

# cranes & access

August/September 2007 Vol. 9 issue 6

w w w . v e r t i k a l . n e t

UK/Ireland  
c&a top  
30  
Rental Companies

Vertikal  
data

Rough Terrain  
and Large  
Scissor Lifts

Vertikal Check

Heavy Lift  
issue

The LARGEST UK CIRCULATION of any lifting equipment magazine



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# Look out for the IPAF Rental+ sign

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# cranes & access

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# c&a comment



## Dangerous times for manufacturers

Most crane and access producers are currently  
experiencing the very best of times. Order  
books are strong with some crane models

scheduled out to 2010 with no let-up in sight. Aerial lift producers are also  
reporting record demand, but in reality delivery times for many models are  
showing some signs of easing. At the same time the telehandler market -  
although growing worldwide - has fallen sharply in North America.

So at the moment everything in the garden could hardly be rosier. However, a  
sellers market can be a very dangerous time for manufacturers. An arrogance or  
attitude towards customers and the market can creep in and blight a company's  
culture permanently. For others it simply brings out their true colours.

The most obvious area is when manufacturers exploit strong demand by  
increasing prices well beyond what is considered to be fair. This is by no means  
the most damaging practice. Far worse is when companies start to get heavy  
handed in areas like credit control and changing long agreed terms and practices  
on the basis of 'if you don't like it go somewhere else'.

It can also move into events and expenditure with managers saying why bother  
hosting that or why bother supporting this event when we can't deliver until next  
year? This arrogance can be hard to shift and is highly damaging when times  
change and rest assured they will change as this is still a cyclical business.

Current market conditions mean that eager new players from emerging markets  
such as China, who would otherwise find it very expensive and difficult to gain a  
foothold, have a better chance of establishing themselves. This can be accelerat-  
ed dramatically if a regular supplier has developed a high-handed attitude.

When the cycle does change it can happen frighteningly fast with order books  
evaporating overnight and inventory suddenly piling up. It is at times like this that  
the buyer will then remember and act upon a manufacturer's attitude to him or  
towards his market during the boom times.

Mark Darwin

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

**Vertikal  
.net**

# Lavendon goes higher

The Lavendon Group has made another UK acquisition, snapping up Higher Platforms - the Cannock-based access rental company - for a total of £8.9 million. The purchase price is made up of £7.6 million in cash with an additional £1.3 million payable on August 3, 2008. Leigh Farmer the owner/manager of Higher Platforms will remain with the business, joining Lavendon UK's regional business management team.

Higher Platforms had a fleet of 435 aerial lifts operating from four locations. Revenues last year were £4.6 million, with a pre tax profit of £1.1 million. Gross assets were £6.8 million and net assets of £3.9 million.

Farmer said: "We see this as a great opportunity for Higher Platform's staff and customers. We have built a strong business over the past few years but recognised that we needed to find a way to offer a broader range of products and services. This deal

offers us the advantages of a large, national company structure but allows us to keep our business culture and customer relationships intact. It also offers increased career opportunities for our staff."

Lavendon UK's chief executive Andy Wright said: "Higher Platforms is an excellent business with an enviable reputation, it employs a great team of people. Its addition is positive news for Lavendon UK."

## ...And reports a 654% jump in profits

As we go to press Lavendon has confirmed record first half revenues of £83.3 million, an increase of 46 percent on 2006. Profits before tax leapt by a massive 654 percent to £8.3 million from £1.1 million last year. With a strong July and August under its belt, the company is raising its full year expectations.



(L-R) Paul Figgins and Andy Lyndon of LDC, Neil Meredith of KPMG, Ian Mayland and Peter Piekarus of Kimberly Access.

## Ray Ledger buys into Kimberly

Ray Ledger has lead a Management Buy-Out at Stoke-based Kimberly Access, funded by LDC private equity. The majority shareholder, Gary Smith who has sold out, has always made it known that when he came to sell the business his preference would be via an MBO.

Smith started Kimberly 13 years ago with Peter Piekarus and was the 15th largest access rental company in the 2006 C&A Top 30. The company has a fleet of more than 1,000 aerial lifts and 50 telehandlers with revenues in the region of £11 million.



Ray Ledger

Smith worked with Ledger in the 1980's at PTP - then part of BET- and has said that he could not think of anyone he would prefer take over his role at the company. Ledger takes over as chairman from Smith, while Piekarus continues in his role as managing director. Both men own 15 percent of the restructured company.

## Doosan buys Bobcat

Ingersoll-Rand has sold its Bobcat business to Korea's largest construction equipment maker, Doosan infracore, for \$4.9 billion in cash. The deal is expected to complete in the fourth quarter. Doosan is also the corporate name for Daewoo construction equipment which it acquired in 2005.

## Brand new strategy

Tanfield has defined its branding strategy following its acquisition of Snorkel in July. The two product lines will merge and the Snorkel name will be dropped in Europe, Africa and the Middle East in favour of UpRight, while in the Americas, Australia and New Zealand the Snorkel brand will predominate.

For overlapping products such as the MX19/SL19 the product built by the prevailing brand will continue to be marketed while the other will be dropped.

The move gives each brand 10 new products. In Europe the UpRight product line immediately gains the New Zealand-built X27RT/X33RT compact RT scissors and the X40RT scissor lift, the AB50JRT, AB60JRT and AB85RJ articulated booms and the SB47JRT, SB66JRT, SB85J and SB126J straight boom lifts with jibs.

In the dollar orientated regions of the world Snorkel also gains 10 models from UpRight, including the TM12 (as the SL1230), Speed Levels, Mast booms, trailer lifts and the AB38 micro boom. Tanfield has a series of distributor and rental company meetings this month and will announce further details. In the UK UpRight is still talking to IPS the UpRight Distributor and APS, the Snorkel distributor regarding the future development of its UK market coverage.



Snorkel: gains mast lifts, trailers and Speed Levels - The Snorkel SL1230



UpRight gains a boom lift range - The UpRight AB85JRT





Members of the Access Link at the recent meeting at IPAF headquarters in August.

## Access link up

The Access Link, the UK association of independent regional access rental companies has admitted two new members, Charles Wilson Engineers and Lifterz. Charles Wilson will add capacity and coverage in London, South East England, Liverpool and Manchester while recently formed Lifterz will improve coverage in Yorkshire. The link now comprises 17 member companies with a combined fleet of 3,800 units.

## Skyjack takes Carelift...

Skyjack has entered the telehandler market with a flourish by acquiring fellow Canadian manufacturer Carelift. Founded in 1962, it is based in Breslau, Ontario and produces a range of heavy duty telehandlers it markets under the ZoomBoom brand.

The current product range includes machines with 10 to 19 metre lift heights and lift capacities up to 14,500kg. The deal is a share purchase and is subject to ongoing due diligence. Skyjack announced that its plans to enter this market back in February.



Carelift manufactures heavy duty telehandlers under the ZoomBoom brand

## ...and moves into Sweden

Skyjack has also purchased the assets of N-C Liffteknik of Gothenburg, its Swedish distributor, which also trades under the Nordic Lift name. Skyjack will operate the new company, which was founded in the mid 1980's as a wholly owned subsidiary, with the objective to increase sales of Skyjack booms and scissor lifts throughout the Nordic region.

## Manitowoc adds production

The Manitowoc Company has acquired a manufacturing facility in Saris, Slovakia, from Valcovna profilov. The facility will be refurbished and re-equipped to serve as the final manufacturing and assembly site for Grove, Potain, and Manitowoc cranes being delivered to customers in Eastern Europe, particularly Russia and the CIS. It will initially be used handle the latter stages of the production process, such as painting, assembly, testing and shipping for Potain's range of top-slewing tower cranes. The company also plans to manufacture Potain's K masts at the plant using chords welded at its plant in Moulins, France.

## ...And in India

The company has also acquired Shirke Construction Equipment of Pune, India, the leading player in the Indian tower crane market. Shirke and has been a manufacturing partner and distributor for Potain since Richier was acquired in 1982. It has been building tower cranes under license since the early 1970's. The company, which is also the Potain distributor for Sri Lanka, Nepal, Bangladesh, and Bhutan has been renamed as Potain India, with Shirke CEO T. R. Badarinarayan as president. The company will continue to manufacture tower cranes under the Potain name at its 17,000 square metre production facility which has 350 employees.

The new seven axle Spierings SK2400-AT7



## City Lifting gets in first

City Lifting - the London-based crane hire company - has taken delivery of the first seven axle Spierings SK 2400- AT 7 mobile tower crane in the UK. The company has pioneered the Spierings product in this country and currently operates a fleet of 12 topped out by the new model. The AT7 can handle six tonnes at 42 metres radius and a 36 metre hook height allowing it to compete head to head with most 300 tonne telescopic cranes. City Lifting is also the first company to take delivery of the new Unic 706 mini crane in Europe. It is also expecting a new Locatelli AT20 city crane complete with EN280 aerial work platform attachment.

## Lloyd Spalding to retire

Skyjack president, Lloyd Spalding has announced that he will retire at the end of February 2008. Ken McDougall - currently president of Linamar's Industrial Group - will take over the president's role at Skyjack.

## ACF buys Genie

ACF has added 70 Genie telehandlers to its fleet



ACF the Burwell, Cambridgeshire-based telescopic handler rental company has ordered 70 Genie telehandlers - a mixture of compact six metre GTH-2506 and seven metre GTH-3007

units along with a number of the 12 metre GTH-3512 models.

## WRCA ropes in Casar

The Wire Rope Corporation of America has agreed to purchase specialist wire rope producer Casar Drahtseilwerk Saar of Kirkel, Germany. WRCA plans to use Casar as the base for all of its European operations and will lead to new investment in plant and equipment at the Kirkel facility. Casar is a leading European manufacturer of high performance wire rope for crane use, for both land and offshore applications.

## First 90 metre in UK

The first 90 metre aerial work platform to be based in the UK, a Bronto S90HLA, has been delivered to Zenith Aerial Platforms, the company owned jointly by Mark Butler and Andy Ainsworth that was initially launched as Mammoth.

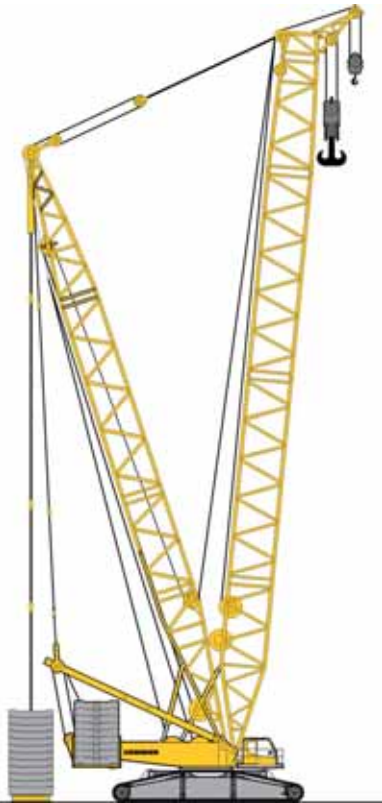


The new Bronto S90HLA the UK's largest



# New 600 tonner

Liebherr has announced a new 600 tonne lattice boom crawler crane, the LR 1600/2 targeted at wind turbine erection. Based on the larger LR1750, the new crane's maximum capacity is rated at 10 metres radius on a 48 metre main boom with derrick system. Maximum tip height is 180 metres comprising 96 metre main boom with an 84 metre luffing jib ideal, says Liebherr, for plant construction. The unit is said to offer lower transportation and erection costs and is capable of being set up without the need for an assist crane, to place 3MW turbines on top of 100 metre towers. When fitted with derrick system, the same turbines can be mounted on 120 metre towers.



The new 600 tonne Liebherr LR1600/2

The main superstructure counterweight is made up of 10 tonne slabs up to a total of 190 tonnes. The derrick boom can be extended up to 36 metres and equipped with maximum derrick ballast of up to 350 tonnes.

For transport the crane's carbody, superstructure and 'A' frame weighs 74 tonnes and is only 3.2 metres high so that it can be carried on a one metre high semi low-loader. The height of the boom sections allow counterweight slabs to be stowed underneath them.

Each track assembly with two metre track pads weighs less than 40 tonnes for transport on a four axle semi low-loader. Narrower 1.5 metre wide track pads are also available.

The first machines are expected to be shipped during the first half of 2008. A full report is available on [www.vertikal.net](http://www.vertikal.net)

## Kobelco cranes up 42%

Kobelco has published its full year audited accounts for the 12 months to the end of March 2007. Crane revenues climbed 42 percent compared to last year, while unit shipments were up 38 percent to 730 units. Pre tax profits jumped 125 percent to 4.95 billion yen (£20 million) while net income increased by 134 percent to almost 3 billion yen (£12 million).

Kobelco exported around 80 percent of its production and says that the outlook for the current year is positive, forecasting revenues of 66 billion yen (£267 million) for the coming year.

## TIE-up modified

Manitou and Toyota have changed their manufacturing relationship. Manitou has reduced its holding from 40 to 20 percent in Ancenis-based TIE (Toyota Industrial Equipment), the joint venture formed in 1995 to assemble Toyota forklift trucks in France. At the same time Manitou will invest €9 million in a new manufacturing unit with an annual production capacity for up to 20,000 masts of the new range of Toyota forklifts due to be launched later this year.



## Midland truck mounts

Midland Access' first two truck mounted lifts are ready to go.

Midland Access Platforms, the Leicestershire-based powered access company, has purchased its first two truck mounted lifts, a 19.8 metre working height GSR 198PX from SkyKing and a 34 metre Bronto Skylift 34MDT.

Founded in 1999 by Rob Stafford and Steve Beynon, the company has steadily built up its self propelled and specialist fleet to service its regional customer base.

## Liebherr confirms big numbers

Liebherr has confirmed 2006 revenues up 22 percent to almost €6.5 billion, roughly €2.2 billion of which relates to cranes. Mobile and large crawler crane sales were up by more than 23 percent to €1.37 billion. Tower cranes and concrete products saw an increase in revenues of almost 42 percent to €709 million, while the Maritime crane division posted sales of €422.6 million, an increase of almost 30 percent on 2005.

At the end of 2006 the group employed 26,337 staff and invested €410 million during the year.

## Cranes Zoom into UK

After a very successful evaluation period, Crowland Cranes has confirmed its order for the first 10 units of the 32 tonne Zoomlion QY30V truck mounted crane.

The first batch of five cranes will arrive in the UK in late September for preparation and delivery before year end. The following five will arrive for delivery in January. All 10 units are pre-sold.

Peter Issitt of Crowland Cranes told C&A that he plans to build up sales at a steady pace offering a consistent four month delivery period once regular shipments are underway.

He added that the evaluation crane has been out on hire for three months on a wide variety of applications without suffering any down time. The company is currently investing in a parts inventory to ensure that customers have strong product support.

The QY30V is rated with 32 tonnes at three metres radius, lifts 30 tonnes to 3.5 metres, 16 tonnes to seven metres and will take a tonne out to 28 metres.

The 34 metre full power main boom can be extended with an eight metre fly jib.

The Zoomlion QY30V







## Hiab depot in East Anglia

Hiab has opened a new service depot in Wisbech, Cambridgeshire, the new facility will provide crane mounting, general servicing and sales support for its customers in East Anglia. The move follows the bankruptcy and liquidation of Hiab's local dealer, Lorry Loaders Ltd in June. The new depot, a first for Hiab, is aimed purely at filling the customer support gap. Hiab says that this is a response to a particular situation and not a new distribution policy; it will continue to use its national network of independent agents in other parts of the country.

## Wizard goes into Nationwide

As expected, the Lavendon group has integrated Wizard Workspace into its Nationwide Access business. Unlike the regional businesses that Lavendon has acquired over the past 18 months, Wizard followed a similar business model as Nationwide with overlap in outlets and product offering. The Wizard name was also not well established, the company, previously Independent Access Supplies, was re-branded following its buy out from the administrator. Wizard has around 1,300 units which will boost the Nationwide fleet, already Europe's largest, to around 7,000 machines.

## XCMG to invest in Dubai

China's largest construction equipment manufacturer Xuzhou Construction Machinery Group (XCMG) is investing \$15 million in a regional logistics centre in Dubai. The company says that it also expects to produce 1,000 cranes this year, most of them being small truck mounted models.

Qi Hong, XCMG's regional director said: "The Middle East is our most well established and fastest-growing overseas market, we have sold more than \$400 million worth of products here in the last three years. We are looking for a 20,000 square metre site and hope it will be operational within a few months."

## Truck investment

Nationwide Skylift has taken delivery of its first 37 metre Ruthmann T370 truck mounted platform. The new unit is one of five T370's that Nationwide Access has purchased as part of its £4

million, 47 unit investment in new truck mounted lifts.


Features that appealed to Nationwide included variable jacking widths, a 500 kg maximum platform capacity, an extendable basket from 2.3 to 3.6 metres and a 30 metre maximum outreach.


Peter Douglas, Nationwide's commercial director, said: "These machines provide us with some good features that our current fleet of 34 to 44 metre Brontos do not have. The first hire involved six days at the Open Golf Championship in Carnoustie."

Nationwide's new Ruthmann T370




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# Its Half year results time

With most companies in our industry running on a calendar year August is the time for half year numbers, a good indicator of market conditions. The following is a brief round up, full details and analysis is available on [www.Vertikal.Net](http://www.Vertikal.Net)

## Manitou up 15 percent

Telehandlers and access producer Manitou saw first half revenues improve by nearly 15 percent to €671 million, while its order book jumped by 50 percent. The EU represented 87 percent of sales, 37 percent in France.

## New record for Haulotte

The Haulotte group reported first half revenues up 31 percent to €310.2 million, a new record. Order intake grew by 50 percent compared to last year. Based on these figures it is forecasting full year revenues of around €650 million, a rise of 25 percent and holding its earnings forecast of 12 percent of sales.

## Terex Cranes up 29%

Half year revenues at Terex Cranes were up by 29 percent to just over one billion dollars, while operating profits leapt by almost 75 percent to \$109.8 million -10.5 percent of sales. At the same time the company's order book grew to \$1.4 billion, over eight months at current production levels.

## Genie up 14.5%

First half sales at Terex Aerial Work Platforms rose 14.5 percent to a record \$1.19 billion. Income from operations increased almost 30 percent to \$246

million. European sales improved sharply, North American aerial lift demand held steady, while telehandler sales dropped steeply. The company's order book climbed 18 percent to \$789 million.

## Manitowoc Crane up 42%

Manitowoc Crane Group reported revenues up 42 percent to \$1.49 billion, 79 percent of total Manitowoc sales. Operating income jumped 71 percent to \$216.4 million, while the crane order book increased by 85 percent to \$2.1 billion.

## Strong first half for Palfinger

Palfinger - the crane and access manufacturer - reported first sales up 18 percent to €341 million with after tax profit climbing by almost 38 percent to €39.2 million. The company says that strong order intake boosted its backlog.

## Skyjack earnings up 75%

Skyjack boosted first half revenues by C\$59 million (\$56 million) compared to 2006 (parent Linamar does not provide more detail). Full year 2006 revenues were C\$371 million (\$314 million). Half year operating profits leapt by 75 percent to \$43.6 million (\$41.3 million).

## Strong quarter for JLG

JLG, now the access equipment segment of Oshkosh, reported third quarter revenues of \$873.8 million, 38 percent up on last year. Operating income was \$98.3 million, or 11.3 percent of sales.

## JCB up 23%

JCB has reported full year revenues of £1.75 billion, an increase of 23 percent on last year. Profits leapt by 35 percent to £149 million.

