattle - and demands equal quality in their farm machinery!*



**T**he Dörings (Mother Margot and Son Jörg) first saw a Multifarmer at the 'Weidefestival 2006' exhibition.

"We took a lot of care with this decision" remembers Mrs Margot Döring, "But this was a vital decision for us as this machine would be a universal tool replacing a tractor/loader servicing up to 80 animals in stall. Our former tractor/front end loaders had nothing like the performance and often gave problems."

Mrs Döring stresses that their award-winning Limousins are robust and long-living with exquisite meat quality. But, they are also sensitive so a 'stress-free' environment is vital, which means a lot of time on grazing land. Only the calves and pregnant cows spend time in-stall during the winter.

The Multifarmer 30.9 TOP 2 fits in well with this environment. The hydrostatic transmission makes it easy and quiet to drive and it is very well on top of its work load, also de-stressing the driver!

It spends more than the average Multifarmer time using the three point linkage and power take off - absolutely essential to the Dörings on all farm machinery. As well as tedding, it is used for ploughing and all other tractor work.

The Dörings are delighted with their choice - the reach allows them to stack bales 10m high, move dung, silage, water tanks and a whole multiplicity of farm applications - and the support from the Merlo dealer has been 'superb'.

In the shadow of giant wind turbines, the Dörings 30.9 TOP 2 is perfect for tedding



I wouldn't pick on me!



The Multifarmer is in every way a tractor

# Increasing Merlo success in Canada



*Both construction and farming applications in Canada are finding that the European Merlo concept offers tremendous advantages*

**Q**uébec contractor Frank Lefrançois has always used US-style telehandlers until he purchased a Roto 45.19 MCSS.

His son, Martin, is providing the formwork assembly for a major water treatment plant and reservoir for the City of Quebec.

“The Roto does everything” says Martin “And it’s paid for itself on this job. We had a big US handler to carry formwork, hiring a crane to place them. The Roto both carries the formwork and can place up onto the pad.”

Lefrançois’s Roto is a 45.19 MCSS, able to handle up to 4500kg and with a maximum lift height of 18.8m. Moving around the site is, according to Martin, no problem with the big 145HP turbocharged Iveco engine.

“It’s versatility is amazing” says Martin “And using the remote control saves a man, who can be better used elsewhere. I can stand on the job and lower the formwork precisely into place.”

At a tender 19 years old, Miguel Ellenberger is very much the new generation of Canadian farmer.

With all of the traditional love of farming, of course, but also with the business sense to investigate and invest in new ideas. His family farm near Geneva, Quebec, has 90 cows and he contracts to other local farms in order to spread the cost of equipment.

“Trouble is” he says “I couldn’t compete with only a tractor/loader combination. The big boys with loaders wiped the floor with me.”

The solution was a brand new Merlo turbofarmer P36.7 TOP. Now, Miguel says that he looks professional and that he sells his services by offering a huge improvement in performance in a very compact package. He is often competing

**Miguel Ellenberger’s Turbofarmer moving muck - lots of it!**



with much bigger wheeled loaders and even much slower hydraulic excavators.

Miguel’s machine has Merlo’s unique sideshift/levelling front axle, which makes high bale stacking much easier, and much more barn space can be used compared with traditional machines.

The front axle also has EAS - electronic axle suspension - which obviously helped when moving buckets full of cow manure around the farm we visited with Miguel. “There are 300 cows housed here” he said “With the wastes moved by vacuum into the barn. Once a year we come along and load it into spreaders. Not the most romantic of jobs but the Turbofarmer gets down into the barn and shifts the stuff with no problem.”

**A very happy Martin Lefrançois (inset) with his Roto 40.25 MCSS**



# Integral sideshifting - Merlo's secret weapon in site management

*Once used, you don't know how you managed without it, but the Merlo integral side shift remains a mystery to many*

**M**erlo has something of a name for innovation, and many telehandler 'concepts' that are the accepted norm today were invented by Merlo. One idea that has been there from the start is the unique chassis sideshift.