## Hiab up four

Hiab saw first half sales improve by four percent to €485 million. Order intake for the period was €508, leaving an order book of €238 million.

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Paul Fairhall (R) takes delivery of the first batch of 1230ES from Lee Edwards of JLG. Beckton-based London Tower Service has taken the first JLG 1230ES mast lift in the UK. The order - which includes 24 of the new vertical mast lifts - takes its fleet of JLG machines to more than 100 units. A further 50 JLG units are scheduled for delivery in the coming months.

"The 1230ES is an important addition to our fleet because we foresee an increasing demand for this type of compact unit. It is light, easy to transport, and cost-effective, especially for the vast amount of new construction and internal finishing work which is going on in the City of London, and it meets the demand for machines which comply with the increasingly stringent work-at-height regulations."



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## Vp buys in Scotland

Vp, the UK based owner of UK Forks and Hire station, previously known as Vibroplant has purchased ET Hire in Scotland, a traditional tool hire business with three outlets. The price paid was £1.1 million in cash. Neil Stothard, group managing director at VP, said "The acquisition of this business significantly strengthens our distribution capability in Scotland in support of revenue growth opportunities available for tool hire in this region."

## United Rentals Sold

United Rentals, the world's largest rental company and operator of the world's largest fleet of aerial work platforms has agreed to be bought by Cerberus Capital Management for \$6.6 billion, including \$2.6 billion of existing debt.

Cerberus will pay \$34.50 in cash for each share of United Rentals, a 25 percent premium on the closing price of April 9, the day before United offered itself for sale.

The company operates from just under 700 locations in the U.S., Canada and Mexico, with 12,000 employees and revenues in 2006 of \$3.65 billion.

## A date at the Palace

An 80 tonne Tadano-Faun owned by Ace Crane & Engineering of Gravesend, Kent was summoned into Buckingham Palace earlier this summer. The ATF 80-4 crane was needed to lift replacement walkway sections onto the roof area of the Palace. It was compact and manoeuvrable enough to enter by the front gate and pass through the entrance arch to the central areas.

*The crane was compact enough to slip through the entrance arch.*



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## Rise Hire on the up

Van mounted lift rental company Rise Hire, recently acquired by Lavendon, has placed orders for 66 new platforms with Versalift and Gardner Denver.

The 52 new Versalift van mounts include 12.9, 14.2 and 16.5 metre working height units mounted on Ford Transit and Iveco Daily chassis.



One of the new Versalift ET36NF van mounted lifts ordered by Rise Hire.

Also on order are 14 new Land Rover Defender 110 HD 4 x 4 platforms based on the new GD13.5 metre design mounted booms from Gardner Denver.

## A passage across India

Two adventurous ladies with ties to the UK access industry are planning to cycle almost 400km across the Rajasthan region of India in five days in aid of the Lighthouse club and the 'Women for Women' charity.

Vicki Caldwell, the mother of Russell Rowley of Russon Access, is a 65 year old with a desire to remove the old out of OAP while while Nicola Edwards is '30 something with a desire to be thin again.'

Your sponsorship of this intrepid pair will be much appreciated.

Donations or pledges can be made through Russell:

Tel: +44 (0)7799 118462 or email: Rrowley205@aol.com.

(L-R) Vicki Caldwell and Nicola Edwards in training.



## Tadano opens new plant

Tadano has officially opened its new, 20,700sq metre loader crane plant in Tadotsu, Japan. The plant adjoins the Shikoku Kiko plant, a wholly owned Tadano fabrication subsidiary, which produces the loader crane chassis frames.

The first units went into production at the end of July followed by a ceremony attended by 130 customers and employees along with the mayor of the town. During the ceremony Tadano president Koichi Tadano unveiled the first

crane off the new production line. Tadano loader cranes are all straight telescopic models and mostly sold on the domestic market.

The new plant is part of a major re-organisation and investment by Tadano that sees all construction/mobile crane production centred on the company's Shido plant and aerial work platforms at its Takamatsu facility. The overall aim of these changes is to boost mobile crane production by 50 percent.



Tadano's new loader crane plant in Tadotsu (red) the Shikoku Kiko plant is in blue



# The price is right

Hertfordshire based JV Price has taken delivery of a 28 metre GSR Skyking E228TJ, the recently launched truck mounted lift on a 7.5 tonne Iveco chassis. The new unit joins a 37 metre Bronto truck mounted lift delivered earlier this year.

The company says that the outreach of almost 18 metres, extra warning beacons for working on the highway and at night, and one side jacking for narrow roads were the key points that led them to buying the GSR. This unit has also been specified with built in pressure washer hoses to avoid trailing wires and hoses. The new units were purchased through Panther Platform Rentals.

*The new E228TJ went straight to work cleaning cladding at Guildford Business Park.*



**c&a**

**news**

## Top of the pops

Potain has shipped the 1,000th GTMR 386 self erecting tower crane making it one of the most popular Potain self erectors ever. The 1,000th crane was delivered to French contractor Sogea Construction.

*Employees at the Potain plant in Charlieu, France celebrate the 1,000th GTMR 386, originally launched in 1989*

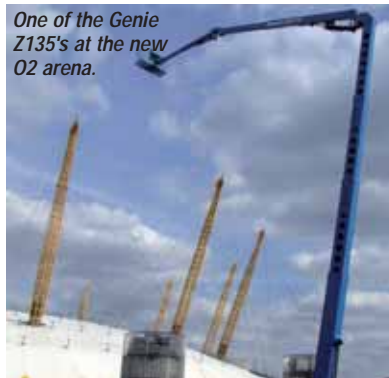


## What a week

Working At Height, a local Genie dealer sold two 135ft Genie Z135's in a week. The first went to the UK's largest news print paper manufacturer and the second to the new O2 Arena (formerly the Millennium Dome). Marketing manager Paul Whittle was understandably delighted: "Selling one giant boom to an end user in the UK is a rarity, to sell two in a week is a first and probably a last in the UK."

The O2 Arena also took delivery of a Genie AWP, GR-20 Runabout, GS-2632 and Z45/25J boom lift, to help maintain the 24,000 seat London venue and give access to the rigging in the main arena.

*One of the Genie Z135's at the new O2 arena.*



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- **JCB** is investing £36 million to double the capacity at its Ballabgarh factory in Indian.

- **David Baxter** will take up a new post of director of marketing for **JLG's** aftermarket business. **Malcolm Early**, JLG's European marketing director, is moving to Volvo excavators.



David Baxter

- Finnish based rental company **Cramo** has reported first half sales up 24% while profits have leapt by over 70%.

- Sales at **Tat Hong**, the Singapore based crane sales and rental company are up 28%.

- Finland-based rental group, **Ramirent** has increased first half revenues by 30% while profits were up an impressive 55%.

- Aberdeen-based **Energy Cranes International** has bought the intellectual property of the former **Bucyrus Erie** making it sole worldwide supplier of OEM parts and support for Bucyrus Erie offshore cranes.

- **Demag Cranes** has appointed **Achim Kettlack** as its new head of global purchasing and has seen earnings increase 8% in its first three quarters.

- **Bobcat** - recently bought by Doosan - saw revenues drop 9% in the second quarter. It has also opened a new, subcontracted, European Logistics Centre in Belgium.

- **RSC Corp** has reported overall revenues up by over 6% with rental revenues up 14% for the first six months.

- **SGB** parent **Harsco** has reported a 36% increase in its access revenues with profits up by 58%.

- **Omega lift** and **HTN** have moved into its new premises in De Lier, Holland

- Swedish industrial company **Lifco AB** has bought German-based **Kinshofer GmbH**.

- **Elliot Equipment Company** has launched two 26 ton BoomTrucks primarily for the USA market.

- **JLG** has donated a further \$500,000 to the Fulton County Medical Center in McConnellsburg.

- **A J Access Platforms** has appointed **John Swift** to its board of directors.



John Swift

- **Jim Roest** of **Riwal** is moving to Brazil to establish a new Brazilian sales and rental operation for the company.

- The acquisition of **CVS Ferrari** by **Cargotec/Kalmar** has been stopped by the German anti-competition authorities.

- An 800 tonne ship-building crane undergoing repairs in **Kobe** collapsed killing three and injuring a further four.

- A 100 ft dock crane on the banks of the **Tyne** collapsed following an electrical fire

- The '**Tai Sun**' gantry crane being built at the Yantai Raffles Shipyard in China which can lift 20,000 tonnes claims to be world's largest.

- **Layher UK** has significantly expanded its Letchworth premises and inventory.

- Hewden has appointed **Stephen Cormack** as the company's head of strategic accounts.

- Two men in **Kentucky** were crushed while removing a lattice crane boom section.

- **Rise Hire**, the UK van mounted rental company acquired by **Lavendon** earlier this year has signed a rental accord with Versalift

- An investigation has been launched into a fatal lifting accident aboard **Saipem 7000**, the world's largest offshore crane.

- **Transport for London** aims to cut the London congestion charge for Euro 5 vans and trucks.

- The heirs of **John and Cora Grove** have appealed a court decision that dismissed their legal action contesting Cora Groves' will.

- **Martin Verzijl** has retired as general manager of Sarens Netherland. He is replaced by **Rutger Kouwenhoven**.

- The Aerial lift division of **Terex** has appointed **Linda Meyer** as vice president and general manager, global marketing and product management.



Linda Meyer

- Four employees who suffered after the collapse of **Lampson's Big Blue** in 1999 have reached an out of court settlement.

- Acquisitive Spanish rental company **Euroloc** has purchased Spanish access rental company **Umesa**.

- **Kranlyft UK** is to extend the standard warranty it offers on Maeda mini cranes to 24 months.

- **The Platform Company** recently supplied a NiftyLift HR21 to the BBC for the filming of a documentary on the floods in the city of Hull.

- **Lasse Sunnergren** of Zip Up Svenska has hung up his harness and retired.

- Romsey-based **SHB Hire** has ordered 30 Hiab cranes for its fleet.

- American telehandler manufacturer **Gehl** saw overall revenues decline in the first half but margins and market share improved.

- A 60 metre boom on the Manitowoc M1200R aboard **Jumping Jack** the floating jack-up crane came crashing down last month.

- UK's **Speedy Hire** has acquired Waterford Hire Services in Ireland.

- A new **heavy lift record** was set last month when a 450 tonne loading buoy was lifted from ship to shore in Invergordon.

- A 100 year old **Titan** crane on Clydebank, supposedly the oldest of its kind in the world, is now open to the public after a £3 million restoration.

- **Manitowoc** has announced a two for one stock split.

- **Maxim Crane Works** has announced that 3.9 million shares were tendered in its Dutch auction to buy back 2.5 million shares.

- **Finning UK** has appointed **Annette Gann** as UK group communications manager and **Christine Hardy** as UK training and development manager, both worked previously with Hewden.

- **Sevcon** the manufacturer of electric motor control systems has reported sales up 13%.

- The driver of an underbridge inspection platform employed by **ES Platforms** has been charged with endangering public safety following an incident involving a train in February.

- The ex **Liebherr** employee arrested on suspicion of embezzlement in May, has been released on bail.

- **Raman Joshi**, global product manager for Manitowoc crawler cranes, has been promoted to director of marketing for the Asia-Pacific region.

- **Elavation** is expanding and has moved into new premises in Milton Keynes. It has also placed an order for 24 Nifty HR21 boom lifts.

- **John Berry**, UK sales manager with Allen and Grove died in July.

- **Jonathan Hull** has been appointed as sales director for AJ Access.



Jonathan Hull

- Swindon-based **Hi-Reach Access** has ordered over 100 UpRight aerial lifts for its new depot in North East England.

- **JCB** has donated a Loadall 540/140 telehandler to the Black Country Living Museum.

- **TVH** has added hydraulic generators, built by UK Generators, to its aerial platform catalogue.

- **Planet Platforms** of West Yorkshire has added five Volkswagen transporter vans to its fleet.

- The inquest into the death of **Mark Thornton**, the man who died when a mobile crane collapsed in Liverpool in March, has been postponed until October.

- **Zhenhua Port Machinery** has won a \$200 (£100) million deal from Dubai Ports World.

- **JLG** is planning a new European parts distribution centre at Maasmechelen in Belgium.

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





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ANSI models shown.





# The rough make it smooth

The Rough Terrain scissor lift has been around since the birth of the self propelled work platform but now is an indispensable item of equipment. We take a look at the latest developments and trends.

With its sizeable work platform, decent working heights and an ability to traverse the typical UK construction site, the RT scissor lift is a common sight on a wide variety of construction projects. Since our last specific review of the sector almost three years ago there have been few major technical developments - even the tallest platforms are only marginally higher at 32 metres. There have been significant improvements in terms of choice and performance with narrower width models and increased platform capacities and larger deck sizes now available.

At the other end of the size spectrum, there is a flurry of activity in the compact sector with a wide choice of product from Skyjack, Genie, Haulotte, JLG and MEC and a couple of machines offering something completely different such as the Leguan 80SX and the Manitou 150TP.



A Haulotte H112 SXL.

## All change

When Rough Terrain scissor lifts really took off in the UK and Ireland in the mid to late 1990's most UK rental companies bought purely on price, avoiding what they considered to be 'frills' such as four wheel drive and levelling jacks. The rationale behind this was that contractors simply would not pay for these items.

When it came to rental rates, contractors asked for a price for the given working height and cared not a jot for the 'bells and whistles' and if this was not enough the extra options made the machines more complex and so increased the running costs. (Interestingly rental companies in Ireland did not make the same mistake).

This policy came back to haunt the fleet owners when it came time to sell the machines on. Outside of the UK no one was interested in big two-wheel drive scissor lifts with no levelling capability. The resulting resale values caused a lot of grief when the UK market for big scissor lifts took a dive in 2001/2.

These days the market could not be more different, not only has it become almost impossible to buy a Rough Terrain scissor lift without these items as standard, but ultra high-spec heavy-duty lifts such as Holland Lift and JLG-Liftlux are selling exceptionally well in the UK and Ireland, something inconceivable 10 years ago. In fact the UK has become Holland Lift's

## C&a rough terrain scissors



A Genie GS4390 with double deck extension

second largest export market after Germany, which has always chosen specification over price.

## Taking big scissors indoors

Many manufacturers are now also offering smaller wheeled, electric powered versions of these diesel engine machines - increasingly with four wheel drive - for use on finishing or fit-out work inside the building after the concrete floor has been laid. There are also a few manufacturers offering crawler mounted versions but these have not caught the user's imagination in the UK. Ground conditions here do not justify the extra purchase price and running costs for these exotic lifts.

Big diesel scissors have typically been a cladder and roofers tool, and are particularly popular on large shed-type construction where the big extending platforms are sizeable enough to can carry men and materials for fitting the external façade panels. They are also increasingly used on bigger finishing jobs such as ducting, fireproofing, electrical, alarm and sprinkler system installation. Higher lift capacities allow a contractor to take up a great deal more material with him than in the past and therefore dramatically step up his efficiency. In addition to this, the increasing use of lifting aids and manipulators to position larger and longer

lengths of sprinkler tubes requires more lift capacity. This is also being driven of course by the increasingly tight restrictions on manual handling.

These large distribution 'sheds' increasingly have roofs approaching 30 metres, demanding the use of the largest platforms for installing services near the roof line. Until recently the number of such machines available in the UK meant that these lifts were frequently re-rented in from Holland to the point where Dutch companies such as Doornboss kept a fleet of big Holland Lifts stationed in the UK.

A Liftlux installing ducting.





## rough terrain scissors C&a



*The first Holland Lift in the UK is with Access Rentals - here working on the new Adidas distribution centre in Trafford Park, Manchester*

### Check the lift capacity

The biggest scissor lifts, such as the JLG Liftlux 320-20, now offer platform capacities of up to 1,400kg more than enough to cope with a material positioner and a stock of materials for installation. Platform capacities still vary enormously even for similar sized machines, so be sure to check that both the size of the platform and its capacity suit your requirements. MEC for example has 9.1 and 12.5 metre machines with capacities of 454kg but a 7.62 metre unit with 907kg and a 10.06 metre machine that can carry 680kg. And remember, platform capacity is for everything on the deck including men and materials.

### Self levelling now 'de rigueur'

Hydraulic levelling jacks are now standard on all but compact machines. Used to level the machine rather than for additional stability, most now feature a 'single button' self levelling system. Our advice is never buy a Rough Terrain scissor lift, even a compact one, without jacks and secondly specify automatic self levelling. While some owners and users claim it adds complexity - which it certainly does - it will not be long before users will shy away from machines which only offer manual levelling. Platform size is one of the most important requirements on any big scissor lift. Single and double deck extensions add to the working length of the platform without adding to its transportation length. They also offer some outreach to

clear obstacles or overcome the distance between the machine and face of the building if the base of the machine is that much bigger. The largest decks (up to nine metres) also are capable of handling increasingly long cladding panels now exceeding seven metres. It was Canadian-based producer Skyjack which kicked-off the trend towards dual deck extensions when it modified its machines for UK plant hirer David Meek specifically for cladding work more than a decade ago. Dual deck extensions have since increased in popularity throughout Europe and are today an essential option on larger machines.

A new variation on the theme is the side platform extension, while a few companies have built such platforms as specials, particularly for railway maintenance, Iteco showed a small electric IT4680M scissor lift with a 360mm wide side extension at this year's Bauma show - possibly a sign of things to come?

We understand that Holland Lift is currently working on a 27 metre



*Iteco showed off its small electric scissor with a 360mm side extension at this year's Bauma show.*

scissor lift, the M250-27 with a full-length, 1.2 metre wide side extension which has been specifically developed for UK rental company Access Rentals. Four machines have been ordered which should be delivered to Access Rentals by May 2008.

### Something different

Bauma also saw Finnish manufacturer Leguan enter the scissor lift market with its four wheel drive 80SX skid steer type scissor lift which attracted a lot of attention. Developed with Ramirent, one of Europe's largest rental companies, Leguan claims that it is the first machine of its type. Fully self propelled in the stowed position, it requires outriggers to be set before elevating. However the unusual design allows the machine to level on slopes of up to 25 degrees. Currently just one model - a six metre platform height unit with a 3.4 metre long extended



*The Leguan 80SX is a skid steer type scissor that is attracting a lot of interest from Europe's largest rental companies.*

platform - is available. The company says that it is working on introducing an eight metre machine in the near future. The 80SX is a compact machine, measuring just a metre wide and 2.8 metres long however it put on a very creditable show of its off-road capabilities at Bauma.

Possibly the holder of the most rough terrain, RT scissor lift is the Paus Universa 50 which uses an all-wheel driven carrier vehicle with



*One of the Speed Level's most popular applications has been in tunnel construction and maintenance.*

articulated steering and a pendulum rear axle for its 'go anywhere' capability. The carrier can be fitted with a variety of fixed superstructures including the scissor platform as well as acrane, concrete mixer and diesel tank to name but a few. The scissor platform has a working height of 5.5 metres and can level on slopes up to plus or minus eight degrees.

The idea of levelling without the need for outriggers has long been an attractive proposition, the machine that has pioneered this more than any other is the UpRight Speed Level, with 26 and 30ft platform heights.

UpRight first showed its SL26 Speed Level prototype at the ARA show in 1990. The first machine featured automatic levelling, possibly the first self propelled lift to do so. However the concept was way too complicated not to mention scary and a much simpler manual levelling system was adopted for the production machines. In spite of a slow start, mainly due to the recession that hit shortly after, thousands of units have been delivered over the 16 years it has been in full production.

The Speed Level was relaunched in 2004 featuring a Perkins engine, new drive train and user friendly automatic levelling. The Speed Level is still highly unusual with its sigma style articulated lift mechanism and up to 13 degrees side to side and



*The Paus Universa 50 carrier can be fitted with a number of superstructures including scissor platform.*



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nine degrees front to back levelling ability without the need for outriggers. Over the years one of the most popular applications of this machine has been in tunnel construction and maintenance.

Due to its slow start, no other manufacturer has looked at this type of machine or application. With UpRight's sigma construction practically limiting working heights to less than 11 metres the concept was not extended either.

Then last year Manitou, looking to introduce a big scissor lift but not wanting to go head to head with the big access manufacturers, unveiled its 50ft platform height 150TP. With a telehandler telescopic boom, a 6.3 metre extended platform length and 1000kg capacity it is already a decent performer. However it also combines similar levelling capabilities to the Speed Level, levelling fore and aft and side to side without the need for outriggers. It also has the advantage of being able to reach out beyond its base to provide a large working envelope without the need to move.

Manitou claims that it can cover 150 square metres of facade without moving the machine, increasing efficiency and saving time. It can also straddle obstacles inevitably found around buildings under construction. (See box story)

### What's available?

In our chart opposite we have listed the main rough terrain scissor lifts on the market with the key performance specifications for comparison. In addition to platform height these include overall platform dimensions - important for transport, storage and working in confined areas.

A key consideration to look at is the difference between the machine's overall width and the width of its

*The Manitou 150 TP offers self levelling and the ability to reach beyond its base.*



When working in situations such as this, a rigid machine is essential.

## C&a rough terrain scissors

platform. By making a narrower platform, a manufacturer can either boost the lift capacity or lower the overall weight without compromising stability - both admirable qualities for certain applications. However, if you are looking for a machine to carry out heavy work on a facade, or if you cannot position the machine right up to the facade, then a scissor lift that has a half metre reach to the edge of the machine will not be attractive.

Lift speed can vary quite widely. Saving a few seconds on the lift to full height is of little consequence on most jobs. However, if you have an application that requires frequent ups and downs, then a slow lift speed will irritate. With rental companies purchasing a wider range of rough terrain and large scissor lifts in increasing numbers there should be no problem finding the ideal machine for the job.

Make/Model	Platform m	Capacity kgs	Deck Ext	Platform Extended m	Length/Width	Lift/lower Secs	Grade %	GVW kgs
Airo SF1000D 4WD	10.2	450	SD	3.21x1.40	2.97x1.70	40/50	30%	3,200
Airo SF1200D 4WD	12.2	700	DD	5.84x1.74	4.02x2.11	40/45	35%	5,870
Airo SF1380D 4WD	14.1	700	DD	6.38x1.88	4.53x2.33	55/60	40%	8,000
Airo SF1700D 4WD	17.3	500	DD	6.38x1.88	4.53x2.33	65/80	40%	9,520
Genie GS2668 RT	7.9	567	SD	3.96x1.55	2.67x1.73	30/35	35%	2,891
Genie GS3268 RT	9.7	454	SD	3.96x1.55	2.67x1.73	40/37	30%	3,632
Genie GS3384 RT	10.1	1,134	DD	6.57x1.83	3.94x2.13	45/29	50%	5,445
Genie GS3390 RT	10.1	1,134	DD	6.57x1.83	3.94x2.29	45/29	50%	5,482
Genie GS4390 RT	13.1	680	DD	6.57x1.83	3.94x2.29	45/39	50%	5,936
Genie GS5390 RT	16.1	680	DD	6.57x1.83	x2.29	55/49	40%	7,537
Haulotte Compact 10 DX	8.2	565	SD	3.7x1.54	2.65x1.80	31/27	40%	-
Haulotte Compact 12 DX	10.1	450	SD	3.7x1.54	2.65x1.80	40/45	40%	3,860
Haulotte H12 SX	10	700	DD	6.0x1.89	4.12x2.25	43/65	45%	5,640
Haulotte H12 SXL	10	700	DD	7.3x1.89	5.30x2.25	43/65	45%	5,700
Haulotte H15 SX	13	500	DD	6.0x1.89	4.12x2.25	46/57	45%	6,180
Haulotte H15 SXL	13	500	DD	7.3x1.89	5.30x2.25	46/57	45%	6,530
Haulotte H18 SXL	16	500	DD	7.3x1.89	5.30x2.25	60/60	45%	7,490
Haulotte H18SX	16	500	DD	6.0x1.89	4.12x2.25	60/60	45%	7,300
Holland Lift B165DL25	16.5	650	SD	6.17x2.30	4.84x2.44	72/48	30%	10,540
Holland Lift B195DL25	19.5	500	DD	7.20x2.30	4.84x2.44	95/45	30%	12,280
Holland Lift G320DL30	31.7	1,000	SD	9.66x2.80	7.02x2.98	180/240	35%	31,200
Holland Lift M250DL27	25	1,000	SD	8.25x2.50	6.57x2.65	120/105	30%	21,910
Holland Lift Q135DL24 4WD	13.5	750	SD	6.06x2.30	4.75x2.44	60/42	30%	8,820
Holland Lift T210DL25	21	1,000	SD	7.32x2.40	5.75x2.49	120/105	25%	17,950
Holland Lift X105DL18 4WD	10.5	500	SD	4.61x1.74	3.50x1.82	48/34	30%	5,360
Holland Lift Y83DL16 4WD	8.3	350	SD	3.55x1.55	2.95x1.66	30/24	30%	3,360
Iteco 10160D	9.9	400	SD	3.50x1.63	3.10x1.70	28/42	35%	3,970
Iteco 12230D	11.5	1,200	DD	7.10x2.12	4.77x2.36	-	40%	9,700
Iteco 15230D	14.9	800	DD	7.10x2.12	4.77x2.36	-	40%	10,500
JLG 260MRT	7.92	587	SD	3.81x1.65	2.67x1.75	27/21	35%	3,338
JLG 3394RT	10.1	1,020	DD	6.25x2.18	3.86x2.39	30/30	45%	5,402
JLG 4394RT	13.1	680	DD	6.25x2.18	3.86x2.39	40/43	45%	6,940
JLG Liftlux 153-22	15.3	750	SD	7.20x2.20	4.59x2.26	45/50	30%	9,060
JLG Liftlux 203-24	20.3	750	SD	7.20x2.30	4.80x2.40	55/60	25%	11,400
JLG Liftlux 210-25	21	1,000	SD	7.55x2.50	5.74x2.50	60/65	30%	15,000
JLG Liftlux 245-12	24.5	600	SD	7.54x1.17	5.37x1.24	125/120	25%	15,350
JLG Liftlux 245-25	24.5	750	SD	7.55x2.50	5.74x2.50	70/80	25%	16,300
JLG Liftlux 260-25	26	1,000	SD	9.60x2.50	6.88x2.50	70/80	25%	24,700
JLG Liftlux 320-30	32	1,400	SD	11.00x2.90	8.40x3.00	116/120	20%	39,800
Leguan 80SX	6	225	SD	3.4x0.92	2.80x1.00	-	-	1,450
Manitou Maniaccess 150 TP	15	1000	SD	6.30x2.30	-	-	-	-
MEC 2591RT	7.6	907	SD	4.57x1.83	3.65x2.31	25/30	45%	3,629
MEC 3072RT	9.14	454	SD	4.01x1.83	2.98x1.83	26/28	45%	3,330
MEC 3391RT	10.1	680	SD	4.57x1.83	3.65x2.31	33/35	45%	3,946
MEC 3772RT	11.3	340	SD	4.01x1.83	2.98x1.83	32/38	40%	3,850
MEC 4191RT	12.5	454	SD	4.57x1.83	3.65x2.31	34/40	45%	4,400
Omega RS120-1000	10	1000	DD	7.50x2.40	4.50x2.40	-	35%	6,800
Omega RS150-800	13	800	DD	7.50x2.40	4.50x2.40	-	35%	9,000
Omega RS180-800	16	800	DD	7.50x2.40	4.50x2.40	-	35%	10,000
Omega RS225-800	20.5	800	DD	7.50x2.40	4.70x2.40	-	25%	15,000
SkyJack 6826 RT	7.9	567	SD	3.94x1.42	2.72x1.73	36/	50%	2,926
SkyJack 6832 RT	9.8	454	SD	3.94x1.42	2.72x1.73	39/	40%	3,497
SkyJack 7127	8.2	680	SD	4.31x1.62	3.23x1.82	43/	30%	3,819
SkyJack 7135	10.7	454	SD	4.31x1.62	3.23x1.82	41/	30%	4,014
SkyJack 8243	13.1	454	SD	4.31x1.62	3.23x2.08	45/	30%	4,808
SkyJack 8831	9.4	1134	SD	5.91x1.78	3.49x2.21	58/	30%	4,386
SkyJack 8841	12.5	771	SD	5.91x1.78	3.49x2.21	56/	30%	4,794
SkyJack 8850	15.2	363	DD	4.31x1.64	3.23x2.24	48/	30%	5,198
SkyJack 9250	15.2	907	DD	7.27x1.88	4.47x2.34	67/	30%	6,668
Snorkel SR2584	7.4	794	SD	4.30x1.80	3.70x2.10	20/	40%	3,266
Snorkel SR2770	8.28	580	SD	3.93x1.65	3.36x1.77	-	-	2,800
Snorkel SR3284	9.7	567	SD	4.30x1.80	3.70x2.10	28/	37%	3,765
Snorkel SR4084	12	340	SD	4.30x1.80	3.80x2.10	35/	32%	4,218
UpRight SL26 Speed Level	8	680	SD	4.23x1.72	3.79x2.13	21/32	35%	3,150
UpRight SL30 Speed Level	9	590	n/a	n/a	4.39x2.13	24/36	35%	3,216
UpRight X27RT	8	580	SD	4.60x1.80	-	-	-	-
UpRight X33RT	10	450	SD	4.60x1.80	-	-	-	-
UpRight X40RT	12	340	SD	5.00x2.10	-	-	-	-





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# Driving at full height

In the UK and Ireland it has always been possible to drive scissor lifts at full height as long as the machine was designed to do so. This was not always true in continental Europe. Germany and Holland did not permit any machine to be driven once the platform was over eight metres platform height and in Italy driving at height was not permitted at all. EN280 changed all that. However some manufacturers and some users prefer to retain the old eight metre cut out devices and even in the UK some safety officers believe that driving at full height on larger scissor lifts should not be permitted.

The argument goes that with a large number of scissor lifts over 15 metres and some over 30 metres, the effect of hitting a kerb or driving onto a slope is magnified and therefore dangerous. While such a view is understandable, every manufacturer we spoke to confirmed that their scissor lifts were fitted with drive and lift cut-outs on their tilt alarms. The majority of companies have them set at two degrees, this in reality prevents a

scissor lift from being driven at height on anything but a smooth level surface.

If a kerb is encountered the larger machines are better placed to absorb it than the narrow aisle electrics. For EN280 every machine must pass a kerb test and it should be remembered that most scissor lifts sold in Europe are built by American producers and still meet ANSI stability rules, which require that the lift withstand a five degree slope in its least stable position with a 30 percent overload. In our view driving at height with big machines is not a high risk situation. The biggest risk for large scissor lifts is the machine working at full elevation in windy conditions with a large object in the platform that acts as a sail or the setting up on three outrigger legs - amazingly still possible on some machines in the UK fleet!

As Holland Lift produces the scissor lifts that can drive at the greatest height we asked its managers for their view on this. They replied that they were not particularly in favour of driving at full height and so fit a

## C&a rough terrain scissiors



Holland Lift fits a key switch that limits the machine to driving up to eight metres high. This can be deactivated to allow driving at full height.

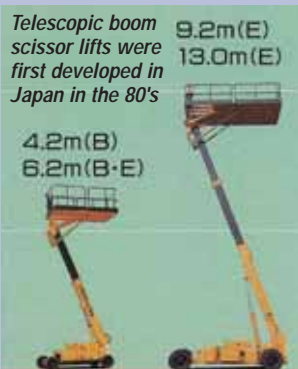
key switch that normally limits the machine to driving up to eight metres high. If the end customer requests drive at full height, the rental company can activate it with the key giving the user additional

instruction on the safety steps he should take, such as only driving on level ground and walking and checking the route before going up in the platform in order to check for voids or obstacles.

## Nothing new under the sun

The Manitou 150TP surprised many when it was first unveiled in Paris in 2006. However the concept is anything but new. The first such machines were built in Japan back in the 1980's, with the rental company Niken coming up with the original idea of a scissor platform on a boom. It toured manufacturers in the mid 1980's looking for someone to build such a machine and eventually found a local supplier to satisfy the demands of its own fleet.

Tadano and Aichi have both built boom lifts with large scissor type platforms, but the self propelled



Telescopic boom scissor lifts were first developed in Japan in the 80's

versions have always been way too expensive to generate any volume.

Looking to re-enter the big scissor lift market in 1992, UpRight built a prototype machine very similar to Manitou's 150TP in a range of heights from 30ft to 60ft. The electronics required to limit the working envelope and provide a vertical lift from two hydraulic functions (lift and telescope) were simply not state of the art and with the market for big scissiors nose diving the company stopped development and put all its efforts in a new range of small electric scissiors, including the MX, X and TM12.

So while not a totally new concept, the Manitou combines the very latest controls, a rigid platform, 'Speed Level' levelling capability, a wide working envelope and a low platform loading and transport height, regardless of the machine's platform height.

UpRight developed a very similar machine to the Manitou 150TP in 1992.





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

## Top 30 Crane, Powered Access & Telehandler rental companies 2007

Our annual look at the UK and Ireland's largest lifting equipment rental fleets has been further refined for 2007.

### Cranes

#### Mobile cranes

The top 30 mobile crane listing has changed very little over the past two years. One notable point in this year's numbers is the merging of David Slack's Nationwide Crane services into Ainscough and Hewden exiting the over 100 tonne market. As in previous years we have included the other cranes within the big mobile fleets, but have ranked each company purely on the number of road going cranes that it runs.

#### Crawler cranes

The crawler market continues to improve in the UK with a number of regional mobile crane hirers dipping their toes in the water. There have been no changes at the top with substantial investment from Weldex maintaining its position at the top of the UK crawler crane market.

#### Tower cranes

Last year response to our survey was poor and as a result our numbers abysmal, this year things have changed and we have seen good feedback from most large companies in the sector. As a result this years chart has changed significantly, some due to the dynamic market, some because we have corrected errors from last year.

It was almost nine years ago that the first Cranes & Access fleet survey was completed - back then it was the UK Top 10 Cranes and Access fleets.

This year we sorted through over 300 companies before sending out over 150 personally addressed survey forms with most responding rapidly and professionally.

We did notice that in general the Access rental companies were both more open, and more organised than the crane fraternity, although there were good and bad examples in both camps.

As usual we have had to estimate one or two fleets, in such cases we have used as many cross reference sources as we could and compared them with previous years inputs. We have also kept a beady eye out for the 'wiseacres' who think it is strategically clever or amusing to over or underestimate their fleets. Inevitably some of this will creep in.

On behalf of the Vertical Press I would like to thank all of you who have contributed to this feature and helped create an increasingly useful look at our industry.

Leigh W Sparrow *Publisher.*

TOP 30 MOBILE CRANE HIRERS					
Company	Mobile	Crawler	Tower	Mobile Tower	Total
Ainscough	497	0	0	8	505
Hewden	229	0	0	0	229
Quinto	82	0	0	0	82
Marsh Plant	74	0	0	0	74
King Lifting	68	0	0	3	71
Bronzeshield	63	0	0	2	65
James Jack	60	0	0	0	52
Baldwins	59	6	0	0	65
William O'Brien	56	3	0	0	59
Emsley	52	0	0	1	53
Kavanagh	52	1	0	0	53
Emerson	51	1	0	0	32
Peter Hird	49	0	0	0	49
Terranova	45	0	0	0	45
Mammoet	40	0	0	0	40
Brynn Thomas	38	2	0	0	40
Sparrows	37	23	31	0	91
McNally	37	2	0	0	39
GBK	33	0	0	0	33
Winter Lift	33	0	0	0	33
Select plant	32	35	270	0	337
Crane Hire Dublin	32	0	0	0	32
Davies	32	5	0	0	37
A. Jardine	32	3	0	0	35
Southern Cranes	30	0	0	0	30
Abba Crane hire	29	0	0	0	29
Dewsbury & Proud	28	0	0	0	28
MacSalvors	26	0	0	0	26
Bob Francis	24	14	0	0	38
Beck&Poltzer	23	0	0	0	23
City Lifting	22	3	102	12	139
NMT	22	0	0	4	26
Peterborough Crane	22	0	0	0	22



TOP 12 CRAWLER CRANE HIRERS			
Company	Total units	Full size	Minis
Weldex	112	112	0
AGD	100	60	40
NRC	75	55	20
Unic GGR	63	0	63
Select Plant	35	35	0
BPH	33	33	0
Sparrows	23	0	23
Hire Maeda	20	0	20
Easi-UpLifts	17	0	17
Bob Francis	14	14	0
Eco Lift	10	0	10
Caledonian	12	0	12







TOP 10 TOWER CRANE HIRERS			
Company	Total Units	Top Slewlers	Self Erectors
Select	270	270	0
Falcon	226	205	21
HTC	210	210	0
London Tower Crane	200	177	23
Arcomet	185	130	55
WD Bennetts	121	117	4
City Lifting	114	77	37
Kier Plant	110	100	10
Mantis	103	16	87
Ladybird	74	23	51



LARGEST CRANES TOWERS		
Company	Model	Capacity in tonnes
Select	Comedil CTL630	630
HTC	Wolff 600EC	600
Falcon	Potain K4/56	392
Arcomet	Potain MD365	365
WD.Bennetts	Jost 316	316
City Lifting	Comansa 21LC290	290
Mantis	Saez TLS65	90



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### LARGEST CRANES MOBILES

Company	Model	Capacity in tonnes
ALE	Gottwald MK1500	1,500
Ainscough	Liebherr 11000DS	1,000
Baldwins	Liebherr 11000DS	1,000
McNally	Demag TC2800	1,000
Port Services	Liebherr LTM 1500-8.1	500
Brynn Thomas	Grove GMK5450	500
James Jack	Grove GMK7450	500
NMT	Terex-Demag AC400	400
GBK	Liebherr LTM1400	400
William O'Brien	Liebherr LTM1400	400
Kavanagh	Demag AC350-1	350
Terranova	Demag AC350	350
Bronzeshield	Liebherr LTM1300/1	300
Peterborough crane	Grove GMK 6300	300
Emerson	Demag AC755	250
King Lifting	Demag AC350-1	250
Winterlift	Liebherr LTM1250.6-1	250
John Sutich	Demag AC250	250
Davies	Grove GMK 5200	200
Emsley	Liebherr LTM1200	200
Sparrows	Terex-Demag AC200-1	200
Southern Cranes	Demag AC200	200
Abba	Liebherr LTM1200-5.1	200
Marsh Plant	Liebherr LTM5130-5.1	130
Quinto	Liebherr LTM1120	120
Hewden	Demag AC100	100
Bob Francis	Grove GMK5100	100
Beck&Pollitzer	Grove GMK4090	90
A. Jardines	PPM ATT900	90

### CRANE COMPANIES AND INVESTMENT

Company	Investment past 12 Month	Depots	Employees
Weldex	£22,000,000	3	140
Ainscough	£20,610,000	24	1,026
HTC	£10,000,000	2	350
Hewden	£8,000,000	22	355
McNally	£6,000,000	3	N/G
Brynn Thomas	£5,000,000	4	63
Kavanagh	£5,000,000	4	82
Bronzeshield	£3,000,000	3	80
Marsh Plant	£3,000,000	7	145
Port Services	£3,000,000	3	60
Bob Francis	£2,700,000	3	57
BPH	£2,700,000	1	48
Emerson	£2,500,000	1	83
Peterborough Crane	£2,500,000	1	27
Sparrows	£2,450,000	3	65
Falcon	£2,300,000	1	267
AGD	£2,000,000	1	80
City Lifting	£2,000,000	2	80
Terranova	£2,000,000	2	80
Winterlift	£1,800,000	2	48
GBK	£1,500,000	3	45
NRC	£1,500,000	2	55
A. Jardine	£1,000,000	3	45
P.Hird	£1,000,000	1	n/g
Ladybird	£500,000	1	16
Beck&Pollitzer	Not disclosed	15	275
WD.Bennetts	Not disclosed	2	80
Davies	Not disclosed	3	45
Emsley	Not disclosed	2	77
Mantis	Not disclosed	4	50
NMT	Not disclosed	4	30

### LARGEST CRANES CRAWLERS

Company	Model	Capacity in tonnes
Weldex	Liebherr 11350	1,350
ALE	Liebherr LR1800	1,200
BPH	Kobelco CKE2500	250
NRC	Sumitomo SC1500SL	230
AGD	IHI CCH1200	120
Bob Francis	Manitowoc 1000E	90
Davies	Hitachi SCX900-2	90

### TOTAL FLEET COMBINED BOOM LENGTHS

Company	Total Boom length in metres
Ainscough	23,910
Hewden	11,205
Weldex	9,250
Marsh Plant	3,750
NRC	3,660
AGD	3,200
King Lifting	3,000
Quinto	2,900
Emsley	2,500
Kavanagh	2,383
Brynn Thomas	2,270
James Jack	2,260
William O'Brien	2,050
Bronzeshield	1,900
McNally	1,900
Sparrows	1,850
BPH	1,800
Emerson	1,793
Winterlift	1,680
Davies	1,600
Terranova	1,450
A. Jardines	1,208
GBK	1,204
Bob Francis	1,200
NMT	1,160
Unic GGR	1,008
Peter Hird	950
Port Services	950
Beck&Pollitzer	950
Peterborough	900





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During 2007 we will spend £14m to ensure that our fleet is modern and up to date and have included a number of new machines this year, such as the Power Tower and Traccess, which are unique and designed to replace traditional, less safe, access methods.