Every industrial forklift has a sideshifter and their drivers would think it most odd that anyone would think of designing a forklift without one. Nevertheless, the mass of telehandlers on construction sites throughout the world are lacking this essential device. It's most likely only the Merlo driver that will have this facility - one he won't easily give up. Why?

Consider two scenarios; start with unloading a truck full of lengths of steel or timber, loaded with an industrial forklift. The sideshifted load is now jammed up against the headboard. Sideshift on your telehandler means that the load weight has only to be taken by the boom and it can then be gently slid away from the headboard, inflicting minimal damage! With ten tonne Merlos routinely being used to unload steel frames, that is a real saving.

Secondly, ponder the situation when using the height and reach of a 17m P40.17. With the machine levelled and the stabilisers down, the load is telescoped out and into position. But, even experienced drivers find it difficult to precisely judge where the load will end up. In picture 3, if the driver misjudges, even by a few millimetres, it means retracting the boom, lifting the stabilisers and physically repositioning the machine.

Sideshift means the load is gently swung into position, saving a lot of time and sweat. So why don't all manufacturers fit sideshift? Unless the machine is DESIGNED from the start with a built-in sideshift, an attachment is needed. Its weight and thickness reduce the payload. The very thing that you don't want when extending the load,

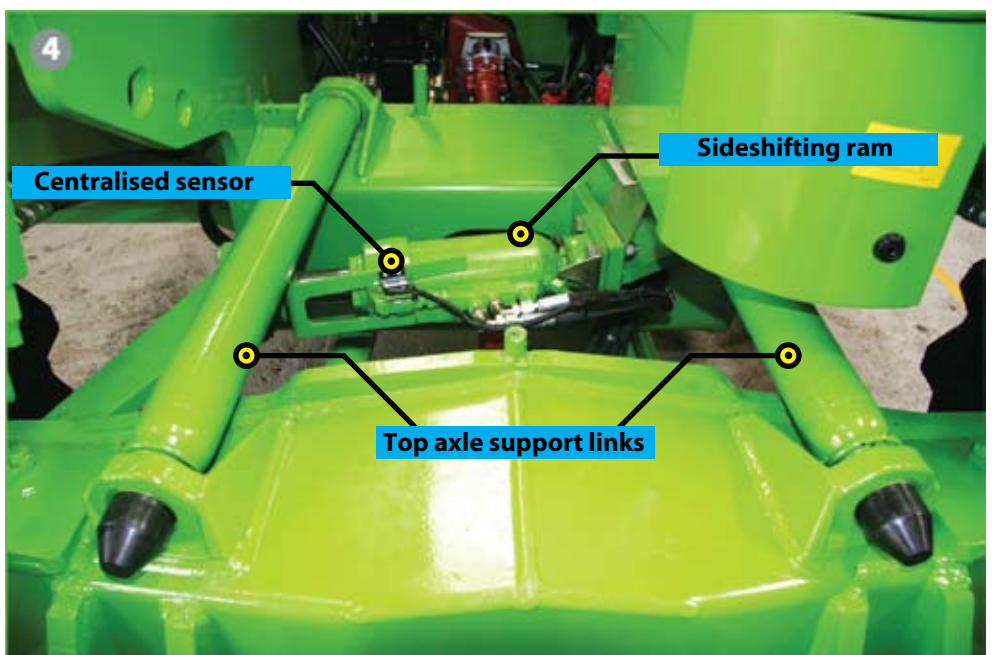
The integral solution is safer, as the basic tilt table tests have to be performed with the load shifted to its maximum. With an attachment, someone has to remember to work out a new load table - with a Merlo that's already done!

And, an attachment sideshifter generally means that other attachments cannot be fitted, reducing the versatility of the telehandler, one of the basic reasons for having one in the first place.

The patented mechanism is simple - the front axle is carried on four support arms rather than bolted to the chassis. A hydraulic cylinder pulls the chassis sideways across the wheels, swinging the boom gently into position. A proximity switch illuminates a warning light when the axle is central.