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# Access

Rapid changes are afoot in the powered access business as American style consolidation creeps in. Lavendon has led this process, continuing to buy both quality regional rental companies and more recently, soak up machines from national players when it acquired Wizard Workspace, the UK's 10th largest access rental company in our 2006 study.

The Wizard fleet has been merged into that of Nationwide Access while other Lavendon additions continue to operate as independent regional companies and are thus shown in their own right. Other departures from this year's chart includes Universal - a part of which was acquired by Facelift after it went into administration and then liquidation - and Venture, previously All Access.

The other interesting point is the number of fleets with 2,000 or more units, a few years ago this fleet size was the reserve of Hewden and Nationwide.

Now it is rapidly becoming typical of the larger regional players.



C&a

top 30



## LARGEST MACHINES

Company	Boom	Scissor	Spider lift	Truck mount	Trailer Lift
Facelift	46m JLG 150HAX	17m Skyjack 9250	38m Palazzani Mantis	60m Bronto S62MDT	29m Omme EBIZ29
Nationwide	46m JLG 150HAX	32m Liftlux SL320	28m Teupen Leo 30H	70m Bronto T72M	N/A
Easi-Uplifts	41m Genie Z135/70	20.5m Liftlux SL205-25	40.25m Falk Schidt FS420c	68m Bronto S70MDT	26m Denka DL28
Hi-Reach	41m Genie Z135/70	32m Liftlux SL320	n/a	n/a	N/A
Skylift Hire	41m Genie Z135/70	21m JLG SL21-25	30m Omme 3000RBD	n/a	15m Genie TZ50
PAS	41m Genie Z135/70	32m Liftlux 320/30	n/a	n/a	n/a
Platform Company	41m JLG 1350	30m Terex TS100	n/a	n/a	15m UpRight TL49
UK Platforms	41m JLG 1350	16m Haulotte 18SDX	n/a	n/a	n/a
Access Rentals	38m Grove AMZ131	32m Holland Lift G320DL30	n/a	n/a	N/A
Hewden	41m Genie Z135/70	20.5m Liftlux SL205-25	n/a	n/a	15m Genie TZ50
Charles Wilson	41m Genie Z135/70	16m Genie GS5390	n/a	n/a	15m Genie TZ50
Manlift Hire	41m Haulotte H43TPX	26m Liftlux SL26d	32m Palazzani Ragno 34	51m Wumag WT530	15m Aerial K17
A-Plant	41m JLG 1350 SJP	24.5m Liftlux SL245-25	n/a	n/a	15m Nifty T170
Higher Platforms	38m Genie S125	20.5m Liftlux SL205-25	10m Nifty Trax 120	18m CTE Z-20	10m Nifty T-120
GPT	38m Genie S125	16m Genie GS5390	n/a	n/a	15m UpRight TL49
Panther	24m JLG 800AJ	16.5m Holland-Lift N-165EL12	28m Teupen Leo 30T	42m Oil&Steel Eagle 44	15m Genie TZ50
GT Access	26m Terex TB85	15m Liftlux SL15	30m Teupen Leo 30	n/a	15m Nifty T170
AFI	38m Genie S125	24m Liftlux SL245-25	n/a	n/a	N/A
Aerial Platform Service	41m JLG 1350SJP	26m Liftlux SL260-25	n/a	n/a	N/A
AJ Access	26m Genie S85	15m Skyjack 9250	n/a	n/a	10m Nifty T-120
AMP	26m Genie S85	16.5m Holland-Lift N-165EL12	11.5m CTE T135	18m CTE Z-20	15m Nifty T170
EPL	26m Genie S85	12m JLG 40RTS	n/a	44m Bronto 46XDT	n/a
Kimberly	38m Genie S125	31.5m Holland Lift G300	n/a	n/a	n/a
Loxam	36m JLG 120HX	20.5 Liftlux SL205-25	n/a	70m Bronto 72HLA	n/a
Lifterz	19m Nifty HR21	16.5m Holland-Lift N165EL12	n/a	n/a	10m Nifty T-120
Rapid Platforms	19m Nifty HR21	15m UpRight LX50	27m F.Schmidt FS290	38m Multitel 40TJ	19m Dinolift 210
Active Platforms	38m Genie S125	16m Genie GS5390	n/a	n/a	11m Aerial K13
HSS	10m Nifty HR12	10m Genie GS3246	n/a	n/a	11.5m UpRight TL38
Zenith	n/a	n/a	n/a	88m Bronto S90HLA	n/a

## TOP 30 ACCESS COMPANIES

Company	Total	Booms	Scissors	Spider Lifts	Push arounds	Truck mount	Van Mount	Trailer lift
Nationwide	7,140	3093	3660	50	130	204	3	0
Platform Company	4,122	1626	2496	0	0	0	0	10
AFI	4,075	1,258	2,812	3	0	0	0	2
Hewden	2,719	1295	1398	0	1	0	0	25
HSS	2,318	405	1,391	0	314	0	0	208
Easi UpLifts	2,282	1,342	759	65	15	34	25	42
Panther	2,085	421	1407	20	9	23	4	5
A-Plant	2,060	855	1025	135	0	0	0	45
Hi-Reach	1,827	604	969	0	210	0	0	44
Access Rentals	1,778	590	1,100	88	0	0	0	0
Loxam *	1,760	650	850	0	0	115	145	0
Kimberly	1,123	420	668	0	35	0	0	0
UK Platforms	1,093	613	480	0	0	0	0	0
GPT	1,060	400	650	0	0	0	0	10
SGB	870	400	450	0	20	0	0	0
Charles Wilson	857	305	515	0	25	0	0	12
Skylift	854	350	475	20	0	3	0	6
Aerial Platform Service	680	230	450	0	0	0	0	0
AMP	662	269	363	7	3	5	3	12
Highway Plant	545	200	300	10	10	10	0	15
Facelift	510	163	153	25	2	79	29	59
Higher Platforms	436	150	270	10	3	0	0	3
EPL	416	100	66	0	0	117	133	0
Kestrel	387	120	250	0	0	1	10	6
Platfinder	382	105	225	20	20	0	0	12
PAS	367	126	241	0	0	0	0	0
GT Access	338	93	224	6	12	1	0	2
Manlift	322	146	140	4	9	18	0	5
AJ Access	257	129	121	0	4	0	0	3
Rise Hire	246	0	0	0	0	0	246	0
Peter Hird	240	75	150	0	10	0	0	5
London Tower service	195	34	140	0	21	0	0	0
Aquarius Leasing	176	0	0	0	0	1	175	0
Lifterz	173	47	115	0	9	0	0	2
Groupings from Main chart								
Lavendon UK	10,760	4,053	5,950	87	145	233	266	26
Access Link	3,795	1,275	2,150	90	85	90	30	75





**TOP 12 VEHICLE MOUNTED FLEETS**

Company	Truck Mount	Van Mount
Loxam	115	145
EPL	117	133
Rise Hire	0	246
Nationwide Skylift	204	3
Aquarius leasing	1	175
Facelift	79	29
ES Access	84	0
Smart Rent	60	0
Easi Uplifts	34	25
ES	30	20
Orion	35	0
Panther	23	4

**TOTAL FLEET PLATFORM HEIGHT**

Company	metres
Nationwide	93,432
Platform Co	45,100
AFI	40,000
Hewden	33,600
Easi uplift	30,233
A-Plant	23,100
Access Rentals	21,500
Hi Reach	17,685
Panther	17,646
UK Platforms	16,500
HSS	16,000
Kimberly	11,100
Skylift Hire	10,750
GPT	10,550
SGB	9,800
Facelift	8,310
C.Wilson	7,570
Aerial	6,850
AMP	6,815
EPL	6,230
Higher Platforms	5,000
Highway Plant	5,000
Manlift	4,100
G.T Access	3,960
Rise Hire	3,259
AJ	3,177
PAS	3,100
Planfinder	3,100
Peter Hird	2,250
Lifterz	1,900
LTS	1,220



**COMPANY DETAILS & INVESTMENT**

Company	Investment	Depots	Employees
Platform Company	£25 million	10	262
Nationwide	£15 million	45	666
Aerial Platform services	£14.5 million	3	40
Skylift Hire	£11 million	3	40
Hewden	£8.75 million	19	202
A-Plant	£8 million	12	97
Hi-Reach	£6.5 million	8	60
Easi-UpLifts	Not disclosed	7	145
Panther	£6 million	6	107
Kimberly	£5.6 million	4	52
Facelift	£5.5 million	7	159
Charles Wilson	£4 million	12	215
HSS	£3.75 million	350	2,458
Higher Platforms	£3 million	4	30
Rise Hire	£2.8 million	6	22
AMP	£2.7 million	5	63
LTS	£1.8 million	1	7
AJ Access	£1.75 million	2	30
SGB	£1.5 million	4	40
Manlift	£1.5 million	3	16
Active Rentals	£1.4 million	1	15
EPL	£1.1 million	8	124
PAS	£0.9 million	3	22
Aquarius	£0.85 million	1	16
GT Access	£0.8 million	2	20
Rapid Platforms	£0.65 million	1	38
UK Platforms	£0.5 million	6	52
Access Rentals	Not disclosed	11	89
GPT	Not disclosed	10	160
Kestrel	Not disclosed	1	28
AFI	Not disclosed	17	260



# c&a top 15



c&a

top 15

## Telehandlers

This is the fourth year that we have included Telehandlers in our look at the major rental companies. At the top Hewden appears to have widened its lead, expanding its fleet to about 2,300 units, while Fork Rent is joint fourth as its order for 1,000 units from JCB are delivered.

The majority of the telehandler rental market remains in the hands of general plant hire companies together with a few specialists, such as UK Forks and Fork Rent. An increasing number of powered access companies are also now expanding their telehandler fleets. We touched upon the number of aerial lift rental companies entering the market last year - The Platform Company continues to increase its fleet. At the same time companies such as Fork Rent are going the opposite way adding access platforms to its fleet.

TOP 15 TELESCOPIC HANDLER COMPANIES								
Company	Total Units	Fixed	360	Largest Fixed	Largest 360	Main Brand	Depots	Employees
Hewden	2,291	2,291	0	17m	N/A	CAT	19	202
UK Forks	1,350	1,300	50	17m	25m	JCB	6	105
A-Plant	1,021	1,021	1,021	17m	N/A	JCB	12	97
Fork Rent	750	750	0	17m	N/A	JCB	1	28
GE capital	750	725	25	17m	21m	JCB	26	300
Hessle	570	520	50	18m	30m	Manitou	3	50
GPT	450	425	25	17m	21m	Manitou	10	150
Charles Wilson	298	295	3	17m	21m	Manitou	12	215
Easi-uplifts	302	273	29	17m	25m	Manitou	7	145
The Platform Co	230	230	0	17m	N/A	JCB	10	262
Hawk Plant	250	225	25	17m	18m	Terex	4	400
Skylift Hire	180	175	0	17m	N/A	JCB	3	40
Kimberly	65	65	0	17m	N/A	JCB	4	52
Aerial Platforms	30	30	0	17m	N/A	JLG	3	40
Hi-Reach	15	15	0	13m	N/A	Manitou	8	60



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## Grove's Newest Crane - The RT540E

The RT540E is the latest addition to Grove's rough-terrain product line. Advantages include a maximum lift capacity of 35 t (40 US t), a four-section boom reaching 31 m (102 ft) in length, and a 13.7 m (45 ft) offsettable telescopic swing-away extension. Other features include an LMI with anti-two-block system, dual-axis electronic joystick controllers, and an all-steel cab.

For more information about the Grove RT540E, go to: [www.mcgs.com/1139](http://www.mcgs.com/1139)

**GROVE**

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# Taking the strain

There is currently an insatiable demand for all types and sizes of cranes. Around the world, the lifting market is more buoyant than ever before with delivery dates for new cranes, particularly larger machines, now stretching into 2010 and beyond.

Driven by a bustling energy sector, a traditional favourite for larger cranes, manufacturers are not only building bigger and bigger units, but also tailoring machines to deal with the specific industry demands.

## Big telescopes in short supply

Alternative energy sources such as wind power are now a major influence on the design and development of big cranes. It wasn't too many years ago that a 100 tonne capacity crane was considered a big machine. These days even a 250 tonner is fairly run of the mill, with many considering the big crane sector starting with a 500 tonne telescopic. Although when it comes to traditional lattice cranes, a 250 tonne crawler is still a very impressive and large piece of kit.

The UK/Ireland market currently has a shortage of large telescopic cranes for hire, with all but three 500 tonne cranes in the hands of one company, while only two companies can offer a 1,000 tonne telescopic. This is set to change however, as several UK hirers have ordered new 1,000 tonne plus cranes from Terex-Demag and Liebherr. This in itself is a sign of the times, when a regional rental company such as NMT feels able to order such a large and specialised machine.

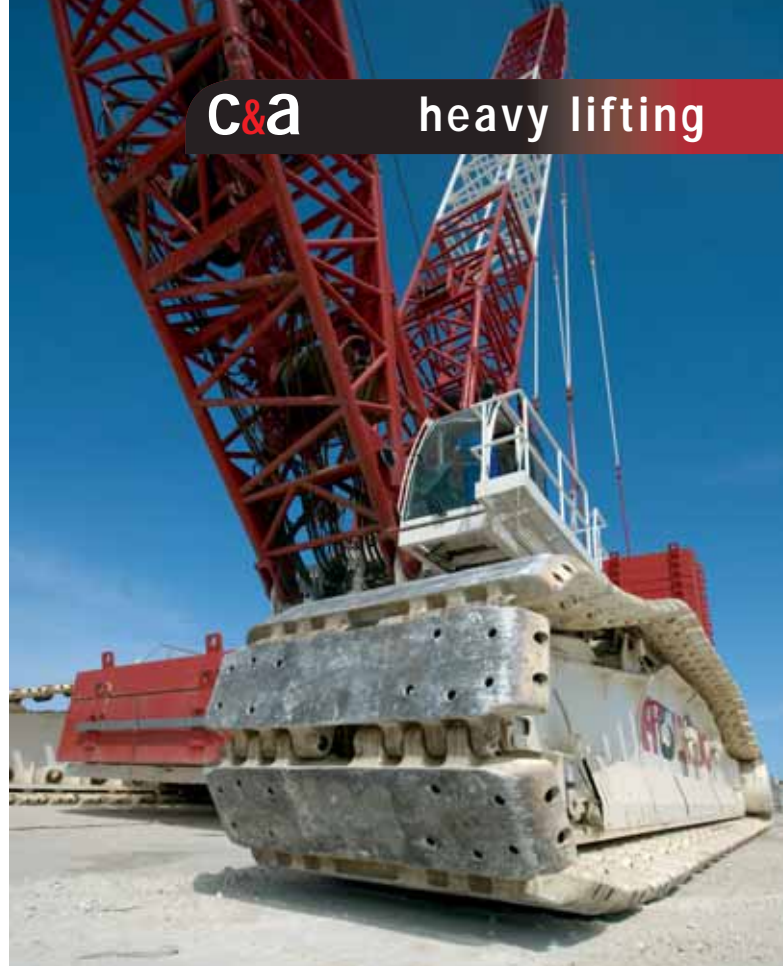
When it comes to really big cranes though, the market is still dominated

by big lattice boomed machines. Today most of these are in the hands of large international groups such as Mammoet and Sarens, although UK-based Alternative Lifting Engineers has an impressive line up of big lattice cranes. This business is very international with these big machines booked well in advance for projects from South America to Northern China.

## Bespoke big cranes

On the manufacturing side both Liebherr and Demag have been busy introducing big crawler cranes that are largely targeted at the energy sector. In fact next month, Demag is set to premier the totally new, 3200 tonne capacity, twin boomed CC 8800-1 Twin which it claims is the most powerful mobile crane that has ever been built.

Currently the very top end of the big crane market is increasingly dominated by specially designed ringer type heavy lift devices commissioned by companies such as Mammoet. It operates a fleet of these twin boomed modular PTC and MSG models with lift capacities in excess of 3,000 tonnes and boom and jib combinations of up to 200 metres. This specialist 'modular' crane approach was pioneered by Lampson in the USA, which developed devices to double up large Manitowoc crawler cranes as well as developing big rigs such as the ill-fated Big Blue, which collapsed in 1999 while lifting



a 450 tonne dome. Modern Computer Aided Design and testing software, high strength steels and sophisticated load monitoring devices almost make anything possible in this rarified end of the crane market as designs are scaled up as high as is needed to do the job. However the amount of available space, not to mention cost and shipping/erection expense will surely encourage further development of clever jacking systems at least for the less bulky heavy loads?



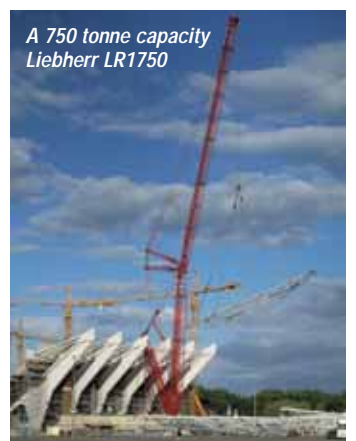
A CC12600 in action, currently the biggest Demag crawler crane.