- **Speed - no need to reposition the handler**
- **Precision - less load damage**
- **Integral - no lost payload**
- **Gentle - no abrupt motion**
- **Attachments - nothing to impede fitting attachments**
- **Safety - Merlo machines are tested with the sideshift in full operation**

- 1 From ± 110mm to ± 435 fully extended on a Panoramic P40.17
- 2 Even the very first Merlo telehandler featured this patented sideshift system - the 1980 SL30!
- 3 Exactly where sideshift works best - at height and at outreach
- 4 Exposed - the brilliantly simple mechanism





# Roto and heavy duty Panoramic are a perfect match!

*Thirty two years of steel erection experience leads Preston-based Fred Wareing to prefer Merlo*

**W**hen time-served plater/welder, Fred Wareing, started his business 32 years ago, he probably never dreamed of a machine as versatile as a Merlo Roto MCSS.

Now, he is so impressed with what such a machine can do for his 20-man business that he's actually purchased a brand new one, from dealer P Casey Plant Ltd in Rochdale.

"For our job" says Fred "It's quite amazing what it will lift close-in, considering what a compact and manoeuvrable tool it is".

And, no better example of the Roto's abilities are to be seen than the site upon which Fred's company - Site Serv Const - is now working. There are as many as 8 Merlo machines on site, including six Rotos!

The site was originally a spec-built distribution centre in Basildon. Purchased by an American computer database firm, it required the warehouse floor to be removed and a brand new 'building within a building' to be erected. This meant massive amounts of steel framing had to be erected without any headroom to operate, so a conventional crane lift would be impossible.

Hirer GT Lifting Solutions came to the rescue. As the major handling supplier to the project, GT have a long experience of the Roto and suggested a novel method of placing the highest steel sections.

Access from above was impossible, so GT's owner, Graham Trundell, came up with the idea

of placing the steel beams upwards, from below, rather than the more traditional suspension from above. This meant that no overhead room was needed, permitting the maximum use of the vertical headroom - winners all round!

The idea clearly worked and was a major influence upon Fred's decision to buy his own Roto (a Roto 45.21 MCSS);

"We bought our first second-hand 9m Merlo about 4 years ago" he says "Followed by a ten-tonner last year. Health and Safety regulations dictate the use of heavy-duty lifting equipment to unload trucks these days, so a big machine was necessary. But even the ten-ton Merlo is very compact and all or machines have given so little trouble that I was happy to buy to Roto."

With six cranes as well, Fred Wareing clearly understands how all his equipment fits together, to provide the best handling situation for each application. No one solution will fit every problem.

In this situation, the Roto/Panoramic argument wins every time - no need for overhead clearance, no need to support a very heavy and cumbersome crane, and the very minimum in set up and running costs!



Photo courtesy of www.rotohire.com



- 1 GT Lifting Solutions' Roto 40.25 MCSS, with attachment for lifting overhead steel beams
- 2 Fred Wareing (right) and Supervisor Steve Robinson, and their new Roto 45.21 MCSS
- 3 A 'building within a building' and an ideal combination - 10 tonne Panoramic and Roto MCSS!



Photo courtesy of www.rotohire.com

# The UK's largest Roto user is now up to 140 Merlos

*From relatively humble beginnings, Ed Greenwood has built a fleet including more than 40 Rotos and 35 ten-tonne Merlos!*

One Plant Hire company is definitely bucking the current trend of despondency. Scarborough-based Greenwood Plant is still increasing its fleet!

"We've just bought another three 10 tonne Merlos and a couple of the 17m machines" says Hire Manager John Green "And we'll probably take more as we can't seem to get enough of the ten tonners to satisfy demand."

Greenwood puts their success down to two main factors - choosing 'niche', specialised markets and a willingness to satisfy the customer and get the job done, whatever.

"We lean over backwards" he says "And none of us is shy of working early, late or at the weekends. Our business is based purely and simply on an individual service, second to none."

Some 140 Merlo handlers - including 42 Rotos of different types and a 'heavy-class' fleet of more than sixty 6 and 10 tonnes capacity machines - takes some looking after. To this end, Greenwood have added specialised 'badged' transport (Greenwood proudly showed the newest addition), four full time fitters and even an apprentice.