Companies such as Dutch-based Hydrospecx has brought jacking and skidding systems into the 20th century with sophisticated electric power packs, synchronised lap top controls and constant real time monitoring of the lift or the move. A single man can lift a 600 tonne vessel from the horizontal to the vertical in a quiet highly controlled manner with the equipment taking up very little space. The pace of development in this sector could see a new trend, shifting a wide range of heavy lifting work back towards these more traditional, albeit modernised, methods of lifting.

In the following pages we take a look at a variety of large cranes and lifts, not to mention the skidding technology used to move two bridge structures weighing 3,200 tonnes and 5,800 tonnes.

## Who needs a big crane?

As the highly-charged energy sector soaks up big crane capacity, an increasing number of contractors look to alternatives and the industry has responded with a wide range of jacking and skidding devices. In a way this harks back to earlier times. Skidding is an ancient technology that dates back to the Egyptians and Neolithic Britons neither of which had big cranes on hand to build the pyramids or Stonehenge.



A 750 tonne capacity Liebherr LR1750



Hydrospecx HSL2000 and HSL3000 strandjacks in action



# The road to recovery

A 1,000 tonne crane from Ainscough Crane Hire was used to carry out the complicated operation of removing 11 freight wagons following their derailment at the end of June. Due to the marshy fenland location and the extensive damage to an access bridge, client Network Rail had to build a 1.3km temporary road from the A142 road, to allow the crane to reach the lift site.

The accident occurred on a rail bridge over the river Ouse between Ely and Soham closing the single-track line. Replacement bus services have been taking passengers between Ely and Bury St Edmunds although it is estimated that the line will not return to normal service for another four months.

Around 20,000 tonnes of stone and plastic mesh were brought in to build a stable and secure platform for the Liebherr LTM 11000 and two smaller 250 tonne cranes needed to remove the wagons.

Once lifted off the bridge, the wagons were taken away on low-loaders. The bridge, irreparably damaged in the crash, will be completely removed and replaced.

Network Rail Anglia route director Patrick Hallgate said: "Building a 1,000 tonne crane platform on deep boggy marshland is indicative of just what a tricky engineering problem the incident created. Our engineers have been working really hard to complete this key phase of



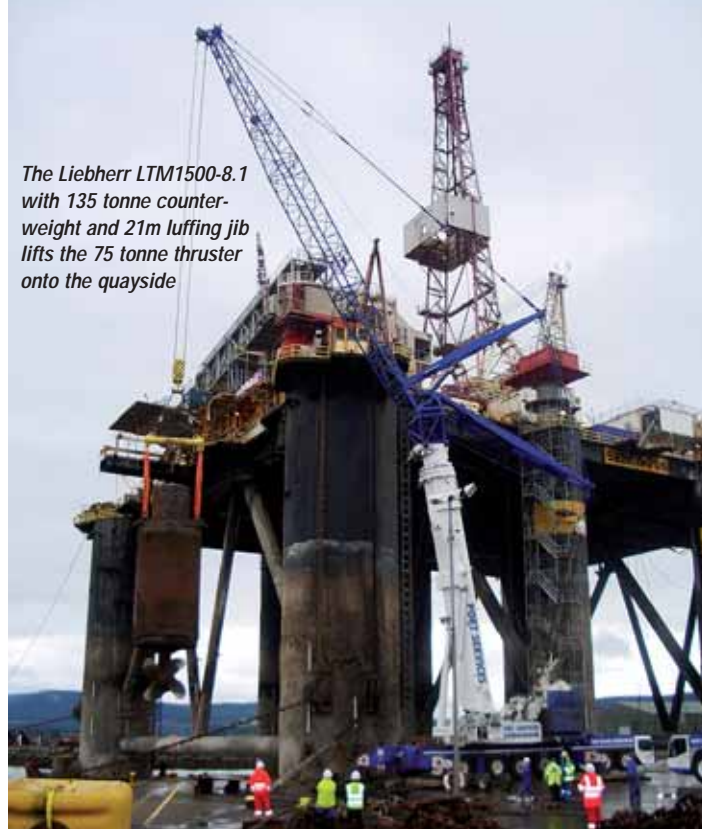
*Due to the marshy fenland location and the extensive damage to the bridge, client Network Rail had to build a 1.3km temporary road so the crane could gain access to perform the lifts.*

the recovery programme. We can then get on with clearing the river, rebuilding the bridge and getting passenger and freight services back up and running as soon as possible."

"There is still a lot of work to do, and the complexity of the situation means we do not yet have a reopening date for the line. We share passengers' frustration at disruption to their service and we promise to keep all those involved informed of the progress of the recovery."

The wagons, which have been dangling precariously over the Great Ouse, dumped between 20,000 and 40,000 tonnes of building aggregate into the river. The Environment Agency closed the river to boats and put in place booms to stop the spread of oil and hydraulic fluid from the wagons.

*Workmen try to free the tangled trucks.*



*The Liebherr LTM1500-8.1 with 135 tonne counterweight and 21m luffing jib lifts the 75 tonne thruster onto the quayside*

## Big lift refit

When the offshore drilling rig Sedco 706 came in for a refit recently, Port Services (Invergordon) was called in to carry out the heavy lifting. The 500 tonne Liebherr and 1,200 tonne Gottwald AK912 that the company used were dwarfed by the 2,500 tonne, 40 metre high rig.

Port Services' 500 tonne Liebherr LTM1500-8.1 telescopic crane was rigged with its full 135 tonnes of counterweight and set up the 'Lastdragger 25' barge to replace the rig's propulsion thrusters.



*The Liebherr was placed on a barge to get in close to the thrusters.*

Sedco 706 uses four 2,200 hp Baylor thrusters - powered by three massive EMD diesel engines - both for manoeuvring and normal propulsion. Each thruster weighs 75 tonnes and was lifted at a radius of

between 18 and 20 metres and placed on the deck of the barge.

The Liebherr was then rigged with 21 metres of luffing jib to achieve the height and radius required to lift each thruster from the barge to the transport on the quayside. Once loaded the thrusters were taken off for scrap.

The 1,200 tonne truck mounted Gottwald AK912 GT, was hired from ALE and was rigged with 200 tonnes of counterweight, 41.7 metres of main boom and 77 metres of luffing jib in order to remove the rig's central derrick in one piece.

Sedco 706 was built in 1976 at the Kaiser yard in Oakland and had its last refit in 1994. It can handle waves up to 30 metres and drill to a depth of 25,000ft/7,500 metres.

*The 1,200 Gottwald AK912 was brought in principally to handle the rig's mast.*





# A Model lift

C&a

heavy lifting

Spanish rental company Aguado chose its Manitowoc Model 18000 crawler crane for all the heavy lift work on a new offshore platform under construction for client Dragados Offshore in Cabezuela Bay, Cadiz, Spain. The crane carried out 10 major operations, the largest being a 350 tonne lift of three turbo-generators.

The 18000 was rigged with 61 metres of main boom, 48 metres of luffing

jib and the Max-Er superlift attachment, with 210 tonnes of counterweight on the tray. The crane was equipped with a 450 tonne hook block.

Juan Aguado Sr, general manager of Aguado, said planning was meticulous. "Safety was a very important factor for our customer on this job," he said. "The lift was planned for the day when the lowest wind speeds were expected and two surveyors monitored the

whole four and a half hour lift using laser guidance systems. The factors of safety were extremely high, but they proved no problem for the 18000, even the heaviest 350 tonne lift used less than 65 percent of the crane's capacity at a 22 metre radius."

In addition to the Model 18000, Dragados used its own Manitowoc 7000 as well as two 4100W cranes for other lifting work.

According to Aguado, Dragados chose to rent the 18000 because Manitowoc is a brand they have been familiar with for many years. "They still have their own Manitowoc crawler cranes at the Cadiz facility and they know the quality, strength and reliability of the marquee," he said.

The crane work in Cadiz formed part of the construction work for the liquid natural gas plant Adriatic LNG. Owners ExxonMobil (with 45

percent share), Qatar Terminals (45 percent) and Edison SpA (10 percent) will put the platform into operation in the Adriatic Sea, 15 km off the coast of Italy. Aker Kvaerner is running the engineering work, employing Dragados Offshore to handle the construction.



For lifting work the 18000 was rigged with 61 metres of main boom and 48 metres of luffing jib



The new offshore platform involved 10 major lift operations including a 350 tonne lift of three turbo-generators.

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After the equipment was unloaded it was moved to its foundations using SPMT's.

## Mammoet motors on

The construction of a new polyethylene (LDPE) plant within the Wilton Petrochemical site in Middlesbrough involved the installation of several sizeable items of equipment including three compressors and two motors, the heaviest of which weighed 165.5 tonnes.

The contract also involved constructing two foundations, one for the primary compressor and motor and a secondary for two compressors and a motor.

Two, 100 tonne capacity Grove All Terrain cranes were used in a 17.6 metre radius tandem lift to load the



Two Grove 100 tonne all terrains tandem lift a compressor to place it on an SPMT.

first compressor onto a Self Propelled Modular Transporters (SPMT).

As the SPMT transported this compressor to its foundation approximately 800 metres away, the two cranes were relocated and lifted the compressor from the transporter, placing it onto the foundation 3.7 metres above ground level.

This process was then repeated for the primary motor which weighed 49 tonnes. A Liebherr LTM 1250 and a Liebherr LTM 1400 were used in tandem to lift the 121 tonne secondary compressor from its temporary set down supports onto the transporter. As the second foundation had no room around it for a crane, a skid system had to be used. The load spreaders and skid track were pre-installed on a trailer to allow for transition onto the waiting skid system at the foundation.

When the transporter reached the foundation it was jacked to a height of four metres, allowing the compressor to be slid 20 metres across the foundation to its final position. However an eight metre gap in the foundation had to be filled with supports and load spreaders to allow the skid track to be placed across the top. The compressor was then jacked down into its final resting place. A similar procedure was used for the remaining equipment.

When fully operational, the £200 million project should result in an LDPE output of 400,000 tonnes - a sizeable proportion of the UK's 500,000 tonne annual consumption.

## A bit of push and pull

Mammoet has also completed two rail underpasses - weighing 3,200 tonnes and 5,800 tonnes - on the new Rugeley bypass. The structures allow the road to travel under two existing railway lines - one serving a nearby power station and the other a commuter line linking Rugeley with the surrounding area.

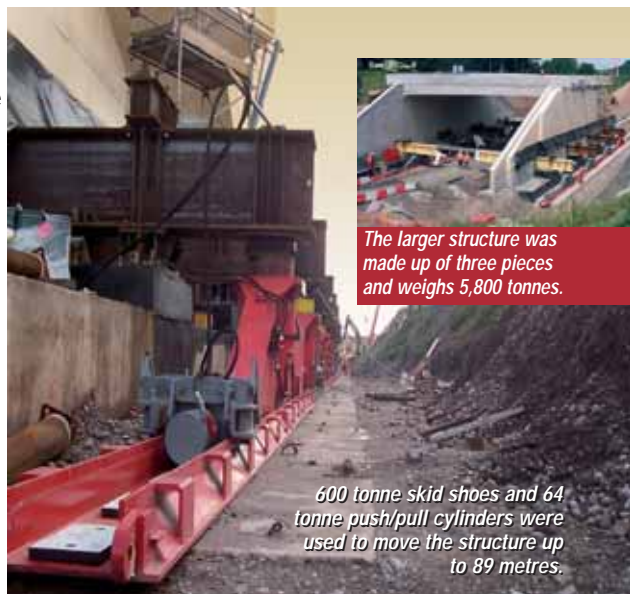
The 3,200 tonne structure under the power station railway line was installed using 16, 600 tonne skid shoes, four skid tracks (each measuring approx 90 metres), four, 64 tonne push/pull units and low level bracing system.

The larger 5,800 tonnes structure to carry the commuter line above the new road consisted of three individual pieces - two concrete abutments weighing 2,600 tonnes each, and a steel bridge deck weighing 600 tonnes.

As this railway line was operated by Network Rail, the time allowed to complete the project was much more limited compared to the other structure the operations during the possession period were much more intense.

Using 28, 600 tonne skid shoes, four skid tracks (each measuring 132.5 meters long), twelve, 64 tonne push/pull cylinders and a low-level bracing system which was installed between the skid shoes, the equipment was assembled over a ten-day period, culminating in a trial slide operation which was performed prior to the commencement of the railway possession.

During the possession, Mammoet had to complete the installation of the remaining skid tracks, slide the structure over a distance of 89 metres, and then remove the equipment all within a 36-hour period.



The larger structure was made up of three pieces and weighs 5,800 tonnes.

600 tonne skid shoes and 64 tonne push/pull cylinders were used to move the structure up to 89 metres.

## A breath of fresh air

The world's biggest deepwater offshore wind turbine has recently been towed to Talisman Energy (UK) Limited's £45 million Beatrice Wind Farm Demonstration Project, 25 kilometres off the east coast of Scotland in the North Sea.

The placing of the huge turbine blade assembly and nacelle in the build up to the Demonstrator Project was carried out by heavy-lift specialist Weldex, using one of its two recently delivered, 550 tonne capacity Kobelco SL6000 crawler cranes.

Weldex's initial contract involved erecting two 5MW REpower units - each with a 125 tonne hub and three-blade assemblies to a height of 65 metres, the height of the main generator mounting flange. Each

blade alone is more than 61.5 metres long and weighs 17.5 tonnes resulting in a massive 126 metre total blade swept diameter.

"The scope of the SL6000's onshore work was to assemble and install the two units and off-load and store various 40 -125 tonne assemblies," said Brian Hyde of Weldex. "The crane was then put on a barge deck for some of the offshore lifting activities."

Existing offshore wind farm developments are normally in waters close to shore in depths of less than 10 metres. Being 25km off the east coast of Scotland, these wind turbines are situated in about 45 metres of water which creates its own challenges that have to be overcome. Combining oil and gas technology with that of

renewables, the operation involved sailing out the fully assembled turbine onboard the heavy lift barge 'Rambiz', installing it on the 70 metre subsea jacket, and then connecting it up to the Beatrice A platform.

An impressive sight, the turbines' overall height from sub sea level to the top of the rotor blade tip is almost 235 metres.

Other impressive statistics include the 305 tonne turbine and the 225 tonne tower. The subsea jacket and associated equipment weigh in at 760 tonnes, whilst the supporting piles are 120 tonnes each.

The 5MW REpower turbine is currently the largest deepwater offshore generator in the world and if the project proves successful, it could lead to a large scale wind farm off the coast of Scotland.



When installed, the overall height from sub sea level to the top of the rotor blade is almost 235 metres.

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# Vertikal Days is almost here

The UK's first ever dedicated event for the lifting industry opens its doors later this month at Haydock Park between Liverpool and Manchester. More than 50 major brands have already booked but because of its unique structure, it is still possible to be part of this year's event. We take a look at what you can expect at this show with a difference.

Vertikal Days is in the words of the organisers The Vertikal Press, owners of Cranes&Access, 'something completely different'. It is the first ever dedicated event for the UK and Ireland lifting equipment industry with exhibitors restricted to those offering Cranes, Access equipment, Telehandlers and associated equipment and services. Visitors will include everyone with a specialised interest in lifting and working at height equipment and likely include those working for crane, access and telehandler rental companies along with other fleet owners and regular end users.

When you arrive at Vertikal Days at Haydock Park, the first thing you're likely to notice is the absence of traditional stands. Every exhibitor has roughly the same sized stand and most will have a small gazebo for shelter in case of rain. There will be no 'corporate entertaining cabins', the main point of this show is meeting people and making contacts in a casual, relaxed atmosphere as well as looking at the latest machines or equipment each manufacturer or supplier has to offer.

Due to its specialised nature the organisers have planned for about 50 stands this first year with up to 1,000 visitors. However there will be other events held on site at the same time. These include the annual IPAF Professional Development Seminar for all those involved in providing IPAF training; the annual open meeting of the CPA mobile crane interest group and an

ALLMI Operators Forum meeting as well as its first Product review and update.

### A refreshing difference

The first refreshing difference on arriving at Vertikal Days is that with a ticket, everything is included from free parking to free hospitality including tea, coffee or soft drinks to home made cookies and even lunch. Yes this is one of the few times when you really can get a free lunch.

But the heart of the event is the range and quality of exhibitors and the visitors they attract. The list below includes many of the UK's leading products and companies. And the ease of exhibiting with the minimal planning and organising, companies are still coming on board. So if you want to be part of the first show its still not too late.....

### Total hospitality

Vertikal Days is different from other shows in that the whole event is professionally catered. External specialists have been brought in solely for the event providing tea, coffee and soft drinks as well as fresh cookies and biscuits baked on site free of charge all day!

From midday on a buffet lunch and pig roast is served accompanied by a glass or two of wine, beer or soft drinks. Lunch is in the adjoining Newton Stand or weather permitting, al-fresco.

On the evening of the 19th the day will be extended with an after hours party with entertainment at which good food will be served along with a selection of drinks. Numbers will be limited to 200 to 250 for this part of the day so tickets are required.

So who is exhibiting?

#### Lifting Equipment

Brand	Stand	Exhibitor
Ainscough	109/119	Ainscough
Bob Francis	105	Bob Francis
City Lifting	147	City Lifting
Comansa	147	City Lifting
Grove	105	Bob Francis
Hiab	139/149	Hiab UK
Jost tower cranes	158	MTI
Lion Lift mini cranes	118	Lionlift
Liebherr	125	Liebherr
Maeda Mini Cranes	121	Kranlyft UK
Octopus Lifting Equipment	124	Octopus
Orlaco boom Cameras	125	Crane Safe
Smie Anti Collision	125	Crane Safe
Speedy Lifting	138A	Speedy Hire
Spierings	147	City Lifting
Tadano Faun	104/114	Cranes UK
Unic Cranes	138	GGR Unic
Valla Cranes	134	Valla UK
Vanson Cranes	101	Vanson

#### Access/Telehandler Equipment

Brand	Stand	Exhibitor
AJ Access	100	AJ Access
Active Sales&Rental	108	Active
Alimak-Hek	125	Alimak-Hek UK
Ascendant	146	Ascendant
Blueline	143	Skyking
Bronto	146	Blueline access
Cela	145	Promax
CTE	116	CTE UK
Dinolift	146	Promax
Easi-Uplifts	133	Easi-Uplifts
Facelift	136	Facelift
Genie	130	Genie Europe
GSR	143	SkyKing
Haulotte	126	Haulotte UK
Holland Lift	122	Russon Access
Italmecc	148	Power Lifting
Iteco	133	Easi-Uplift
JLG	132	JLG UK
Leguan	142	Avant Techno
Lionlift	118	Lionlift
Manitou	123	Russon Access
Niftylift	111	NiftyLift
Oil&Steel	107	Oil&Steel UK
Omme	131	APS
Pagliari	103	Access Equipments
Palazzani	120	Tracked Access
PB	102	PB Liftechnik
Planet Platforms	115	Planet Platforms
Platform Basket	145	Promax
Power Tower	116	CTE UK
Power Lift	148	Power Lifting
Skyjack	110	Skyjack
Skyking	143	Skyking
Snorkel -UpRight	128	UpRight
Socage	113	Allan Access
Ruthmann	117	ASI
Terex Utilities	112	Allan Access
UpRight Powered Access	129	UPA
Instant alloy Towers	135	UI
Versalift	127	Versalift
Wumag	144	Skyking

#### Accessories

Brand	Stand	Exhibitor
Eco Power Pads	101	PLC
Elefant Trailers	101	PLC
Eve Trakway	106	Eve
Inspire	125	Inspire
Trojan Batteries	140	Energy
UK Generators	125	UK Generators

Other	Stand
ALLMI	125
IPAF	125
Cranes&Access	125
Cranes Today	125
CPA	125
Maygreen Publications	125
The Construction Show	125
The Vertikal Press	125





**KEY**

- 10m x 10m plots
- Also available as 10m x 20m plots
- Marketplace & Refreshments
- Entrances

# There's more...

C&a

vertikal days

As well as Vertikal Days, there are several other related events taking place including the IPAF Professional Development Seminar (PDS).

## IPAF PDS

IPAF is holding its annual Professional Development Seminar at Vertikal Days. The event is open to all IPAF approved trainers and training centres and is an essential update for all staff conducting IPAF training courses.

The attendees at this year's PDS will join Vertikal Days visitors and exhibitors for lunch and the seminar will finish slightly earlier than in previous years in order to allow attendees an opportunity to walk around the numerous stands.

This year's agenda starts at 9:00 with registration from 8:30 and includes:

- New IPAF instructor criteria

- Management of thorough examinations
- New IPAF demonstrator's course
- Updates on other IPAF training issues.

Registration for the PDS includes a free ticket/badge for Vertikal Days.

To register contact Susan Foster or Rupert Douglas Jones at IPAF.

### IPAF PDS seminar details:

Date: September 19th

Time: 8:30 till 14:30

## The ALLMI Operators Forum

ALLMI is holding its fifth Operators Forum general meeting at Vertikal Days. This particular meeting to be held on the 19th September, will include a presentation and update from the Health & Safety Executive.

Membership of the ALLMI Operators Forum is open to all fleet owners of loader cranes and provides a growing

number of membership benefits. One key aspect of membership is the regular Forum meetings which provide members with a wide variety of useful help and information as well as allowing them to ask questions and influence the industry as a whole.

### ALLMI Forum details:

Date: September 19th

Time: 10:00

## The CPA Crane Interest Group open meeting

The CPA holds its Open meeting of the mobile crane interest group every September. This year the event will be held at Haydock to coincide with Vertikal Days. The meetings are always well attended and often include some open and frank debate and discussion.

This year's agenda includes:

- Thorough examination of cranes
- Work at Height Best Practise Guide

- London Emission Guide
- CPCS Appointed Person/Crane Supervisor
- ESDAL (Crane Routing) Update and Self Escorting accreditation
- HSE issues/operations

### CPA Meeting details:

Date: September 20th

Time: 10:00

## ALLMI annual product update

Vertikal Days will also see the first ALLMI annual product update which is intended to bring instructors up to speed on new technology and product changes by the manufacturers.

The meeting will include practical hands-on sessions with some of the latest loader cranes.

### ALLMI Seminar details:

Date: September 20th

Time: 9:30

All meetings have coffee from half an hour prior to meeting start.

Vertikal  
days

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# Electric boom check out

Each August at the Platformer Days event in Germany, the Vertikal Press organises a side-by-side evaluation of a particular type of aerial lift. This year, Vertikal Check looked at electric self propelled boom lifts with platform heights of between 30ft (10m) and 39ft (12m).

A panel of senior, technically orientated managers at Germany's largest and most respected access rental companies made up this year's eminent judges. Adrian Van de Gier is technical manager at Mateco, Gerhard Flesch is the owner and ceo of Flesch Arbeitsbuhnen and Hugo Fasselt was senior technical manager at Gardemann, prior to his recent retirement.

Seven manufacturers entered machines including Genie, JLG, PB lifttechnik, UpRight, Haulotte, Nifty and Manitou. While all of

the machines fitted into the same sector in terms of height, there were clearly two different types of product. The Genie, JLG and Manitou machines are ultra narrow (1.2 metre wide) models with a dual sigma style riser, telescopic boom and rotating jib. The Nifty, UpRight and PB-Dino are slightly wider (at 1.5 metres) lighter weight machines with a simple, single riser and telescopic boom lift mechanism. The Haulotte HA12IP fits between the two camps at 1.35 metres wide, but is far closer



The Manitou scored highest on outreach

to the former category with its sigma riser and jib. So while these two ranges are not directly comparable they do represent the choice facing most buyers and each type has its benefits and

disadvantages. One large factor of course that we did not consider in the Check is price. The ultra narrow machines are considerably more expensive than the lighter models.

## Nifty

First up was the Nifty Height Rider 12 with Bi-Energy power pack. The classic 10 metre platform height lift is one of the oldest models in the Check but also one of the most popular. All the judges liked the fact that the Nifty was easy to operate with clear logical controls. They also liked the smooth and progressive drive function. If the control panel had featured a wrist rest it would have chalked up an even higher score. The judges felt that the boom telescope was too quick while the boom and riser lift were

The judges liked the easy access.



slow, giving the machine a relatively long time to full height.

Other features they liked included the large turf tyres, low overall weight and easy maintenance due to the simple layout and good access to components. They also felt that the build quality was high. On the down side they would have like to have seen more protection on hoses in chafe areas.



Gerhard Flesch puts the Nifty through its paces.

Niftylift HR12	Vertikal Check	Manufacturer
Work ht	12.1m	12.2m
Outreach	5.4m	5.6m
Up and over	4.65m	4.2m
Platform size	1.1m x 0.85m	1.1m x 0.65m
O/A Width	1.5m	1.5m
O/A Length	4.01m	4.1m
O/A height	1.91m	1.90m
Lift speed	92 seconds	Not given
Turning circle	9.1m	8.4m
Ground clearance	150mm	Not given
GVW	Not checked	2,400kg

## Manitou

Next up was the Manitou 120AETJ C, a 33ft platform height ultra narrow machine. This unit could not be more different than the Nifty being almost triple the weight at over 6.5 tonnes. It also features a complex dual riser, telescopic boom, rotating articulating jib and rotating basket.

In general the ultra narrow lifts appealed more to our judges, who were clearly focusing on technical specification and not price or suitability for particular jobs. They praised the technical detailing and design of the Manitou, with hoses grouped and routed well, and a good feel to the controls. They did not like the fact the first half of the joystick movement was 'dead'. They also thought that the use of different wheels on front and back

was poor but appreciated the wide-spaced lifting eyes and the fact that the four wheels were the widest point of the lift, rather than the machine covers.

Component access on the Manitou was excellent.



Manitou 120AETJ	Vertikal Check	Manufacturer
Work ht	11.96m	11.95m
Outreach	6.95m	7.0m
Up and over	5.37m	4.77m
Platform size	1.20m x 0.96m	1.20m x 0.96m
O/A Width	1.2m	1.2m
O/A Length	3.97m	3.74m
O/A height	1.99m	2.16m
Lift speed	82 seconds	Not given
Turning circle	5.8m	6.5m
Ground clearance	150mm	100mm
GVW	Not Checked	6,550kg

1. In the Vertikal Check basket dimensions are to the outside of the rails 2. In the Vertikal Check we measured to the bottom of the basket with horizontal boom



## Haulotte

In width terms the Haulotte HA12 IP fits between the two camps. At 1.35 metres it is wider than JLG, Genie and Manitou - all of which are 1.2 metres - but narrower than Nifty, UpRight and Dino which are all 1.5 metres. The judges liked the build quality, the serviceability and component access, the well protected hydraulic hoses and the massive structure connecting the boom to the jib and jib to the platform. They also appreciated the clear, easy

*The judges felt that the steering cylinder was too exposed.*



*The judges liked the heavy duty lift structure on the Haulotte*

to understand controls and noted that it handled very well. Dislikes included the control function lag as the pump engaged and they also considered the steering cylinder too exposed on the front of the machine. The platform on this model touches the ground, which won plaudits for platform entry but

raised concerns over damage while travelling in the stowed position.

*The Haulotte controls are simple and easy to use but judges did not like the activation lag*



Haulotte HA12IP	Vertikal Check	Manufacturer
Work ht	12.2m	12.0m
Outreach	6.10m	6.10m
Up and over	5.71m	5.25m
Platform size	1.21m x 1.13m	1.2m x 0.80m
O/A Width	1.35m	1.35m
O/A Length	5.40m	5.50m
O/A height	2.0m	2.0m
Lift speed	82 seconds	Not given
Turning circle	5.30m	5.70m
Ground clearance	150mm	Not given
GVW	Not checked	5,900kg



## PB lifttechnik

The PB Dino range has been in production in one version or another for as long as the Nifty. The latest unit - the TopDino 121 - is unusual in that while slightly wider than the Nifty and the UpRight it is considerably heavier at over four tonnes. It was also the only boom to feature automatic pothole protection. The judges liked the fact that with its electric drive system and electric steering, the PB had fewer hydraulic hoses than the other machines. They also liked the fact that the steering wheels rotate as they are turned, making this a great machine to use indoors on carpeted floors where carpet 'scrunching' is frowned upon.

*The removable control box worked well but judges felt that its internals were a little complicated.*

PB Dino 121	Vertikal Check	Manufacturer
Work ht	12.11m	12.16m
Outreach	6.20m	6.70m
Up and over	5.34m	4.61m
Platform size	1.45m x 0.80m	1.42m x 0.77m
O/A Width	1.55m	1.55m
O/A Length	4.09m	4.06m
O/A height	1.91m	1.95m
Lift speed	65 seconds	95 seconds
Turning circle	5.35m	5.65m
Ground clearance	100mm	150mm
GVW	Not checked	4,240kg



*The judges felt that the PB Dino was more of an end user product.*

On a less positive note, the judges felt that the controls were overly complex and they did not like the fact that the superstructure had to be rotated to lift off the service covers. They also felt that the drive speed in the elevated position was too slow. All-in-all they considered that this unit was best suited to specific end user applications rather than rental fleet use.



## JLG

The JLG E300 was given a very high overall rating from the judges who thought this machine ticked all the technical boxes. They particularly liked the entry gate and the only machine without a continuous top rail. Build quality, platform rigidity and smoothness of operation all scored highly, however there were some points that they felt needed improvement. They liked the wide spaced front lifting eyes but not the rear ones which were much closer together. They also commented

*Access to components on the JLG was considered excellent.*



*Hugo Fasselt checks out component access on the JLG E300*

that the battery charger was mounted with open holes facing skywards which would collect water should the covers be left open in the rain. They did not like the lack of finger guards and felt that the control

layout was too fiddly and confusing. In spite of these items they loved the machine.

*The platform entry with its gate was the judge's favourite.*



JLG E300	Vertikal Check	Manufacturer
Work ht	11.07m	11.14m
Outreach	6.0m	6.25m
Up and over	4.23m	3.99m
Platform size	1.22m x 0.91m	1.22m x 0.76m
O/A Width	1.22m	1.22m
O/A Length	5.7m	5.59m
O/A height	2.00m	2.01m
Lift speed	64 seconds	Not given
Turning circle	5.70m	6.20m
Ground clearance	50mm	100mm
GVW	Not checked	7,052kg

## Genie

The Genie Z30/20N RJ was another machine that the judges loved. They thought that the controls on this unit was clear, simple and easy to understand, even though the machine has a large number of functions to operate. They liked the jib rotation motor design and the machine's stability, which they considered to be equal best with JLG. They also liked some of the

*The Genie controls were considered to be clear and easy to use.*



*The Genie was another machine that the judges thought almost perfect.*

functional attention to detail such as the pivot pin heads being capped and the hoses protected with spiral plastic sheafing in high wear areas.

They did not like the fact that the front and rear wheels were not interchangeable nor the absence of an emergency hand pump.

Genie Z30/20NRJ	Vertikal Check	Manufacturer
Work ht	10.92m	10.89m
Outreach	6.40m	6.25m
Up and over	4.26m	3.86m
Platform size	1.17m x 1.03m	1.22m x 0.76m
O/A Width	1.20m	1.19m
O/A Length	5.35m	5.11m
O/A height	2.00m	2.00m
Lift speed	65 seconds	Not given
Turning circle	5.80m	6.40m
Ground clearance	40mm	90mm
GVW	Not checked	6,450kg



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## UpRight

AT 38ft, the UpRight AB38 was the highest machine in the Check rather than a 30 or 33ft machine. The judges liked the extra height and the machine's relatively light weight, not to mention its good speed to full height. They also appreciated the way all of the hydraulic lines were protected from damage. However when it came to the platform things were not so positive, starting with the entry ladder and moving on to the small platform floor area and low harness anchor point. The manual platform rotator got a big thumbs down, they felt that this

*The judges weigh up the AB38N*

contributed to the basket being less rigid than most of the other machines. The simple control layout won points but the judges felt that the boom and drive controls should be smoother. When it came to testing the turning circle, the AB38's posi-drive (diff-lock) traction caused the front tyres to scrub and push forward, extending the turning circle beyond that in the spec sheet.

UpRight AB38N	Vertikal Check	Manufacturer
Work ht	13.5m	13.5m
Outreach	5.65m	6.10m
Up and over	5.98m	5.40m
Platform size	1.29m x 1.00m	1.20m x 0.60m
O/A Width	1.52m	1.50m
O/A Length	4.10m	4.04m
O/A height	1.98m	2.00m
Lift speed	65 seconds	Not given
Turning circle	5.35m	4.80m
Ground clearance	120mm	150mm
GVW	Not Checked	3,760kg



*Covers open to all areas.*



*The machine scored well for service access*

	Niftylift HR12	Manitou 120AETJ	Haulotte HA121P	JLG E300	PB Dino 121	Genie Z30/20NRJ	UpRight AB38N
Work ht	12.1m	11.96m	12.02m	11.07m	12.11m	10.92m	13.5m
Outreach	5.4m	6.95m	6.10m	6.0m	6.20m	6.40m	5.65m
Up and over (1)	4.65m	5.37m	5.71m	4.23m	5.34m	4.26m	5.98m
Platform size (2)	1.1m x 0.85m	1.20m x 0.96m	1.21m x 1.13m	1.22m x 0.91m	1.45m x 0.80m	1.17m x 1.03m	1.29m x 1.00m
O/A Width	1.5m	1.2m	1.35m	1.22m	1.55m	1.20m	1.52m
O/A Length	4.01m	3.97m	5.40m	5.7m	4.09m	5.35m	4.10m
O/A height	1.91m	1.99m	2.0m	2.00m	1.91m	2.00m	1.98m
Lift speed	92 seconds	82 seconds	82 seconds	64 seconds	65 seconds	65 seconds	65 seconds
Turning circle	9.1m	5.8m	5.30m	5.70m	5.35m	5.80m	5.35m
Ground clearance	150mm	150mm	150mm	50mm	100mm	40mm	120mm
GVW	2,400kg	6,550kg	5,900kg	7,052kg	4,240kg	6,450kg	3,760kg

1. In the Vertikal Check we measured to the bottom of the basket with horizontal boom 2. In the Vertikal Check basket dimensions are to the outside of the rails

Feature	Best performer	result
Feature	Best performer	result
Highest	UpRight	13.5m
Most outreach	Manitou	6.95m
Best up and over	UpRight	5.98m
Lowest GVW	Nifty	2,450kg
Narrowest	Genie/Manitou	1.20m
Fastest lift *	JLG/UpRight	64/65 Seconds
biggest platform	Haulotte	1.21x1.13m
Lowest stowed	PB/Nifty	1.91m
Best Ground clearance	Nifty/Haulotte	150mm

\* JLG had the shortest time, but only goes to 11m in 64 secs while the UpRight does 13.5m in 65 secs

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# And at Platformers...

The Vertikal Check is part of Platformers Days, an annual event for German access and lifting specialists. Typically it attracts up to a thousand visitors over a two day period. Platformers Days is the event that the upcoming Vertikal Days is modelled upon.

Held at the tiny hamlet of Hohenroda, deep in the countryside near the old East German border, this year's event - held on a Friday and Saturday - was the first time ever that the event passed without rain. The sun shone and the usual mud of the demo area vanished.



Coming barely six months after Bauma most of the new products has already been launched at the big show. It was however the first opportunity for many visitors to see and try the machines first hand. Completely new product launches were limited to the smaller local companies, such as PB which showed a the S171 -17 metre working height, 1.2 metre wide scissor lift with optional levelling jacks that offers up to 220mm of levelling. The concept is similar to the new Genie

*The new PB S171 -1.2 metre wide, 17 metre work height scissor lift with 220mm of levelling capability.*



GS3232 unveiled earlier this year, with automatic levelling. Local producer Weiss also unveiled a new 17 metre electric scissor lift, the SAB C-175 with wider chassis and dual deck extensions.

For many it was also the first chance to put the new Skyjack SB45J boom lift through its paces. Sadly the dry weather did not allow it to really show off its 4x4 capability. Merlo had one of its MP30 road going self propelled booms on display, although it was a purely static display, so no chance to see this exciting new machine in action.



*Iteco's 12151 indoor/outdoor electric scissor (L) and its 12122 indoor only model. Note the chassis differences.*

Another observation this year is the growth in the number of telehandlers on display demonstrating how closely affiliated this equipment is becoming to the aerial lift market. Merlo, Dieci, JLG, Genie and Manitou were all represented.

Bil-jax was a surprise with a substantial display following its success since its European launch at Bauma earlier this year. Dealer Lift Profi Kruger claims to have already sold over 20 Bil-Jax trailer lifts in Germany so far, mainly the articulated models.

IPAF has certainly made an impact over the past 12 months and it is very evident that the Clunk Click campaign (Click Clack in Germany)



*Platformers Days 2007*



which is supported by the Vertikal Press, has made people think. From a position a year ago where only a handful of exhibitors even had a harness on their stand, this year

UpRight and Snorkel were both represented separately, in spite of the recent branding announcement, although the Snorkel stand sported an UpRight TM12. Both companies have separate followings in Germany, so putting them together without upsetting at least some customers will not be easy.

Genie had its new GS3232 and Z40N on display, giving most visitors the first opportunity to give these units a hands-on evaluation.

Aichi had no new units on display, but had a lot of new things to talk about. The European company is moving into large new premises in the coming weeks and it showed photographs of a new 14 metre straight boom that will set the design standard for a new range. The new model offers 12.8 metres of outreach, and has a stowed length of close to six metres.

those not wearing them were a very notable exception. Sadly two of the offenders were North American companies.



*The Palfinger Economy version of its new TA range*



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The unusual trailer from Up-Lift

The new boom will be available in October with two new electric scissor lifts following in February. Both are single door (80cm) models with six and eight metre platform heights and are modelled on American/European products. It is possible that these will be



Platformers Days was the first opportunity for users to test the new Skyjack booms

assembled in Holland. And finally, word is that the company's first articulated boom is on the horizon, with mid-year 2008 launch date.

Niftylift continues its expansion in Germany with an increasing number of rental companies adding its self propelled booms to their fleets. The truck mounted manufacturers were also out in force with most companies represented, including Palfinger, Ruthmann, Pagliero, Wumag, Bronto, Esda, CTE and GSR.

Palfinger showed the economy version of its new TA range on a 3.5 tonne chassis - the company launched the 'Business' version at Bauma. The Economy models are much simpler with smaller working envelopes. This is due to the fact



A Teupen Leo tracked unit

that the Business models feature beam and jack outriggers rather than simple straight down stabilisers and incorporate Palfinger's constant load monitoring systems evolved from its crane line. These systems optimise performance, providing two metres more outreach. The Business models also have a fancy moulded fibreglass deck and bodywork,

higher specification upper controls and a better choice of chassis. The Economy is fitted to Nissan or Renault chassis while the Business range can be mounted either to a Mercedes or VW.