Greenwood Hire operates all over the UK, but such has been the demand from Scotland that they are in the process of opening a dedicated Scottish Depot to give more local service. Highly experienced telehandler rental specialist, Willie Chalmers, has recently joined Greenwood to head up this new venture.

"The Merlo name is very well known in Scotland" confirms Willie, "But without an easy supply of machines to rent. My job is to put that right and we've already 10 tonne and several Rotos on hire."

Greenwood also realises that one of the constraining factors in the growth of the Roto



concept has been a lack of skilled drivers. And, the cost of a Roto means that it can't be casually hired out. So, they've entered an agreement with a local Training Service Provider in Scarborough and erected their own 18m training tower.

"We expect to do the same thing in Scotland" says Green "Because good training is essential to the reliable and safe use of these machines."

Specialisation is what has developed Greenwood Hire from its roots in farming. Ed Greenwood saw early the potential of the Roto concept in replacing several pieces of plant on site. He also shrewdly geared up with heavy capacity machines to meet the site unloading problems raised by Working at Height Regulations - his six and ten tonne Merlos are replacing crane lifts at up to £400/day, according to Green.

Niche marketing + service + Merlo = success!



Big, heavy and green - we mean Greenwood's new truck, of course, not Hire Manager John Green pictured above with it!

- 1 Roto 40.25 MCSS on a London hotel site - 'impossible' for a standard telehandler
- 2 Also in London, this Roto 40.25 MCSS is placing glass on the top storey. Once again, very tight access!
- 3 This P101.10 HM is erecting a TV mast on a hillside near Glasgow



## Eastern counties farmers delighted with their Merlos!

*Two dealers in Kent report early success and real customer approval with their Turbofarmers*

**K**ent saw two new Merlo dealers last year and both report that their customers are delighted with the new product.

William Lawrence farms with his Father on the Isle of Sheppey - some 12 miles from local dealer Burden Bros Agri. The 600 acre farm (200 arable, 200 hay with the balance to sheep grazing) is hard work and a telehandler is a real requirement.

"We had been using a ten-year old machine" he says "But, that was getting increasingly unreliable. And, to us the telehandler is absolutely essential - it must start every time!"

"I was a bit concerned that Burden Bros were very new to Merlo, but I knew the Merlo product from my student days when I drove them working for Shufflebottoms, the shed erectors."

Based on that experience, William came to a choice between a brand new Merlo Turbofarmer and 'another brand' second-hand machine. In the end, the Merlo turned out to be less expensive and have more capacity than the used machine, so William settled on the Merlo.

After nearly a year now, William's P34.7 Plus has proven a reliable and superb performer, particularly for towing.

"It's rugged and appears very well built" says William "With fantastic visibility, which is very important in our confined spaces. It has a Boom Suspension System, air conditioning and full trailer braking system. It tows up to 9 tonnes beautifully, although 120HP would be even better than the 347's 108HP."

It's all the features that really impress William ("It seems someone really designed it") such as the ground clearance, the ease of adjusting the wear pads, plenty of little storage space in the cab - which, having sat in all of the competitors at Cereals 2008 is, he reckons, still the best in the business!



**A**nd in Stodmarsh, near Canterbury, the Birt brothers P34.7 Plus seems to be going equally as well, and has worked 600 hours since its purchase last December.

Canterbury dealer, Horsepower UK's Phil Stanford says that their previous handler - a P28.7 - had some 7,000 hours when it was traded in for the brand new Turbofarmer.

Farm partner David Birt reckons that any other telehandler would have had to have been very, very good to compete with their Merlo.

"The visibility of a Merlo is unbeatable" says David "The controls are self-explanatory and it's just so compact around the farm."

Once again, road performance is an important feature for the Birts - this P34.7 travels up to 5 miles on the road. According to David, it's a great performer when towing - one of the advantages of the hydrostatic transmission!

For the Birt brothers, this one machine is involved in every part of the farm's operation - it's simply irreplaceable. They've 250 acres of cereals (for which they have a high-tip bucket) and 350 head of beef - performance on the clamp is 'great' says David.

All-round performance in a rugged, reliable package - P34.7!





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