Eisele demonstrate how to escape from the 30 metre high platform of a Bison Palfinger TKA 30 truck mount

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# J Martin Benchoff 1927 - 2007



**J Martin Benchoff, one of the last surviving pioneers of Grove Manufacturing Company, died peacefully at his home in Rouzerville, Pennsylvania on Thursday July 12th from complications resulting from Parkinson's disease. He had recently celebrated his 80th birthday.**

He was born in Hagerstown, Maryland and grew up between the villages of Blue Ridge Summit and Rouzerville and in spite of a great deal of international travel, never left the area he loved. Benchoff attended St Andrew School in Waynesboro, followed by the Friends Academy in Philadelphia. One of his first jobs was a school bus driver, but he soon graduated to selling heaters for the local gas company until in 1954 he was 'spotted' by the Grove brothers and Wayne Nicarry. They offered Benchoff a job as sales manager for their farm wagon manufacturing business, on a commission-only basis. Spotting the potential he took the risk and the rest is history. Grove had revenues at the time of around \$700,000 but it did not take Benchoff too long before he became the highest paid employee. At one time the Groves complained that he only worked three days a week, but he would respond that

that's all it took to sell all they could possibly build. The company had already built its first cranes, initially for its own use and then increasingly to satisfy customer demand. In the late 1950's Grove introduced its first telescopic boom and the focus shifted from farm equipment to cranes.

By 1967 revenues had climbed to \$30 million and Grove began a major push overseas, a factor that Benchoff recognised more than anyone as critical to the company's future growth. That year Benchoff met Fred Sullivan, chairman of Kidde, an industrial conglomerate. He convinced Sullivan of the growth potential of the hydraulic crane market and of Grove's potential, given the financial support. On November 17th, Grove's shareholders approved the sale of the business to Kidde. John Grove opposed the sale and resigned from the company.

In 1969 Benchoff took over as president and Dwight Grove retired. Benchoff pushed product development and overseas expansion to new levels and in 1970 Grove surprised the crane world with the introduction of the 72-tonne capacity TM 800 truck crane with its trapezoidal boom.

Between 1967 and 1979 Grove grew at an annual rate of over 20 percent as it rapidly expanded and updated its product line. It added a number of record breaking machines, including the RT980 and TM 1275 truck crane with a 52 metre boom, the longest telescopic boom in the industry. With Benchoff at the helm, Grove became the most profitable equipment manufacturer in the world.

By 1981 Grove revenues topped \$600 million with over 50 percent coming from exports.

With further expansion in mind and an eye on the lattice crane market Benchoff tried unsuccessfully to persuade Kidde to buy Manitowoc. Instead he purchased the rights to Lima and Grove designed its lattice cranes from scratch but it never had the impact that the acquisition might have had.

That same year Benchoff built the Grove Training Centre on a 300 acre property near Camp David. The facility known as the 'Grove Lodge'



*J Martin Benchoff in 1966 with three of the managers that would stay with him for much of his career, (L-R) Ken Kilheffner, Bob Maynard and Charlie Warner.*

featured accommodation, dining, training and hunting facilities aimed at the training and entertaining customers and distributors. Over the next decade more than 10,000 visitors passed through the doors of the Lodge. A personal project of Benchoff's - he approved every detail of the construction, decoration and landscaping - he could be found there on most evenings, greeting customers

or telling a favourite story in a quiet corner with a glass of Cutty Sark and a Cuban cigar in his hand.

In the early 1980's recession knocked the bottom out of the crane and access markets. Benchoff and his team brought Grove through the period relatively intact by making early cutbacks and persuading the workforce to take pay cuts. Spotting the opportunities that the recession offered he put a plan together to acquire five key crane competitors from the UK, Germany, France, Italy and the USA and terms were negotiated to purchase each and every one of them. The first came in late 1984 when Coles Cranes was acquired, Europe's largest manufacturer at the time. P&H followed in 1986 but the deal was blocked by the US Anti-Trust authorities. The following year Kidde was acquired by Hanson and Benchoff's master plan was dropped. Hanson quickly decided that it wanted a change at the top of Grove and Benchoff was moved aside, becoming chairman emeritus, a purely symbolic title.

Benchoff in his heyday was a brilliant leader and manager. He would never accept No for an answer and had a skill for picking talented managers and letting them get on with the job... as long as they succeeded. He set a standard for the company that left no employee in any doubt of "the Grove Way" of doing things. You did it right and if you made a mistake "you put her right". If there was a problem "you took care of it".

Benchoff had a great respect for Winston Churchill, and clearly liked to model himself on the great man. His other great passion was for hunting, particularly in the Yukon where he went after big rams.

A celebration of his life was held at the Grove lodge (now a restaurant) on Sunday August 12th (for photographs of that event see [www.vertikal.net](http://www.vertikal.net)).

*A large number of past and present employees of Grove attended the memorial.*



*A Grove TMS900E held a flag at half mast outside Benchoffs beloved Lodge during the memorial to his life in August*

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# PASMA AGM looks to the future

Delegates at the PASMA AGM had plenty to get their teeth into. Held at The Belfry in the West Midlands, it focused on the future development and direction of the association. First to speak was retiring chairman, Brian Houston, who took as his theme the genuine and measurable progress the association had made during 2006/2007. The association now has some 250 members and currently trains more than 33,000 people a year in the safe and productive use of mobile access towers.



Paul Gallacher

Next up was incoming chairman, Paul Gallacher. He explained that his intention as chairman was twofold: first, to improve communications to and between members and, second, to oversee the initial implementation of a five year plan designed to deliver an enhanced service to the membership at large under the direction of the newly appointed managing director, Peter Bennett.

Against this background delegates voted unanimously to authorise Council to seek suitable premises to accommodate the association's first directly employed secretariat and, last but not least, to begin the process of recruiting a full-time support staff.



## Only two options

There are only two methods of assembling, dismantling and altering mobile access towers approved by PASMA in co-operation with the HSE:

**3T (Through the Trap):** This method entails the operative working partially through the open trap of a trap platform to position guardrails at appropriate distances above the platform before standing on the platform to continue the assembly process.

**Advance Guardrail:** This involves the use of advance guardrail units that are positioned ahead of the platform so that when the operative gains access to the platform the advance guardrail is already in position.

## News in brief

### Standards for hirer/dealer members:

The association is in the process of setting auditable standards for hirer/dealer members with a view to improving the level of advice and guidance available.

### Lead Instructor [Mentor] applications:

An encouraging number of applications have been received for the Mentor programme and these are currently under consideration with appointments to be announced soon. The aim is to provide all novice instructors with help and support during their first tentative steps in delivering PASMA training.

### Continuing Professional Development [CPD]:

The training committee continues to work towards the introduction of a formal CPD scheme. This will include mandatory access to a dedicated CPD section on the website, the completion of specially created online CPD programmes, the publication of CPD booklets, regular CPD bulletins and regional CPD seminars.

### Freelance instructors:

It has been agreed to form a sub-committee of freelance instructors reporting directly to the training committee. More details will be published shortly.

## Be part of PASMA's plans

Keep watching the PASMA website for details of the various positions soon to become available at the association. In addition to recruiting a national training scheme manager, PASMA will also be seeking to employ suitably qualified and experienced people in administrative, accounts and information support roles. Go to [www.pasma.co.uk](http://www.pasma.co.uk) for more details, including relevant job specifications.

## PASMA products

Safety-related products currently available from the association include:

- PASMA Operator's Code of Practice
  - PASMA Safety DVD
- PASMA Tower Inspection Labels
  - PASMA PocketCard
  - PASMA Training Poster

### Brian Field

The association was saddened to hear of the death of Brian Field after a long illness.

One of the founding ambassadors of the industry and a past chairman of the association, Brian enjoyed

a long and successful career at Instant, Zig Zag and Youngman. He was a good friend and a great influence to many in the access industry.



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# Readers Letters



Dear Leigh,

I noticed the article the other day about the Powered Access Trainees that have graduated from the Construction College at Bircham Newton. As you may know I have been very vocal over the last few years about the lack of investment in our industry in good quality apprenticeships. I feel very strongly that in addition to the major national companies like Nationwide and AFI, it is important for small independent Access firms like Active to invest in young people.

I am putting my money where my mouth is and at Active we have recently taken on two apprentice engineers, Robbie Finnie (17) and Robert Wilson (18), along with a trainee hire controller, Nicola McPherson (18). This represents a considerable investment for us as these young people represent just under a quarter of our staff. As well as attending North Glasgow College, the young lads will undergo rigorous training from our service manager Stephen Oswald, who will tutor them one to one and also as a group in tool box talks with the other engineers. Nicola is also scheduled to attend courses to fine tune her skills to handle a busy hire desk.

We are investing millions of pounds in a new fleet over the next 18 months and recognise that as our industry grows the requirement for innovative staff grows too. We can foresee the shortfall and so are acting now to change things.

I think there should be better incentives for employers to invest in youth and training. I am hoping that industry associations such as IPAF can play a major role in not only lobbying for such assistance but also by encouraging more small and medium sized companies to do their part in bringing new people into our industry.

Yours Sincerely,

**Andrew McCusker**

Managing director

Active Rentals.

Scotland.

Dear Sir,

I know that in the past you have made a point of highlighting the lack of women in the crane industry and how few crane drivers there are, at least in Great Britain. A company that I know well was recently brave enough to take on a lady crane driver. She was keen and enthusiastic and seemed determined to make a career of it.

I know you are supposed to be blind to the sex - or sexual orientation - when it comes to choosing people for jobs but in reality it is much easier to employ men for crane work. So when it does happen I think it is brave on the part of the company and the lady.

In the end the lady did not last long, I think she just found it too difficult being a woman in a mans world- there were a surprising number of difficulties. I notice on your discussion forum that this has been an active subject and that one of the contributors is a lady slinger.

I always thought that the absence of women in the crane (and construction) industry was down to the fact that the companies are mostly run by old men, but now I think it is more related to the attitude of the average man on site and the attitude of co-workers.

I think that this is an issue you ought to cover or do a survey on.

Name withheld - on editors decision

## Recent Poll results:

As you might be aware we run polls on Vertikal.Net covering topics of the day. The results of the two latest polls are:

### Are full overload devices on self propelled scissor lifts?

3,667 people voted as follows:

- A positive aid to safety 29.6%
- An additional safety hazard 70.4%

More recently we are asking:

### Should a harness normally be worn in a scissor lift?

As of August 31: 329 people had voted

21 % saying Yes  
79% saying No

### Some cheating

On both votes we experienced some repeat voting by readers. In the scissor overload vote there was repeat voting on both sides. Where we could identify it we removed duplicate votes although a large number got through. The only positive thing was that the cheating seemed in balance and thus only inflated the total vote.

In the current vote on a particular day we experienced a massive campaign to boost the Yes vote by multiple duplicate votes to such an extent that we felt obliged to remove all votes - Yes and No - from that day and install a much tougher block on duplicate voting.

### Letters to the editor

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

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# The Year Ahead for ALLMI and the Lorry Loader Industry

c&a

ALLMI focus

On the 26th July, ALLMI held its second board meeting of 2007 which confirmed the appointment of Ben James as a director, reviewed the role of each board member and identified the key issues for the Association over the next 12 months. In order to ensure maximum focus directors have been allocated specific projects.



Ben James has been confirmed as an ALLMI director



## Engine Management Systems

Commercial director, Alan Johnson, will look into issues concerning Engine Management Systems, with the aim to improve communication between crane manufacturers/installers/bodybuilders and truck manufacturers in relation to the wiring and programming of Engine Management Systems. The goal is to ensure that all concerned have a thorough understanding of their roles and responsibilities in relation to this issue, eliminating the problems that can occur when the customer receives the finished product.

## ALLMI Training Abroad

As a first step towards ALLMI establishing itself internationally and expanding its high standard of lorry loader training overseas, training director Andrew Taylor, will investigate the opportunities beginning with Australia and Trinidad where ALLMI already has contacts. This will involve research into the legislative requirements for lorry loader operations within these countries. Taylor will report to the board meeting on 19th September

## Membership of Training Companies

Taylor will also investigate the possibility of all ALLMI accredited training companies becoming members of the association, in order to produce a more cohesive and integrated organisation. This will facilitate improved dialogue between all parties.

## European and British Standards Revisions

Technical director Eric Hawkyard, will lead ALLMI on the revision of the British and European Standards for lorry loaders. With the EN12999 revision already underway, he will chair a special meeting of the technical committee on 12th September, covering the proposed changes to this Standard. Hawkyard said: 'ALLMI members have already been sent a draft copy of the new European Standard and we are expecting significant feedback. Those responses will be reviewed at the meeting on the 12th along with comments from committee members.' Once agreed, ALLMI's views will be fed into the CEN committee via ALLMI's representative, John Penny.

The revision of British Standard, BS7121 Part 4, is expected soon and Hawkyard will be looking for feedback from members on any proposed changes.

## ALLMI Sets its Agenda for Vertikal Days

With both an Operators' Forum and an Instructor Product Update Event planned at Vertikal Days on the 19th and 20th September, ALLMI has set a detailed agenda for the two day period. The Operators' Forum general meeting takes place on the 19th in the Jubilee Suite of the Haydock Park Conference Centre and includes a presentation from Sarah Hague of the HSE on its forthcoming Work at Height campaign followed by an update on the ALLMI buyers co-operative following a survey of Forum members into products they would like to see purchased through collective bargaining. The agenda also includes a report and discussion on proposed changes to the European Standard for loader cranes, EN12999.

Following the meeting, members will have the opportunity to visit Vertikal Days with a free show pass.

On the 20th ALLMI's Instructor Product Update, also in the Jubilee suite, will include presentations from Hiab, T H White (Palfinger), Terex Atlas, HMF and Fassi covering product range, technical features and maintenance requirements. A hands-on session will provide the opportunity to view some of the latest loader cranes and to hold direct discussions with the manufacturers.

## Code of Practice

The technical committee has continued with its revision of the ALLMI Code of Practice throughout 2007 and publication is expected in May 2008. The updated Code of Practice will provide a valuable guide on the various aspects of lorry loader including: legislation, maintenance, thorough examinations, load testing, documentation, accessories and attachments.



## Membership Growth

The board meeting agreed that Lee Maynard and Ben James would swap roles, with Maynard moving to membership director and James becoming service director.

Maynard is looking to boost manufacturer/service agent membership by 10 percent, and Operators' Forum by 25 percent by the end of 2007.

General manager, Tom Wakefield, said 'there are some exciting challenges ahead for the association and the industry in general, the ALLMI board believes that allocating responsibility for specific projects will help further improve efficiency and focus. Progress reports are due at the general meeting on the 3rd October at the Strawberry Bank Hotel, Meriden, Coventry along with a presentation on Whole Vehicle Type Approval by Peter Rotherham of Aire Truck Bodies.

Should you require further information on the issues above, please contact Tom Wakefield on 01249 659150.



# Core strengths

**Hewden - the UK's largest hirer - is in a process of redefining its core strengths. Mark Darwin talks to director Brian Sherlock about cranes, computers, access, tool hire, telehandlers and..... football.**



Brian Sherlock

**As a lifelong Liverpool FC supporter (mainly armchair) I used to dream of going to the big cup finals. For Liverpool during the late 1970's and 1980's there were many, including four European Cups but unfortunately I did not get to go to any.**

One final I remember well was the 1981 final at the Parc de Princes, Paris when Alan Kennedy rifled home a late winner. To have been at the game would have been amazing but Brian Sherlock was not only there, he was commentating for Radio City (Liverpool's local radio station) with Clive Tinsley. Respect. Although a Liverpool supporter himself, he used to commentate regularly at Tranmere on Friday with the wind howling in from the Irish Sea down the Mersey!

This was just the first indication that Sherlock is a man of many talents and varied experience. His time as a football commentator

preceded 10 years with Marks and Spencer going through the training and stores programme which gives him a very 'customer aware' slant, too often missing in senior management.

A spell in IT and infrastructure project management has also proved invaluable, particularly with the introduction of Hewden's massive new £14 million 'Project Horizon' computer system which went 'live' on July 1st.

Sherlock joined Hewden Hire Centres as managing director in 2002, staying for two years before being appointed operations director for Hewden Stuart and then managing director in 2005.

Hewden hit the news last year announcing that it was selling its larger cranes and concentrating on machines up to 100 tonne capacity. However, just nine cranes were



£11 million may be put into the access fleet - which currently has 2670 machines.



This is now Hewden's biggest crane - a 100 tonne Demag

sold, including a 300 tonner, from its fleet of 220. It currently has 229 units, the majority from Demag, with lifting capacities up to 100 tonnes. This year it has been in the news again after selling its tool hire business to Speedy Hire for £115 million. Both moves are part of a strategy aimed at returning to the company's core businesses and mainstream hire sector.

Selling the tool hire business relieved Hewden of 188 purely tool hire depots. It still has 102 locations, putting a location within an hour of 96 percent of its customers. Of the total, there are 30 core locations and 12 crane depots.

The new M3 computer system is now up and running and will streamline the rental side of the business as well as reduce costs and increase efficiency throughout the company.

This new IT system is just a small part of £60 million overall investment planned on new equipment, with £6.1 million earmarked for 16 Demag cranes (mainly 30, 50, 80 and 100 tonners) to be delivered in 2008. It has also put £7-11 million aside for additions to its 2,670 unit aerial lift fleet. Hewden has 120 telescopic booms in the 80 to 135ft range, which, it claims, is the largest 'big boom' fleet in the UK.

Its fleet of 2,600 telehandlers is without question the largest and this will be enhanced with a £10-12 million investment in new, JLG-built, B-Series Cat units as they come available in February 2008.

In all the company has 7,000 Caterpillar machines in its fleet and as a division of Finning, the UK Cat distributor, will use Cat products wherever possible. Its Skyjack, Genie and JLG lifts all have Perkins engines for example.

When not available, Hewden generally tries to keep its fleet to one or two main suppliers. For the last four years Demag has been its preferred choice for cranes followed by Liebherr; Genie and JLG for access and Cat and JCB for telehandlers.

"We try and keep the fleet as clean as we can with just two to three

suppliers for the larger equipment," says Sherlock. "But we are always open to buying a product that does a specific job - but it must be versatile enough for the rental market."



Already the UK's largest fleet of telehandlers, Hewden plans to spend up to £12 million when the new JLG-built machines are available next February.

Hewden and Sherlock are always looking at new products. He was intrigued by the new Merlo high speed platform at Bauma. However roto telehandlers are not on the cards ('not available from JLG-Cat') nor are smaller truck mounted platforms ('the core machines can do the job'). Sherlock has been surprised with the continued growth of the access market over the last three years and seems positive about specialist machines such as spider lifts.

So Hewden's reorganisation appears complete. It has its internal systems sorted and it has returned to core products. But has the sleeping giant woken?

## Brian Sherlock - essential or favourite.....

**Gadget:** Blackberry - a love hate relationship - doesn't like it but has to have it

**Car:** Likes BMWs but not the cost of four run-flat tyres

**Book:** Good to Great (Jim Collins) How to deal with people, systems and processes

**Film:** Trains, Planes and Automobiles - or any comedy/relaxing

**Music:** A varied mix of Radio 1 or Radio 2 plus a sprinkling of Radio 4

# LEZ: The low-down on emissions

IPAF is seeking official confirmation from Transport for London that truck mounted platforms are exempted from the London Low Emission Zone (LEZ) due to commence on 4 February 2008. Van mounts will not be exempted. The LEZ aims to improve air quality in London by deterring the most polluting vehicles from being driven in the area. The vehicles affected are older diesel-engined lorries, buses, coaches and other heavy vehicles. The LEZ will be introduced in phases through to January 2012. Different vehicles will be affected over time and increasingly

tougher emissions standards will apply. Vehicles fitted with Euro III engines meet the initial LEZ standard. All vehicles first registered after 1st October 2001 are assumed to be Euro III and so will meet the LEZ emissions standard.

More information is at [www.tfl.gov.uk/roadusers/lez/default.aspx](http://www.tfl.gov.uk/roadusers/lez/default.aspx) The situation for truck and van mounts was discussed at the PAIG (Powered Access Interest Group) meeting on 8th August. IPAF and the Construction Plant-hire Association (CPA) are drafting joint guidance on this.

## Access Link supports IPAF Rental+

Members of Access Link, a group of rental companies with a combined fleet of 3,800 units, have expressed their intention to obtain the IPAF Rental+ quality mark. Two members, AJ Access and Peter Hird, already hold this award that certifies them as meeting defined standards in safety and service.

The latest Access Link meeting was held on 9th August at IPAF headquarters in Milnthorpe. The meeting welcomed two new members to the Access Link: Lifterz from Yorkshire and Charles Wilson Engineers covering the areas of London, the South East, and Liverpool and Manchester.

*Access Link members cover a combined fleet of some 3,800 units on a national basis.*



## Outdoor noise limits

IPAF is consulting the access industry on the likely impact of proposed changes to Directive 2000/14/EC, noise emission in the environment by equipment for use outdoors. One of the issues under study is whether or not MEWPs should be moved from Annex

13 (noise marking) to Annex 12 (noise limit) in the Directive, with a noise limit of 94dBA. Comments on the practicality of the proposed limit and the likely sources of noise when using MEWPs should be sent to Gil Male, IPAF technical officer.

## Last call for PDS

Instructors and staff at IPAF-approved training centres should not miss the Professional Development Seminar (PDS) on the 19th September at the Haydock Racecourse, WA12 0HQ. This year's topics include the new instructor criteria, management of thorough

examinations, and the new demonstrator course. Attendees have the chance to visit Vertical Days at the same venue. IPAF has negotiated special rates with the Holiday Inn at Haydock, Tel: 0870 400 9039. Quote the booking reference 29285.



C&a

IPAF focus

Brad Boehler of Skyjack places a Click It! sticker on a boom lift.

## Click around the world

The Clunk Click campaign for harnesses got a boost in Germany and the United States this summer.

At the German platform safety day (TABS), held at the end of June in Frankfurt, Reinhard Willenbrock of IPAF-Deutschland called on all manufacturers, rental companies and users in the industry to use all possible means to promote the use of harnesses in boom lifts. Platformers' Days is supporting the campaign and sponsoring the production of 10,000 German 'Click Clack' stickers, distributed during the event at the end of August.

The North American version 'Click It' was launched at the Scaffold Industry Association (SIA) Convention in the US. The campaign has attracted strong interest from the industry. Major players such as NES Rentals and Skyjack have got behind the campaign and committed to placing stickers on all their boom lifts.

## ElectroMagnetic Compatibility

IPAF has provided clarification to members on the implementation of the new ElectroMagnetic Compatibility (EMC) Directive 2004/108/EC which replaces Directive 89/336/EEC. The new Directive applies from 20th July 2007 and the old Directive is "repealed" from that date on. All new products can be placed on the market against the provisions of national laws that implement the new Directive. However, manufacturers can also continue to place "historic" products (existing models) on the market as long as they comply with the provisions of the old Directive until 20th July 2009. From this date on, all new products must conform fully with the new Directive.

## Europlatform

Managers from the European access rental industry met on 11th September in Basel, Switzerland for the first Europlatform conference. More news in the next issue.

## Discount off website design for IPAF members

IPAF members now enjoy a 25% discount off website design prices from SiteWizard, a multi-award winning company that offers quick, cost-effective web solutions with a money back guarantee. More details are at the Services section of [www.ipaf.org](http://www.ipaf.org)



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[www.activerentals.co.uk](http://www.activerentals.co.uk)

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[www.platformcompany.co.uk](http://www.platformcompany.co.uk)

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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



## Priorities!

This man spotted at work this July, has his bright yellow jacket on, his hard hat and his safety boots, so the site safety officer is happy, but look at his access platform!

### Lack of training and proper equipment costs £53,000

A grain installation company and its client were hit with more than £53,000 in fines and costs following the death of Alan Ellison of Swindon in June 2004.

Ellison was employed to help install a new grain drying system at Raymond Bros' farm. He died after falling around eight metres onto the concrete floor below.

His employer - Enid Vale Ltd trading as B.K. Grain Handling Engineers of Marlborough, Wiltshire - was fined £20,000 and ordered to pay costs in excess of £8,000. Farmer Mansel Raymond, trading as Raymond Bros of Jordanston Hall, Letterston, Pembrokeshire was fined £10,000 and order to pay costs of £15,000.

Enid Vale pleaded guilty to breaching Regulations 3(1) and 7(1) of the Management of Health and Safety at Work Regulations 1999 while Raymond Bros was found guilty of breaching Section 2(1) of the Health and Safety at Work Act 1974.

HSE Inspector Wayne Williams said: "Working at height is extremely dangerous as this case has so tragically demonstrated. It is imperative that employers carry out proper risk assessments and ensure their staff are adequately trained to work at height."

Latest figures show that 46 people died from a fall from height at work in 2005/06, while 3,351 were injured. Falls from height remain the most common kind of accident causing fatal injuries.

## Access apprentices win

Joe Wickens, an apprentice service engineer at Nationwide Access, has won the award for Plant Mechanics - Access Platforms at the CITB college, Bircham Newton. Darren Cawley and Gareth Cone of AFI were also nominated for this award. Wickens receiving his award from TV presenter Penny Mallory.



Steve Vickary apprentice service engineer at The Platform Company took first place awards in the Key Skills and the Personal Effort in Plant Mechanics categories. He was also runner-up spot for Good Effort in Key Skills.

Steve Vickary receiving one of his awards



## Forklift access

How's this for crass stupidity? A forklift, with ladder up to a stack of pallets and a step ladder to reach the roof.



### Breach of Work At Height regs costs £4,000

K and M Joinery Ltd of the Nurseries, Linstock, Carlisle, Cumbria was fined £2,600 and ordered to pay £1,395 after the company pleaded guilty to breaching Regulation 6 (3) of the Work at Height Regulations 2005.

Apprentice Brett Lawden, aged 19, received spinal injuries after falling through an unprotected stairwell at a site in Langwathby near Penrith on the 6 July 2006. He has since made a full recovery.

## Who trained this operator?



When learning to drive a crane or truck mounted aerial lift, one of the most important aspects of the training is the correct set up of the machine's outriggers. In spite of this, the vast majority of accidents involve their incorrect set up.

This accident in Sotogrande Spain, which could have been much worse, was entirely down to the fact that the crane operator only extended one outrigger beam. Surprise surprise, when the load shifted slightly to the side where the rear outrigger beam had not been extended and over it went. (Further details on this accident on Vertical.Net)

### National



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Web: [www.outreachltd.co.uk](http://www.outreachltd.co.uk)

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

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



# On the level?

Penny + Giles, has launched a new tilt sensor. The compact - just 28mm diameter main body - and competitively priced STT280 features low power consumption and a rugged, IP68 sealed housing, making it ideal for more demanding applications. It has no moving parts and is claimed to have excellent resistance to shock and vibration.

The STT280 measures up to plus or minus 60 degrees, with an output

range from 0.5 to 4.5Vdc over the full inclination angle.

Using proven solid-state technology, the new sensor can be used in hard-wired or battery-powered systems giving OEMs maximum flexibility. The manufacturer claims that the technology in the STT280 provides distinct advantages in reliability, stability and compactness over fluid based, electrolytic and pendulum operated sensors.



# In total control

Devices and systems utilising magnetorheologica (MR) technology from Lord Corporation are already widely used in car suspension systems and in construction/agricultural drivers seats, as well as steer-by-wire operator controls in industrial and marine vehicles.

Thousands of MR equipped vehicles and more than 500,000 MR enabled devices are in use worldwide. Lord is the world's leading supplier of commercial magnetorheological fluid, magnetic devices and systems. The Lord Tactile Feedback Device (TFD) is a cost-effective and design-efficient feedback solution for improving by-wire control and safety. Unlike pure sensing or other types of feedback devices, the TFD produces a continuously variable resistive steering torque, delivering high-fidelity 'feel' and maximum control for the operator.

Available in standard 12 Nm and 5 Nm torque configurations, these devices are ready for immediate integration and evaluation in steer-by-wire design projects.

# No struts or supports

The ability to position and hold doors or other components open without gas struts or mechanical supports, helps to reduce manufacturing costs and differentiate product designs.

The recently expanded line of Cema E6 constant torque position control hinges available from Southco, provides greater torque-control functionality across a range of applications.

Multiple torque ranges, in symmetric and asymmetric configurations, make it easier for designers to satisfy the positioning, and 'feel' requirements of their applications. Cycle testing has shown these models to perform within 20 percent of their nominal torque specification for more than

20,000 cycles, allowing them to provide consistent performance without maintenance, service, or adjustment.

The compact 200 Series hinges feature aluminium construction and provide strong positioning torque in a lightweight package. Larger 400 Series hinges offer even greater strength and positioning torque. Both styles incorporate hardened steel shaft and torque elements and are O-ring sealed for long-lasting durability.

The standard hinges in these two lines are provided with black powder-coated finish, but are also available in other optional finishes. They are rated for an operating temperature range spanning from -20 to 65 degrees C.



# The heat is on

To maximise service life of rolling bearings and steel parts, Schaeffler has developed a range of bearing heaters for mounting bearings onto shafts.

The 'FAG PowerTherm' range of heaters are for bearings and ring-shaped metal components up to 3,000kg in weight. Induction heating is claimed to be superior to traditional methods, being faster, cleaner and ideal for batch heating. Mobile and fixed heaters and heater plates can be used to heat complete rolling bearings, rings of cylindrical roller or needle roller bearings and labyrinth rings, roll couplings and tyres.

Harmful temperature differences are prevented with uniform heating but non-metallic parts - and the device itself - remain cool. During the process, rolling bearing steels are automatically de-magnetised.

Maintenance costs are kept to a minimum using these heater devices. Due to their increased efficiency, the heaters can reduce heating times by up to 50 percent. Also, as the systems do not require oil to operate, they have the added advantage of being both clean and environmentally friendly.



# 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.

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# Gottwald in Lego

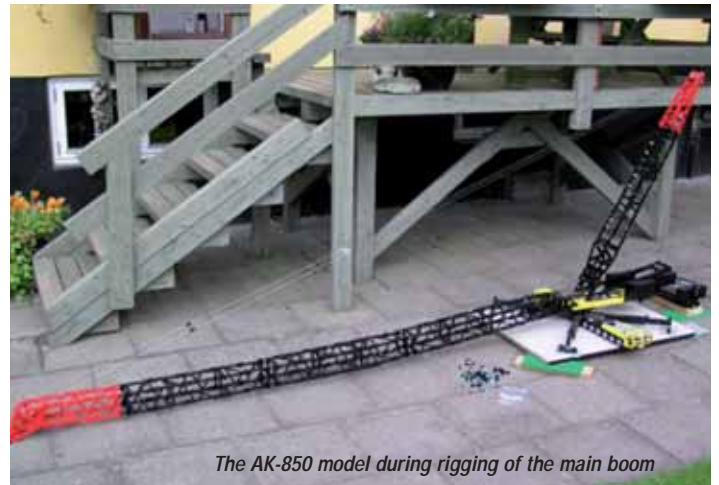
Since this is the heavy lift issue it seemed appropriate to look at models of big cranes. Spurred on by information provided by three of our readers we were very surprised to find three model enthusiasts around Europe that have built highly detailed scale models of the 1,200 tonne Gottwald AK912, lattice truck crane using standard Lego materials.



The AK850 fully erected with builder Anders Gaasedal

Sadly in spite of several attempts we were not able to speak directly with them prior to publication. However we did manage to see the fruits of their labours and it is highly impressive. We thought therefore that in this issue we would give you a glimpse of two of them.

The most impressive has to be the crane built by 27 year old Anders Gaasedal from Northern Zealand in Denmark. His attention to detail is spectacular. The working model stands nearly six metres tall when



The AK-850 model during rigging of the main boom



The AK912 model built by Stephen Lane of Birmingham

fully rigged and is based on the Gottwald AK850-1 owned by Schmidbauer which was modified into the AK912.

Also very impressive was the model built by Stephen Robert Lane, from the Birmingham area. His AK912 is based on the machine previously

owned by Baldwins Heavy Lift and is painted in its livery.

If you would like to see more of these models in the magazine, please write and tell us and we will dedicate more space to them in future editions.

In the meantime you can learn more about the Gottwalds on-line:

**Anders Gaasedal:**

[www.gaasedal.dk](http://www.gaasedal.dk)

**Steve Lane:**

<http://members.aol.com/steveroblane/navpage.htm>

## Big Green with all the options

The Merlo Roto 40.25 scale model is big and follows the recent trend for a larger scale than the old 50:1. While the scale is not mentioned on the box, it appears to be 1:32, a scale increasingly adopted for telehandler models.

The larger scale does allow for additional detailing and the Merlo has that in abundance, with an opening engine compartment, a tilting cab and even working spring suspension! Possibly a first on a telehandler model?

The fully extended five section boom is long and heavy, so a small pin is provided to lock the lift cylinders should you wish to display it in the extended position.

The model has four wheel spring suspension.



The Merlo is fully equipped with forks, work platform and jib, even its own pallet

The model also comes fully equipped, not only with the optional crane jib and work platform, but also



Attention to detail is excellent.

with its own wooden pallet to go on the forks. All in all this is an excellent model. It can be ordered from the parts department of Merlo dealers for £35, you will also find it in a few specialist model shops.

## UK plant hire analysis

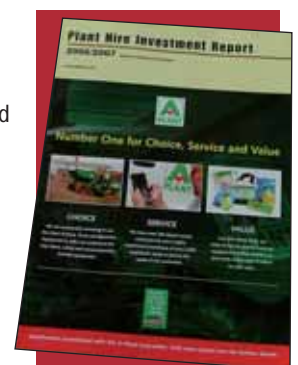
Catherine Stratton has published the 14th edition of her plant hire investment report, which takes a detailed look at 75 of the largest rental companies in the UK. This year's edition was probably one of the hardest to prepare, given the significant developments in the market, with consolidation and changes of ownership as it was being compiled. In spite of this Stratton manages to keep it bang up to date in the extensive commentary that makes up a good half of the book's 128 pages, all of which are packed full of information.

Stratton uses her many years of experience to add valuable information and insight into each company and to annotate the results. The report as usual contains numerous charts, including benchmark comparisons of a number of financial measures, such as profits and revenues as a percentage of book values and revenue per employee.

As the information is gleaned from publicly filed accounts, there are invariably some discrepancies, but Stratton rarely misses a trick and highlights them clearly. (Unlike others who use such information via computer generated comparisons to produce garbage.) If you have any interest in looking at the UK rental industry this is the book to buy.

The report is available at a special price of £399 to CPA members and readers of Cranes&Access.

It can be ordered on [www.phir.co.uk](http://www.phir.co.uk) or directly from Catherine Stratton on [CathEstrat@aol.com](mailto:CathEstrat@aol.com) Tel:01865 741116



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## Vertikal Days

Meeting for the UK crane and access industry  
Haydock Park September 19/20th 2007  
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Fax: +44(0)1295 768223  
E-mail: info@vertikal.net  
Web: www.vertikaldays.net

## The Hire Show

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

## Hire Association Europe Conference

Annual Awards Conference  
October 13, 2007 Cardiff, UK  
Phone: +44 (0)121 380 4600  
E-mail: mail@hae.org.uk

## ICUEE

ICUEE-International Construction & Utility  
Equipment Exposition  
October 16-19, 2007 Louisville, Kentucky, USA  
Phone: +1 866-236-0442  
Fax: +1 414-298-4141  
E-mail: e-mail info@icuee.com

## SAIE 2007

Bologna Fair, Italian Building products exhibition  
October 24-28, 2007 Bologna, Italy  
Phone: +39 051 282111  
Fax: +39 051 6374013  
E-mail: saie@bolognafiere.it

## Big Five 2007

Middle East construction show in Dubai  
October 28-November 1, 2007 Dubai, UAE  
Phone: +49 (0) 89 949 22 0  
Fax: +49 (0) 89 949 22 350  
E-mail: info@imag.de

## Batimat 2007

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

## The Rental Show 2008

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

## Samoter

Earthmoving and construction equipment show  
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www.samoter.it

## Conexpo-Con/Agg 2008

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## IPAF Summit

Annual Summit for International  
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## Smopyc 2008

International Public works,  
construction and mining show  
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## SED 2008

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Fax: [44] 020 8652 4804  
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## Safety & Health Expo

Health and safety show  
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## Apex

International powered access fair  
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Maastricht, The Netherlands  
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Fax: +31 (0)547 261 238  
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Make / Type	y. o. m.	Drive	Boom / Fly Jib
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Email: [Manlift@eircom.net](mailto:Manlift@eircom.net)

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- Prepare and follow up quotations for sales prospects, ensuring the correct specification is delivered to the customer
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- Widely experienced, with a successful and proven track record
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# LIEBHERR

**The Group**





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**Versalift** are the leading manufacturer of vehicle mounted access platforms in the UK, based in Burton Latimer in Northamptonshire. We are looking for a commercially minded person to manage the internal sales, marketing and administration aspects of the business. It is anticipated that you will have previous experience in a sales orientated role and be confident in dealing with customers, internal departments and suppliers. Experience of the Access Platform market is useful but not essential.

Salary will be commensurate with experience and role within the company, as we are prepared to configure the function around the selected candidate.

For more information on Versalift and this role please see our web site:  
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General Manager  
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**LIFTLUX SL105-10 (2002)** Self propelled scissor lift.  
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**SKYJACK SJ 4626 (1996)** Self propelled scissor lift.  
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Serviced & tested.



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**AERIAL K12 (1998)** Trailer mounted platform.  
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**JLG 45E (1999)** Self propelled boom.  
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12m working height. Year 1997 + 2000  
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Choice of machines  
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**LIFTLUX SL 102-14 scissorlifts**  
12m working height. Year 2000  
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6 units

Platform Height:  
19ft/5.6m

Price:  
€5,750

## Haulotte Compact 8

Year: 2003



Qty Available:  
6 units

Platform Height:  
20ft/6m

Price:  
€5,750

## Skyjack SJP125

Year: 2000



Qty Available:  
1 unit

Platform Height:  
19ft/5.6m

Price:  
€2,500

## Genie IWP 20S

Year: 2006



Qty Available:  
1 unit

Platform Height:  
20ft/6m

Price:  
€6,900

## Condor 86A

Year: 1997



Qty Available:  
1 unit

Platform Height:  
80ft/24m

Price:  
€19,000

## Snorkel 2032

Year: 2003



Qty Available:  
1 unit

Platform Height:  
20ft/6m

Price:  
€6,000

## Socage DA22

Year: 2004



Qty Available:  
1 unit

Platform Height:  
72ft/22m

Price:  
€47,000

## CTE Z20

Year: 2003



Qty Available:  
1 unit

Platform Height:  
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Price:  
€39,000

## Genie AWP 40 2004

Year: 2004



Qty Available:  
1 unit

Platform Height:  
40ft/12m

Price:  
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Altrex B.V.	<a href="http://www.altrex.co.uk">www.altrex.co.uk</a>
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Dino Lift	<a href="http://www.dinolift.com">www.dinolift.com</a>
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